



Customer Energy Solutions - Financial Performance - February

Customer Energy Solutions	February				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE	\$2,029	\$2,250	(\$221)	-1%	\$3,661	\$3,398	\$263	1%	\$28,816
CES VP	\$101	\$131	(\$30)	-2%	\$202	\$226	(\$24)	-2%	\$1,570
Customer Programs	\$1,720	\$1,804	(\$85)	0%	\$3,021	\$2,716	\$305	1%	\$24,298
CES Pricing Products	\$1,105	\$844	\$261	2%	\$1,907	\$1,873	\$34	0%	\$16,214
Customer Programs Senior Director	(\$0)	(\$1)	\$1	0%	(\$0)	\$0	(\$0)	0%	\$327
Demand Response	\$21	\$23	(\$1)	0%	\$44	\$44	(\$0)	0%	\$275
Distributed Generation	\$315	\$549	(\$235)	-6%	\$564	\$204	\$360	9%	\$3,853
Electric Vehicles	\$134	\$213	(\$80)	-4%	\$233	\$299	(\$65)	-3%	\$1,904
Service Analysis	\$146	\$176	(\$31)	-2%	\$273	\$296	(\$23)	-1%	\$1,725
Energy Efficiency Programs	\$103	\$208	(\$105)	-8%	\$203	\$310	(\$107)	-8%	\$1,394
Energy Efficiency Operations	\$25	\$21	\$4	1%	\$48	\$45	\$3	1%	\$325
Energy Efficiency Products	\$22	\$119	(\$97)	-34%	\$45	\$139	(\$95)	-33%	\$284
Energy Efficiency Programs	\$25	\$24	\$1	0%	\$50	\$48	\$2	1%	\$327
Energy Efficiency Programs Sr. Director	\$30	\$44	(\$14)	-3%	\$61	\$78	(\$17)	-4%	\$457
Strategy Research & Analytics	\$105	\$107	(\$2)	0%	\$235	\$146	\$88	6%	\$1,554
Data Analytics & Governance	\$24	\$48	(\$24)	-8%	\$43	\$51	(\$8)	-3%	\$291
Data Governance & Products	\$40	\$25	\$15	3%	\$81	\$30	\$50	10%	\$484
EE Strategy & Policy	\$9	\$4	\$5	1%	\$49	\$5	\$44	11%	\$387
SRA Sr. Dir	\$32	\$30	\$2	1%	\$62	\$59	\$2	1%	\$392
CAPITAL	\$0	\$0	\$0	0%	\$0	\$0	\$0	0%	\$2,731
CES VP	\$0	\$0	\$0	0%	\$0	\$0	\$0	0%	\$2,731
Strategy Research & Analytics	\$0	\$0	\$0	0%	\$0	\$0	\$0	0%	\$0
Data Analytics & Governance	\$0	\$0	\$0	0%	\$0	\$0	\$0	0%	\$0
NON EARNINGS EXPENSE	\$43,658	\$45,106	(\$1,448)	0%	\$85,402	\$76,040	\$9,362	1%	\$740,435
CES VP	(\$3,158)	\$16,185	(\$3,158)	8%	(\$6,315)	\$29,513	(\$6,315)	17%	(\$37,892)
Customer Programs	\$18,016	\$16,185	\$1,831	1%	\$33,340	\$29,513	\$3,827	1%	\$334,828
CES Pricing Products	\$8,189	\$7,746	\$444	0%	\$14,164	\$13,254	\$910	1%	\$159,909
Demand Response	\$3,302	\$3,033	\$269	1%	\$6,646	\$6,890	(\$244)	0%	\$48,932
Distributed Generation	\$6,327	\$5,238	\$1,089	1%	\$12,085	\$9,195	\$2,889	2%	\$123,403
Electric Vehicles	\$198	\$168	\$30	1%	\$445	\$173	\$272	11%	\$2,585
Energy Efficiency Programs	\$26,071	\$25,136	\$935	0%	\$52,411	\$42,113	\$10,298	3%	\$410,674
Energy Efficiency Operations	\$4,839	\$4,276	\$563	1%	\$9,529	\$8,062	\$1,466	2%	\$59,263
Energy Efficiency Products	\$3,026	\$1,803	\$1,223	2%	\$6,673	\$3,580	\$3,093	6%	\$50,226
Energy Efficiency Programs	\$17,131	\$17,798	(\$667)	0%	\$33,993	\$27,816	\$6,177	2%	\$291,399
Energy Efficiency Programs Sr. Director	\$1,074	\$1,259	(\$185)	-2%	\$2,216	\$2,654	(\$438)	-4%	\$9,786
Strategy Research & Analytics	\$2,729	\$3,786	(\$1,058)	-3%	\$5,966	\$4,412	\$1,554	5%	\$32,825
CP Measurement & Evaluation	\$686	\$514	\$173	3%	\$1,345	\$839	\$506	8%	\$6,518
Data Analytics & Governance	\$535	\$483	\$53	1%	\$1,013	\$869	\$143	2%	\$6,556
Data Governance & Products	\$283	\$228	\$55	2%	\$1,087	\$460	\$626	18%	\$3,453
EE Strategy & Policy	\$252	\$163	\$89	2%	\$576	\$330	\$246	6%	\$3,848
EM&V	\$972	\$2,399	(\$1,427)	-11%	\$1,946	\$1,913	\$33	0%	\$12,451
CES PCCs to Block	\$0	(\$1)	\$1	0%	\$0	\$1	(\$1)	0%	\$0
OTHER BALANCE SHEET	\$2,528	\$248	\$2,280	28%	\$3,555	\$930	\$2,625	33%	\$8,041
Customer Programs	\$0	\$0	\$0	0%	\$0	(\$62)	\$62	0%	\$0
Service Analysis	\$0	\$0	\$0	0%	\$0	(\$62)	\$62	0%	\$0
Energy Efficiency Programs	\$2,528	\$304	\$2,224	28%	\$3,555	\$1,048	\$2,507	31%	\$8,041
Energy Efficiency Operations	\$0	(\$240)	\$240	0%	\$0	(\$354)	\$354	0%	\$0
Energy Efficiency Programs	\$2,528	\$544	\$1,984	25%	\$3,555	\$1,402	\$2,153	27%	\$8,041
Strategy Research & Analytics	\$0	(\$56)	\$56	0%	\$0	(\$56)	\$56	0%	\$0
Data Analytics & Governance	\$0	(\$56)	\$56	0%	\$0	(\$56)	\$56	0%	\$0
BALANCING ACCOUNT CAPITAL	\$0	(\$29)	\$29	0%	\$0	\$254	(\$254)	0%	\$0
Strategy Research & Analytics	\$0	(\$29)	\$29	0%	\$0	\$254	(\$254)	0%	\$0
Data Governance & Products	\$0	(\$29)	\$29	0%	\$0	\$254	(\$254)	0%	\$0
Grand Total	\$48,214	\$47,576	\$639	0%	\$92,618	\$80,622	\$11,996	2%	\$780,023

