Staff Report – Item 5 (a)

TO: Board of Directors

FROM: Edward Burnham, Chief Financial Officer / Treasurer

Mitch Sears, Chief Executive Officer

SUBJECT: Monthly Treasurer's Report (Informational Item) – January 31, 2025

DATE: April 10, 2025

RECOMMENDATION:

Accept the Treasurer's report on VCE's cash, investments, debt, and unaudited financial statements (with comparative year to date information) and Actual vs. Budget year to date for the month ending January 31, 2025.

BACKGROUND & DISCUSSION:

The attached financial statements are prepared in a form to satisfy the debt covenants with River City Bank pursuant to the Line of Credit and are required to be prepared monthly.

The Financial Statements include the following reports:

- Statement of Net Position
- Statement of Revenues, Expenditures and Changes in Net Position
- Statement of Cash Flows

In addition, Staff is reporting the Actual vs. Budget variances year to date ending January 31, 2025.

Financial Statements for the period January 1, 2025 – January 31, 2025

In the Statement of Net Position, VCE, as of January 31, 2025, has a total of \$54,115,369 in its checking, money market and lockbox accounts, \$1,100,000 restricted assets for the Debt Service Reserve account, and \$1,800,000 restricted assets related to supplier deposits. On January 31, 2025, VCE's net position was \$67,997,433.

In the Statement of Revenues, Expenditures, and Changes in Net Position, VCE recorded \$7,928,249 of revenue (net of allowance for doubtful accounts), of which \$7,885,224 was billed in , and \$3,520,129 represents estimated unbilled revenue. The cost of electricity for the January revenue totaled \$3,129,228 For January, VCE's gross margin was approximately 61% and the net income totaled \$4,733,721. The year-to-date change in net position was \$4,733,721.

In the Statement of Cash Flows, VCE cash flows from operations were \$2,267,787 due to January cash receipts of revenues being more than the monthly cash operating expenses.

Bank Account Balances (as of 11/30/2024):

Operating Account:	\$ 28,355,581
Insured Cash Sweep Account:	\$ 27,408,974
Debt Service Account:	\$ 1,100,000
CAISO Operational Account:	\$ 5,216,031
Total Cash on Deposit	\$ 62,077,616

Note: VCE receives 4.45% interest earnings for the average balance on the ICS account and CAISO operational account equal to the Local Agency Investment Fund (LAIF) state investments rate. January 2025 earnings were \$122,958.

VCE's Outstanding Loan Balances (as of 1/31/2025):

Valley Clean Energy Alliance has available at the financial institution a line of credit totaling \$11,000,000 with \$7,000,000 withdrawal limit, which expires on April 15, 2026. The related debt outstanding at the close of business on January 31, 2025 was \$0. VCE has issued, but undrawn, letters of credit for a total of \$3,897,000 for regulatory and power purchase requirements.

Actual vs. Budget Variances for the year to date ending January 31, 2025

Below are the financial statement line items with variances >\$50,000 and 5%

- Electric Revenue \$1,251,737 and 19% Favorable variance due commercial customer billing being delayed by PG&E and colder temperatures impacting residential revenues compared to forecast.
- Purchased Power \$926,772 and 23% Favorable mainly due to lower load driven by wet winter reducing agriculture compared to forecast and power cost contingency was not required.
- Labor & Benefits \$99,162 and 57% Favorable Variance due to vacancy for additional budgeted positions.
- Programs \$545,263 Favorable Variance due to timing differences in 2024 year end accruals and actual payments.

Attachments:

- 1) Financial Statements (Unaudited) January 1, 2025 to January 31, 2025 (with comparative year to date information.)
- 2) Actual vs. Budget for the year to date ending January 31, 2025



FINANCIAL STATEMENTS

(UNAUDITED)

FOR THE PERIOD OF JANUARY 1 TO JANUARY 31, 2025

PREPARED ON APRIL 2, 2025

STATEMENT OF NET POSITION JANUARY 31, 2025 (UNAUDITED)

