



Customer Energy Solutions - Financial Performance - July

Customer Energy Solutions	July				YTD				2015
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
TOTAL CES EXPENSE	\$4,317	\$4,131	\$186	0%	\$28,301	\$37,696	(\$9,396)	-1%	\$48,039
NGAT 2010-2014			\$0			\$9,150	(\$9,150)		
EXPENSE	\$4,317	\$4,131	\$186	0%	\$28,301	\$28,547	(\$246)	-1%	\$48,039
CES VP	\$20	\$24	(\$4)	-1%	\$283	\$197	\$86	21%	\$400
Customer Programs	\$2,534	\$2,491	\$43	0%	\$16,569	\$16,464	\$104	0%	\$28,476
CES Pricing Products	\$1,744	\$1,274	\$470	2%	\$10,864	\$10,895	(\$31)	0%	\$19,430
Demand Response	\$29	\$290	(\$261)	-23%	\$979	\$1,097	(\$117)	-10%	\$1,136
Distributed Generation	\$289	\$330	(\$41)	-1%	\$1,844	\$1,848	(\$4)	0%	\$3,142
Electric Vehicles	\$260	\$380	(\$120)	-6%	\$1,231	\$1,183	\$47	2%	\$2,113
Service Analysis	\$211	\$217	(\$6)	0%	\$1,651	\$1,441	\$210	8%	\$2,655
Strategy Research & Analytics	\$104	\$273	(\$168)	-15%	\$602	\$800	(\$198)	-17%	\$1,148
Data Analytics & Governance	\$25	\$6	\$19	6%	\$175	\$126	\$49	16%	\$300
EE Strategy	\$79	\$267	(\$188)	-22%	\$427	\$674	(\$247)	-29%	\$848
New Revenue Development	\$1,660	\$1,343	\$316	2%	\$10,847	\$11,085	(\$238)	-1%	\$18,016
CAPITAL	\$100	\$115	(\$14)	0%	\$2,134	\$1,881	\$253	7%	\$3,534
CES VP		\$0	(\$0)	0%	\$50	\$10	\$40	40%	\$100
Customer Programs	\$100	\$113	(\$13)	0%	\$2,084	\$1,869	\$215	6%	\$3,434
CES Pricing Products	\$237	\$23	\$214	13%	\$937	\$747	\$190	11%	\$1,700
Distributed Generation	\$100	\$89	\$11	1%	\$1,134	\$1,122	\$12	1%	\$1,734
Electric Vehicles	(\$237)		(\$237)		\$13		\$13		\$0
Strategy Research & Analytics		\$2	(\$2)			\$2	(\$2)		
Data Analytics & Governance		\$2	(\$2)			\$2	(\$2)		
NON EARNINGS EXPENSE	\$69,416	\$56,435	\$12,981	2%	\$439,066	\$396,410	\$42,656	5%	\$784,384
CES VP	(\$671)		(\$671)	8%	(\$4,695)	\$5	(\$4,700)	58%	(\$8,048)
Office of the VP	\$151	\$208	(\$57)	-3%	\$970	\$878	\$93	5%	\$1,715
Customer Programs	\$29,119	\$26,543	\$2,576	1%	\$189,184	\$169,066	\$20,118	6%	\$323,955
CES Pricing Products	\$13,632	\$13,710	(\$78)	0%	\$85,301	\$85,449	(\$148)	0%	\$152,429
Demand Response	\$4,090	\$3,350	\$739	2%	\$24,732	\$21,244	\$3,488	8%	\$44,895
Distributed Generation	\$11,365	\$9,311	\$2,054	2%	\$78,251	\$61,990	\$16,262	13%	\$125,570
Electric Vehicles	\$32	\$171	(\$139)	-13%	\$900	\$383	\$517	49%	\$1,061
Energy Efficiency Programs	\$38,408	\$26,740	\$11,667	3%	\$236,217	\$208,346	\$27,870	6%	\$437,004
Energy Efficiency Operations	\$6,270	\$4,121	\$2,149	3%	\$44,700	\$27,944	\$16,757	22%	\$75,247
Energy Efficiency Products	\$6,056	\$4,035	\$2,021	3%	\$34,100	\$29,354	\$4,745	8%	\$57,927
Energy Efficiency Programs	\$27,834	\$18,585	\$9,250	3%	\$169,682	\$151,048	\$18,634	6%	\$324,857
Energy Efficiency Programs Sr. Director	(\$1,752)		(\$1,752)	8%	(\$12,265)		(\$12,265)	58%	(\$21,026)
Strategy Research & Analytics	\$2,409	\$2,941	(\$532)	-2%	\$17,390	\$17,952	(\$562)	-2%	\$29,757
EM&V	\$1,402	\$2,095	(\$693)	-4%	\$9,283	\$10,640	(\$1,357)	-8%	\$16,251
Data Analytics & Governance	\$323	\$331	(\$8)	0%	\$2,298	\$2,244	\$54	1%	\$3,904
EE Strategy	\$227	\$127	\$100	3%	\$1,484	\$1,061	\$424	14%	\$3,065
Policy Planning	\$95	\$94	\$1	0%	\$627	\$586	\$41	4%	\$1,065
CP Measurement & Evaluation	\$363	\$294	\$69	1%	\$3,698	\$3,421	\$277	5%	\$5,472
CES PCCs to Block		\$3	(\$3)			\$164	(\$164)		
OTHER BALANCE SHEET,	\$1,623	(\$2,696)	\$4,319	29%	\$10,569	\$7,346	\$3,223	22%	\$14,800
Customer Programs		(\$104)	\$104			(\$306)	\$306		
Demand Response		(\$104)	\$104			(\$306)	\$306		
Energy Efficiency Programs	\$1,623	\$722	\$901	6%	\$10,569	\$6,541	\$4,027	27%	\$14,800
Energy Efficiency Operations		\$58	(\$58)			(\$138)	\$138		
Energy Efficiency Products		(\$423)	\$423			\$1,159	(\$1,159)		
Energy Efficiency Programs	\$1,623	\$1,087	\$536	4%	\$10,569	\$5,520	\$5,048	34%	\$14,800
New Revenue Development		(\$3,314)	\$3,314			\$1,110	(\$1,110)		
BALANCING ACCOUNT CAPITAL	\$313	\$312	\$1	0%	\$2,355	\$1,911	\$443	12%	\$3,749
Customer Programs	\$313	\$312	\$1	0%	\$2,355	\$1,911	\$443	12%	\$3,749
Demand Response	\$313	\$312	\$1	0%	\$2,355	\$1,911	\$443	12%	\$3,749
Grand Total	\$75,770	\$58,298	\$17,472	2%	\$482,424	\$445,245	\$37,180	4%	\$854,506

