



# Customer Energy Solutions - Financial Performance - March

Customer Energy Solutions	March				YTD				2015
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
<b>EXPENSE</b>	\$2,654	\$3,272	(\$618)	-2%	\$6,483	\$6,416	\$66	0%	\$31,024
CES VP	\$42	\$31	\$11	3%	\$127	\$77	\$50	13%	\$400
CES Business Operations	\$25	\$24	\$1	0%	\$75	\$64	\$11	4%	\$300
<b>Customer Programs</b>	\$2,449	\$3,110	(\$661)	-2%	\$5,968	\$6,023	(\$55)	0%	\$28,476
CES Pricing Products	\$1,219	\$2,347	(\$1,128)	-6%	\$3,295	\$3,820	(\$525)	-3%	\$19,430
Demand Response	\$530	\$156	\$373	33%	\$858	\$565	\$293	26%	\$1,136
Distributed Generation	\$252	\$271	(\$19)	-1%	\$755	\$696	\$59	2%	\$3,142
Electric Vehicles	\$174	\$118	\$56	3%	\$351	\$354	(\$3)	0%	\$2,113
Service Analysis	\$274	\$218	\$56	2%	\$709	\$588	\$121	5%	\$2,655
<b>Energy Efficiency Strategy</b>	\$54	\$42	\$12	1%	\$62	\$73	(\$10)	-1%	\$848
EE Strategy	\$54	\$42	\$12	1%	\$62	\$73	(\$10)	-1%	\$848
<b>New Revenue Development</b>	\$83	\$65	\$19	2%	\$250	\$179	\$71	7%	\$1,000
New Revenue Development - A	\$83	\$65	\$19	2%	\$250	\$179	\$71	7%	\$1,000
<b>CAPITAL</b>	\$538	\$392	\$146	4%	\$1,309	\$1,260	\$49	1%	\$3,534
CES VP	\$25	(\$0)	\$25	25%	\$25	\$5	\$20	20%	\$100
<b>Customer Programs</b>	\$513	\$392	\$121	4%	\$1,284	\$1,255	\$29	1%	\$3,434
CES Pricing Products	\$200	\$253	(\$53)	-8%	\$350	\$623	(\$273)	-39%	\$700
Demand Response	\$0	(\$0)	\$0		(\$0)	(\$2)	\$2		\$0
Distributed Generation	\$213	\$140	\$73	4%	\$834	\$634	\$200	12%	\$1,734
Electric Vehicles	\$100	\$100	\$0	10%	\$100	\$100	\$0	10%	\$1,000
<b>NON EARNINGS EXPENSE</b>	\$60,523	\$57,814	\$2,709	0%	\$168,067	\$148,831	\$19,235	2%	\$784,384
CES VP	(\$671)	\$2	(\$672)	8%	(\$2,012)	\$3	(\$2,015)	25%	(\$8,048)
CES Business Operations	\$440	\$428	\$12	0%	\$1,208	\$1,068	\$140	2%	\$5,619
<b>Customer Programs</b>	\$26,487	\$24,910	\$1,577	0%	\$72,766	\$56,722	\$16,044	5%	\$323,955
CES Pricing Products	\$12,841	\$12,739	\$102	0%	\$32,351	\$31,198	\$1,153	1%	\$152,429
Demand Response	\$3,389	\$3,329	\$60	0%	\$9,543	\$7,650	\$1,893	4%	\$45,756
Distributed Generation	\$10,241	\$8,843	\$1,398	1%	\$30,822	\$17,861	\$12,961	10%	\$125,570
Electric Vehicles	\$17	\$17	\$0	8%	\$50	\$12	\$38	19%	\$200
<b>Energy Efficiency Programs</b>	\$32,058	\$30,627	\$1,431	0%	\$89,672	\$84,326	\$5,346	1%	\$437,004
Energy Efficiency Operations	\$6,364	\$4,471	\$1,894	3%	\$19,772	\$16,048	\$3,724	5%	\$75,247
Energy Efficiency Products	\$4,260	\$4,477	(\$217)	0%	\$13,283	\$12,813	\$470	1%	\$57,927
Energy Efficiency Programs	\$23,185	\$21,679	\$1,506	0%	\$61,873	\$55,465	\$6,409	2%	\$324,857
Energy Efficiency Programs Sr. Director	(\$1,752)		(\$1,752)	8%	(\$5,257)		(\$5,257)	25%	(\$21,026)
<b>Energy Efficiency Strategy</b>	\$2,209	\$1,841	\$368	1%	\$6,433	\$6,606	(\$174)	-1%	\$25,854
EM&V	\$1,922	\$1,717	\$204	1%	\$5,620	\$6,008	(\$388)	-2%	\$21,723
EE Strategy	\$287	\$124	\$163	4%	\$812	\$598	\$214	5%	\$4,130
<b>CES PCCs to Block</b>		\$5	(\$5)			\$106	(\$106)		
<b>OTHER BALANCE SHEET<sub>1</sub></b>	\$1,361	(\$424)	\$1,785	12%	\$3,711	\$9,040	(\$5,329)	-36%	\$14,800
<b>Customer Programs</b>		(\$104)	\$104			\$108	(\$108)		
Demand Response		(\$104)	\$104			\$108	(\$108)		
<b>Energy Efficiency Programs</b>	\$1,361	\$235	\$1,126	8%	\$3,711	\$6,843	(\$3,131)	-21%	\$14,800
Energy Efficiency Operations		(\$106)	\$106			(\$145)	\$145		
Energy Efficiency Products		(\$420)	\$420			\$2,847	(\$2,847)		
Energy Efficiency Programs	\$1,361	\$760	\$601	4%	\$3,711	\$4,140	(\$429)	-3%	\$14,800
<b>New Revenue Development</b>		(\$554)	\$554			\$2,089	(\$2,089)		
New Revenue Development - A		(\$554)	\$554			\$2,089	(\$2,089)		
<b>BALANCING ACCOUNT CAPITAL</b>	\$190	\$484	(\$295)	-8%	\$1,141	\$1,512	(\$371)	-10%	\$3,749
<b>Customer Programs</b>	\$190	\$484	(\$295)	-8%	\$1,141	\$1,512	(\$371)	-10%	\$3,749
Demand Response	\$190	\$484	(\$295)	-8%	\$1,141	\$1,512	(\$371)	-10%	\$3,749
<b>Grand Total<sub>2</sub></b>	\$65,265	\$61,538	\$3,727	0%	\$180,711	\$167,060	\$13,651	2%	\$837,491

