



Customer Energy Solutions - Financial Performance - January

Customer Energy Solutions		January				YTD				2017
		Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE		\$1,915	\$1,234	\$681	2%	\$1,915	\$1,234	\$681	2%	\$33,824
CES VP		\$59	\$199	(\$141)	-8%	\$59	\$199	(\$141)	-8%	\$1,783
CES Business Operations		\$44	\$36	\$9	1%	\$44	\$36	\$9	1%	\$718
CES Pricing Products		\$862	\$460	\$402	2%	\$862	\$460	\$402	2%	\$18,201
Demand Response & Data Platforms		\$271	\$228	\$44	1%	\$271	\$228	\$44	1%	\$3,247
Data Analytics & Governance			\$3	(\$3)			\$3	(\$3)		
Data Governance & Products		\$249	\$202	\$47	2%	\$249	\$202	\$47	2%	\$2,962
Demand Response- Director		\$23	\$23	(\$1)	0%	\$23	\$23	(\$1)	0%	\$286
Electric Vehicles		\$258	\$80	\$179	4%	\$258	\$80	\$179	4%	\$4,264
DG Programs		\$127	\$6	\$121	5%	\$127	\$6	\$121	5%	\$2,350
Electrification & Electric Vehicles		\$107	\$56	\$51	3%	\$107	\$56	\$51	3%	\$1,600
Director of Electrification & EV		\$25	\$18	\$7	2%	\$25	\$18	\$7	2%	\$314
Service Analysis		\$54	\$41	\$12	2%	\$54	\$41	\$12	2%	\$757
Energy Efficiency Programs		\$366	\$190	\$176	4%	\$366	\$190	\$176	4%	\$4,853
Energy Efficiency Products		\$23	\$22	\$1	0%	\$23	\$22	\$1	0%	\$278
Energy Efficiency Programs		\$27	\$25	\$1	0%	\$27	\$25	\$1	0%	\$332
Energy Efficiency Programs Sr. Director		\$28	\$55	(\$26)	-5%	\$28	\$55	(\$26)	-5%	\$503
EE Strategy & Operations		\$289	\$88	\$200	5%	\$289	\$88	\$200	5%	\$3,740
CAPITAL			\$0	0%			\$0	0%		\$500
CES VP			\$0	0%			\$0	0%		\$500
NON EARNINGS EXPENSE		\$49,595	\$37,115	\$12,480	2%	\$49,595	\$37,115	\$12,480	2%	\$783,300
CES VP		\$0	\$0	(\$0)	0%	\$0	\$0	(\$0)	0%	\$24,911
CES Business Operations		\$47	\$21	\$26	4%	\$47	\$21	\$26	4%	\$688
CES Pricing Products		\$1,593	\$1,639	(\$47)	0%	\$1,593	\$1,639	(\$47)	0%	\$41,762
Demand Response & Data Platforms		\$4,473	\$4,034	\$439	1%	\$4,473	\$4,034	\$439	1%	\$61,864
CP Measurement & Evaluation		\$410	\$446	(\$36)	-1%	\$410	\$446	(\$36)	-1%	\$4,110
