



Customer Energy Solutions - Financial Performance - October

Customer Energy Solutions	October				YTD				2015 Budget
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	
TOTAL CES EXPENSE	\$2,670	\$3,633	(\$964)	-3%	\$24,889	\$34,879	(\$9,990)	-34%	\$29,776
CES EXPENSE			\$0			\$9,150	(\$9,150)		
NGAT 2010-2014			\$0			\$9,150	(\$9,150)		
EXPENSE	\$2,670	\$3,633	(\$964)	-3%	\$24,889	\$25,729	(\$840)	-3%	\$29,776
CES VP	\$22	\$58	(\$36)	-9%	\$351	\$360	(\$9)	-2%	\$400
Customer Programs	\$2,543	\$3,493	(\$949)	-3%	\$23,574	\$24,706	(\$1,132)	-4%	\$28,228
CES Pricing Products	\$1,914	\$2,666	(\$753)	-4%	\$16,076	\$17,002	(\$926)	-5%	\$19,430
Demand Response	\$35	(\$31)	\$66	6%	\$1,076	\$979	\$97	9%	\$1,136
Distributed Generation	\$248	\$345	(\$97)	-3%	\$2,647	\$3,000	(\$353)	-11%	\$3,142
Electric Vehicles	\$164	\$291	(\$127)	-6%	\$1,729	\$1,936	(\$207)	-10%	\$2,113
Service Analysis	\$183	\$222	(\$38)	-2%	\$2,046	\$1,789	\$257	11%	\$2,407
Strategy Research & Analytics	\$104	\$83	\$21	2%	\$965	\$663	\$301	26%	\$1,148
Data Analytics & Governance	\$25		\$25	8%	\$250		\$250	83%	\$300
EE Strategy	\$79	\$83	(\$4)	0%	\$715	\$663	\$51	6%	\$848
CAPITAL	\$133	\$130	\$3	0%	\$2,892	\$2,260	\$633	18%	\$3,534
CES VP			\$0	0%	\$75	\$10	\$65	65%	\$100
Customer Programs	\$133	\$130	\$3	0%	\$2,817	\$2,249	\$568	17%	\$3,434
CES Pricing Products		\$46	(\$46)	-3%	\$1,350	\$856	\$494	29%	\$1,700
Distributed Generation	\$133	\$84	\$49	3%	\$1,467	\$1,393	\$75	4%	\$1,734
Electric Vehicles			\$0	0%	\$0	\$0	\$0	39%	\$0
Strategy Research & Analytics		(\$0)	\$0			\$1	(\$1)		
Data Analytics & Governance		(\$0)	\$0			\$1	(\$1)		
NON EARNINGS EXPENSE	\$70,039	\$51,302	\$18,737	2%	\$647,096	\$584,605	\$62,491	8%	\$784,384
CES VP	(\$671)		(\$671)	8%	(\$6,707)	\$5	(\$6,712)	83%	(\$8,048)
Customer Programs	\$25,173	\$33,988	(\$8,815)	-3%	\$273,500	\$256,791	\$16,709	5%	\$323,955
CES Pricing Products	\$14,125	\$12,106	\$2,019	1%	\$126,955	\$123,362	\$3,593	2%	\$152,429
Demand Response	\$3,157	\$2,916	\$240	1%	\$35,677	\$33,345	\$2,333	5%	\$44,895
Distributed Generation	\$7,859	\$18,939	(\$11,080)	-9%	\$109,871	\$99,128	\$10,743	9%	\$125,570
Electric Vehicles	\$32	\$27	\$5	1%	\$997	\$957	\$40	4%	\$1,061
Energy Efficiency Programs	\$43,026	\$15,423	\$27,603	6%	\$355,604	\$304,141	\$51,462	12%	\$438,719
Energy Efficiency Operations	\$6,404	\$6,449	(\$45)	0%	\$63,220	\$47,338	\$15,882	21%	\$75,247
Energy Efficiency Products	\$7,072	\$6,692	\$381	1%	\$49,170	\$45,018	\$4,152	7%	\$57,927
Energy Efficiency Programs	\$30,240	\$1,426	\$28,814	9%	\$250,184	\$203,184	\$47,000	15%	\$313,900
Energy Efficiency Programs Sr. Director	(\$690)	\$856	(\$1,546)	19%	(\$6,970)	\$8,601	(\$15,572)	186%	(\$8,354)
Strategy Research & Analytics	\$2,510	\$1,934	\$576	2%	\$24,699	\$23,542	\$1,157	4%	\$29,757
EM&V	\$1,399	\$1,173	\$227	1%	\$13,470	\$14,096	(\$626)	-4%	\$16,251
Data Analytics & Governance	\$327	\$342	(\$15)	0%	\$3,267	\$3,388	(\$121)	-3%	\$3,904
EE Strategy	\$339	\$76	\$263	9%	\$2,275	\$1,399	\$876	29%	\$3,065
Policy Planning	\$89	\$102	(\$13)	-1%	\$897	\$901	(\$4)	0%	\$1,065
CP Measurement & Evaluation	\$356	\$241	\$114	2%	\$4,790	\$3,758	\$1,031	19%	\$5,472
CES PCs to Block		(\$43)	\$43			\$125	(\$125)		
OTHER BALANCE SHEET¹	\$236	(\$665)	\$902	6%	\$12,844	\$4,982	\$7,862	53%	\$14,800
Customer Programs		(\$57)	\$57			(\$571)	\$571		
Demand Response		(\$57)	\$57			(\$571)	\$571		
Energy Efficiency Programs	\$236	(\$608)	\$845	6%	\$12,844	\$5,553	\$7,290	49%	\$14,800
Energy Efficiency Operations		(\$20)	\$20			(\$202)	\$202		
Energy Efficiency Products		(\$423)	\$423			(\$109)	\$109		
Energy Efficiency Programs	\$236	(\$166)	\$402	3%	\$12,844	\$5,864	\$6,979	47%	\$14,800
BALANCING ACCOUNT CAPITAL	\$387	\$217	\$171	5%	\$3,662	\$2,659	\$1,003	27%	\$3,749
Customer Programs	\$387	\$217	\$171	5%	\$3,662	\$2,659	\$1,003	27%	\$3,749
Demand Response	\$387	\$217	\$171	5%	\$3,662	\$2,659	\$1,003	27%	\$3,749
Grand Total	\$73,466	\$54,617	\$18,849	2%	\$691,383	\$629,385	\$61,999	7%	\$836,243