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



Non Earnings - Budget Variance - July

Funding Cycle View	July				YTD				Annual
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$69,416	\$56,435	\$12,981	2%	\$439,066	\$396,410	\$42,656	5%	\$784,384
2009BRIDGE			\$0			\$16	(\$16)		
ACEBA2007-11			\$0			\$0	(\$0)		
CAREBA	\$932	\$2,032	(\$1,100)	-8%	\$8,247	\$7,734	\$514	4%	\$13,625
CDABA	\$108	\$155	(\$47)	-3%	\$932	\$1,285	(\$353)	-24%	\$1,474
CEE2006-08			\$0			(\$5)	\$5		
CEE2010-2012	\$12	\$1,003	(\$991)	-392%	\$190	\$8,162	(\$7,973)		\$253
CEE2013-2015	\$38,211	\$26,674	\$11,537	3%	\$234,052	\$210,672	\$23,380	5%	\$434,534
CS2007-2016	\$8,039	\$8,282	(\$242)	0%	\$55,875	\$44,651	\$11,224	13%	\$87,954
CSITG2010-17	\$750	\$417	\$333	4%	\$4,312	\$3,884	\$428	6%	\$7,747
DPMA	\$720	\$509	\$211	3%	\$4,343	\$3,290	\$1,053	15%	\$7,223
DREBA2006-08	\$0		\$0	143%	\$0		\$0	248%	\$0
DREBA2009-11			\$0			\$1	(\$1)		
DREBA2012-14	\$10	\$656	(\$646)	-9%	\$4,159	\$5,231	(\$1,071)	-14%	\$7,455
DREBA2015-16	\$4,386	\$2,599	\$1,788	4%	\$24,618	\$15,425	\$9,193	21%	\$42,865
ESAP2015	\$12,677	\$11,524	\$1,152	1%	\$78,254	\$78,536	(\$282)	0%	\$140,554
FERABA		\$2	(\$2)			\$18	(\$18)		
GHGEMA	\$30	\$80	(\$50)	-6%	\$476	\$490	(\$14)	-2%	\$874
GHNGBA	\$259	\$259	\$0	16%	\$685	\$15	\$670	41%	\$1,620
GTSRMA		\$400	(\$400)			\$1,375	(\$1,375)		
LIEE2010-11			\$0			(\$3,522)	\$3,522		
LIEE2012			\$0			(\$1,716)	\$1,716		
LIEE2013			\$0			(\$1,938)	\$1,938		
LIEE2014	(\$0)	(\$0)	\$0		(\$0)	(\$2,505)	\$2,505		(\$0)
Not assigned, RESERVED		\$552	(\$552)			\$3,466	(\$3,466)		
RESERVED		\$1	(\$1)			\$1	(\$1)		
SGIP	\$2,419	\$810	\$1,609	6%	\$16,890	\$15,583	\$1,307	5%	\$27,863
SWMEO13-14	\$863	\$738	\$124	1%	\$6,033	\$6,260	(\$227)	-2%	\$10,342
Grand Total	\$69,416	\$56,435	\$12,981	2%	\$439,066	\$396,410	\$42,656	5%	\$784,384

