



Pacific Gas and Electric Company
Customer Energy Solutions - Day 3 Budget Owner Financial Performance
 February 2014

\$ in Thousands	Month				YTD				Annual
	Customer Energy Solutions	Plan	Actual	Variance	RAG %	YTD Plan	YTD Actual	YTD Variance	YTD RAG %
EXPENSE	\$4,091	\$3,037	\$1,054	2.4%	\$7,549	\$5,416	\$2,132	4.9%	\$43,871
CES VP	\$1,689	\$1,775	(\$86)	(0.4%)	\$3,177	\$3,282	(\$105)	(0.5%)	\$20,940
Customer Programs	\$2,192	\$1,207	\$985	4.5%	\$4,129	\$2,070	\$2,059	9.3%	\$22,068
CES Pricing Products	\$1,440	\$761	\$679	4.4%	\$2,700	\$1,158	\$1,542	9.9%	\$15,572
Demand Response	(\$0)		(\$0)	(0.0%)	(\$0)		(\$0)	(0.0%)	\$100
Distributed Generation	\$242	\$169	\$73	3.9%	\$482	\$327	\$155	8.3%	\$1,868
Service Analysis	\$232	\$247	(\$15)	(0.6%)	\$410	\$495	(\$85)	(3.2%)	\$2,664
Customer Programs Senior Director				0.0%				0.0%	\$300
Electric Vehicles	\$279	\$31	\$248	15.9%	\$537	\$90	\$446	28.5%	\$1,564
EE Strategy and Market Development	\$209	\$55	\$155	17.9%	\$242	\$64	\$178	20.6%	\$863
EE Strategy and Market Dev	\$209	\$55	\$155	17.9%	\$242	\$64	\$178	20.6%	\$863
CES PCCs to Block		\$0	(\$0)			\$0	(\$0)		
CAPITAL		\$33	(\$33)	(1.2%)		\$99	(\$99)	(3.6%)	\$2,700
CES VP		\$33	(\$33)	(1.2%)		\$103	(\$103)	(3.8%)	\$2,700
Customer Programs		\$0	(\$0)			(\$5)	\$5		
CES Pricing Products						(\$7)	\$7		
Demand Response		\$0	(\$0)			\$2	(\$2)		
NON EARNINGS EXPENSE	\$58,302	\$44,244	\$14,059	1.6%	\$112,671	\$80,125	\$32,546	3.7%	\$871,623
CES VP						\$0	(\$0)		
CES Business Operations	\$1,054	\$428	\$626	6.5%	\$1,787	\$859	\$928	9.7%	\$9,575
CES Business Operations	\$1,054	\$428	\$626	6.5%	\$1,787	\$859	\$928	9.7%	\$9,575
Customer Programs	\$24,936	\$20,975	\$3,961	1.0%	\$51,613	\$29,177	\$22,437	5.9%	\$379,788
CES Pricing Products	\$12,208	\$10,588	\$1,620	1.0%	\$21,222	\$11,758	\$9,464	5.7%	\$167,187
Demand Response	\$2,588	\$2,198	\$390	1.0%	\$5,776	\$3,648	\$2,128	5.4%	\$39,686
Distributed Generation	\$10,140	\$8,189	\$1,950	1.1%	\$24,615	\$13,771	\$10,844	6.3%	\$172,915
Energy Efficiency Programs	\$28,947	\$19,505	\$9,441	2.1%	\$52,552	\$46,372	\$6,180	1.4%	\$446,874
Energy Efficiency Operations	\$5,817	\$4,920	\$897	1.3%	\$11,545	\$8,382	\$3,163	4.7%	\$67,120
Energy Efficiency Products	\$3,743	\$2,709	\$1,034	1.9%	\$9,526	\$5,620	\$3,905	7.1%	\$55,063
Energy Efficiency Programs	\$19,387	\$11,877	\$7,510	2.3%	\$31,482	\$32,369	(\$888)	(0.3%)	\$324,691
EE Strategy and Market Development	\$3,365	\$3,308	\$58	0.2%	\$6,719	\$3,825	\$2,894	8.2%	\$35,387
EE Strategy and Market Dev	\$350	\$177	\$173	4.7%	\$687	\$318	\$369	9.9%	\$3,713
EM&V	\$3,015	\$3,131	(\$116)	(0.4%)	\$6,032	\$3,506	\$2,525	8.0%	\$31,674
CES PCCs to Block		\$27	(\$27)			(\$107)	\$107		
OTHER BALANCE SHEET₁	\$919	\$1,491	(\$572)	(3.0%)	\$3,180	\$2,635	\$545	2.8%	\$19,353
Customer Programs		(\$14)	\$14			(\$14)	\$14		
Service Analysis		(\$14)	\$14			(\$14)	\$14		
Energy Efficiency Programs	\$919	\$1,505	(\$586)	(3.0%)	\$3,180	\$2,649	\$531	2.7%	\$19,353
Energy Efficiency Programs	\$919	\$1,505	(\$586)	(3.0%)	\$3,180	\$2,649	\$531	2.7%	\$19,353
Grand Total	\$63,312	\$48,805	\$14,508	1.5%	\$123,399	\$88,275	\$35,125	3.7%	\$937,547

