



Customer Energy Solutions - Financial Performance - October

Customer Energy Solutions	October				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE	\$2,149	\$1,930	\$218	1%	\$23,790	\$21,021	\$2,769	10%	\$28,816
CES VP	\$87	\$63	\$25	2%	\$1,008	\$963	\$45	4%	\$1,180
CES Business Operations	\$59	\$44	\$15	2%	\$643	\$532	\$112	14%	\$783
Customer Programs Senior Director	\$144		\$144	14%	\$712	\$0	\$712	70%	\$1,024
CES Pricing Products	\$533	\$722	(\$189)	-2%	\$9,905	\$7,681	\$2,224	19%	\$11,676
Demand Response & Data Platforms	\$85	\$43	\$42	4%	\$880	\$765	\$115	11%	\$1,050
Data Analytics & Governance	\$24	\$3	\$21	7%	\$245	\$231	\$14	5%	\$291
Data Governance & Products	\$40	\$17	\$24	5%	\$403	\$300	\$104	21%	\$484
Demand Response- Director	\$21	\$23	(\$2)	-1%	\$231	\$234	(\$3)	-1%	\$275
Distributed Generation	\$305	\$270	\$34	1%	\$2,939	\$2,435	\$503	14%	\$3,553
Electric Vehicles	\$142	\$206	(\$64)	-4%	\$1,415	\$1,493	(\$78)	-4%	\$1,749
Service Analysis	\$141	\$143	(\$2)	0%	\$1,458	\$1,555	(\$97)	-6%	\$1,725
Energy Efficiency Programs	\$653	\$440	\$213	4%	\$4,831	\$5,597	(\$766)	-13%	\$6,076
Energy Efficiency Products	\$24	\$77	(\$53)	-19%	\$232	\$693	(\$461)	-162%	\$284
Energy Efficiency Programs	\$29	\$30	(\$2)	-1%	\$269	\$266	\$4	1%	\$327
Energy Efficiency Programs Sr. Director	\$36	\$51	(\$15)	-3%	\$388	\$539	(\$151)	-33%	\$457
EE Strategy & Operations	\$565	\$282	\$283	6%	\$3,942	\$4,099	(\$157)	-3%	\$5,007
CAPITAL	\$458		\$458	17%	\$1,814	(\$0)	\$1,814	66%	\$2,731
CES VP	\$458		\$458	17%	\$1,814	\$8	\$1,806	66%	\$2,731
Demand Response & Data Platforms	\$0		\$0	0%	\$0	(\$8)	\$8		\$0
CP Measurement & Evaluation			\$0			(\$8)	\$8		
Data Analytics & Governance	\$0		\$0	0%	\$0		\$0	64%	\$0
NON EARNINGS EXPENSE	\$68,579	\$59,281	\$9,298	1%	\$604,051	\$569,599	\$34,452	5%	\$745,763
CES VP	(\$3,158)	(\$0)	(\$3,158)	8%	(\$31,577)	(\$0)	(\$31,577)	83%	(\$37,892)
CES Business Operations	\$173	\$178	(\$5)	0%	\$1,658	\$767	\$891	45%	\$1,968
CES Pricing Products	\$2,072	\$2,038	\$34	0%	\$21,587	\$14,124	\$7,464	30%	\$25,097
Demand Response & Data Platforms	\$4,842	\$4,993	(\$151)	0%	\$55,446	\$49,611	\$5,834	9%	\$65,458
CP Measurement & Evaluation	\$514	\$961	(\$447)	-7%	\$5,619	\$4,466	\$1,153	18%	\$6,518
Data Analytics & Governance	\$552	\$475	\$78	1%	\$5,503	\$4,693	\$810	12%	\$6,556
Data Governance & Products	\$236	\$291	(\$55)	-2%	\$2,990	\$1,828	\$1,163	34%	\$3,453
Demand Response	\$3,032	\$2,158	\$874	2%	\$34,832	\$23,556	\$11,276	27%	\$41,537
Demand Response Operations	\$508	\$1,109	(\$601)	-8%	\$6,502	\$15,069	(\$8,567)	-116%	\$7,394