ASSETS

ASSETS		
Current assets:		
Cash and cash equivalents		54,115,369
Accounts receivable, net of allowance		10,007,179
Accrued revenue		3,520,129
Prepaid expenses		117,864
Inventory - Renewable Energy Credits		-
Other current assets and deposits		7,022,914
Total current assets		74,783,454
Restricted assets:		
Debt service reserve fund		1,100,000
Total restricted assets		1,100,000
TOTAL ASSETS	\$	75,883,454
I LADII ITIEC		
LIABILITIES Current liabilities:		
Accounts payable		228,208
Accounts payable Accrued payroll		112,570
Interest payable		112,370
Due to member agencies		- (0)
Accrued cost of electricity		(0) 3,860,216
Other accrued liabilities		1,810,192
Security deposits - energy supplies		1,810,192
User taxes and energy surcharges		74,835
TOTAL LIABILITIES	\$	7,886,021
TOTAL LIABILITIES	<u> </u>	7,000,021
NET POSITION		
Net position:		
Local Programs Reserve		1,085,585
Restricted		1,100,000
Unrestricted		65,811,848
TOTAL NET POSITION	\$	67,997,433

STATEMENT OF REVENUES, EXPENDITURES AND JANUARY 31, 2025 (WITH COMPARATIVE YEAR TO DATE INFORMATION) (UNAUDITED)

	PERIO	OR THE OD ENDING		
OPERATING REVENUE		ARY 31, 2025	_ <u>YE</u>	AR TO DATE
Electricity sales, net	\$	7,928,249	\$	7,928,249
Other revenue		(73,470)		(73,470)
TOTAL OPERATING REVENUES		7,854,779		7,854,779
OPERATING EXPENSES				
Cost of electricity		3,129,228		3,129,228
Contract services		151,759		151,759
Staff compensation		75,838		75,838
General, administration, and other		(112,807)		(112,807)
TOTAL OPERATING EXPENSES		3,244,017		3,244,017
TOTAL OPERATING INCOME (LOSS)		4,610,763		4,610,763
NONOPERATING REVENUES (EXPENSES)				
Interest income		122,958		122,958
Interest and related expenses		-		-
Other Non Operating Revenues	-			
TOTAL NONOPERATING REVENUES (EXPENSES)		122,958		122,958
CHANGE IN NET POSITION		4,733,721		4,733,721
Net position at beginning of period		63,263,712		63,263,712
Net position at end of period	\$	67,997,433	\$	67,997,433

STATEMENTS OF CASH FLOWS JANUARY 31, 2025 (WITH YEAR TO DATE INFORMATION)

(UNAUDITED)

CASH FLOWS FROM OPERATING ACTIVITIES Receipts from electricity sales	PER	FOR THE IOD ENDING JARY 31, 2025	YEAR TO DATE		
	\$	6,724,201	\$	6,724,201	
Payments received from other revenue sources	Ф	(73,470)	Φ	(73,470)	
Receipts for security deposits with energy suppliers		(73,470)		(73,470)	
Payments to purchase electricity		(3,724,357)		(3,724,357)	
Payments for contract services, general, and adminstration		(582,748)		(582,748)	
Payments for member agency services		(302,710)		-	
Payments for staff compensation		(75,838)		(75,838)	
Return of security deposits to energy suppliers		-		-	
Other cash payments		_		-	
Net cash provided (used) by operating activities		2,267,787		2,267,787	
CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES					
Principal payments of Debt		-		-	
Interest and related expenses		-		-	
Other Non Operating Revenue		-			
Net cash provided (used) by non-capital financing activities					
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACT Acquisition of nondepreciable assets Acquisition of capital assets Net cash provided (used) by capital and related financing activities	IVITIES				
CASH FLOWS FROM INVESTING ACTIVITIES					
Interest income		122,958		122,958	
Net cash provided (used) by investing activities		122,958		122,958	
NET CHANGE IN CASH AND CASH EQUIVALENTS		2,390,745		2,390,745	
Cash and cash equivalents at beginning of period		51,943,413		51,943,413	
Cash and cash equivalents at end of period		54,334,158		54,334,158	
Cash and cash equivalents included in:					
Cash and cash equivalents		54,115,369		54,115,369	
Restricted assets		1,100,000		1,100,000	
Cash and cash equivalents at end of period	\$	55,215,369	\$	55,215,369	

STATEMENTS OF CASH FLOWS JANUARY 31, 2025 (WITH YEAR TO DATE INFORMATION) (UNAUDITED)

