



Customer Energy Solutions - Financial Performance - November

Customer Energy Solutions	November				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE	\$1,413	\$2,597	(\$1,184)	-4%	\$24,470	\$22,872	\$1,598	6%	\$27,084
CES VP	\$29	\$55	(\$27)	-2%	\$1,037	\$1,018	\$19	2%	\$1,092
CES Business Operations	\$60	\$51	\$9	1%	\$703	\$582	\$121	15%	\$783
Customer Programs Senior Director	(\$322)		(\$322)	-54%	\$390	\$0	\$390	66%	\$594
CES Pricing Products	\$689	\$2,027	(\$1,338)	-11%	\$10,593	\$9,708	\$885	8%	\$11,676
Demand Response & Data Platforms	\$85	\$61	\$24	2%	\$965	\$826	\$138	13%	\$1,050
Data Analytics & Governance	\$22	\$3	\$19	6%	\$267	\$234	\$33	11%	\$291
Data Governance & Products	\$40	\$35	\$5	1%	\$444	\$335	\$109	22%	\$484
Demand Response- Director	\$23	\$23	\$0	0%	\$254	\$257	(\$3)	-1%	\$275
Electric Vehicles	\$230	\$63	\$167	3%	\$4,584	\$3,992	\$593	12%	\$4,991
DG Programs	\$14	(\$61)	\$75	5%	\$1,492	\$978	\$515	33%	\$1,583
Electrification & Electric Vehicles	\$61	\$62	(\$1)	0%	\$1,231	\$1,390	(\$159)	-11%	\$1,386
Director of Electrification & EV	\$27	\$24	\$3	1%	\$272	\$190	\$82	28%	\$298
Distributed Generation- Director	\$129	\$38	\$90	5%	\$1,589	\$1,435	\$154	9%	\$1,725
Service Analysis	\$42	\$49	(\$6)	-1%	\$767	\$857	(\$90)	-11%	\$822
Energy Efficiency Programs	\$600	\$291	\$309	5%	\$5,431	\$5,888	(\$457)	-8%	\$6,076
Energy Efficiency Products	\$25	\$39	(\$14)	-5%	\$257	\$732	(\$476)	-167%	\$284
Energy Efficiency Programs	\$26	\$26	\$0	0%	\$295	\$292	\$4	1%	\$327
Energy Efficiency Programs Sr. Director	\$32	\$33	(\$1)	0%	\$420	\$572	(\$152)	-33%	\$457
EE Strategy & Operations	\$518	\$193	\$324	6%	\$4,459	\$4,292	\$167	3%	\$5,007
CAPITAL	\$461		\$461	17%	\$2,275	(\$0)	\$2,275	83%	\$2,731
CES VP	\$461		\$461	17%	\$2,275	\$8	\$2,267	83%	\$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	82%	\$0
NON EARNINGS EXPENSE	\$66,352	\$57,377	\$8,974	1%	\$670,399	\$626,970	\$43,428	6%	\$745,763
CES VP	(\$3,158)	\$1	(\$3,159)	8%	(\$34,734)	\$1	(\$34,736)	92%	(\$37,892)
CES Business Operations	\$153	\$71	\$82	4%	\$1,811	\$838	\$973	49%	\$1,968
CES Pricing Products	\$1,906	\$1,711	\$195	1%	\$23,493	\$15,834	\$7,659	31%	\$25,097
Demand Response & Data Platforms	\$4,829	\$4,888	(\$58)	0%	\$60,275	\$54,499	\$5,776	9%	\$65,458
CP Measurement & Evaluation	\$441	\$446	(\$4)	0%	\$6,061	\$4,911	\$1,149	18%	\$6,518
Data Analytics & Governance	\$515	\$298	\$217	3%	\$6,017	\$4,991	\$1,027	16%	\$6,556
Data Governance & Products	\$230	\$195	\$35	1%	\$3,221	\$2,023	\$1,198	35%	\$3,453
Demand Response	\$3,190	\$2,470	\$720	2%	\$38,021	\$26,026	\$11,996	29%	\$41,537