Distributed Generation	\$8,462	\$5,971	\$2,492	2%	\$106,567	\$83,256	\$23,311	19%	\$123,403
Electric Vehicles	\$199	\$320	(\$121)	-5%	\$2,112	\$1,830	\$282	11%	\$2,585
Energy Efficiency Programs	\$55,988	\$45,777	\$10,211	2%	\$448,258	\$420,005	\$28,253	5%	\$565,145
Energy Efficiency Products	\$4,115	\$1,891	\$2,224	7%	\$28,033	\$20,778	\$7,255	21%	\$33,829
Energy Efficiency Programs	\$29,200	\$28,739	\$461	0%	\$236,951	\$252,035	(\$15,083)	-5%	\$307,796
Energy Efficiency Programs Sr. Director	\$1,171	\$853	\$317	2%	\$12,483	\$12,281	\$202	1%	\$14,768
EE Strategy & Operations	\$21,502	\$14,293	\$7,208	3%	\$170,791	\$134,912	\$35,879	17%	\$208,752
CES PCCs to Block		\$5	(\$5)			\$6	(\$6)		
OTHER BALANCE SHEET	\$143	(\$4,729)	\$4,872	61%	\$7,505	(\$4,594)	\$12,098	150%	\$8,041
Demand Response & Data Platforms		(\$145)	\$145			\$684	(\$684)		
Data Analytics & Governance		(\$28)	\$28			(\$278)	\$278		
Demand Response		(\$60)	\$60			\$848	(\$848)		
Demand Response Operations		(\$57)	\$57			\$114	(\$114)		
Electric Vehicles		(\$4,831)	\$4,831			(\$4,831)	\$4,831		
Service Analysis		(\$0)	\$0			(\$133)	\$133		
Energy Efficiency Programs	\$143	\$247	(\$104)	-1%	\$7,505	(\$314)	\$7,819	97%	\$8,041
Energy Efficiency Programs	\$143	\$327	(\$183)	-2%	\$7,505	\$1,555	\$5,949	74%	\$8,041
EE Strategy & Operations		(\$80)	\$80			(\$1,869)	\$1,869		
BALANCING ACCOUNT CAPITAL		\$75	(\$75)			\$421	(\$421)		
Demand Response & Data Platforms		\$75	(\$75)			\$421	(\$421)		
Data Governance & Products			\$0			\$239	(\$239)		
Demand Response Operations		\$75	(\$75)			\$182	(\$182)		
Grand Total	\$71,329	\$56,558	\$14,771	2%	\$637,160	\$586,447	\$50,713	6%	\$785,351

Separately Funded	October				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE	\$1,922	\$1,592	\$330	2%	\$12,529	\$15,073	(\$2,543)	-15%	\$16,712
CES Pricing Products	\$1,776	\$1,568	\$209	1%	\$12,087	\$14,645	(\$2,558)	-16%	\$16,103
Demand Response & Data Platforms	\$145	\$24	\$121	20%	\$442	\$428	\$14	2%	\$608
Data Governance & Products	\$145	\$24	\$121	20%	\$442	\$428	\$14	2%	\$608
CAPITAL	\$281	\$313	(\$31)	-2%	\$1,423	\$1,093	\$330	16%	\$2,000
Demand Response & Data Platforms	\$281	\$313	(\$31)	-2%	\$1,423	\$1,093	\$330	16%	\$2,000
Data Governance & Products	\$281	\$313	(\$31)	-2%	\$1,423	\$1,093	\$330	16%	\$2,000
Grand Total	\$2,203	\$1,904	\$299	2%	\$13,952	\$16,166	(\$2,214)	-12%	\$18,712



Non-Earnings - Budget Variance - October

Funding Cycle View	October				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$68,579	\$59,281	\$9,298	1%	\$604,051	\$569,599	\$34,452	5%	\$745,763
