



Customer Energy Solutions - Financial Performance - April

Customer Energy Solutions	April				YTD				2015
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE	\$4,799	\$4,185	\$614	1%	\$15,732	\$13,405	\$2,327	5%	\$48,039
CES VP	\$59	\$35	\$24	6%	\$186	\$112	\$75	19%	\$400
CES Business Operations	\$25	\$23	\$2	1%	\$100	\$88	\$12	4%	\$300
Customer Programs	\$2,907	\$2,130	\$777	3%	\$8,875	\$8,153	\$722	3%	\$28,476
CES Pricing Products	\$2,105	\$1,297	\$807	4%	\$5,399	\$5,117	\$282	1%	\$19,430
Demand Response	\$26	\$162	(\$135)	-12%	\$884	\$727	\$157	14%	\$1,136
Distributed Generation	\$267	\$254	\$13	0%	\$1,022	\$950	\$72	2%	\$3,142
Electric Vehicles	\$265	\$203	\$62	3%	\$616	\$557	\$59	3%	\$2,113
Service Analysis	\$244	\$214	\$31	1%	\$953	\$802	\$151	6%	\$2,655
Energy Efficiency Strategy	\$77	\$86	(\$8)	-1%	\$140	\$158	(\$19)	-2%	\$848
New Revenue Development	\$1,731	\$1,911	(\$180)	-1%	\$6,432	\$4,895	\$1,537	9%	\$18,016
CAPITAL	\$417	\$194	\$223	6%	\$1,726	\$1,454	\$272	8%	\$3,534
CES VP			\$0	0%	\$25	\$5	\$20	20%	\$100
Customer Programs	\$417	\$194	\$223	6%	\$1,701	\$1,449	\$252	7%	\$3,434
CES Pricing Products	\$350	\$56	\$294	42%	\$700	\$680	\$21	3%	\$700
Demand Response		\$1	(\$1)			(\$1)	\$1		
Distributed Generation	\$67	\$137	(\$70)	-4%	\$901	\$771	\$130	7%	\$1,734
Electric Vehicles			\$0	0%	\$100		\$100	10%	\$1,000
NON EARNINGS EXPENSE	\$65,621	\$70,239	(\$4,618)	-1%	\$233,688	\$219,070	\$14,618	2%	\$784,384
CES VP	(\$671)	\$1	(\$672)	8%	(\$2,683)	\$5	(\$2,687)	33%	(\$8,048)
CES Business Operations	\$674	\$450	\$224	4%	\$1,882	\$1,518	\$364	6%	\$5,619
Customer Programs	\$27,429	\$33,424	(\$5,994)	-2%	\$100,195	\$90,241	\$9,955	3%	\$323,955
CES Pricing Products	\$12,701	\$15,385	(\$2,684)	-2%	\$45,052	\$46,583	(\$1,531)	-1%	\$152,429
Demand Response	\$3,328	\$3,592	(\$263)	-1%	\$12,872	\$11,337	\$1,534	3%	\$45,756
Distributed Generation	\$11,383	\$14,427	(\$3,043)	-2%	\$42,205	\$32,288	\$9,917	8%	\$125,570
Electric Vehicles	\$17	\$20	(\$4)	-2%	\$67	\$33	\$34	17%	\$200
Energy Efficiency Programs	\$36,019	\$34,300	\$1,719	0%	\$125,691	\$118,530	\$7,161	2%	\$437,004
Energy Efficiency Operations	\$6,362	\$6,413	(\$52)	0%	\$26,134	\$22,471	\$3,663	5%	\$75,247
Energy Efficiency Products	\$6,526	\$5,783	\$743	1%	\$19,809	\$18,505	\$1,305	2%	\$57,927
Energy Efficiency Programs	\$24,883	\$22,103	\$2,780	1%	\$86,757	\$77,554	\$9,203	3%	\$324,857
Energy Efficiency Programs Sr. Director	(\$1,752)		(\$1,752)	8%	(\$7,009)		(\$7,009)	33%	(\$21,026)
Energy Efficiency Strategy	\$2,169	\$2,061	\$108	0%	\$8,602	\$8,667	(\$65)	0%	\$25,854
CES PCCs to Block		\$4	(\$4)			\$109	(\$109)		
OTHER BALANCE SHEET₁	\$2,313	\$2,302	\$11	0%	\$6,024	\$11,342	(\$5,318)	-36%	\$14,800
Customer Programs		(\$104)	\$104			\$4	(\$4)		
Demand Response		(\$104)	\$104			\$4	(\$4)		
Energy Efficiency Programs	\$2,313	(\$141)	\$2,454	17%	\$6,024	\$6,702	(\$677)	-5%	\$14,800
Energy Efficiency Operations		(\$27)	\$27			(\$172)	\$172		
Energy Efficiency Products		(\$423)	\$423			\$2,424	(\$2,424)		
Energy Efficiency Programs	\$2,313	\$309	\$2,004	14%	\$6,024	\$4,449	\$1,575	11%	\$14,800
New Revenue Development		\$2,548	(\$2,548)			\$4,637	(\$4,637)		
BALANCING ACCOUNT CAPITAL	\$282	\$1	\$281	7%	\$1,423	\$1,513	(\$90)	-2%	\$3,749
Customer Programs	\$282	\$1	\$281	7%	\$1,423	\$1,513	(\$90)	-2%	\$3,749
Demand Response	\$282	\$1	\$281	7%	\$1,423	\$1,513	(\$90)	-2%	\$3,749
Grand Total₂	\$73,432	\$76,921	(\$3,490)	0%	\$258,593	\$246,785	\$11,808	1%	\$854,506