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

Separately Funded	October				YTD				2015 Budget
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	
EXPENSE		\$230	(\$230)			\$658	(\$658)		
Customer Programs		\$219	(\$219)			\$472	(\$472)		
CES Pricing Products		\$219	(\$219)			\$472	(\$472)		
Strategy Research & Analytics		\$11	(\$11)			\$187	(\$187)		
Data Analytics & Governance		\$11	(\$11)			\$187	(\$187)		
Grand Total		\$230	(\$230)			\$658	(\$658)		



Non Earnings - Budget Variance - October

Funding Cycle View	October				YTD				Annual Budget
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	
NON EARNINGS EXPENSE	\$70,039	\$51,302	\$18,737	2%	\$647,096	\$584,605	\$62,491	8%	\$784,384
2009BRIDGE			\$0			\$12	(\$12)		
ACEBA2007-11			\$0			\$0	(\$0)		
CAREBA	\$810	\$1,595	(\$785)	-6%	\$11,697	\$11,296	\$400	3%	\$13,625
CDABA	\$110	\$30	\$80	5%	\$1,259	\$1,586	(\$327)	-22%	\$1,474
CEE2006-08			\$0			(\$5)	\$5		
CEE2010-2012	\$17	(\$29)	\$46	18%	\$236	\$8,460	(\$8,224)		\$253
CEE2013-2015	\$42,782	\$36,500	\$6,282	1%	\$351,639	\$325,303	\$26,336	6%	\$434,534
CSIG2007-2016	\$4,958	\$13,076	(\$8,119)	-9%	\$77,994	\$67,688	\$10,305	12%	\$87,954
CSITG2010-17	\$700	\$811	(\$111)	-1%	\$6,439	\$5,628	\$811	10%	\$7,747
DPMA	\$516	\$452	\$64	1%	\$6,011	\$5,000	\$1,011	14%	\$7,223
DREBA2006-08	\$0	\$0	\$0	62%	\$0	\$0	\$0	400%	\$0
DREBA2009-11			\$0			\$1	(\$1)		
DREBA2012-14	\$30	\$8	\$23	0%	\$4,211	\$5,658	(\$1,447)	-19%	\$7,455
DREBA2015-16	\$3,423	\$2,821	\$603	1%	\$36,345	\$26,592	\$9,753	23%	\$42,865
ESAP2015	\$13,362	\$11,475	\$1,886	1%	\$116,671	\$112,813	\$3,858	3%	\$140,554
FERABA		\$1	(\$1)			\$22	(\$22)		
GHGEMA	\$196	\$113	\$83	10%	\$803	\$926	(\$123)	-14%	\$874
GHGNGBA	\$228	\$2	\$226	14%	\$1,387	\$17	\$1,370	85%	\$1,620
GTSRMA		(\$373)	\$373			\$2,366	(\$2,366)		
LIEE2010-11			\$0			(\$3,522)	\$3,522		
LIEE2012			\$0			(\$1,716)	\$1,716		
LIEE2013			\$0			(\$1,944)	\$1,944		
LIEE2014	(\$0)	(\$6)	\$6		(\$0)	(\$2,512)	\$2,512		(\$0)
Not assigned ¹		\$522	(\$522)			\$5,171	(\$5,171)		
RESERVED		(\$1)	\$1			\$0	\$0		
SGIP	\$2,045	\$5,281	(\$3,237)	-12%	\$23,786	\$28,618	(\$4,831)	-17%	\$27,863
SWMEO13-14	\$862	(\$20,976)	\$21,838	211%	\$8,619	(\$12,851)	\$21,471	208%	\$10,342
Grand Total	\$70,039	\$51,302	\$18,737	2%	\$647,096	\$584,605	\$62,491	8%	\$784,384