ACEBA2007-11		(\$0)	\$0			(\$0)	\$0		
CAREBA	\$906	\$1,384	(\$478)	-4%	\$11,729	\$9,776	\$1,953	14%	\$13,547
CDABA	\$237	\$291	(\$54)	-2%	\$2,997	\$1,828	\$1,170	34%	\$3,461
CEE2010-2012	\$0	\$0	(\$0)		\$0	\$630	(\$630)		\$0
CEE2013-2014			\$0				\$0		
CEE2013-2015	\$1,421	\$892	\$529	3%	\$14,143	\$9,831	\$4,312	26%	\$16,797
CSI2007-2016	\$4,611	(\$1,171)	\$5,782	8%	\$61,566	\$50,151	\$11,415	16%	\$70,617
CSITG2010-17	\$702	\$1,191	(\$489)	-5%	\$9,267	\$7,354	\$1,913	18%	\$10,645
DPMA	\$720	\$379	\$341	5%	\$5,196	\$3,454	\$1,742	28%	\$6,315
DREBA2009-11			\$0			\$0	\$0		
DREBA2012-14	\$105	\$52	\$52	2%	\$2,370	\$1,164	\$1,206	41%	\$2,974
DREBA2015-16	\$3,618	\$3,332	\$287	1%	\$40,913	\$33,912	\$7,001	15%	\$48,203
DREBA2017		\$4	(\$4)			\$27	(\$27)		
EE	\$36,049	\$34,498	\$1,551	0%	\$290,854	\$311,207	(\$20,354)	-5%	\$370,847
ESAP2015	\$4	(\$3)	\$6	8%	\$78	\$1,505	(\$1,426)		\$84
ESAP2016	\$15,750	\$9,378	\$6,373	5%	\$114,123	\$88,386	\$25,737	18%	\$140,592
FERA2009-11			\$0				\$0		
FERABA		\$1	(\$1)			\$19	(\$19)		
GHGEMA	\$75	\$118	(\$43)	-5%	\$752	\$822	(\$69)	-8%	\$856
GHGNGBA	\$179	(\$14)	\$192	10%	\$1,642	\$226	\$1,416	76%	\$1,854
GTSRMA	\$361	\$338	\$23	1%	\$3,904	\$1,697	\$2,207	49%	\$4,472
LCFSE	\$160	\$256	(\$96)	-5%	\$1,601	\$1,333	\$269	14%	\$1,922
LCFSG	\$28	\$28	(\$1)	0%	\$276	\$274	\$2	1%	\$329
LIEE2010-11			\$0			(\$435)	\$435		
LIEE2012			\$0			(\$255)	\$255		
LIEE2013			\$0			(\$262)	\$262		
LIEE2014	\$0		\$0	0%	\$0	(\$261)	\$261		\$0
Not assigned		\$476	(\$476)			\$7,987	(\$7,987)		
SGIP	\$2,991	\$6,691	(\$3,699)	-9%	\$34,457	\$28,844	\$5,613	14%	\$40,385
SWMEO13-14	\$662	\$1,160	(\$498)	-4%	\$8,181	\$10,386	(\$2,205)	-19%	\$11,866
Grand Total	\$68,579	\$59,281	\$9,298	1%	\$604,051	\$569,599	\$34,452	5%	\$745,763

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 - October

Charge-In Organizations	October				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$10,328	\$10,419	(\$90)	0%	\$105,527	\$90,458	\$15,070	12%	\$128,284
Customer Energy Solutions VP	(\$52)		(\$52)	8%	(\$521)		(\$521)	83%	(\$625)
Data Analytics & Governance	\$193	\$135	\$58	3%	\$1,927	\$1,628	\$298	13%	\$2,312
IT-BusTech-Cust Care PCC	\$193	\$135	\$58	3%	\$1,927	\$1,629	\$298	13%	\$2,312
Sourcing - Customer Care			\$0			(\$0)	\$0		
Data Governance & Products	\$36	\$213	(\$177)	-19%	\$882	\$1,077	(\$194)	-20%	\$954
Demand Response		\$35	(\$35)	-7%	\$526	\$375	\$151	29%	\$526
IT-BusTech-Cust Care PCC	\$36	\$16	\$19	5%	\$356	\$365	(\$9)	-2%	\$428
PGE1/#		\$162	(\$162)			\$337	(\$337)		
