



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)		

