



Customer Energy Solutions - Financial Performance - September

Customer Energy Solutions	September				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE	\$2,307	\$1,449	\$858	3%	\$21,641	\$19,090	\$2,551	9%	\$28,816
CES VP	\$85	\$141	(\$56)	-5%	\$921	\$900	\$21	2%	\$1,180
CES Business Operations	\$61	\$42	\$19	2%	\$584	\$488	\$97	12%	\$783
Customer Programs Senior Director	\$176		\$176	17%	\$568	\$0	\$568	55%	\$1,024
CES Pricing Products	\$829	\$334	\$496	4%	\$9,372	\$6,959	\$2,413	21%	\$11,676
Demand Response & Data Platforms	\$89	\$80	\$10	1%	\$794	\$722	\$73	7%	\$1,050
Data Analytics & Governance	\$24	\$3	\$21	7%	\$221	\$228	(\$6)	-2%	\$291
Data Governance & Products	\$40	\$53	(\$13)	-3%	\$363	\$283	\$80	17%	\$484
Demand Response- Director	\$25	\$23	\$2	1%	\$210	\$211	(\$1)	0%	\$275
Distributed Generation	\$305	\$272	\$33	1%	\$2,634	\$2,165	\$469	13%	\$3,553
Electric Vehicles	\$132	\$131	\$1	0%	\$1,273	\$1,287	(\$15)	-1%	\$1,749
Service Analysis	\$144	\$141	\$2	0%	\$1,318	\$1,412	(\$95)	-5%	\$1,725
Energy Efficiency Programs	\$486	\$310	\$177	3%	\$4,178	\$5,157	(\$980)	-16%	\$6,076
Energy Efficiency Products	\$23	\$95	(\$72)	-25%	\$208	\$617	(\$409)	-144%	\$284
Energy Efficiency Programs	\$31	\$23	\$8	3%	\$241	\$235	\$6	2%	\$327
Energy Efficiency Programs Sr. Director	\$61	\$96	(\$35)	-8%	\$352	\$489	(\$136)	-30%	\$457
EE Strategy & Operations	\$370	\$95	\$275	5%	\$3,376	\$3,817	(\$441)	-9%	\$5,007
CAPITAL	\$455	\$455	\$455	17%	\$1,356	(\$0)	\$1,356	50%	\$2,731
CES VP	\$455		\$455	17%	\$1,356	\$8	\$1,348	49%	\$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	27%	\$0
NON EARNINGS EXPENSE	\$65,756	\$60,042	\$5,714	1%	\$535,472	\$510,318	\$25,154	3%	\$745,763
CES VP	(\$3,158)	(\$0)	(\$3,158)	8%	(\$28,419)	(\$0)	(\$28,419)	75%	(\$37,892)
CES Business Operations	\$166	\$58	\$108	6%	\$1,485	\$590	\$896	46%	\$1,968
CES Pricing Products	\$2,578	\$1,377	\$1,201	5%	\$19,515	\$12,085	\$7,430	30%	\$25,097
Demand Response & Data Platforms	\$5,613	\$4,270	\$1,344	2%	\$50,603	\$44,618	\$5,985	9%	\$65,458
CP Measurement & Evaluation	\$548	(\$184)	\$733	11%	\$5,106	\$3,505	\$1,600	25%	\$6,518
Data Analytics & Governance	\$544	\$487	\$57	1%	\$4,951	\$4,218	\$732	11%	\$6,556
Data Governance & Products	\$234	\$262	(\$28)	-1%	\$2,754	\$1,537	\$1,217	35%	\$3,453
Demand Response	\$3,779	\$2,476	\$1,302	3%	\$31,800	\$21,398	\$10,402	25%	\$41,537
Demand Response Operations	\$508	\$1,229	(\$721)	-10%	\$5,993	\$13,960	(\$7,967)	-108%	\$7,394