Demand Response Operations	\$453	\$1,479	(\$1,026)	-14%	\$6,955	\$16,548	(\$9,594)	-130%	\$7,394
Electric Vehicles	\$8,651	\$7,266	\$1,385	1%	\$117,329	\$92,351	\$24,978	20%	\$125,987
DG Programs	\$8,430	\$7,149	\$1,281	1%	\$114,997	\$90,405	\$24,591	20%	\$123,403
Electrification & Electric Vehicles	\$221	\$116	\$104	4%	\$2,333	\$1,946	\$387	15%	\$2,585
Energy Efficiency Programs	\$53,971	\$43,441	\$10,530	2%	\$502,225	\$463,446	\$38,779	7%	\$565,145
Energy Efficiency Products	\$1,662	\$2,192	(\$529)	-2%	\$29,695	\$22,969	\$6,726	20%	\$33,829
Energy Efficiency Programs	\$32,337	\$29,812	\$2,524	1%	\$269,288	\$281,847	(\$12,559)	-4%	\$307,796
Energy Efficiency Programs Sr. Director	\$1,145	\$906	\$239	2%	\$13,624	\$13,187	\$437	3%	\$14,768
EE Strategy & Operations	\$18,827	\$10,531	\$8,296	4%	\$189,618	\$145,443	\$44,175	21%	\$208,752
CES PCCs to Block			\$0		\$0		(\$0)		
OTHER BALANCE SHEET	\$143	(\$536)	\$679	8%	\$7,648	(\$4,997)	\$12,645	157%	\$8,041
Demand Response & Data Platforms		(\$355)	\$355			\$330	(\$330)		
Data Analytics & Governance		(\$28)	\$28			(\$306)	\$306		
Demand Response		(\$270)	\$270			\$578	(\$578)		
Demand Response Operations		(\$57)	\$57			\$57	(\$57)		
Electric Vehicles		(\$372)	\$372			(\$5,203)	\$5,203		
Electrification & Electric Vehicles		(\$372)	\$372			(\$5,203)	\$5,203		
Energy Efficiency Programs	\$143	\$191	(\$47)	-1%	\$7,648	(\$124)	\$7,771	97%	\$8,041
Energy Efficiency Programs	\$143	\$223	(\$80)	-1%	\$7,648	\$1,778	\$5,870	73%	\$8,041
EE Strategy & Operations		(\$33)	\$33			(\$1,902)	\$1,902		
BALANCING ACCOUNT CAPITAL		\$211	(\$211)			\$632	(\$632)		
Demand Response & Data Platforms		\$211	(\$211)			\$632	(\$632)		
Data Governance & Products		(\$27)	\$27			\$213	(\$213)		
Demand Response Operations		\$237	(\$237)			\$420	(\$420)		
Grand Total	\$68,369	\$59,649	\$8,720	1%	\$704,791	\$645,477	\$59,315	8%	\$783,620

Separately Funded	November				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE	\$2,082	\$1,700	\$382	2%	\$14,611	\$16,772	(\$2,161)	-13%	\$16,712
CES Pricing Products	\$1,939	\$1,647	\$293	2%	\$14,027	\$16,292	(\$2,265)	-14%	\$16,103
Demand Response & Data Platforms	\$143	\$53	\$90	15%	\$585	\$481	\$104	17%	\$608
CAPITAL	\$303	\$316	(\$13)	-1%	\$1,726	\$1,409	\$317	16%	\$2,000
Demand Response & Data Platforms	\$303	\$316	(\$13)	-1%	\$1,726	\$1,409	\$317	16%	\$2,000
Grand Total	\$2,385	\$2,015	\$370	2%	\$16,337	\$18,181	(\$1,844)	-10%	\$18,712



Non-Earnings - Budget Variance - November

Funding Cycle View	November				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$66,352	\$57,377	\$8,974	1%	\$670,399	\$626,970	\$43,428	6%	\$745,763