₁ Other balance sheet includes items such as prepaid assets, 2015 OBF Loan Pool activity, and prepaid wireless subscriptions

₂ Excludes NRD



Non Earnings - Budget Variance - April

Funding Cycle View	April				YTD				Annual
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$65,621	\$70,239	(\$4,618)	-1%	\$233,688	\$219,070	\$14,618	2%	\$784,384
2009BRIDGE			\$0			\$16	(\$16)		
ACEBA2007-11		\$0	(\$0)			\$0	(\$0)		
CAREBA	\$1,036	\$1,109	(\$73)	-1%	\$4,192	\$3,604	\$588	4%	\$13,625
CEE2006-08			\$0			(\$5)	\$5		
CEE2010-2012	\$29	\$787	(\$758)	-300%	\$112	\$5,248	(\$5,136)		\$253
CS2007-2016	\$8,251	\$7,529	\$722	1%	\$29,690	\$21,830	\$7,860	9%	\$87,954
CSITG2010-17	\$567	\$346	\$222	3%	\$2,191	\$1,809	\$382	5%	\$7,747
DPMA	\$717	\$621	\$97	1%	\$2,168	\$1,657	\$511	7%	\$7,223
DREBA2006-08	(\$0)		(\$0)	-105%	(\$0)		(\$0)	-190%	\$0
DREBA2009-11			\$0			\$1	(\$1)		
DREBA2012-14	\$804	\$557	\$247	3%	\$2,961	\$3,495	(\$534)	-7%	\$7,455
FERABA		\$3	(\$3)			\$11	(\$11)		
LIEE2012			\$0			\$0	(\$0)		
LIEE2014	(\$0)	(\$1)	\$1		\$0	(\$526)	\$526		(\$0)
SGIP	\$2,371	\$6,822	(\$4,451)	-16%	\$9,708	\$9,849	(\$141)	-1%	\$27,863
SWMEO13-14	\$863	\$710	\$153	1%	\$3,447	\$3,834	(\$387)	-4%	\$10,342
Not assigned;		\$1,310	(\$1,310)			\$2,303	(\$2,303)		
DREBA2015-16	\$3,054	\$1,866	\$1,187	3%	\$11,907	\$7,111	\$4,796	11%	\$42,865
CEE2013-2015	\$35,873	\$33,666	\$2,207	1%	\$124,207	\$112,567	\$11,640	3%	\$434,534
ESAP2015	\$11,651	\$14,543	(\$2,891)	-2%	\$42,014	\$45,313	(\$3,299)	-2%	\$140,554
GHGEMA	\$214	\$54	\$160	18%	\$373	\$221	\$151	17%	\$874
GHGNGBA	\$84		\$84	5%	\$109	\$15	\$93	6%	\$1,620
CDABA	\$108	\$320	(\$211)	-14%	\$609	\$718	(\$109)	-7%	\$1,474
Grand Total	\$65,621	\$70,239	(\$4,618)	-1%	\$233,688	\$219,070	\$14,618	2%	\$784,384