¹ Not assigned represents BIP incentives recovered through DRAM

Charge In Organizations	October				YTD				Annual Budget
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	
NON EARNINGS EXPENSE	\$10,260	(\$14,479)	\$24,739	19%	\$114,434	\$79,013	\$35,421	27%	\$133,549
CEP Pricing Products	\$1,440	\$745	\$695	4%	\$16,366	\$15,014	\$1,352	7%	\$19,046
CES Pricing Products		\$61	(\$61)			\$416	(\$416)		
Customer Insight	\$109	\$62	\$47	3%	\$1,089	\$830	\$259	18%	\$1,440
Energy Efficiency Products		(\$546)	\$546			\$318	(\$318)		
IT-BusTech-Cust Care PCC	\$180	\$166	\$14	1%	\$2,025	\$1,952	\$73	3%	\$2,297
Dir-Solutions Marketing and Advertising	\$579	\$801	(\$222)	-2%	\$8,530	\$7,882	\$648	7%	\$9,694
Customer Impact - Rate Outreach	\$113	(\$37)	\$150	11%	\$1,113	\$785	\$328	24%	\$1,340
Business Impact Operations	\$80	\$61	\$19	2%	\$781	\$703	\$78	8%	\$940
Contact Centers	\$333	\$165	\$168	6%	\$2,368	\$1,801	\$567	20%	\$2,784
ES&S Bay Area Region	\$47	\$11	\$36	7%	\$460	\$244	\$216	39%	\$550
ES&S Central Coast Region North		\$0	(\$0)			\$46	(\$46)		
ES&S Northern Region	(\$0)	\$1	(\$1)		(\$1)	\$16	(\$16)		(\$0)
ES&S Central Valley Region			\$0			\$21	(\$21)		
Demand Response	\$590	\$533	\$57	1%	\$8,116	\$7,732	\$384	4%	\$9,127
Customer Insight	\$95	(\$73)	\$168	32%	\$414	\$187	\$227	43%	\$531
IT/EDS		\$7	(\$7)			\$13	(\$13)		
IT-BusTech-Cust Care PCC	\$241	\$205	\$36	1%	\$3,585	\$3,102	\$483	12%	\$4,056
Dir-Solutions Marketing and Advertising	\$150	\$267	(\$117)	-4%	\$3,087	\$3,032	\$56	2%	\$3,302
Customer Billing	\$13	\$12	\$2	1%	\$120	\$102	\$18	12%	\$146
Energy Data Services	\$25	\$95	(\$71)	-24%	\$250	\$896	(\$645)	-215%	\$300
Solutions Marketing			\$0			(\$2)	\$2		
Not assigned		\$1	(\$1)			\$20	(\$20)		
Business Impact Operations	\$5	(\$0)	\$5	9%	\$48	\$12	\$36	62%	\$58
ES&S Bay Area Region	\$62	\$20	\$42	6%	\$612	\$371	\$242	33%	\$735
ES&S Northern Region	(\$0)		(\$0)		(\$1)		(\$1)		\$0
ES&S Central Coast Region South	(\$0)		(\$0)		(\$1)		(\$1)		(\$0)
Distributed Generation	\$199	\$103	\$96	4%	\$2,030	\$1,591	\$439	19%	\$2,303
Customer Insight	\$0	\$4	(\$4)	-3%	\$113	\$126	(\$13)	-11%	\$113
Dir-Solutions Marketing and Advertising	\$188	\$97	\$91	4%	\$1,863	\$1,454	\$408	19%	\$2,114
Contact Centers	\$11	\$2	\$9	12%	\$54	\$11	\$43	57%	\$76
Energy Efficiency Operations	\$2,162	\$2,599	(\$437)	-2%	\$23,149	\$13,477	\$9,672	35%	\$27,389