ACEBA2007-11		(\$0)	\$0			(\$0)	\$0		
CAREBA	\$876	\$1,121	(\$245)	-2%	\$12,605	\$10,897	\$1,707	13%	\$13,547
CDABA	\$231	\$195	\$36	1%	\$3,228	\$2,023	\$1,205	35%	\$3,461
CEE2010-2012	\$1	\$80	(\$78)		(\$3)	\$709	(\$712)		(\$0)
CEE2013-2015	\$1,415	\$1,031	\$384	2%	\$15,558	\$10,862	\$4,697	28%	\$16,797
CSI2007-2016	\$4,538	\$6,166	(\$1,627)	-2%	\$66,104	\$56,316	\$9,788	14%	\$70,617
CSITG2010-17	\$684	\$739	(\$55)	-1%	\$9,952	\$8,093	\$1,859	17%	\$10,645
DPMA	\$601	\$370	\$231	4%	\$5,797	\$3,824	\$1,973	31%	\$6,315
DREBA2009-11		\$0	\$0			\$0	\$0		
DREBA2012-14	\$534	\$35	\$499	17%	\$2,905	\$1,199	\$1,705	57%	\$2,974
DREBA2015-16	\$3,232	\$3,519	(\$287)	-1%	\$44,145	\$37,431	\$6,714	14%	\$48,203
DREBA2017		\$9	(\$9)			\$36	(\$36)		
EE	\$34,401	\$34,061	\$340	0%	\$325,255	\$345,263	(\$20,008)	-5%	\$370,847
ESAP2015	\$3		\$3	4%	\$82	\$1,505	(\$1,423)		\$84
ESAP2016	\$13,008	\$7,279	\$5,728	4%	\$127,131	\$95,665	\$31,466	22%	\$140,592
FERA2009-11		\$0	\$0			\$0	\$0		
FERABA		\$2	(\$2)			\$21	(\$21)		
GHGEMA	\$51	\$102	(\$51)	-6%	\$803	\$923	(\$120)	-14%	\$856
GHGNGBA	\$178	\$2	\$176	9%	\$1,820	\$228	\$1,592	86%	\$1,854
GTSRMA	\$349	\$284	\$65	1%	\$4,253	\$1,981	\$2,272	51%	\$4,472
LCFSE	\$160	\$83	\$77	4%	\$1,761	\$1,416	\$346	18%	\$1,922
LCFSG	\$28	\$6	\$21	7%	\$304	\$280	\$24	7%	\$329
LIEE2010-11			\$0			(\$435)	\$435		
LIEE2012			\$0			(\$255)	\$255		
LIEE2013			\$0			(\$262)	\$262		
LIEE2014	\$0		\$0	0%	(\$0)	(\$261)	\$261		\$0
Not assigned		\$878	(\$878)			\$8,865	(\$8,865)		
SGIP	\$2,964	\$525	\$2,438	6%	\$37,421	\$29,370	\$8,051	20%	\$40,385
SWMEO13-14	\$3,097	\$827	\$2,270	19%	\$11,278	\$11,213	\$65	1%	\$11,866
SWMEO2017		\$62	(\$62)			\$62	(\$62)		
Grand Total	\$66,352	\$57,377	\$8,974	1%	\$670,399	\$626,970	\$43,428	6%	\$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 - November

Charge-In Organizations	November				YTD				2016
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$12,894	\$9,041	\$3,853	3%	\$118,421	\$99,499	\$18,922	15%	\$128,284
Customer Energy Solutions VP	(\$52)		(\$52)	8%	(\$573)		(\$573)	92%	(\$625)
Data Analytics & Governance	\$193	\$115	\$78	3%	\$2,119	\$1,743	\$376	16%	\$2,312
IT-BusTech-Cust Care PCC	\$193	\$115	\$78	3%	\$2,119	\$1,744	\$375	16%	\$2,312
Sourcing - Customer Care			\$0				\$0		
Data Governance & Products	\$36	\$191	(\$156)	-16%	\$918	\$1,268	(\$350)	-37%	\$954
Demand Response		\$36	(\$36)	-7%	\$526	\$411	\$115	22%	\$526
IT-BusTech-Cust Care PCC	\$36	\$21	\$15	3%	\$392	\$386	\$6	1%	\$428
PGE1/#		\$134	(\$134)			\$471	(\$471)		