		OR THE		
		OD ENDING ARY 31, 2025	VE	AR TO DATE
	JANO	AKT 31, 2023	112/	AK TO DATE
RECONCILIATION OF OPERATING INCOME TO NET CASH				
PROVIDED (USED) BY OPERATING ACTIVITIES				
Operating Income (Loss)	\$	4,610,763	\$	4,610,763
Adjustments to reconcile operating income to net cash provided (used) by				
Depreciation expense				
Increase (decrease) for uncollectible accounts		78,700		78,700
(Increase) decrease in net accounts receivable		(1,313,136)		(1,313,136)
(Increase) decrease in accrued revenue		(70,831)		(70,831)
(Increase) decrease in prepaid expenses		4,732		4,732
(Increase) decrease in inventory - renewable energy credits		-		-
(Increase) decrease in other assets and deposits		(22,574)		(22,574)
Increase (decrease) in accounts payable		(521,223)		(521,223)
Increase (decrease) in accrued payroll		(38,904)		(38,904)
Increase (decrease) in due to member agencies		-		-
Increase (decrease) in accrued cost of electricity		(595,130)		(595,130)
Increase (decrease) in other accrued liabilities		-		-
Increase (decrease) security deposits with energy suppliers		-		-
Increase (decrease) in user taxes and energy surcharges		-		-
Increase (decrease) in security deposits from energy suppliers		109,585		109,585
Increase (decrease) in user taxes due to other governments		25,805		25,805
Increase (decrease) in advances from public purpose programs		_		_
Net cash provided (used) by operating activities	\$	2,267,787	\$	2,267,787