† Not assigned represents BIP incentives recovered through DRAM

Charge In Organizations	July				YTD				Annual
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$11,197	\$11,642	(\$445)	0%	\$80,294	\$60,261	\$20,034	15%	\$133,549
CES Pricing Products	\$1,634	\$2,800	(\$1,167)	-6%	\$10,970	\$10,428	\$542	3%	\$19,046
CES Pricing Products		\$116	(\$116)			\$419	(\$419)		
Customer Insight	\$132	\$133	(\$1)	0%	\$835	\$653	\$181	13%	\$1,440
Energy Efficiency Products		\$19	(\$19)			\$154	(\$154)		
IT-BusTech-Cust Care PCC	\$308	\$351	(\$44)	-2%	\$1,268	\$1,181	\$88	4%	\$2,297
Dir-Solutions Marketing and Adverstising	\$766	\$1,783	(\$1,018)	-10%	\$5,627	\$5,318	\$309	3%	\$9,694
Customer Impact - Rate Outreach	\$113	\$92	\$22	2%	\$778	\$682	\$97	7%	\$1,340
Business Impact Operations	\$80	\$80	(\$0)	0%	\$546	\$496	\$50	5%	\$940
Contact Centers	\$189	\$201	(\$12)	0%	\$1,595	\$1,241	\$353	13%	\$2,784
ES&S Bay Area Region	\$46	\$15	\$32	6%	\$321	\$212	\$109	20%	\$550
ES&S Central Coast Region North		\$5	(\$5)			\$39	(\$39)		
ES&S Northern Region	\$0	\$2	(\$2)		(\$0)	\$13	(\$13)		(\$0)
ES&S Central Valley Region		\$3	(\$3)			\$19	(\$19)		
Demand Response	\$626	\$978	(\$352)	-4%	\$5,928	\$4,975	\$953	10%	\$9,127
Customer Insight	\$45	\$39	\$6	1%	\$224	\$134	\$90	17%	\$531
IT/EDS		(\$45)	\$45			(\$13)	\$13		
IT-BusTech-Cust Care PCC	\$251	\$378	(\$127)	-3%	\$2,849	\$2,092	\$757	19%	\$4,056
Dir-Solutions Marketing and Adverstising	\$228	\$442	(\$214)	-6%	\$2,134	\$1,756	\$378	11%	\$3,302
Customer Billing	\$12	\$11	\$0	0%	\$83	\$70	\$14	9%	\$146
Energy Data Services	\$26	\$112	(\$86)	-29%	\$176	\$631	(\$455)	-152%	\$300
Solutions Marketing		(\$2)	\$2			(\$2)	\$2		
Not assigned		(\$0)	\$0			\$17	(\$17)		
Business Impact Operations	\$5	\$1	\$3	6%	\$34	\$12	\$22	38%	\$58
ES&S Bay Area Region	\$61	\$43	\$19	3%	\$428	\$280	\$149	20%	\$735
ES&S Northern Region	\$0	\$0	\$0		\$0	\$0	\$0		\$0
ES&S Central Coast Region South	(\$1)		(\$1)		(\$0)		(\$0)		(\$0)
Distributed Generation	\$295	\$162	\$133	6%	\$1,301	\$1,299	\$3	0%	\$2,303
Customer Insight	(\$2)	\$39	(\$41)	-36%	\$113	\$96	\$17	15%	\$113
Dir-Solutions Marketing and Adverstising	\$286	\$123	\$164	8%	\$1,166	\$1,196	(\$30)	-1%	\$2,114
Contact Centers	\$11	\$1	\$10	13%	\$22	\$6	\$16	21%	\$76