Data Analytics & Governance		\$369	\$450	(\$81)	-2%	\$369	\$450	(\$81)	-2%	\$4,887
Data Governance & Products			\$5	(\$5)			\$5	(\$5)		
Demand Response		\$2,492	\$2,040	\$452	1%	\$2,492	\$2,040	\$452	1%	\$41,427
Demand Response- Director		\$130	\$24	\$106	7%	\$130	\$24	\$106	7%	\$1,559
Demand Response Operations		\$1,073	\$1,069	\$4	0%	\$1,073	\$1,069	\$4	0%	\$9,881
Electric Vehicles		\$6,590	\$3,148	\$3,442	3%	\$6,590	\$3,148	\$3,442	3%	\$103,722
DG Programs		\$6,371	\$2,923	\$3,448	3%	\$6,371	\$2,923	\$3,448	3%	\$101,480
Electrification & Electric Vehicles		\$219	\$225	(\$5)	0%	\$219	\$225	(\$5)	0%	\$2,242
Energy Efficiency Programs		\$36,892	\$28,273	\$8,619	2%	\$36,892	\$28,273	\$8,619	2%	\$550,354
Energy Efficiency Products		\$1,528	\$1,149	\$378	1%	\$1,528	\$1,149	\$378	1%	\$32,590
Energy Efficiency Programs		\$19,373	\$12,837	\$6,536	2%	\$19,373	\$12,837	\$6,536	2%	\$304,471
Energy Efficiency Programs Sr. Director		\$926	\$702	\$224	2%	\$926	\$702	\$224	2%	\$11,823
EE Strategy & Operations		\$15,065	\$13,585	\$1,480	1%	\$15,065	\$13,585	\$1,480	1%	\$201,471
CES PCCs to Block			(\$0)	\$0			(\$0)	\$0		
OTHER BALANCE SHEET		\$1,981	(\$7,576)	\$9,557	66%	\$1,981	(\$7,576)	\$9,557	66%	\$14,500
Demand Response & Data Platforms			(\$88)	\$88			(\$88)	\$88		
Data Analytics & Governance			(\$28)	\$28			(\$28)	\$28		
Demand Response			(\$60)	\$60			(\$60)	\$60		
Electric Vehicles			(\$6,392)	\$6,392			(\$6,392)	\$6,392		
Electrification & Electric Vehicles			(\$6,392)	\$6,392			(\$6,392)	\$6,392		
Energy Efficiency Programs		\$1,981	(\$1,096)	\$3,078	21%	\$1,981	(\$1,096)	\$3,078	21%	\$14,500
Energy Efficiency Programs		\$1,981	(\$381)	\$2,362	16%	\$1,981	(\$381)	\$2,362	16%	\$14,500
EE Strategy & Operations			(\$715)	\$715			(\$715)	\$715		
BALANCING ACCOUNT CAPITAL			(\$2)	\$2			(\$2)	\$2		
Demand Response & Data Platforms			(\$2)	\$2			(\$2)	\$2		
Demand Response Operations			(\$2)	\$2			(\$2)	\$2		
Grand Total		\$53,491	\$30,771	\$22,719	3%	\$53,491	\$30,771	\$22,719	3%	\$832,124