₁Other includes other balance sheet items such as prepaid assets including contract license prepayments, OBF Loan Pool, and prepaid wireless subscrip

Special Reporting Items ₂	Month				YTD				Annual
	Plan	Actual	Variance	RAG %	YTD Plan	YTD Actual	YTD Variance	RAG %	Annual Plan
New Revenue Development	\$1,887	\$1,259	\$628	21.3%	\$2,944	\$3,302	(\$357)	(1.7%)	\$21,003
EXPENSE	\$1,887	\$1,254	\$633	21.5%	\$2,944	\$3,292	(\$348)	(1.7%)	\$21,003
NON EARNINGS EXPENSE		\$5	(\$5)			\$10	(\$10)		
Greenhouse Gas Exp Memorandum Ac	\$290	\$169	\$121	29.9%	\$404	\$269	\$136	3.8%	\$3,521
EXPENSE		\$169	(\$169)			\$270	(\$270)		
NON EARNINGS EXPENSE	\$290		\$290	71.7%	\$404	(\$1)	\$405	11.5%	\$3,521
Customer Data Access	\$394	\$437	(\$42)	(5.4%)	\$786	\$653	\$133	1.5%	\$8,618
CAPITAL	\$328	\$413	(\$85)	(13.0%)	\$654	\$600	\$53	0.7%	\$7,850
NON EARNINGS EXPENSE	\$66	\$24	\$43	32.3%	\$133	\$52	\$80	10.5%	\$768
DREBA - Demand Response Expenditu	\$887	\$608	\$279	15.7%	\$1,774	\$1,199	\$575	9.2%	\$6,270
CAPITAL	\$837	\$608	\$229	13.7%	\$1,674	\$1,199	\$475	8.0%	\$5,945
NON EARNINGS EXPENSE	\$50		\$50	50.0%	\$100		\$100	30.8%	\$325

₂Special Reporting Items are not included in the totals above



Non-Earnings Funding Cycle View
February 2014

Row Labels	Month				YTD				Annual
	Plan	Actual	Variance	RAG %	YTD Plan	YTD Actual	YTD Variance	RAG %	Annual Plan
NON EARNINGS EXPENSE₁	\$58,302	\$44,244	\$14,059	1.6%	\$112,671	\$80,125	\$32,546	3.7%	\$871,623
2009BRIDGE	\$41	\$1	\$40	8.2%	\$80	\$6	\$75	15.3%	\$488
CAREBA	\$974	\$532	\$443	3.5%	\$2,036	\$1,052	\$984	7.8%	\$12,628
CEE2006-08		(\$0)	\$0			(\$0)	\$0		
CEE2010-2012	\$3,505	\$1,803	\$1,702	6.3%	\$5,053	(\$3,336)	\$8,389	31.2%	\$26,930
CEE2013-2014	\$24,991	\$20,299	\$4,692	1.1%	\$46,712	\$51,764	(\$5,052)	(1.2%)	\$412,826
CSI2007-2016	\$9,302	\$6,679	\$2,624	2.2%	\$18,012	\$11,237	\$6,776	5.6%	\$121,152
CSITG2010-17	\$826	\$49	\$777	7.3%	\$1,383	\$384	\$999	9.4%	\$10,571
DPMA	\$485	\$477	\$8	0.1%	\$858	\$733	\$126	1.3%	\$9,924
DREBA2006-08		\$40	(\$40)			\$497	(\$497)		
DREBA2009-11		\$1	(\$1)			\$2	(\$2)		
DREBA2012-14	\$3,962	\$2,603	\$1,359	2.6%	\$8,393	\$4,029	\$4,364	8.3%	\$52,476
FERABA		\$4	(\$4)			\$8	(\$8)		
LIEE2012						(\$0)	\$0		
LIEE2013		\$30	(\$30)			(\$3,728)	\$3,728		
RCES 2012-13	\$61	\$31	\$29	11.6%	\$90	\$41	\$49	19.3%	\$252
SGIP	\$787	\$1,206	(\$419)	(0.8%)	\$6,435	\$1,848	\$4,587	9.2%	\$49,895
SWMEO13-14	\$1,061	\$0	\$1,061	10.7%	\$2,121	\$0	\$2,121	21.4%	\$9,928
LIEE2014	\$12,311	\$10,488	\$1,823	1.1%	\$21,497	\$15,589	\$5,908	3.6%	\$164,554
Not assigned	(\$4)		(\$4)	52,284.1%	(\$0)		(\$0)	798.2%	(\$0)
Grand Total	\$58,302	\$44,244	\$14,059	1.6%	\$112,671	\$80,125	\$32,546	3.7%	\$871,623