Separately Funded	February				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE	\$340	\$548	(\$208)	-2%	\$606	\$878	(\$272)	-2%	\$11,186
Customer Programs	\$316	\$544	(\$228)	-2%	\$560	\$870	(\$310)	-3%	\$10,878
CES Pricing Products	\$316	\$544	(\$228)	-2%	\$560	\$870	(\$310)	-3%	\$10,878
Strategy Research & Analytics	\$24	\$4	\$20	7%	\$46	\$8	\$38	12%	\$308
Data Governance & Products	\$24	\$4	\$20	7%	\$46	\$8	\$38	12%	\$308
Grand Total	\$340	\$548	(\$208)	-2%	\$606	\$878	(\$272)	-2%	\$11,186



Non-Earnings - Budget Variance - February

Funding Cycle View	February				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$43,658	\$45,106	(\$1,448)	0%	\$85,402	\$76,040	\$9,362	1%	\$740,435
CAREBA	\$896	\$376	\$520	4%	\$1,690	\$1,608	\$83	1%	\$13,547
CDABA	\$283	\$228	\$55	2%	\$1,088	\$460	\$628	18%	\$3,461
CEE2010-2012	\$0	\$227	(\$227)		\$0	\$316	(\$316)		(\$0)
CEE2013-2015	\$1,211	\$2,267	(\$1,056)	-7%	\$2,419	\$1,773	\$647	4%	\$14,749
CSI2007-2016	\$4,318	\$3,266	\$1,051	1%	\$8,070	\$5,240	\$2,830	4%	\$70,617
CSITG2010-17	\$878	\$254	\$624	6%	\$1,743	\$997	\$746	7%	\$10,645
DPMA	\$408	\$207	\$201	3%	\$821	\$350	\$471	7%	\$6,315
DREBA2012-14	\$104	\$1	\$104	3%	\$257	\$146	\$110	4%	\$2,974
DREBA2015-16	\$3,438	\$2,870	\$568	1%	\$6,934	\$5,233	\$1,701	4%	\$48,203
EE	\$23,192	\$21,847	\$1,345	0%	\$46,488	\$38,601	\$7,887	2%	\$372,618
ESAP2015	\$4	\$106	(\$102)	-121%	\$27	\$2,023	(\$1,996)		\$84
ESAP2016	\$6,878	\$7,590	(\$713)	-1%	\$11,741	\$10,379	\$1,362	1%	\$140,592
FERABA		\$3	(\$3)			\$5	(\$5)		
GHGNGBA	\$179	\$120	\$59	3%	\$212	\$175	\$37	2%	\$1,854
LCFSE	\$160	\$60	\$100	5%	\$320	\$61	\$259	13%	\$1,922
LCFSG	\$28	\$38	(\$10)	-3%	\$55	\$38	\$18	5%	\$329
LIEE2014	\$0	\$0	\$0	0%	\$0	\$0	\$0	-33%	(\$0)
Not assigned	\$20	\$636	(\$616)	-223%	\$41	\$2,418	(\$2,377)		\$276
SGIP	\$1,018	\$2,168	(\$1,150)	-3%	\$2,001	\$3,511	(\$1,509)	-4%	\$40,385
SWMEO13-14	\$644	\$2,842	(\$2,199)	-19%	\$1,493	\$2,706	(\$1,213)	-10%	\$11,866
Grand Total	\$43,658	\$45,106	(\$1,448)	0%	\$85,402	\$76,040	\$9,362	1%	\$740,435