VALLEY CLEAN ENERGY 2025 YTD ACTUAL VS. BUDGET FOR THE YEAR TO DATE ENDING 01/31/25

Description		YTD	YTD		YTD Y1		% over
Description		Actuals		Budget		Variance	/-under
Total Revenues	\$	7,977,737	\$	6,726,000	\$	1,251,737	19%
Electric Revenue	\$	7,928,249	\$	6,586,000	\$	1,342,249	20%
Interest Revenues	\$	122,958	\$	80,000	\$	42,958	54%
Reimbursable Revenues	\$	(73,470)	\$	60,000	\$	(133,470)	-222%
Purchased Power	\$	3,129,228	\$	4,056,000	\$	(926,772)	-23%
Purchased Power Base	\$	3,129,228	\$	3,863,000	\$	(733,772)	-19%
Purchased Power Contingency 5%	\$	-	\$	193,000	\$	(194,969)	-101%
Labor & Benefits	\$	75,838	\$	175,000	\$	(99,162)	-57%
Salaries & Wages/Benefits	\$	48,194	\$	144,000	\$	(95,806)	-67%
Contract Labor	\$	16,202	\$	16,000	\$	202	1%
Human Resources & Payroll Office Supplies & Other Expenses	\$ \$	11,442	\$	15,000	\$	(3,558)	-24%
		21,536		39,700	<u> </u>	(18,164)	-46%
Technology Costs	\$	7,119 673	\$	3,200	\$	3,919	-33%
Office Supplies Travel	\$ \$	6/3	\$	1,000 500	\$	(327)	-100%
CalCCA Dues	\$	13.720	\$	16,000	\$	(500)	-100%
CC Power	\$	13,720	\$	18,000	\$	(18,000)	-14%
Memberships	\$	24	\$	1,000	\$	(18,000)	-98%
Contractual Services	\$	158,151	\$	208,400	\$	(50,249)	-24%
Other Contract Services (e.g. IRP)) [} \$	130,131	\$	6,000	\$	(6,000)	-100%
Don Dame	\$	175	\$	1,800	\$	(1,625)	-90%
Wholesale Energy Services (TEA)	\$	72.350	\$	72,000	\$	350	0%
2030 100% Renewable & Storage	\$	-	\$	2,500	\$	(2,500)	-100%
Customer Support Call Center	\$	76,486	\$	80,500	\$	(4,014)	-5%
Operating Services	\$	14,541	\$	10,000	\$	4,541	45%
Commercial Legal Support	\$		\$	2,000	\$	(2,000)	-100%
Legal General Counsel	\$	1,891	\$	7,000	\$	(5,109)	-73%
Regulatory Counsel	\$	(18,292)		17,000	\$	(35,292)	-208%
Joint CCA Regulatory counsel	\$	-	\$	1,600	\$	(1,600)	-100%
Legislative - (Lobbyist)	\$	5,500	\$	5,750	\$	(250)	-4%
Accounting Services	\$	-	\$	250	\$	(250)	-100%
Financial Consultant	\$	-	\$	2,000	\$	(2,000)	-100%
Audit Fees	\$	5,500	\$	-	\$	5,500	100%
Marketing	\$	(1,199)	\$	31,000	\$	(32,199)	-104%
Marketing Collateral	\$	(1,199)	\$	27,000	\$	(28,199)	-104%
Community Engagement Activities & Sponsorships	\$	-	\$	4,000	\$	(4,000)	-100%
Programs	\$	(170,763)	\$	374,500	\$	(545,263)	-146%
Program Costs (Rebates, Incentives, etc.)	\$	-	\$	60,000	\$	(60,000)	-100%
Member Agency Advisory Services	\$	-	\$	13,000	\$	(13,000)	-100%
AG Fit	\$	(170,763)		300,000	\$	(470,763)	-157%
PIPP Program	, 🙏	-	\$	1,500	\$	(1,500)	-100%
Rents & Leases	\$	1,950	\$	4,100		(2,150)	-52%
Hunt Boyer Mansion	\$	1,950	\$	2,100	\$	(150)	-7%
Lease Improvement	\$	-	\$	2,000	\$	(2,000)	-100%
Other A&G	\$	26,925	\$	51,700		(24,775)	-48%
Development - New Members	\$	-	\$	2,100	\$	(2,100)	-100%
Strategic Plan Implementation	\$	306	\$	6,400	\$	(6,094)	-95%
Strategic Plan Update & Community Focus Group	\$	-	\$	10,000	\$	(10,000)	-100%
PG&E Data Fees	\$	21,887	\$	25,000	\$	(3,113)	-12%
Insurance	\$	4,732	\$	8,000	\$	(3,268)	-41%
Banking Fees	\$ 1 	2.250	\$	200	\$ ¢	(200)	-100%
Miscellaneous Operating Expenses	\$	2,350	\$	1,000	\$	1,350	135%
Contingency	\$	- 0	\$	20,000	\$	(20,000)	-100%
TOTAL OPERATING EXPENSES	\$	3,244,016	\$	4,961,400	\$	(1,717,384)	-35%
Interest on RCB Term loan	\$	-	\$	-	\$	-	100%
NET INCOME	\$	4,733,721	\$	1,764,600			

Staff Report – Item 5 (b)

TO: Board of Directors

FROM: Edward Burnham, Finance and Operations Director / Treasurer

Mitch Sears, Chief Executive Officer

SUBJECT: Monthly Treasurer's Report (Informational Item) – February 28,2025

DATE: April 10, 2025

RECOMMENDATION:

Accept the Treasurer's report on VCE's cash, investments, debt, and unaudited financial statements (with comparative year to date information) and Actual vs. Budget year to date for month ending February 28,2025.

BACKGROUND & DISCUSSION:

The attached financial statements are prepared in a form to satisfy the debt covenants with River City Bank pursuant to the Line of Credit and are required to be prepared monthly.

The Financial Statements include the following reports:

- Statement of Net Position
- Statement of Revenues, Expenditures and Changes in Net Position
- Statement of Cash Flows

In addition, Staff is reporting the Actual vs. Budget variances year to date ending February 28,2025.

Financial Statements for the period February 1,2025 – February 28,2025

In the Statement of Net Position, VCE, as of February 28,2025, has a total of \$55,930,697 in its checking, money market and lockbox accounts, \$1,100,000 restricted assets for the Debt Service Reserve account, and \$1,800,000 restricted assets related to supplier deposits. On February 28,2025, VCE's net position was \$70,041,126.

In the Statement of Revenues, Expenditures, and Changes in Net Position, VCE recorded \$5,153,282 of revenue (net of allowance for doubtful accounts), of which \$5,105,787 was billed in February, and \$3,849,110 represents estimated unbilled revenue. The cost of electricity for the February revenue totaled \$2,983,760. For February, VCE's gross margin was approximately 43% and the net income totaled \$2,043,693. The year-to-date change in net position was \$6,777,414.