Distributed Generation	\$11,256	\$10,197	\$1,059	1%	\$98,104	\$77,285	\$20,819	17%	\$123,403
Electric Vehicles	\$198	\$225	(\$27)	-1%	\$1,913	\$1,510	\$403	16%	\$2,585
Energy Efficiency Programs	\$49,103	\$43,916	\$5,187	1%	\$392,270	\$374,228	\$18,042	3%	\$565,145
Energy Efficiency Products	\$2,007	\$1,625	\$382	1%	\$23,917	\$18,886	\$5,031	15%	\$33,829
Energy Efficiency Programs	\$25,643	\$26,861	(\$1,218)	0%	\$207,751	\$223,296	(\$15,545)	-5%	\$307,796
Energy Efficiency Programs Sr. Director	\$1,124	\$1,439	(\$315)	-2%	\$11,313	\$11,428	(\$115)	-1%	\$14,768
EE Strategy & Operations	\$20,329	\$13,991	\$6,338	3%	\$149,289	\$120,618	\$28,670	14%	\$208,752
CES PCCs to Block			\$0			\$1	(\$1)		
OTHER BALANCE SHEET	\$393	(\$1,082)	\$1,475	18%	\$7,361	\$135	\$7,226	90%	\$8,041
Demand Response & Data Platforms		(\$161)	\$161			\$829	(\$829)		
Data Analytics & Governance		(\$28)	\$28			(\$250)	\$250		
Demand Response		(\$77)	\$77			\$908	(\$908)		
Demand Response Operations		(\$57)	\$57			\$171	(\$171)		
Service Analysis		(\$2)	\$2			(\$133)	\$133		
Energy Efficiency Programs	\$393	(\$919)	\$1,312	16%	\$7,361	(\$561)	\$7,922	99%	\$8,041
Energy Efficiency Programs	\$393	(\$662)	\$1,055	13%	\$7,361	\$1,229	\$6,133	76%	\$8,041
EE Strategy & Operations		(\$257)	\$257			(\$1,790)	\$1,790		
BALANCING ACCOUNT CAPITAL		\$63	(\$63)			\$346	(\$346)		
Demand Response & Data Platforms		\$63	(\$63)			\$346	(\$346)		
Data Governance & Products			\$0			\$239	(\$239)		
Demand Response Operations		\$63	(\$63)			\$107	(\$107)		
Grand Total	\$68,911	\$60,472	\$8,439	1%	\$565,831	\$529,889	\$35,942	5%	\$785,351

Separately Funded	September				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE	\$2,326	\$2,228	\$98	1%	\$10,608	\$13,481	(\$2,873)	-17%	\$16,712
CES Pricing Products	\$2,241	\$2,200	\$41	0%	\$10,311	\$13,078	(\$2,767)	-17%	\$16,103
Demand Response & Data Platforms	\$85	\$28	\$57	9%	\$297	\$403	(\$107)	-18%	\$608
Data Governance & Products	\$85	\$28	\$57	9%	\$297	\$403	(\$107)	-18%	\$608
CAPITAL	\$1,141	\$354	\$787	39%	\$1,141	\$781	\$361	18%	\$2,000
Demand Response & Data Platforms	\$1,141	\$354	\$787	39%	\$1,141	\$781	\$361	18%	\$2,000
Data Governance & Products	\$1,141	\$354	\$787	39%	\$1,141	\$781	\$361	18%	\$2,000
Grand Total	\$3,467	\$2,582	\$885	5%	\$11,749	\$14,262	(\$2,512)	-13%	\$18,712



Non-Earnings - Budget Variance - September

Funding Cycle View	September				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$65,756	\$60,042	\$5,714	1%	\$535,472	\$510,318	\$25,154	3%	\$745,763