<sub>1</sub> Other balance sheet includes items such as prepaid assets, 2015 OBF Loan Pool activity, and prepaid wireless subscriptions

<sub>2</sub> Excludes NRD

Special Reporting Items	March				YTD				Annual
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
<b>New Revenue Development</b>	\$1,377	\$997	\$379	2%	\$4,451	\$2,804	\$1,646	10%	\$17,016
EXPENSE	\$1,377	\$997	\$379	2%	\$4,451	\$2,804	\$1,646	10%	\$17,016
<b>Grand Total</b>	\$1,377	\$997	\$379	2%	\$4,451	\$2,804	\$1,646	10%	\$17,016



## Non Earnings - Budget Variance - March

Funding Cycle View	March				YTD				Annual Budget
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	
<b>NON EARNINGS EXPENSE</b>	<b>\$60,523</b>	<b>\$57,814</b>	<b>\$2,709</b>	<b>0%</b>	<b>\$168,067</b>	<b>\$148,831</b>	<b>\$19,235</b>	<b>2%</b>	<b>\$784,384</b>
2009BRIDGE		(\$5)	\$5			\$16	(\$16)		
CAREBA	\$1,152	\$965	\$186	1%	\$3,157	\$2,495	\$661	5%	\$13,625
CEE2006-08			\$0			(\$5)	\$5		
CEE2010-2012	\$28	\$574	(\$546)	-216%	\$83	\$4,461	(\$4,378)		\$253
CSI2007-2016	\$7,114	\$5,229	\$1,885	2%	\$21,439	\$14,302	\$7,137	8%	\$87,954
CSITG2010-17	\$546	\$525	\$20	0%	\$1,624	\$1,463	\$160	2%	\$7,747
DPMA	\$598	\$431	\$166	2%	\$1,451	\$1,036	\$415	6%	\$7,223
DREBA2006-08	(\$0)		(\$0)	-38%	(\$0)		(\$0)	-86%	\$0
DREBA2009-11		(\$37)	\$37			\$1	(\$1)		
DREBA2012-14	\$778	\$671	\$107	1%	\$2,157	\$2,938	(\$781)	-10%	\$7,455
FERABA		\$3	(\$3)			\$8	(\$8)		
LIEE2012		\$0	(\$0)			\$0	(\$0)		
LIEE2014	\$0	(\$417)	\$417		\$0	(\$525)	\$525		(\$0)
SGIP	\$2,386	\$3,300	(\$913)	-3%	\$7,338	\$3,027	\$4,311	15%	\$27,863
SWMEO13-14	\$863	\$1,780	(\$917)	-9%	\$2,584	\$3,124	(\$540)	-5%	\$10,342
Not assigned <sub>2</sub>		\$923	(\$923)			\$992	(\$992)		
DREBA2015-16	\$3,060	\$2,085	\$975	2%	\$8,854	\$5,245	\$3,608	8%	\$42,865
CEE2013-2015	\$31,776	\$28,901	\$2,875	1%	\$88,334	\$78,901	\$9,433	2%	\$434,534
ESAP2015	\$12,008	\$12,610	(\$601)	0%	\$30,362	\$30,770	(\$408)	0%	\$140,554
GHGEMA	\$67	\$112	(\$45)	-5%	\$158	\$167	(\$9)	-1%	\$874
GHGNGBA	\$9	\$5	\$3	0%	\$25	\$15	\$10	1%	\$1,620
CDABA	\$139	\$160	(\$21)	-1%	\$500	\$398	\$102	7%	\$1,474
<b>Grand Total<sub>1</sub></b>	<b>\$60,523</b>	<b>\$57,814</b>	<b>\$2,709</b>	<b>0%</b>	<b>\$168,067</b>	<b>\$148,831</b>	<b>\$19,235</b>	<b>2%</b>	<b>\$784,384</b>