Demand Response	\$747	\$355	\$392	4%	\$9,344	\$4,543	\$4,801	48%	\$10,102
BES-Director	\$60	\$7	\$53	7%	\$673	\$167	\$506	69%	\$735
Business Operations	\$5	\$2	\$2	4%	\$53	\$16	\$37	64%	\$58
Customer Insight Director	\$16	\$9	\$6	2%	\$214	\$187	\$27	9%	\$292
Demand Response	\$75		\$75	6%	\$1,183	\$43	\$1,140	91%	\$1,259
IT-BusTech-Cust Care PCC	\$410	\$198	\$212	4%	\$4,510	\$1,528	\$2,982	61%	\$4,920
LCE-Community Vitality	\$33		\$33	7%	\$460		\$460	93%	\$493
Marketing Insight and Advertising Dir.	\$136	\$131	\$5	0%	\$2,119	\$2,407	(\$288)	-13%	\$2,200
VP-Energy Procurement		\$1	(\$1)			\$72	(\$72)		
Complex Billing	\$13	\$7	\$6	4%	\$133	\$123	\$10	7%	\$146
Demand Response Operations	\$174	\$294	(\$120)	-4%	\$2,583	\$3,197	(\$614)	-22%	\$2,757
Demand Response Operations		\$1	(\$1)			\$20	(\$20)		
IT-BusTech-Cust Care PCC	\$79	\$157	(\$78)	-5%	\$1,538	\$1,899	(\$361)	-22%	\$1,617
LCE-Community Vitality		\$63	(\$63)			\$443	(\$443)		
Billing Systems and Analytics	\$95	\$73	\$22	2%	\$1,045	\$835	\$210	18%	\$1,140
Business Delivery			\$0				\$0		
DG Programs	\$46	\$131	(\$85)	-5%	\$1,715	\$1,109	\$606	34%	\$1,781
CC Sacramento Contact Center	\$1	\$6	(\$5)	-41%	\$11	\$27	(\$16)	-134%	\$12
Customer Insight Director	\$8	\$3	\$5	5%	\$96	\$13	\$83	80%	\$104
Marketing Insight and Advertising Dir.	\$37	\$122	(\$85)	-5%	\$1,608	\$1,068	\$539	32%	\$1,665
Support of Cust Programs and Rates		\$0	(\$0)			\$0	(\$0)		
EE Strategy & Operations	\$1,168	\$894	\$275	2%	\$14,864	\$15,833	(\$969)	-6%	\$16,067
Applied Technology Services	\$151	\$136	\$15	1%	\$1,613	\$1,611	\$3	0%	\$1,738
CC Sacramento Contact Center	\$88	\$101	(\$13)	-1%	\$968	\$866	\$102	10%	\$1,056
Central Inspections	\$465	\$385	\$80	1%	\$5,631	\$4,246	\$1,385	23%	\$6,145
Customer Insight Director	\$13	\$1	\$12	6%	\$186	\$62	\$124	58%	\$212
IT-BusTech-Cust Care PCC	\$376	\$84	\$292	6%	\$4,641	\$7,389	(\$2,748)	-55%	\$5,017
Marketing Insight and Advertising Dir.	\$75	\$185	(\$111)	-6%	\$1,826	\$1,661	\$165	9%	\$1,899
Electrification & Electric Vehicles	\$124	\$84	\$40	3%	\$1,367	\$1,391	(\$24)	-2%	\$1,491
CC San Jose Contact Center			\$0				\$0		
IT-BusTech-Cust Care PCC	\$74	\$38	\$36	4%	\$810	\$1,035	(\$225)	-25%	\$884
Marketing Insight and Advertising Dir.	\$51	(\$6)	\$57	9%	\$556	\$73	\$483	80%	\$607
VP-Energy Procurement		\$53	(\$53)			\$282	(\$282)		
Energy Efficiency Products	\$160	\$113	\$47	2%	\$2,546	\$1,637	\$909	34%	\$2,683
CC Sacramento Contact Center	\$16	\$11	\$5	3%	\$178	\$170	\$8	4%	\$194
Data Analytics & Governance			\$0			\$0	\$0		
IT-BusTech-Cust Care PCC	\$144	\$102	\$42	2%	\$2,368	\$1,467	\$901	36%	\$2,489