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

Charge-In Organizations	February				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$8,944	\$6,589	\$2,355	2%	\$19,283	\$16,226	\$3,057	2%	\$124,530
CES Pricing Products	\$1,205	\$323	\$882	5%	\$2,161	\$1,760	\$401	2%	\$18,313
CC Fresno Contact Center	\$34		\$34	7%	\$66		\$66	14%	\$480
CC Sacramento Contact Center	\$173	\$104	\$69	3%	\$346	\$243	\$103	5%	\$2,076
Customer Insight Director	\$90	\$96	(\$6)	0%	\$181	\$136	\$45	3%	\$1,456
Customer Strategy & Sales Ops	\$72	\$62	\$10	1%	\$152	\$101	\$51	5%	\$940
ES&S Bay Director	\$45	\$1	\$43	8%	\$88	(\$1)	\$88	16%	\$550
ES&S Los Padres Division			\$0				\$0		\$0
IT-BusTech-Cust Care PCC	\$189	\$121	\$68	3%	\$234	\$183	\$51	2%	\$2,439
LCE-Greater Bay Division Teams	\$103	\$17	\$86	6%	\$216	\$16	\$201	15%	\$1,340
Pricing Products		\$9	(\$9)			\$20	(\$20)		
Solution Marketing & Cust Comms Director	\$498	(\$88)	\$586	6%	\$878	\$1,062	(\$184)	-2%	\$9,032
Data Analytics & Governance	\$193	\$215	(\$22)	-1%	\$385	\$380	\$5	0%	\$2,312
IT-BusTech-Cust Care PCC	\$193	\$215	(\$22)	-1%	\$385	\$380	\$5	0%	\$2,312
Data Governance & Products	\$36	\$98	(\$62)	-7%	\$597	\$230	\$367	38%	\$954
Demand Response		\$10	(\$10)	-2%	\$526	\$10	\$517	98%	\$526
IT-BusTech-Cust Care PCC	\$36	\$88	(\$53)	-12%	\$71	\$220	(\$149)	-35%	\$428
Not assigned		\$0	(\$0)			\$1	(\$1)		
Demand Response	\$928	\$300	\$628	5%	\$1,841	\$985	\$856	7%	\$12,858
Customer Billing	\$13	\$13	(\$0)	0%	\$23	\$25	(\$2)	-2%	\$146
Customer Insight Director	\$15	\$13	\$2	1%	\$29	\$23	\$6	2%	\$292
Customer Strategy & Sales Ops	\$44	(\$2)	\$46	8%	\$88	\$3	\$85	15%	\$551
Demand Response	\$5	\$7	(\$2)	0%	\$9	\$61	(\$52)	-4%	\$1,259
Demand Response Operations		\$1	(\$1)			\$3	(\$3)		
Energy Data Services	\$95	\$18	\$77	7%	\$190	\$35	\$155	14%	\$1,140
ES&S Bay Director	\$60	\$11	\$49	7%	\$117	\$22	\$95	13%	\$735
IT-BusTech-Cust Care PCC	\$621	\$412	\$210	3%	\$1,249	\$597	\$652	10%	\$6,537
LCE-Community Vitality		\$43	(\$43)			\$61	(\$61)		
Solution Marketing & Cust Comms Director	\$76	(\$216)	\$292	13%	\$137	\$156	(\$19)	-1%	\$2,200
Distributed Generation	\$66	(\$246)	\$312	18%	\$111	\$123	(\$12)	-1%	\$1,781
CC Sacramento Contact Center	\$1		\$1	8%	\$2		(\$0)	-1%	\$12
Customer Insight Director	\$8	\$2	\$6	6%	\$16	\$2	\$14	13%	\$104
Solution Marketing & Cust Comms Director	\$57	(\$247)	\$304	18%	\$93	\$118	(\$25)	-2%	\$1,665