ACEBA2007-11			\$0			\$0	(\$0)		
CAREBA	\$1,629	\$1,121	\$508	4%	\$10,823	\$8,392	\$2,431	18%	\$13,547
CDABA	\$235	\$262	(\$27)	-1%	\$2,760	\$1,537	\$1,224	35%	\$3,461
CEE2010-2012	\$0	(\$1)	\$1		(\$0)	\$629	(\$629)		\$0
CEE2013-2014			\$0				\$0		
CEE2013-2015	\$1,423	\$933	\$490	3%	\$12,722	\$8,930	\$3,792	23%	\$16,797
CSI2007-2016	\$7,168	\$8,577	(\$1,409)	-2%	\$56,954	\$51,322	\$5,633	8%	\$70,617
CSITG2010-17	\$746	\$697	\$48	0%	\$8,566	\$6,164	\$2,402	23%	\$10,645
DPMA	\$492	\$299	\$193	3%	\$4,476	\$3,075	\$1,401	22%	\$6,315
DREBA2009-11		(\$1)	\$1			\$0	\$0		
DREBA2012-14	\$104	\$98	\$6	0%	\$2,266	\$1,112	\$1,154	39%	\$2,974
DREBA2015-16	\$4,371	\$3,485	\$885	2%	\$37,295	\$30,581	\$6,714	14%	\$48,203
DREBA2017		\$7	(\$7)			\$23	(\$23)		
EE	\$29,944	\$33,468	(\$3,524)	-1%	\$254,805	\$276,718	(\$21,913)	-6%	\$370,847
ESAP2015	\$4	\$3	\$0	1%	\$75	\$1,508	(\$1,433)		\$84
ESAP2016	\$14,626	\$9,664	\$4,962	4%	\$98,373	\$79,008	\$19,365	14%	\$140,592
FERA2009-11			\$0				\$0		
FERABA		\$2	(\$2)			\$18	(\$18)		
GHGEMA	\$76	\$87	(\$11)	-1%	\$678	\$703	(\$26)	-3%	\$856
GHGNGBA	\$179	\$16	\$163	9%	\$1,464	\$240	\$1,224	66%	\$1,854
GTSRMA	\$363	\$104	\$260	6%	\$3,542	\$1,359	\$2,184	49%	\$4,472
LCFSE	\$160	\$198	(\$38)	-2%	\$1,441	\$1,077	\$364	19%	\$1,922
LCFSG	\$28	\$27	\$1	0%	\$249	\$246	\$3	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		\$447	(\$447)			\$7,511	(\$7,511)		
SGIP	\$3,208	\$680	\$2,528	6%	\$31,466	\$22,153	\$9,312	23%	\$40,385
SWMEO13-14	\$1,001	(\$132)	\$1,133	10%	\$7,520	\$9,227	(\$1,707)	-14%	\$11,866
Grand Total	\$65,756	\$60,042	\$5,714	1%	\$535,472	\$510,318	\$25,154	3%	\$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 - September

Charge-In Organizations	September				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$11,000	\$8,205	\$2,795	2%	\$95,199	\$79,964	\$15,235	12%	\$128,284
Customer Energy Solutions VP	(\$52)		(\$52)	8%	(\$469)		(\$469)	75%	(\$625)
Data Analytics & Governance	\$193	\$110	\$82	4%	\$1,734	\$1,494	\$240	10%	\$2,312
IT-BusTech-Cust Care PCC	\$193	\$110	\$82	4%	\$1,734	\$1,494	\$240	10%	\$2,312
Sourcing - Customer Care			\$0			(\$0)	\$0		
Data Governance & Products	\$36	\$218	(\$183)	-19%	\$847	\$864	(\$17)	-2%	\$954
Demand Response		\$31	(\$31)	-6%	\$526	\$340	\$186	35%	\$526
IT-BusTech-Cust Care PCC	\$36	\$46	(\$11)	-2%	\$321	\$349	(\$28)	-7%	\$428
PGE1/#		\$141	(\$141)			\$175	(\$175)		
Demand Response	\$968	\$313	\$656	6%	\$7,816	\$3,878	\$3,938	39%	\$10,102
BES-Director	\$61	\$14	\$48	6%	\$550	\$154	\$396	54%	\$735