Separately Funded		January				YTD				2017
		Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE		\$130	\$145	(\$16)	-2%	\$130	\$145	(\$16)	-2%	\$729
CES Pricing Products			\$91	(\$91)			\$91	(\$91)		
Demand Response & Data Platforms		\$130	\$54	\$76	10%	\$130	\$54	\$76	10%	\$729
CAPITAL		\$265	(\$265)			\$265	(\$265)			
Demand Response & Data Platforms			\$265	(\$265)			\$265	(\$265)		
Grand Total		\$130	\$410	(\$281)	-38%	\$130	\$410	(\$281)	-38%	\$729



Non-Earnings - Budget Variance - January

Funding Cycle View		January				YTD				2017
		Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE		\$49,595	\$37,115	\$12,480	2%	\$49,595	\$37,115	\$12,480	2%	\$783,300
ACEBA2007-11			(\$0)	\$0			(\$0)	\$0		
CAREBA		\$854	\$840	\$14	0%	\$854	\$840	\$14	0%	\$13,130
CDABA		\$0	\$5	(\$4)	-85%	\$0	\$5	(\$4)	-85%	\$5
CEE2010-2012		\$0	(\$9)	\$9		\$0	(\$9)	\$9		(\$0)
CEE2013-2015		\$1,169	\$1,066	\$103	1%	\$1,169	\$1,066	\$103	1%	\$11,055
CSI2007-2016		\$2,870	\$1,809	\$1,062	2%	\$2,870	\$1,809	\$1,062	2%	\$62,183
CSITG2010-17		\$654	\$602	\$52	1%	\$654	\$602	\$52	1%	\$5,122
DPMA		\$42	(\$42)				\$42	(\$42)		
DREBA2012-14		\$6	\$5	\$1	2%	\$6	\$5	\$1	2%	\$54
DREBA2015-16		\$1,175	\$1,436	(\$261)	-2%	\$1,175	\$1,436	(\$261)	-2%	\$16,633
DREBA2017		\$2,841	\$1,312	\$1,529	4%	\$2,841	\$1,312	\$1,529	4%	\$39,396
EE		\$23,935	\$18,973	\$4,962	1%	\$23,935	\$18,973	\$4,962	1%	\$401,571
ESA09-15COFU		\$1,750	(\$1,750)				\$1,750	(\$1,750)		
ESA2009-2015			\$0	0%				\$0	0%	\$320
ESAP2015			(\$0)	\$0			(\$0)	\$0		
ESAP2016		(\$0)	\$95	(\$95)			(\$0)	\$95	(\$95)	(\$0)
ESAP2017		\$10,964	\$7,397	\$3,567	2%	\$10,964	\$7,397	\$3,567	2%	\$152,605
FERABA			\$1	(\$1)				\$1	(\$1)	
GHGEMA		\$138	\$48	\$89	5%	\$138	\$48	\$89	5%	\$1,654
GHGNGBA		\$113	\$1	\$112	8%	\$113	\$1	\$112	8%	\$1,353
GTSRMA		\$292	\$80	\$212	6%	\$292	\$80	\$212	6%	\$3,543
LCFSE		\$200	\$220	(\$20)	-1%	\$200	\$220	(\$20)	-1%	\$2,033
LCFSG		\$20	\$5	\$15	7%	\$20	\$5	\$15	7%	\$209
Not assigned		\$670	\$641	\$29	0%	\$670	\$641	\$29	0%	\$24,154
RATEREFORM		\$8	\$862	(\$853)	-21%	\$8	\$862	(\$853)	-21%	\$3,992
SGIP		\$2,780	\$780	\$2,001	6%	\$2,780	\$780	\$2,001	6%	\$33,424
SWMEO13-14			(\$1,174)	\$1,174			(\$1,174)	\$1,174		
SWMEO2017		\$905	\$330	\$576	5%	\$905	\$330	\$576	5%	\$10,866
Grand Total		\$49,595	\$37,115	\$12,480	2%	\$49,595	\$37,115	\$12,480	2%	\$783,300

¹ EE Funding Cycle represents the current year program costs, excluding prior cycle EM&V and OBF