Demand Response	\$780	\$309	\$471	5%	\$8,597	\$4,187	\$4,409	44%	\$10,102
BES-Director	\$62	\$6	\$57	8%	\$612	\$160	\$453	62%	\$735
Business Operations	\$5	(\$2)	\$7	12%	\$48	\$13	\$35	60%	\$58
Customer Billing	\$13	\$10	\$3	2%	\$120	\$116	\$4	2%	\$146
Customer Insight Director	\$16	\$17	(\$1)	0%	\$198	\$178	\$20	7%	\$292
Demand Response	\$81	(\$0)	\$81	6%	\$1,108	\$43	\$1,065	85%	\$1,259
IT-BusTech-Cust Care PCC	\$410	\$156	\$254	5%	\$4,100	\$1,330	\$2,770	56%	\$4,920
LCE-Community Vitality	\$33		\$33	7%	\$428		\$428	87%	\$493
Marketing Insight and Advertising Dir.	\$160	\$113	\$47	2%	\$1,983	\$2,276	(\$293)	-13%	\$2,200
VP-Energy Procurement		\$9	(\$9)			\$71	(\$71)		
Demand Response Operations	\$174	\$246	(\$72)	-3%	\$2,409	\$2,903	(\$494)	-18%	\$2,757
Billing Support			\$0				\$0		
Demand Response Operations		\$1	(\$1)			\$19	(\$19)		
Energy Data Services	\$95	\$80	\$15	1%	\$950	\$762	\$188	17%	\$1,140
IT-BusTech-Cust Care PCC	\$79	\$100	(\$21)	-1%	\$1,459	\$1,742	(\$283)	-18%	\$1,617
LCE-Community Vitality		\$64	(\$64)			\$380	(\$380)		
DG Programs	\$46	\$54	(\$8)	0%	\$1,669	\$978	\$691	39%	\$1,781
CC Sacramento Contact Center	\$1	\$3	(\$2)	-15%	\$10	\$21	(\$11)	-93%	\$12
Customer Insight Director	\$8	\$2	\$6	6%	\$88	\$10	\$78	75%	\$104
Marketing Insight and Advertising Dir.	\$37	\$50	(\$12)	-1%	\$1,571	\$946	\$624	37%	\$1,665
EE Strategy & Operations	\$1,317	\$2,403	(\$1,086)	-7%	\$13,696	\$14,940	(\$1,244)	-8%	\$16,067
Applied Technology Services	\$160	\$148	\$12	1%	\$1,462	\$1,474	(\$12)	-1%	\$1,738
CC Sacramento Contact Center	\$88	\$91	(\$3)	0%	\$880	\$765	\$115	11%	\$1,056
Central Inspections	\$514	\$375	\$139	2%	\$5,166	\$3,861	\$1,305	21%	\$6,145
Customer Insight Director	\$9	\$14	(\$6)	-3%	\$172	\$60	\$112	53%	\$212
IT-BusTech-Cust Care PCC	\$448	\$1,500	(\$1,052)	-21%	\$4,265	\$7,304	(\$3,039)	-61%	\$5,017
Marketing Insight and Advertising Dir.	\$98	\$275	(\$176)	-9%	\$1,751	\$1,476	\$275	14%	\$1,899
Electrification & Electric Vehicles	\$124	\$251	(\$127)	-8%	\$1,242	\$1,306	(\$64)	-4%	\$1,491
CC San Jose Contact Center			\$0				\$0		
IT-BusTech-Cust Care PCC	\$74	\$25	\$49	6%	\$737	\$997	(\$260)	-29%	\$884
Marketing Insight and Advertising Dir.	\$51	\$2	\$48	8%	\$506	\$80	\$426	70%	\$607
VP-Energy Procurement		\$224	(\$224)			\$230	(\$230)		
Energy Efficiency Products	\$163	\$113	\$50	2%	\$2,386	\$1,524	\$862	32%	\$2,683
CC Sacramento Contact Center	\$16	\$12	\$4	2%	\$162	\$159	\$2	1%	\$194
Data Analytics & Governance			\$0			\$0	\$0		
IT-BusTech-Cust Care PCC	\$147	\$101	\$46	2%	\$2,224	\$1,365	\$859	35%	\$2,489