Business Operations	\$5	\$4	\$1	2%	\$43	\$15	\$28	48%	\$58
Customer Billing	\$13	\$15	(\$2)	-1%	\$107	\$106	\$1	1%	\$146
Customer Insight Director	\$28	\$7	\$21	7%	\$182	\$160	\$22	7%	\$292
Demand Response	\$205	\$2	\$203	16%	\$1,027	\$43	\$984	78%	\$1,259
IT-BusTech-Cust Care PCC	\$410	\$191	\$219	4%	\$3,690	\$1,174	\$2,516	51%	\$4,920
LCE-Community Vitality	\$33		\$33	7%	\$395		\$395	80%	\$493
Marketing Insight and Advertising Dir.	\$214	\$80	\$134	6%	\$1,823	\$2,163	(\$340)	-15%	\$2,200
VP-Energy Procurement		\$0	(\$0)			\$62	(\$62)		
Demand Response Operations	\$174	\$312	(\$138)	-5%	\$2,234	\$2,656	(\$422)	-15%	\$2,757
Billing Support			\$0				\$0		
Demand Response Operations		\$2	(\$2)			\$18	(\$18)		
Energy Data Services	\$95	\$77	\$18	2%	\$855	\$682	\$173	15%	\$1,140
IT-BusTech-Cust Care PCC	\$79	\$203	(\$124)	-8%	\$1,379	\$1,641	(\$262)	-16%	\$1,617
LCE-Community Vitality		\$30	(\$30)			\$316	(\$316)		
DG Programs	\$71	\$94	(\$23)	-1%	\$1,623	\$924	\$699	39%	\$1,781
CC Sacramento Contact Center	\$1	\$2	(\$1)	-8%	\$9	\$19	(\$10)	-79%	\$12
Customer Insight Director	\$8	\$1	\$7	6%	\$80	\$9	\$71	69%	\$104
Marketing Insight and Advertising Dir.	\$62	\$91	(\$29)	-2%	\$1,533	\$897	\$637	38%	\$1,665
EE Strategy & Operations	\$1,519	\$2,000	(\$482)	-3%	\$12,379	\$12,537	(\$158)	-1%	\$16,067
Applied Technology Services	\$162	\$140	\$22	1%	\$1,303	\$1,327	(\$24)	-1%	\$1,738
CC Sacramento Contact Center	\$88	\$130	(\$42)	-4%	\$792	\$674	\$118	11%	\$1,056
Central Inspections	\$514	\$411	\$103	2%	\$4,652	\$3,485	\$1,166	19%	\$6,145
Customer Insight Director	\$23	\$17	\$7	3%	\$164	\$46	\$118	56%	\$212
IT-BusTech-Cust Care PCC	\$448	\$1,168	(\$720)	-14%	\$3,817	\$5,804	(\$1,987)	-40%	\$5,017
Marketing Insight and Advertising Dir.	\$283	\$135	\$148	8%	\$1,652	\$1,201	\$451	24%	\$1,899
Electrification & Electric Vehicles	\$124	\$167	(\$42)	-3%	\$1,118	\$1,055	\$63	4%	\$1,491
CC San Jose Contact Center			\$0				\$0		
IT-BusTech-Cust Care PCC	\$74	\$153	(\$80)	-9%	\$663	\$972	(\$309)	-35%	\$884
Marketing Insight and Advertising Dir.	\$51	\$11	\$40	7%	\$455	\$77	\$378	62%	\$607
VP-Energy Procurement		\$3	(\$3)			\$6	(\$6)		
Energy Efficiency Products	\$163	\$113	\$50	2%	\$2,223	\$1,411	\$812	30%	\$2,683
CC Sacramento Contact Center	\$16	\$15	\$1	1%	\$145	\$147	(\$2)	-1%	\$194
Data Analytics & Governance			\$0			\$0	\$0		
IT-BusTech-Cust Care PCC	\$147	\$98	\$49	2%	\$2,078	\$1,264	\$814	33%	\$2,489
Energy Efficiency Programs	\$5,206	\$3,301	\$1,905	3%	\$45,572	\$41,373	\$4,198	6%	\$64,746