1 Excludes NRD

2 Not assigned represents BIP incentives recovered through DRAM

Charge In Organizations	April				YTD				Annual
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$11,612	\$10,067	\$1,545	1%	\$44,682	\$33,913	\$10,769	8%	\$133,577
CES Pricing Products	\$1,545	\$1,286	\$259	1%	\$5,363	\$3,878	\$1,485	8%	\$19,046
CES Pricing Products		\$47	(\$47)			\$136	(\$136)		
Customer Insight	\$170	\$72	\$99	7%	\$470	\$295	\$175	12%	\$1,440
IT-BusTech-Cust Care PCC	\$176	\$33	\$143	6%	\$505	\$75	\$430	19%	\$2,297
Dir-Solutions Marketing and Adverstising	\$700	\$708	(\$7)	0%	\$2,580	\$1,850	\$730	8%	\$9,694
Customer Impact - Rate Outreach	\$113	\$138	(\$25)	-2%	\$443	\$361	\$82	6%	\$1,340
Business Impact Operations	\$80	\$37	\$42	5%	\$311	\$277	\$34	4%	\$940
Contact Centers	\$191	\$101	\$91	5%	\$578	\$389	\$189	10%	\$1,917
ES&S Bay Area Region	\$47	\$26	\$21	4%	\$183	\$87	\$96	17%	\$550
ES&S Central Coast Region North		\$9	(\$9)			\$17	(\$17)		
ES&S Northern Region	(\$0)	\$8	(\$9)		(\$0)	\$10	(\$11)		(\$0)
ES&S Central Valley Region		\$8	(\$8)			\$10	(\$10)		
Contact Centers Support	\$67	\$98	(\$31)	-4%	\$293	\$371	(\$77)	-9%	\$866
Demand Response	\$869	\$687	\$182	2%	\$3,278	\$2,068	\$1,210	13%	\$9,127
Customer Insight	\$47	\$18	\$29	5%	\$127	\$59	\$68	13%	\$531
IT/EDS		\$62	(\$62)			\$81	(\$81)		
IT-BusTech-Cust Care PCC	\$335	\$374	(\$39)	-1%	\$1,768	\$1,060	\$708	17%	\$4,056
Dir-Solutions Marketing and Adverstising	\$383	\$108	\$276	8%	\$978	\$304	\$674	20%	\$3,302
Customer Billing	\$12	\$10	\$1	1%	\$46	\$40	\$6	4%	\$146
Energy Data Services	\$25	\$36	(\$11)	-4%	\$97	\$336	(\$239)	-80%	\$300
Not assigned		\$1	(\$1)			\$17	(\$17)		
Business Impact Operations	\$5	\$2	\$2	4%	\$19	\$5	\$14	24%	\$58
ES&S Bay Area Region	\$63	\$76	(\$13)	-2%	\$243	\$165	\$78	11%	\$735
ES&S Northern Region	(\$0)		(\$0)		\$0		\$0		\$0
ES&S Central Coast Region South	(\$0)		(\$0)		(\$0)		(\$0)		(\$0)
Distributed Generation	\$186	\$148	\$38	2%	\$430	\$419	\$10	0%	\$2,331
Customer Insight	\$39	\$6	\$33	13%	\$86	\$34	\$52	20%	\$264
Dir-Solutions Marketing and Adverstising	\$146	\$142	\$3	0%	\$338	\$382	(\$44)	-2%	\$2,043
Contact Centers Support	\$2	\$1	\$1	5%	\$6	\$4	\$3	11%	\$24
Energy Efficiency Operations	\$2,570	\$2,632	(\$62)	0%	\$9,592	\$8,408	\$1,184	4%	\$27,389
Applied Tech Svcs	\$217	\$149	\$69	3%	\$873	\$515	\$357	17%	\$2,138
Central Inspections	\$607	\$567	\$40	1%	\$2,291	\$2,217	\$74	1%	\$6,927
IT-BusTech-Cust Care PCC	\$1,305	\$1,473	(\$168)	-1%	\$4,902	\$4,263	\$640	5%	\$14,009
Business Finance Cust Energy Solutions	\$165	\$137	\$28	2%	\$601	\$528	\$73	4%	\$1,775
Corp Services Sourcing PCC	\$216	\$261	(\$45)	-2%	\$744	\$700	\$44	2%	\$2,125
Law Department	\$59	\$46	\$13	3%	\$182	\$186	(\$4)	-1%	\$414
Energy Efficiency Products	\$208	\$90	\$118	4%	\$820	\$379	\$441	16%	\$2,762
IT-BusTech-Cust Care PCC	\$198	\$74	\$124	5%	\$780	\$331	\$449	17%	\$2,642
Contact Centers	\$10	\$16	(\$6)	-5%	\$40	\$48	(\$8)	-7%	\$120
Energy Efficiency Programs	\$6,195	\$5,187	\$1,007	1%	\$24,857	\$18,600	\$6,257	9%	\$72,267
Customer Insight	\$318	\$180	\$138	6%	\$1,035	\$615	\$420	19%	\$2,188
Bay Ren/MEA	\$1,027	\$690	\$337	2%	\$4,608	\$2,158	\$2,449	17%	\$14,607
IT-BusTech-Cust Care PCC	\$50	\$120	(\$70)	-3%	\$291	\$292	(\$1)	0%	\$2,591
Dir-Solutions Marketing and Adverstising	\$2,355	\$2,036	\$319	1%	\$9,498	\$7,845	\$1,653	7%	\$24,340
Solutions Marketing	\$375	\$53	\$322	7%	\$1,500	\$110	\$1,390	31%	\$4,500
Customer Impact Director			\$0			(\$7)	\$7		
Business Impact Operations	\$113	\$118	(\$5)	0%	\$443	\$257	\$186	14%	\$1,340
ES&S Bay Area Region	\$1,913	\$1,927	(\$14)	0%	\$7,315	\$7,060	\$255	1%	\$22,163
ES&S Northern Region			\$0			\$0	(\$0)		
Contact Centers Support	\$44	\$61	(\$17)	-3%	\$167	\$197	(\$31)	-6%	\$538
ES&S Central Coast Region South		\$2	(\$2)			\$3	(\$3)		
Customer Impact Operations			\$0			\$68	(\$68)		
Data Analytics & Governance	\$40	\$37	\$3	0%	\$342	\$160	\$182	28%	\$656
IT-BusTech-Cust Care PCC	\$40	\$37	\$3	0%	\$342	\$160	\$182	28%	\$656
Risk, Compliance & Improvement	\$0	\$0	\$0	0%	\$0	(\$0)	\$0	0%	\$0
IT-BusTech-Cust Care PCC			\$0			(\$0)	\$0		
CLOSED-Policy Implementation & Reporting	\$0	\$0	\$0	0%	\$0	(\$0)	\$0	0%	\$0
Customer Impact Director			\$0			(\$0)	\$0		
Grand Total	\$11,612	\$10,067	\$1,545	1%	\$44,682	\$33,913	\$10,769	8%	\$133,577