Energy Efficiency Operations	\$2,385	\$1,995	\$390	1%	\$16,429	\$4,908	\$11,521	42%	\$27,389
Applied Tech Svcs	\$180	\$137	\$43	2%	\$1,372	\$891	\$482	23%	\$2,138
Central Inspections	\$607	\$509	\$98	1%	\$4,057	(\$6,310)	\$10,367	150%	\$6,927
IT-BusTech-Cust Care PCC	\$1,290	\$958	\$332	2%	\$8,495	\$7,773	\$722	5%	\$14,009
Business Finance Cust Energy Solutions	\$127	\$138	(\$11)	-1%	\$1,001	\$945	\$56	3%	\$1,775
Corp Services Sourcing PCC	\$178	\$205	(\$27)	-1%	\$1,239	\$1,283	(\$44)	-2%	\$2,125
Law Department	\$4	\$49	(\$45)	-11%	\$266	\$328	(\$62)	-15%	\$414
Energy Efficiency Products	\$269	\$168	\$101	4%	\$1,561	\$1,494	\$67	2%	\$2,762
IT-BusTech-Cust Care PCC	\$259	\$97	\$162	6%	\$1,491	\$1,104	\$387	15%	\$2,642
Contact Centers	\$10	\$15	(\$5)	-4%	\$70	\$93	(\$23)	-19%	\$120
Digital Channel Strategy		\$56	(\$56)			\$297	(\$297)		
Energy Efficiency Programs	\$5,948	\$5,489	\$459	1%	\$43,644	\$36,830	\$6,814	9%	\$72,267
Customer Insight	\$209	\$229	(\$21)	-1%	\$1,471	\$1,281	\$190	9%	\$2,188
Bay Ren/MEA	\$1,155	\$1,339	(\$184)	-1%	\$8,388	\$6,308	\$2,079	14%	\$14,607
IT-BusTech-Cust Care PCC	\$325	\$54	\$271	10%	\$1,191	\$565	\$626	24%	\$2,591
Dir-Solutions Marketing and Adverstising	\$1,877	\$1,646	\$231	1%	\$16,014	\$14,444	\$1,570	6%	\$24,340
Solutions Marketing	\$375	\$169	\$206	5%	\$2,625	\$554	\$2,071	46%	\$4,500
Customer Impact Director		\$0	\$0			(\$7)	\$7		
Business Impact Operations	\$113	\$61	\$52	4%	\$778	\$494	\$284	21%	\$1,340
Contact Centers	\$53	\$55	(\$2)	0%	\$301	\$341	(\$40)	-8%	\$538
ES&S Bay Area Region	\$1,841	\$1,934	(\$93)	0%	\$12,876	\$12,779	\$98	0%	\$22,163
ES&S Northern Region		\$0	\$0			\$0	(\$0)		
ES&S Central Coast Region South		\$0	\$0			\$3	(\$3)		
Customer Impact Operations		\$0	\$0			\$68	(\$68)		
Data Analytics & Governance	\$40	\$50	(\$10)	-1%	\$462	\$326	\$136	21%	\$656
IT-BusTech-Cust Care PCC	\$40	\$50	(\$10)	-1%	\$462	\$326	\$136	21%	\$656
Risk, Compliance & Improvement	\$0	\$0	\$0	0%	\$0	(\$0)	\$0	0%	\$0
IT-BusTech-Cust Care PCC		\$0	(\$0)			(\$0)	\$0		
CLOSED-Policy Implementation & Reporting	\$0	\$0	\$0	0%	\$0	(\$0)	\$0	0%	\$0
Customer Impact Director		\$0	(\$0)			(\$0)	\$0		
Grand Total	\$11,197	\$11,642	(\$445)	0%	\$80,294	\$60,261	\$20,034	15%	\$133,549