² CEE 2013-2015 represents prior cycle EM&V and OBF

³ Not assigned represents BIP incentives recovered through DRAM



Non-Earnings - Budget Variance - January

Charge-In Organizations		January				YTD				2017
		Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE		\$9,085	\$4,809	\$4,276	4%	\$9,085	\$4,809	\$4,276	4%	\$113,711
Data Analytics & Governance		\$130	\$143	(\$12)	-1%	\$130	\$143	(\$12)	-1%	\$1,566
Data Analytics & Governance		\$0	(\$0)	\$0		\$0	(\$0)	\$0		
IT-BusTech-Cust Care PCC		\$130	\$143	(\$12)	-1%	\$130	\$143	(\$12)	-1%	\$1,566
Data Governance & Products		\$3	(\$3)			\$3	(\$3)			
Demand Response		\$0	(\$0)	\$0		\$0	(\$0)	\$0		
PGE1/#		\$2	(\$2)			\$2	(\$2)			
Demand Response		\$588	\$331	\$257	4%	\$588	\$331	\$257	4%	\$7,082
BES-Director		\$38	\$7	\$31	7%	\$38	\$7	\$31	7%	\$456
Business Operations		\$5	\$0	\$5	8%	\$5	\$0	\$5	8%	\$58
Customer Insight Director		\$24	\$5	\$19	7%	\$24	\$5	\$19	7%	\$285
Demand Response		\$6	(\$2)	\$8	18%	\$6	(\$2)	\$8	18%	\$45
IT-BusTech-Cust Care PCC		\$166	\$211	(\$45)	-3%	\$166	\$211	(\$45)	-3%	\$1,472
Marketing Insight and Advertising Dir.		\$144	\$37	\$107	5%	\$144	\$37	\$107	5%	\$2,300
VP-Energy Procurement		(\$0)	\$0			(\$0)	\$0			
Complex Billing		\$11	(\$11)			\$11	(\$11)			
Grid Innovation Team		\$205	\$61	\$144	6%	\$205	\$61	\$144	6%	\$2,466
Demand Response Operations		\$509	\$244	\$265	5%	\$509	\$244	\$265	5%	\$5,445
Demand Response Operations		\$2	(\$2)			\$2	(\$2)			
IT-BusTech-Cust Care PCC		\$273	\$98	\$175	7%	\$273	\$98	\$175	7%	\$2,541
LCE-Community Vitality		\$175	\$55	\$120	6%	\$175	\$55	\$120	6%	\$2,173
VP-Energy Procurement		\$24	(\$24)			\$24	(\$24)			
Billing Systems and Analytics		\$61	\$64	(\$3)	0%	\$61	\$64	(\$3)	0%	\$731
DG Programs		\$340	\$83	\$257	7%	\$340	\$83	\$257	7%	\$3,872
CC Sacramento Contact Center		\$4	\$15	(\$11)	-21%	\$4	\$15	(\$11)	-21%	\$50
Customer Insight Director		\$2	(\$2)			\$2	(\$2)			
IT-BusTech-Cust Care PCC		\$138	\$4	\$134	8%	\$138	\$4	\$134	8%	\$1,650
Marketing Insight and Advertising Dir.		\$187	\$53	\$134	7%	\$187	\$53	\$134	7%	\$2,030
VP-Energy Procurement		\$12	\$10	\$2	2%	\$12	\$10	\$2	2%	\$143
EE Strategy & Operations		\$1,169	\$809	\$360	2%	\$1,169	\$809	\$360	2%	\$16,127
Applied Technology Services		\$133	\$34	\$100	6%	\$133	\$34	\$100	6%	\$1,783
CC Sacramento Contact Center		\$95	\$120	(\$25)	-3%	\$95	\$120	(\$25)	-3%	\$860
Central Inspections		\$328	\$315	\$14	0%	\$328	\$315	\$14	0%	\$4,662
Customer Insight Director		\$4	\$1	\$3	2%	\$4	\$1	\$3	2%	\$181
IT-BusTech-Cust Care PCC		\$501	\$265	\$236	3%	\$501	\$265	\$236	3%	\$6,768
Marketing Insight and Advertising Dir.		\$107	\$75	\$32	2%	\$107	\$75	\$32	2%	\$1,874
Electrification & Electric Vehicles		\$116	\$193	(\$76)	-8%	\$116	\$193	(\$76)	-8%	\$995
CC San Jose Contact Center		\$7	\$1	\$6	12%	\$7	\$1	\$6	12%	\$47
IT-BusTech-Cust Care PCC		\$36	\$11	\$25	13%	\$36	\$11	\$25	13%	\$187
Marketing Insight and Advertising Dir.		\$48	\$155	(\$107)	-24%	\$48	\$155	(\$107)	-24%	\$450
VP-Energy Procurement		\$26	\$26	(\$0)	0%	\$26	\$26	(\$0)	0%	\$311
Energy Efficiency Products		\$138	\$126	\$12	1%	\$138	\$126	\$12	1%	\$1,453