BES-CSM Team	\$77	(\$3)	\$80	9%	\$694	\$233	\$462	50%	\$930
Business Operations	\$112	\$89	\$24	2%	\$1,029	\$750	\$279	20%	\$1,360
CC Sacramento Contact Center	\$23	\$42	(\$19)	-5%	\$260	\$466	(\$205)	-59%	\$350
Customer Insight Director	\$262	\$401	(\$138)	-4%	\$2,404	\$1,749	\$655	21%	\$3,191
ES&S Bay Director	\$0	\$1	(\$1)		\$0	(\$531)	\$531		(\$0)
Government & Community Partnerships	\$918	\$744	\$175	1%	\$7,837	\$11,049	(\$3,212)	-25%	\$13,077
IT-BusTech-Cust Care PCC	\$189	\$74	\$115	6%	\$1,692	\$891	\$801	39%	\$2,072
LCE-Greater Bay Division Teams	\$31	\$18	\$13	4%	\$280	\$144	\$136	36%	\$375
LCE-Greater Valley Division Teams	\$43	\$9	\$35	7%	\$391	\$137	\$253	48%	\$523
LEA-Director	\$1,128	\$909	\$219	2%	\$10,162	\$7,764	\$2,397	18%	\$13,611
Marketing Insight and Advertising Dir.	\$1,893	\$633	\$1,260	6%	\$16,065	\$15,409	\$656	3%	\$22,884
SMB-Sr Manager	\$528	\$386	\$143	2%	\$4,758	\$3,312	\$1,447	23%	\$6,374
Energy Efficiency Programs Sr. Director	\$541	\$601	(\$60)	-1%	\$4,868	\$5,278	(\$409)	-6%	\$6,491
Customer Care Financial Management	\$152	\$122	\$30	2%	\$1,368	\$1,149	\$219	12%	\$1,824
Customer Operations Regulatory Strategy	\$67	\$97	(\$30)	-4%	\$602	\$1,096	(\$494)	-61%	\$803
Law Department	\$34	\$25	\$10	2%	\$310	\$401	(\$91)	-22%	\$414
LCE-Greater Bay Division Teams	\$29	\$0	\$29	8%	\$263	\$143	\$120	34%	\$350
Marketing Insight and Advertising Dir.	\$125	\$263	(\$138)	-9%	\$1,125	\$1,411	(\$286)	-19%	\$1,500
Sourcing - Customer Care	\$133	\$95	\$39	2%	\$1,200	\$1,077	\$123	8%	\$1,600
Pricing Products	\$2,058	\$976	\$1,082	6%	\$15,253	\$8,494	\$6,759	35%	\$19,525
BES-Director	\$46	\$11	\$35	6%	\$412	\$61	\$351	64%	\$550
Business Operations	\$80	\$60	\$19	2%	\$701	\$457	\$245	26%	\$940
CC Fresno Contact Center	\$47	\$17	\$29	6%	\$355	\$160	\$195	41%	\$480
CC Sacramento Contact Center	\$99	\$54	\$44	4%	\$923	\$578	\$345	28%	\$1,219
Customer Care Financial Management		\$1	(\$1)			\$5	(\$5)		
Customer Insight Director	\$108	\$173	(\$65)	-5%	\$942	\$865	\$77	6%	\$1,244
ES&S Los Padres Division	\$0		\$0		\$0		\$0		\$0
IT-BusTech-Cust Care PCC	\$378	\$69	\$309	7%	\$3,365	\$818	\$2,547	61%	\$4,166
LCE-Planning & Ops	\$113	\$25	\$89	7%	\$1,000	\$606	\$394	29%	\$1,340
Marketing Insight and Advertising Dir.	\$1,118	\$562	\$556	6%	\$6,958	\$4,888	\$2,070	24%	\$8,779
VP-Energy Procurement	\$70	\$4	\$66	8%	\$597	\$56	\$541	67%	\$807
Grand Total	\$11,000	\$8,205	\$2,795	2%	\$95,199	\$79,964	\$15,235	12%	\$128,284