₁ Excludes CDA, GHG, Han DR, and NRD



Charge In Organizations
February 2014

Row Labels	Month				YTD				Annual	
	Plan	Actual	Variance	RAG %	YTD Plan	YTD Actual	YTD Variance	RAG %	Annual Plan	
Charge-In Cost Center (NON-CES)₁										
CES Business Operations	\$601	\$191	\$410	9.4%	\$905	\$394	\$511	11.8%	\$4,336	
CES Business Operations	\$601	\$191	\$410	9.4%	\$ 905	\$ 394	\$ 511	11.8%	\$ 4,336	
Sourcing - Customer Care	\$196	\$131	\$65	2.5%	\$ 392	\$ 260	\$ 132	5.2%	\$ 2,549	
IT	\$405	\$60	\$345	19.3%	\$ 513	\$ 134	\$ 379	21.2%	\$ 1,787	
Customer Programs	\$1,131	\$649	\$481	2.8%	\$2,114	\$1,974	\$140	0.8%	\$17,251	
CES Pricing Products	\$461	\$277	\$184	2.0%	\$799	\$433	\$365	3.9%	\$9,296	
Customer Insight	\$59	\$10	\$48	5.6%	\$129	\$22	\$107	12.4%	\$865	
Energy Solutions & Services	\$55		\$55	2.0%	\$55		\$55	2.0%	\$2,766	
Solutions Marketing	\$200	\$171	\$29	0.8%	\$300	\$205	\$95	2.7%	\$3,510	
Contact Center	\$138	\$91	\$48	2.9%	\$297	\$194	\$102	6.3%	\$1,630	
IT	\$9	\$5	\$4	0.7%	\$18	\$12	\$6	1.1%	\$525	
Demand Response	\$670	\$372	\$298	3.7%	\$1,316	\$1,541	(\$225)	(2.8%)	\$7,955	
IT	\$670	\$372	\$298	3.7%	\$1,316	\$1,541	(\$225)	(2.8%)	\$7,955	
Energy Efficiency Programs	\$7,804	\$6,845	\$959	1.0%	\$14,718	\$11,094	\$3,624	3.8%	\$96,536	
Energy Efficiency Operations	\$1,401	\$1,991	(\$591)	(3.3%)	\$ 2,821	\$ 3,073	\$ (252)	(1.4%)	\$ 18,029	
Applied Technology Services	\$145	\$127	\$19	1.0%	\$ 291	\$ 295	\$ (4)	(0.2%)	\$ 1,810	
CES		\$1	(\$1)			\$ 1	\$ (1)			
Law Department	\$41	\$22	\$19	3.9%	\$ 81	\$ 25	\$ 57	11.6%	\$ 489	
Customer Care Financial Management	\$148	\$101	\$47	3.0%	\$ 283	\$ 213	\$ 69	4.5%	\$ 1,550	
Contact Center SEL	\$143	\$71	\$72	5.1%	\$ 320	\$ 159	\$ 160	11.5%	\$ 1,400	
IT	\$923	\$1,670	(\$747)	(5.8%)	\$ 1,847	\$ 2,380	\$ (533)	(4.2%)	\$ 12,780	
Energy Efficiency Products	\$168	\$85	\$82	3.2%	\$ 329	\$ 175	\$ 154	6.1%	\$ 2,542	
IT	\$168	\$85	\$82	3.2%	\$ 329	\$ 175	\$ 154	6.1%	\$ 2,542	
Energy Efficiency Programs	\$6,236	\$4,768	\$1,468	1.9%	\$11,568	\$ 7,846	\$ 3,722	4.9%	\$ 75,964	
CES	\$1,099	\$1,509	(\$410)	(2.8%)	\$ 2,122	\$ 2,092	\$ 31	0.2%	\$ 14,850	
Customer Insight	\$167	\$92	\$76	2.2%	\$ 315	\$ 239	\$ 76	2.2%	\$ 3,495	
Energy Solutions & Services	\$1,403	\$1,433	(\$30)	(0.2%)	\$ 2,479	\$ 2,767	\$ (289)	(1.7%)	\$ 16,770	
Solutions Marketing	\$3,365	\$1,500	\$1,864	5.4%	\$ 6,228	\$ 2,288	\$ 3,940	11.4%	\$ 34,585	
Business Impact	\$69	\$115	(\$46)	(5.0%)	\$ 159	\$ 222	\$ (64)	(6.8%)	\$ 932	
IT				0.0%				0.0%	\$ 3,000	
ES&S BCA				0.0%				0.0%	\$ 740	
ES&S BCA				0.0%				0.0%	\$ 740	
Marketing Communications										
Marketing Communications	\$110	\$101	\$9	0.7%	\$ 220	\$ 197	\$ 24	1.8%	\$ 1,323	
Marketing Operations										
Marketing Operations	\$22	\$18	\$4	1.6%	\$ 45	\$ 41	\$ 4	1.3%	\$ 269	
CES PCCs to Block		\$1	(\$1)			\$2	(\$2)			
Grand Total	\$9,536	\$7,686	\$1,850	1.6%	\$17,737	\$13,463	\$4,274	3.6%	\$118,123	