Energy Efficiency Programs	\$5,394	\$4,723	\$671	1%	\$50,966	\$46,096	\$4,870	8%	\$64,746
BES-CSM Team	\$79	\$8	\$71	8%	\$773	\$241	\$532	57%	\$930
Business Operations	\$125	\$119	\$5	0%	\$1,154	\$870	\$284	21%	\$1,360
CC Sacramento Contact Center	\$31	\$45	(\$13)	-4%	\$292	\$511	(\$219)	-63%	\$350
Customer Insight Director	\$262	\$142	\$120	4%	\$2,666	\$1,892	\$774	24%	\$3,191
ES&S Bay Director	\$0	\$6	(\$6)		\$0	(\$525)	\$525		(\$0)
Government & Community Partnerships	\$1,379	\$942	\$438	3%	\$9,216	\$11,991	(\$2,774)	-21%	\$13,077
IT-BusTech-Cust Care PCC	\$189	\$65	\$124	6%	\$1,881	\$956	\$925	45%	\$2,072
LCE-Greater Bay Division Teams	\$32	\$5	\$27	7%	\$312	\$149	\$162	43%	\$375
LCE-Greater Valley Division Teams	\$44	\$7	\$38	7%	\$435	\$144	\$291	56%	\$523
LEA-Director	\$1,154	\$1,017	\$137	1%	\$11,316	\$8,781	\$2,534	19%	\$13,611
Marketing Insight and Advertising Dir.	\$1,557	\$1,922	(\$365)	-2%	\$17,623	\$17,331	\$291	1%	\$22,884
SMB-Sr Manager	\$540	\$445	\$96	2%	\$5,299	\$3,756	\$1,543	24%	\$6,374
Energy Efficiency Programs Sr. Director	\$541	\$425	\$116	2%	\$5,409	\$5,703	(\$293)	-5%	\$6,491
Customer Care Financial Management	\$152	\$122	\$30	2%	\$1,520	\$1,272	\$248	14%	\$1,824
Customer Operations Regulatory Strategy	\$67	\$118	(\$51)	-6%	\$669	\$1,214	(\$545)	-68%	\$803
Law Department	\$34	\$35	(\$1)	0%	\$345	\$436	(\$91)	-22%	\$414
LCE-Greater Bay Division Teams	\$29		\$29	8%	\$292	\$143	\$149	43%	\$350
Marketing Insight and Advertising Dir.	\$125	\$50	\$75	5%	\$1,250	\$1,461	(\$211)	-14%	\$1,500
Sourcing - Customer Care	\$133	\$99	\$34	2%	\$1,333	\$1,176	\$157	10%	\$1,600
Pricing Products	\$1,613	\$1,548	\$65	0%	\$16,866	\$10,116	\$6,749	35%	\$19,525
BES-Director	\$47	\$6	\$41	7%	\$458	\$66	\$392	71%	\$550
Business Operations	\$80	\$47	\$33	3%	\$781	\$504	\$277	30%	\$940
CC Fresno Contact Center	\$47	\$31	\$15	3%	\$402	\$191	\$211	44%	\$480
CC Sacramento Contact Center	\$99	\$71	\$28	2%	\$1,022	\$649	\$373	31%	\$1,219
Customer Care Financial Management		\$0	(\$0)			\$5	(\$5)		
Customer Insight Director	\$93	\$60	\$33	3%	\$1,035	\$925	\$110	9%	\$1,244
ES&S Bay Director		\$3	(\$3)			\$11	(\$11)		
ES&S Los Padres Division	\$0		\$0		\$0		\$0		\$0
IT-BusTech-Cust Care PCC	\$378	\$24	\$354	9%	\$3,743	\$909	\$2,835	68%	\$4,166
LCE-Planning & Ops	\$113	\$17	\$96	7%	\$1,113	\$624	\$490	37%	\$1,340
Marketing Insight and Advertising Dir.	\$687	\$1,278	(\$591)	-7%	\$7,645	\$6,166	\$1,479	17%	\$8,779
VP-Energy Procurement	\$70	\$11	\$59	7%	\$667	\$67	\$600	74%	\$807
Grand Total	\$10,328	\$10,419	(\$90)	0%	\$105,527	\$90,458	\$15,070	12%	\$128,284