Electric Vehicles	\$124	\$72	\$52	3%	\$248	\$73	\$175	12%	\$1,491
IT-BusTech-Cust Care PCC	\$74	\$72	\$1	0%	\$147	\$73	\$74	8%	\$884
Solution Marketing & Cust Comms Director	\$51		\$51	8%	\$101		\$101	17%	\$607
Energy Efficiency Operations	\$1,394	\$1,648	(\$253)	-1%	\$2,761	\$2,734	\$26	0%	\$17,541
Applied Technology Services	\$142	\$251	(\$109)	-6%	\$279	\$467	(\$187)	-11%	\$1,738
Central Inspections	\$490	\$357	\$132	2%	\$955	\$691	\$264	4%	\$6,145
Corp Services Sourcing Chargeback	\$133	\$190	(\$56)	-4%	\$267	\$324	(\$57)	-4%	\$1,600
Customer Care Financial Management	\$152	\$113	\$39	2%	\$304	\$230	\$74	4%	\$1,824
Customer Operations Regulatory Strategy	\$67	\$211	(\$144)	-18%	\$134	\$306	(\$172)	-21%	\$803
IT-BusTech-Cust Care PCC	\$376	\$479	(\$103)	-2%	\$752	\$617	\$136	3%	\$5,017
Law Department	\$34	\$46	(\$12)	-3%	\$69	\$100	(\$31)	-8%	\$414
Energy Efficiency Products	\$179	\$129	\$50	2%	\$682	\$358	\$324	12%	\$2,683
CC Sacramento Contact Center	\$16	\$21	(\$5)	-3%	\$32	\$43	(\$11)	-5%	\$194
Channel of Choice	\$4		\$4	5%	\$27		\$27	32%	\$84
IT-BusTech-Cust Care PCC	\$158	\$108	\$51	2%	\$622	\$315	\$307	13%	\$2,405
Energy Efficiency Programs	\$4,664	\$3,805	\$859	1%	\$10,188	\$9,329	\$859	1%	\$64,746
BES-CSM Team		\$30	(\$30)			\$90	(\$90)		
CC Sacramento Contact Center	\$20	\$36	(\$16)	-5%	\$55	\$81	(\$26)	-8%	\$350
Customer Insight Director	\$267	\$185	\$82	3%	\$552	\$327	\$225	7%	\$3,191
Customer Strategy & Sales Ops	\$100	\$83	\$16	1%	\$231	\$147	\$84	6%	\$1,360
ES&S Bay Director	\$1,769	(\$376)	\$2,145	10%	\$3,452	(\$485)	\$3,938	18%	\$21,813
Government & Community Partnerships	\$700	\$1,840	(\$1,140)	-9%	\$2,296	\$3,432	(\$1,137)	-9%	\$13,077
IT-BusTech-Cust Care PCC	\$249	\$149	\$100	5%	\$497	\$79	\$418	20%	\$2,072
LCE-Greater Bay Division Teams		\$10	(\$10)			\$40	(\$40)		
LCE-Greater Valley Division Teams		\$39	(\$39)			\$59	(\$59)		
LEA-Director		\$548	(\$548)			\$1,133	(\$1,133)		
SMB-Sr Manager		\$304	(\$304)			\$578	(\$578)		
Solution Marketing & Cust Comms Director	\$1,560	\$957	\$603	3%	\$3,105	\$3,847	(\$742)	-3%	\$22,884
Energy Efficiency Programs Sr. Director	\$154	\$245	(\$91)	-5%	\$308	\$253	\$55	3%	\$1,850
ES&S Bay Director	\$29	\$53	(\$24)	-7%	\$58	\$61	(\$3)	-1%	\$350
Solution Marketing & Cust Comms Director	\$125	\$192	(\$67)	-4%	\$250	\$192	\$58	4%	\$1,500
Grand Total	\$8,944	\$6,589	\$2,355	2%	\$19,283	\$16,226	\$3,057	2%	\$124,530