<sub>1</sub> Excludes NRD

<sub>2</sub> Not assigned represents BIP incentives recovered through DRAM

Charge In Organizations	March				YTD				Annual Budget
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	
<b>NON EARNINGS EXPENSE</b>	<b>\$12,302</b>	<b>\$10,357</b>	<b>\$1,945</b>	<b>1%</b>	<b>\$33,069</b>	<b>\$23,721</b>	<b>\$9,349</b>	<b>7%</b>	<b>\$133,577</b>
<b>CES Pricing Products</b>	<b>\$1,544</b>	<b>\$1,145</b>	<b>\$400</b>	<b>2%</b>	<b>\$3,818</b>	<b>\$2,592</b>	<b>\$1,226</b>	<b>6%</b>	<b>\$19,046</b>
Business Impact	\$80	\$75	\$4	0%	\$231	\$240	(\$9)	-1%	\$940
Energy Solutions & Service	\$48	\$48	(\$0)	0%	\$136	\$73	\$63	11%	\$550
CES Pricing Products		\$32	(\$32)			\$89	(\$89)		
Contact Center Ops	\$230	\$186	\$43	2%	\$614	\$561	\$53	2%	\$2,784
Customer Impact	\$113	\$90	\$24	2%	\$330	\$222	\$107	8%	\$1,340
Customer Insight	\$116	\$134	(\$18)	-1%	\$299	\$223	\$76	5%	\$1,440
IT-BusTech-Cust Care PCC	\$121	\$15	\$106	5%	\$329	\$42	\$287	12%	\$2,297
Dir-Solutions Marketing and Advertising	\$837	\$565	\$272	3%	\$1,879	\$1,142	\$737	8%	\$9,694
<b>Demand Response</b>	<b>\$826</b>	<b>\$496</b>	<b>\$330</b>	<b>4%</b>	<b>\$2,409</b>	<b>\$1,381</b>	<b>\$1,027</b>	<b>11%</b>	<b>\$9,127</b>
Business Impact	\$5	\$1	\$4	7%	\$14	\$3	\$11	20%	\$58
Energy Solutions & Service	\$63	\$39	\$24	3%	\$180	\$89	\$90	12%	\$735
Customer Insight	\$33	\$25	\$8	1%	\$81	\$47	\$33	6%	\$531
IT/EDS		\$3	(\$3)			(\$29)	\$29		
IT-BusTech-Cust Care PCC	\$431	\$263	\$168	4%	\$1,433	\$693	\$740	18%	\$4,056
Dir-Solutions Marketing and Advertising	\$259	\$77	\$183	6%	\$595	\$232	\$362	11%	\$3,302
Customer Billing	\$11	\$8	\$3	2%	\$34	\$29	\$5	3%	\$146
Energy Data Services	\$25	\$79	(\$54)	-18%	\$72	\$301	(\$228)	-76%	\$300
Not assigned		\$3	(\$3)			\$16	(\$16)		
<b>Distributed Generation</b>	<b>\$95</b>	<b>\$168</b>	<b>(\$73)</b>	<b>-3%</b>	<b>\$243</b>	<b>\$271</b>	<b>(\$27)</b>	<b>-1%</b>	<b>\$2,331</b>
Contact Center Ops	\$2	\$1	\$0	1%	\$5	\$3	\$2	6%	\$24
Customer Insight	\$20	\$15	\$4	2%	\$47	\$28	\$19	7%	\$264
Dir-Solutions Marketing and Advertising	\$74	\$151	(\$77)	-4%	\$192	\$240	(\$48)	-2%	\$2,043
<b>Energy Efficiency Operations</b>	<b>\$2,589</b>	<b>\$2,029</b>	<b>\$560</b>	<b>2%</b>	<b>\$7,023</b>	<b>\$5,777</b>	<b>\$1,246</b>	<b>5%</b>	<b>\$27,389</b>
Applied Tech Svcs	\$201	\$137	\$64	3%	\$655	\$367	\$288	13%	\$2,138