In the Statement of Cash Flows, VCE cash flows from operations were \$1,635,504 due to February cash receipts of revenues being less than the monthly cash operating expenses.

Bank Account Balances (as of 02/28/2025):

Operating Account:	\$ 30,068,437
Insured Cash Sweep Account:	\$ 27,502,314
Debt Service Account:	\$ 1,100,000
CAISO Operational Account:	\$ 5,273,398
Total Cash on Deposit	\$ 63,977,149

Note: VCE receives 4.45% interest earnings for the average balance on the ICS account and CAISO operational account equal to the Local Agency Investment Fund (LAIF) state investments rate. February 2025 earnings were \$112,067.

VCE's Outstanding Loan Balances (as of 2/28/2025):

Valley Clean Energy Alliance has available at the financial institution a line of credit totaling \$11,000,000 with a \$7,000,000 withdrawal limit, which expires on April 15, 2026. The related debt outstanding at the close of business on February 28,2025 was \$0. VCE has issued, but undrawn, letters of credit for a total of \$3,897,000 for regulatory and power purchase requirements.

Actual vs. Budget Variances for the year to date ending February 28,2025

Below are the financial statement line items with variances >\$50,000 and 5%

- Electric Revenue \$622,086 and 5% Favorable variance due commercial customer billing being delayed by PG&E and colder temperatures impacting residential revenues compared to forecast.
- Purchased Power \$1,404,012 and 19% Favorable mainly due to lower load driven by wet winter reducing agriculture compared to forecast and power cost contingency was not required.
- Labor & Benefits \$196,110 and 57% Favorable Variance due to vacancy for additional budgeted positions.
- Programs \$926,636 Favorable Variance due to AgFIT timing differences in 2024 year end accruals and actual payments.

Attachments:

- 3) Financial Statements (Unaudited) February 1,2025 to February 28,2025 (with comparative year to date information.)
- 4) Actual vs. Budget for the year to date ending February 28,2025



FINANCIAL STATEMENTS

(UNAUDITED)

FOR THE PERIOD OF FEBRUARY 1 TO FEBRUARY 28, 2025

PREPARED ON APRIL 2, 2025

STATEMENT OF NET POSITION FEBRUARY 28, 2025 (UNAUDITED)

ASSETS

ASSETS	
Current assets:	
Cash and cash equivalents	55,930,697
Accounts receivable, net of allowance	9,275,131
Accrued revenue	3,849,110
Prepaid expenses	97,461
Inventory - Renewable Energy Credits	-
Other current assets and deposits	7,080,281
Total current assets	76,232,680
Restricted assets:	
Debt service reserve fund	1,100,000
Total restricted assets	1,100,000
TOTAL ASSETS	\$ 77,332,680
LIABILITIES	
Current liabilities:	
Accounts payable	239,524
Accrued payroll	123,102
Interest payable	-
Due to member agencies	(0)
Accrued cost of electricity	3,067,698
Other accrued liabilities	2,026,160
Security deposits - energy supplies	1,800,000
User taxes and energy surcharges	35,070
TOTAL LIABILITIES	\$ 7,291,555
NET POSITION	
Net position:	
Local Programs Reserve	1,085,585
Restricted	1,100,000
Unrestricted	67,855,541
TOTAL NET POSITION	\$ 70,041,126

STATEMENT OF REVENUES, EXPENDITURES AND FEBRUARY 28, 2025 (WITH COMPARATIVE YEAR TO DATE INFORMATION) (UNAUDITED)

	PERI	OR THE OD ENDING JARY 28, 2025	YEAR TO DATE		
OPERATING REVENUE					
Electricity sales, net	\$	5,153,282	\$	13,081,532	
Other revenue				(73,470)	
TOTAL OPERATING REVENUES		5,153,282		13,008,062	
OPERATING EXPENSES					
Cost of electricity		2,983,760		6,112,987	
Contract services		101,541		253,300	
Staff compensation		78,052		153,889	
General, administration, and other		58,304		(54,504)	
TOTAL OPERATING EXPENSES		3,221,657		6,465,673	
TOTAL OPERATING INCOME (LOSS)		1,931,626		6,542,389	
NONOPERATING REVENUES (EXPENSES)					
Interest income		112,067		235,025	
Interest and related expenses		-		-	
Other Non Operating Revenues					
TOTAL NONOPERATING REVENUES (EXPENSES)		112,067		235,025	
CHANGE IN NET POSITION		2,043,693		6,777,414	
Net position at beginning of period		67,997,433		63,263,712	
Net position at end of period	\$	70,041,126	\$	70,041,126	