New Revenue Development - July

Business Area View	July			YTD			2015
	Budget	Actual	Variance	Budget	Actual	Variance	Budget
Fiber Services	\$252	\$391	\$139	\$1,763	\$2,613	\$850	\$3,022
EXPENSE	(\$164)	(\$283)	(\$120)	(\$1,147)	(\$1,326)	(\$178)	(\$1,967)
REIMBURSEMENTS	\$58	\$259	\$201	\$408	\$1,262	\$854	\$700
REVENUE	\$357	\$415	\$58	\$2,502	\$2,676	\$174	\$4,289
New Products	\$669	(\$3)	(\$671)	\$3,845	\$2,222	(\$1,623)	\$5,964
EXPENSE	(\$2,011)	(\$1,654)	\$357	(\$14,946)	(\$17,347)	(\$2,401)	(\$20,696)
REIMBURSEMENTS	\$879	\$479	(\$400)	\$7,793	\$7,753	(\$40)	\$9,011
REVENUE	\$1,801	\$1,173	(\$628)	\$10,999	\$11,817	\$818	\$17,649
Wireless	\$2,205	\$3,067	\$862	\$15,151	\$18,599	\$3,448	\$26,232
EXPENSE	(\$902)	(\$1,004)	(\$102)	(\$6,311)	(\$6,566)	(\$255)	(\$10,819)
REIMBURSEMENTS	\$563	\$925	\$362	\$3,940	\$5,566	\$1,626	\$6,754
REVENUE	\$2,544	\$3,146	\$602	\$17,522	\$19,599	\$2,077	\$30,296
NET REVENUE	\$3,126	\$3,455	\$329	\$20,759	\$23,434	\$2,675	\$35,218

Cost Element View	July			YTD			2015
	Budget	Actual	Variance	Budget	Actual	Variance	Budget
EXPENSE	(\$3,077)	(\$2,942)	\$135	(\$22,405)	(\$25,239)	(\$2,834)	(\$33,481)
Fiber Services	(\$164)	(\$283)	(\$120)	(\$1,147)	(\$1,326)	(\$178)	(\$1,967)
New Products	(\$2,011)	(\$1,654)	\$357	(\$14,946)	(\$17,347)	(\$2,401)	(\$20,696)
Wireless	(\$902)	(\$1,004)	(\$102)	(\$6,311)	(\$6,566)	(\$255)	(\$10,819)
REIMBURSEMENTS	\$1,500	\$1,663	\$162	\$12,141	\$14,581	\$2,440	\$16,465
Fiber Services	\$58	\$259	\$201	\$408	\$1,262	\$854	\$700
New Products	\$879	\$479	(\$400)	\$7,793	\$7,753	(\$40)	\$9,011
Wireless	\$563	\$925	\$362	\$3,940	\$5,566	\$1,626	\$6,754
REVENUE	\$4,702	\$4,734	\$32	\$31,022	\$34,091	\$3,069	\$52,234
Fiber Services	\$357	\$415	\$58	\$2,502	\$2,676	\$174	\$4,289
New Products	\$1,801	\$1,173	(\$628)	\$10,999	\$11,817	\$818	\$17,649
Wireless	\$2,544	\$3,146	\$602	\$17,522	\$19,599	\$2,077	\$30,296
NET REVENUE	\$3,126	\$3,455	\$329	\$20,759	\$23,434	\$2,675	\$35,218

Net Revenues

* Revenues positive, expenses negative

** Net amounts reflective of Cost Element assignments