Central Inspections	\$607	\$619	(\$12)	0%	\$1,684	\$1,649	\$34	0%	\$6,927
Energy Efficiency Operations		\$3	(\$3)			\$8	(\$8)		
IT-BusTech-Cust Care PCC	\$1,375	\$1,017	\$359	3%	\$3,597	\$2,783	\$814	6%	\$14,009
Business Finance Cust Energy Solutions	\$148	\$132	\$16	1%	\$436	\$391	\$45	3%	\$1,775
Corp Services Sourcing PCC	\$195	\$77	\$118	6%	\$528	\$439	\$89	4%	\$2,125
Law Department	\$63	\$44	\$19	4%	\$123	\$140	(\$17)	-4%	\$414
<b>Energy Efficiency Products</b>	<b>\$208</b>	<b>\$116</b>	<b>\$92</b>	<b>3%</b>	<b>\$612</b>	<b>\$180</b>	<b>\$433</b>	<b>16%</b>	<b>\$2,762</b>
Contact Center Ops	\$10	\$14	(\$4)	-3%	\$30	\$32	(\$2)	-2%	\$120
Energy Efficiency Products		\$0				(\$111)	\$111		
IT-BusTech-Cust Care PCC	\$198	\$102	\$96	4%	\$582	\$259	\$323	12%	\$2,642
<b>Energy Efficiency Programs</b>	<b>\$6,999</b>	<b>\$6,348</b>	<b>\$652</b>	<b>1%</b>	<b>\$18,662</b>	<b>\$13,398</b>	<b>\$5,265</b>	<b>7%</b>	<b>\$72,267</b>
Business Impact	\$113	\$96	\$17	1%	\$330	\$150	\$179	13%	\$1,340
Energy Solutions & Service	\$1,892	\$1,967	(\$75)	0%	\$5,402	\$5,135	\$268	1%	\$22,163
Contact Center Ops	\$41	\$46	(\$4)	-1%	\$123	\$131	(\$8)	-2%	\$538
Customer Impact		\$0				\$61	(\$61)		
Customer Insight	\$408	\$184	\$224	10%	\$717	\$424	\$293	13%	\$2,188
Bay Ren/MEA	\$1,084	\$1,047	\$38	0%	\$3,581	\$1,472	\$2,109	14%	\$14,607
IT-BusTech-Cust Care PCC	\$92	\$90	\$2	0%	\$241	\$168	\$73	3%	\$2,591
Dir-Solutions Marketing and Advertising	\$2,994	\$2,909	\$85	0%	\$7,143	\$5,802	\$1,341	6%	\$24,340
Solutions Marketing	\$375	\$9	\$366	8%	\$1,125	\$55	\$1,070	24%	\$4,500
<b>Data Analytics &amp; Governance</b>	<b>\$40</b>	<b>\$56</b>	<b>(\$16)</b>	<b>-2%</b>	<b>\$302</b>	<b>\$122</b>	<b>\$180</b>	<b>27%</b>	<b>\$656</b>
IT-BusTech-Cust Care PCC	\$40	\$56	(\$16)	-2%	\$302	\$122	\$180	27%	\$656
<b>Risk, Compliance &amp; Improvement</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>0%</b>	<b>\$0</b>	<b>(\$0)</b>	<b>\$0</b>	<b>0%</b>	<b>\$0</b>
IT-BusTech-Cust Care PCC		\$0				(\$0)	\$0		
<b>Policy Implementation &amp; Reporting-CLOSE</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>0%</b>	<b>\$0</b>	<b>(\$0)</b>	<b>\$0</b>	<b>0%</b>	<b>\$0</b>
Customer Impact		\$0				(\$0)	\$0		
<b>Grand Total</b>	<b>\$12,302</b>	<b>\$10,357</b>	<b>\$1,945</b>	<b>1%</b>	<b>\$33,069</b>	<b>\$23,721</b>	<b>\$9,349</b>	<b>7%</b>	<b>\$133,577</b>