Energy Efficiency Programs	\$8,174	\$5,084	\$3,091	5%	\$59,140	\$51,179	\$7,961	12%	\$64,746
BES-CSM Team	\$76	\$14	\$61	7%	\$849	\$255	\$594	64%	\$930
Business Operations	\$87	\$82	\$5	0%	\$1,241	\$952	\$289	21%	\$1,360
CC Sacramento Contact Center	\$23	\$54	(\$31)	-9%	\$315	\$564	(\$250)	-71%	\$350
Customer Insight Director	\$262	\$167	\$95	3%	\$2,928	\$2,059	\$870	27%	\$3,191
ES&S Bay Director	(\$0)	\$1	(\$1)		(\$0)	(\$524)	\$524		(\$0)
Government & Community Partnerships	\$1,930	\$1,530	\$400	3%	\$11,147	\$13,521	(\$2,374)	-18%	\$13,077
IT-BusTech-Cust Care PCC	\$189	\$64	\$125	6%	\$2,070	\$1,020	\$1,051	51%	\$2,072
LCE-Greater Bay Division Teams	\$31	\$9	\$22	6%	\$342	\$158	\$184	49%	\$375
LCE-Greater Valley Division Teams	\$43	\$13	\$30	6%	\$478	\$157	\$321	61%	\$523
LEA-Director	\$1,109	\$867	\$241	2%	\$12,424	\$9,649	\$2,776	20%	\$13,611
Marketing Insight and Advertising Dir.	\$3,906	\$1,878	\$2,028	9%	\$21,528	\$19,210	\$2,319	10%	\$22,884
SMB-Sr Manager	\$519	\$404	\$115	2%	\$5,818	\$4,160	\$1,658	26%	\$6,374
Energy Efficiency Programs Sr. Director	\$541	\$425	\$116	2%	\$5,950	\$6,127	(\$177)	-3%	\$6,491
Customer Care Financial Management	\$152	\$111	\$42	2%	\$1,672	\$1,382	\$290	16%	\$1,824
Customer Operations Regulatory Strategy	\$67	\$86	(\$19)	-2%	\$736	\$1,300	(\$564)	-70%	\$803
Law Department	\$34	\$36	(\$1)	0%	\$379	\$472	(\$92)	-22%	\$414
LCE-Greater Bay Division Teams	\$29	\$29	\$0	8%	\$321	\$143	\$178	51%	\$350
Marketing Insight and Advertising Dir.	\$125	\$72	\$53	4%	\$1,375	\$1,533	(\$158)	-11%	\$1,500
Sourcing - Customer Care	\$133	\$121	\$12	1%	\$1,467	\$1,298	\$169	11%	\$1,600
Pricing Products	\$1,582	\$1,355	\$227	1%	\$18,448	\$11,471	\$6,977	36%	\$19,525
BES-Director	\$45	\$0	\$45	8%	\$503	\$67	\$436	79%	\$550
Business Operations	\$76	\$47	\$29	3%	\$857	\$551	\$306	33%	\$940
CC Fresno Contact Center	\$42	\$20	\$22	5%	\$443	\$211	\$233	48%	\$480
CC Sacramento Contact Center	\$99	\$47	\$52	4%	\$1,121	\$696	\$424	35%	\$1,219
Customer Care Financial Management		\$1	(\$1)			\$6	(\$6)		
Customer Insight Director	\$98	\$92	\$6	0%	\$1,133	\$1,017	\$116	9%	\$1,244
ES&S Los Padres Division			\$0		\$0		\$0		\$0
IT-BusTech-Cust Care PCC	\$378	\$74	\$304	7%	\$4,121	\$983	\$3,139	75%	\$4,166
LCE-Planning & Ops	\$108	\$10	\$99	7%	\$1,221	\$633	\$588	44%	\$1,340
Marketing Insight and Advertising Dir.	\$667	\$1,052	(\$386)	-4%	\$8,312	\$7,218	\$1,094	12%	\$8,779
VP-Energy Procurement	\$70	\$11	\$59	7%	\$737	\$78	\$659	82%	\$807
LCE-Director		\$1	(\$1)			\$12	(\$12)		
Grand Total	\$12,894	\$9,041	\$3,853	3%	\$118,421	\$99,499	\$18,922	15%	\$128,284