New Revenue Development - April

New Revenue Development	April			YTD			2015
	Budget	Actual	Variance	Budget	Actual	Variance	Budget
Fiber Services	\$252	\$383	\$131	\$1,007	\$1,361	\$353	\$3,022
EXPENSE	(\$164)	(\$173)	(\$9)	(\$656)	(\$671)	(\$16)	(\$1,967)
REIMBURSEMENTS	\$58	\$198	\$140	\$233	\$571	\$338	\$700
REVENUE	\$357	\$358	\$1	\$1,430	\$1,461	\$32	\$4,289
New Products	\$746	\$553	(\$193)	\$2,450	\$1,784	(\$667)	\$5,964
EXPENSE	(\$2,188)	(\$2,470)	(\$282)	(\$9,363)	(\$9,975)	(\$612)	(\$20,696)
REIMBURSEMENTS	\$984	\$1,058	\$74	\$5,042	\$6,163	\$1,121	\$9,011
REVENUE	\$1,950	\$1,965	\$16	\$6,772	\$5,595	(\$1,176)	\$17,649
Wireless	\$2,181	\$2,334	\$153	\$8,566	\$9,986	\$1,420	\$26,232
EXPENSE	(\$902)	(\$903)	(\$1)	(\$3,606)	(\$3,581)	\$25	(\$10,819)
REIMBURSEMENTS	\$563	\$442	(\$121)	\$2,251	\$2,840	\$589	\$6,754
REVENUE	\$2,520	\$2,795	\$275	\$9,921	\$10,727	\$806	\$30,296
NET REVENUE	\$3,179	\$3,270	\$91	\$12,024	\$13,131	\$1,107	\$35,218

Net Revenues

* Revenues positive, expenses negative

** Net amounts reflective of Cost Element assignments