CC Sacramento Contact Center		\$16	\$27	(\$11)	-6%	\$16	\$27	(\$11)	-6%	\$197
IT-BusTech-Cust Care PCC		\$122	\$99	\$23	2%	\$122	\$99	\$23	2%	\$1,256
Energy Efficiency Programs		\$4,886	\$1,390	\$3,496	6%	\$4,886	\$1,390	\$3,496	6%	\$60,529
BES-CSM Team		\$28	(\$2)	\$30	9%	\$28	(\$2)	\$30	9%	\$340
Business Operations		\$88	\$97	(\$8)	-1%	\$88	\$97	(\$8)	-1%	\$1,061
CC Sacramento Contact Center		\$38	\$55	(\$17)	-4%	\$38	\$55	(\$17)	-4%	\$455
Customer Insight Director		\$174	\$44	\$131	5%	\$174	\$44	\$131	5%	\$2,652
ES&S Bay Director		\$1	(\$1)			\$1	(\$1)			
Government & Community Partnerships		\$1,535	\$1,390	\$146	1%	\$1,535	\$1,390	\$146	1%	\$18,425
IT-BusTech-Cust Care PCC		\$95	\$157	(\$62)	-11%	\$95	\$157	(\$62)	-11%	\$585
LCE-Greater Bay Division Teams		\$25	\$1	\$24	11%	\$25	\$1	\$24	11%	\$227
LCE-Greater Valley Division Teams		\$25	(\$4)	\$29	13%	\$25	(\$4)	\$29	13%	\$227
LEA-Director		\$978	\$239	\$739	6%	\$978	\$239	\$739	6%	\$11,740
Marketing Insight and Advertising Dir.		\$1,486	(\$653)	\$2,138	11%	\$1,486	(\$653)	\$2,138	11%	\$19,883
SMB-Sr Manager		\$411	\$64	\$347	7%	\$411	\$64	\$347	7%	\$4,934
EE Residential & Dist. Gen. Marketing		\$0				\$0				
Energy Efficiency Programs Sr. Director		\$489	\$335	\$154	2%	\$489	\$335	\$154	2%	\$6,711
Customer Care Financial Management		\$151	\$106	\$45	2%	\$151	\$106	\$45	2%	\$1,810
Customer Operations Regulatory Strategy		\$67	\$79	(\$12)	-2%	\$67	\$79	(\$12)	-2%	\$803
Financial Reporting & Governance		\$8	(\$8)			\$8	(\$8)			
IT-BusTech-Cust Care PCC		\$0				\$0				
Law Department		\$35	\$16	\$19	5%	\$35	\$16	\$19	5%	\$414
LCE-Greater Bay Division Teams		\$0	(\$0)	0%		\$0	(\$0)	0%		\$150
Marketing Insight and Advertising Dir.		\$103	\$21	\$83	4%	\$103	\$21	\$83	4%	\$1,934
Sourcing - Customer Care		\$133	\$105	\$28	2%	\$133	\$105	\$28	2%	\$1,600
Pricing Products		\$589	\$1,128	(\$559)	-6%	\$589	\$1,128	(\$559)	-6%	\$8,371
BES-Director		\$0	(\$0)			\$0	(\$0)			
Business Operations		\$18	(\$18)			\$18	(\$18)			
CC Fresno Contact Center		\$86	(\$86)			\$86	(\$86)			
CC Sacramento Contact Center		\$61	\$64	(\$2)	0%	\$61	\$64	(\$2)	0%	\$734
Customer Care Financial Management		\$0	(\$0)			\$0	(\$0)			
Customer Insight Director		\$11	\$3	\$8	2%	\$11	\$3	\$8	2%	\$334
IT-BusTech-Cust Care PCC		\$172	\$374	(\$203)	-10%	\$172	\$374	(\$203)	-10%	\$2,061
LCE-Greater Bay Division Teams		\$1	(\$1)			\$1	(\$1)			
Marketing Insight and Advertising Dir.		\$343	\$512	(\$168)	-3%	\$343	\$512	(\$168)	-3%	\$5,230
LCE-Director		\$1	\$1	\$0	2%	\$1	\$1	\$0	2%	\$12
Business Delivery		\$69	(\$69)			\$69	(\$69)			
CIS - Data Management		\$0				\$0				
Customer Research		\$0				\$0				
Customer Strategy & Analysis		\$0				\$0				
Marketing Business Operations		\$0				\$0				
Marketing Communications		\$0				\$0				
CES Pricing Products (D)		\$0	\$0	\$0	0%	\$0	\$0	\$0	0%	
IT-BusTech-Cust Care PCC		\$0				\$0				
Demand Response- Director		\$130	\$24	\$106	7%	\$130	\$24	\$106	7%	\$1,559
Grid Innovation Team		\$130	\$24	\$106	7%	\$130	\$24	\$106	7%	\$1,559
Grand Total		\$9,085	\$4,809	\$4,276	4%	\$9,085	\$4,809	\$4,276	4%	\$113,711