₁ Excludes CDA, GHG, Han DR, and NRD



Income Statement

\$ in Thousands

New Revenue Development	Feb Actual	Feb Budget	Feb Delta	YTD Feb Actual	YTD Feb Budget	YTD Feb Delta	Actual + Budget	Annual Budget	Delta
Revenue	3,781	3,196	585	8,110	6,654	1,457	54,593	53,136	1,457
Wireless	2,555	2,352	203	5,067	4,703	364	28,582	28,218	364
Fiber Svcs	279	332	(53)	674	663	11	3,990	3,978	11
New Products	947	513	435	2,369	1,288	1,081	22,021	20,940	1,081
Reimbursements	405	468	(63)	1,219	935	283	5,896	5,613	283
Wireless	362	398	(36)	820	796	24	4,802	4,778	24
Fiber Svcs	30	10	20	55	19	36	15	15	36
New Products	13	60	(47)	344	120	224	944	720	224
Expense	(1,658)	(2,403)	746	(4,509)	(3,802)	(707)	(27,335)	(26,628)	(707)
Wireless	(752)	(621)	(132)	(1,649)	(1,241)	(408)	(7,848)	(7,439)	(408)
Fiber Svcs	(82)	(85)	3	(177)	(169)	(8)	(1,023)	(1,014)	(8)
New Products	(752)	(1,615)	862	(2,545)	(2,226)	(318)	(17,493)	(17,174)	(318)
Street Light Inv Prj	(71)	(83)	12	(139)	(167)	28	(972)	(1,000)	28
Std. Cost Var.	0	0	0	0	0	0	0	0	0
Net Revenues	2,528	1,260	1,268	4,820	3,787	1,033	33,155	32,122	1,033

Net Income going to Bottom Line

*Revenues positive, expenses negative

** Net amounts are reflective of Cost Element assignments

Income Statement - Product View

\$ in Thousands

New Revenue Development	Feb Actual	Feb Budget	Feb Delta	YTD Feb Actual	YTD Feb Budget	YTD Feb Delta	Actual + Budget	Annual Budget	Delta
Wireless	2,165	2,129	36	4,238	4,259	(21)	25,536	25,557	(21)
Revenue	2,555	2,352	203	5,067	4,703	364	28,582	28,218	364
Reimbursements	362	398	(36)	820	796	24	4,802	4,778	24
Gross Expense	(752)	(621)	(132)	(1,649)	(1,241)	(408)	(7,848)	(7,439)	(408)
Fiber Svcs	226	257	(30)	552	514	39	3,118	3,079	39
Revenue	279	332	(53)	674	663	11	3,990	3,978	11
Reimbursements	30	10	20	55	19	36	15	15	36
Gross Expense	(82)	(85)	3	(177)	(169)	(8)	(1,023)	(1,014)	(8)
New Products	208	(1,042)	1,250	168	(819)	987	5,472	4,486	987
Revenue	947	513	435	2,369	1,288	1,081	22,021	20,940	1,081
Reimbursements	13	60	(47)	344	120	224	944	720	224
Gross Expense	(752)	(1,615)	862	(2,545)	(2,226)	(318)	(17,493)	(17,174)	(318)
Street Light Inv Prj NL NR	(71)	(83)	12	(139)	(167)	28	(972)	(1,000)	28
Std. Cost Var.	0	0	0	0	0	0	0	0	0
Net Revenues	2,528	1,260	1,268	4,820	3,787	1,033	33,155	32,122	1,033

Net Income going to Bottom Line

*Revenues positive, expenses negative

** Net amounts are reflective of Cost Element assignments