Applied Tech Svcs	\$118	\$191	(\$74)	-3%	\$1,765	\$1,341	\$425	20%	\$2,138
Central Inspections	\$607	\$486	\$121	2%	\$5,823	(\$4,836)	\$10,659	154%	\$6,927
IT-BusTech-Cust Care PCC	\$1,039	\$1,568	(\$529)	-4%	\$11,963	\$13,431	(\$1,468)	-10%	\$14,009
Business Finance Cust Energy Solutions	\$172	\$145	\$27	2%	\$1,452	\$1,353	\$99	6%	\$1,775
Corp Services Sourcing PCC	\$191	\$191	(\$0)	0%	\$1,803	\$1,796	\$7	0%	\$2,125
Law Department	\$36	\$18	\$19	4%	\$342	\$393	(\$51)	-12%	\$414
Energy Efficiency Products	\$220	\$1,067	(\$847)	-31%	\$2,312	\$3,361	(\$1,049)	-38%	\$2,762
IT-BusTech-Cust Care PCC	\$210	\$999	(\$789)	-30%	\$2,212	\$2,811	(\$599)	-23%	\$2,642
Contact Centers	\$10	\$20	(\$10)	-8%	\$100	\$144	(\$44)	-37%	\$120
Digital Channel Strategy		\$48	(\$48)			\$406	(\$406)		
Energy Efficiency Programs	\$5,204	(\$20,144)	\$25,348	38%	\$57,847	\$33,874	\$23,973	36%	\$67,417
Customer Insight	\$212	\$331	(\$120)	-5%	\$1,880	\$1,879	\$1	0%	\$2,188
Bay Ren/MEA	\$770	(\$1,761)	\$2,531	17%	\$12,810	\$12,306	\$504	3%	\$14,607
IT-BusTech-Cust Care PCC	\$325	\$47	\$278	11%	\$2,091	\$841	\$1,250	48%	\$2,591
Dir-Solutions Marketing and Advertising	\$1,886	(\$20,644)	\$22,530	93%	\$21,371	(\$80)	\$21,451	88%	\$24,340
Customer Impact Director			\$0			(\$7)	\$7		
Business Impact Operations	\$113	\$81	\$33	2%	\$1,113	\$735	\$378	28%	\$1,340
Contact Centers	\$48	\$50	(\$2)	0%	\$448	\$460	(\$12)	-2%	\$538
ES&S Bay Area Region	\$1,849	\$1,752	\$97	0%	\$18,134	\$17,668	\$466	2%	\$21,813
ES&S Central Coast Region North			\$0			\$0	(\$0)		
ES&S Northern Region			\$0			\$0	(\$0)		
ES&S Central Coast Region South			\$0			\$3	(\$3)		
Customer Impact Operations			\$0			\$68	(\$68)		
Data Analytics & Governance	\$40	\$48	(\$8)	-1%	\$572	\$473	\$99	15%	\$656
IT-BusTech-Cust Care PCC	\$40	\$48	(\$8)	-1%	\$572	\$473	\$99	15%	\$656
Energy Efficiency Programs Sr. Director	\$404	\$570	(\$165)	-3%	\$4,042	\$3,492	\$550	11%	\$4,850
IT-BusTech-Cust Care PCC			\$0			(\$0)	\$0		
Solutions Marketing	\$375	\$538	(\$163)	-4%	\$3,750	\$3,221	\$529	12%	\$4,500
ES&S Bay Area Region	\$29	\$31	(\$2)	-1%	\$292	\$270	\$21	6%	\$350
CLOSED-Policy Implementation & Reporting			\$0			\$0	(\$0)		
Customer Impact Director			\$0			\$0	(\$0)		
Grand Total	\$10,260	(\$14,479)	\$24,739	19%	\$114,434	\$79,013	\$35,421	27%	\$133,549