## New Revenue Development - March

New Revenue Development	March			YTD			2015
	Budget	Actual	Variance	Budget	Actual	Variance	Budget
<b>Fiber Services</b>	<b>(\$306)</b>	<b>(\$347)</b>	<b>(\$41)</b>	<b>(\$919)</b>	<b>(\$978)</b>	<b>(\$58)</b>	<b>(\$3,678)</b>
EXPENSE	\$109	\$192	\$83	\$328	\$498	\$170	\$1,311
REIMBURSEMENTS	(\$58)	(\$172)	(\$114)	(\$175)	(\$373)	(\$198)	(\$700)
REVENUE	(\$357)	(\$368)	(\$10)	(\$1,072)	(\$1,103)	(\$31)	(\$4,289)
<b>New Products</b>	<b>(\$452)</b>	<b>\$114</b>	<b>\$566</b>	<b>(\$1,704)</b>	<b>(\$1,230)</b>	<b>\$474</b>	<b>(\$5,964)</b>
EXPENSE	\$1,942	\$2,548	\$606	\$7,176	\$7,505	\$329	\$20,696
REIMBURSEMENTS	(\$1,009)	(\$1,544)	(\$535)	(\$4,058)	(\$5,105)	(\$1,047)	(\$9,011)
REVENUE	(\$1,385)	(\$890)	\$495	(\$4,822)	(\$3,630)	\$1,192	(\$17,649)
<b>Wireless</b>	<b>(\$2,107)</b>	<b>(\$2,925)</b>	<b>(\$819)</b>	<b>(\$6,221)</b>	<b>(\$7,652)</b>	<b>(\$1,432)</b>	<b>(\$25,577)</b>
EXPENSE	\$956	\$963	\$7	\$2,869	\$2,678	(\$190)	\$11,474
REIMBURSEMENTS	(\$563)	(\$990)	(\$427)	(\$1,689)	(\$2,399)	(\$710)	(\$6,754)
REVENUE	(\$2,500)	(\$2,899)	(\$398)	(\$7,401)	(\$7,932)	(\$531)	(\$30,296)
<b>NET REVENUE</b>	<b>(\$2,865)</b>	<b>(\$3,159)</b>	<b>(\$293)</b>	<b>(\$8,844)</b>	<b>(\$9,860)</b>	<b>(\$1,016)</b>	<b>(\$35,218)</b>

### Net Revenues

\* Revenues negative, expenses positive

\*\* Net amounts reflective of Cost Element assignments