STATEMENTS OF CASH FLOWS FEBRUARY 28, 2025

(WITH YEAR TO DATE INFORMATION) (UNAUDITED)

CASH FLOWS FROM OPERATING ACTIVITIES		FOR THE OD ENDING UARY 28, 2025	YEAR TO DATE		
	¢	5 5 6 7 4 9 4	¢	12 201 694	
Receipts from electricity sales	\$	5,567,484	\$	12,291,684	
Payments received from other revenue sources Receipts for security deposits with energy suppliers		-		(73,470)	
Payments to purchase electricity		(3,776,277)		(7,500,634)	
Payments for contract services, general, and adminstration		(132,860)		(7,300,634)	
Payments for member agency services		(132,800)		(713,008)	
Payments for staff compensation		(22,843)		(50,487)	
Return of security deposits to energy suppliers		(22,043)		(30,467)	
Other cash payments		_		_	
Net cash provided (used) by operating activities		1,635,504		3,951,485	
CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES					
Principal payments of Debt		-		-	
Interest and related expenses		-		-	
Other Non Operating Revenue		<u>-</u>		-	
Net cash provided (used) by non-capital financing activities					
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACT Acquisition of nondepreciable assets Acquisition of capital assets Net cash provided (used) by capital and related financing activities	IVITIES				
CASH FLOWS FROM INVESTING ACTIVITIES					
Interest income		112,067		235,025	
Net cash provided (used) by investing activities		112,067		235,025	
NET CHANGE IN CASH AND CASH EQUIVALENTS		1,747,571		4,186,510	
Cash and cash equivalents at beginning of period		51,943,413		51,943,413	
Cash and cash equivalents at end of period		53,690,984		56,129,923	
Cash and cash equivalents included in:					
Cash and cash equivalents		55,930,697		54,115,369	
Restricted assets		1,100,000		1,100,000	
Cash and cash equivalents at end of period	\$	57,030,697	\$	55,215,369	

STATEMENTS OF CASH FLOWS FEBRUARY 28, 2025 (WITH YEAR TO DATE INFORMATION) (UNAUDITED)

	OD ENDING JARY 28, 2025	YEA	
RECONCILIATION OF OPERATING INCOME TO NET CASH			AR TO DATE
RECONCILIATION OF OPERATING INCOME TO NET CASH			_
PROVIDED (USED) BY OPERATING ACTIVITIES			
Operating Income (Loss) \$	1,931,626	\$	6,542,389
Adjustments to reconcile operating income to net cash provided (used) by			
Depreciation expense			
Increase (decrease) for uncollectible accounts	50,900		129,600
(Increase) decrease in net accounts receivable	714,625		(550,317)
(Increase) decrease in accrued revenue	(328,981)		(399,813)
(Increase) decrease in prepaid expenses	4,732		9,465
(Increase) decrease in inventory - renewable energy credits	-		-
(Increase) decrease in other assets and deposits	15,670		(6,904)
Increase (decrease) in accounts payable	11,316		(509,907)
Increase (decrease) in accrued payroll	10,532		(28,372)
Increase (decrease) in due to member agencies	-		-
Increase (decrease) in accrued cost of electricity	(792,517)		(1,387,647)
Increase (decrease) in other accrued liabilities	-		-
Increase (decrease) security deposits with energy suppliers	-		-
Increase (decrease) in user taxes and energy surcharges	-		-
Increase (decrease) in security deposits from energy suppliers	57,367		166,952
Increase (decrease) in user taxes due to other governments	(39,766)		(13,960)
Increase (decrease) in advances from public purpose programs			
Net cash provided (used) by operating activities \$	1,635,504	\$	3,951,485

VALLEY CLEAN ENERGY 2025 YTD ACTUAL VS. BUDGET FOR THE YEAR TO DATE ENDING 02/28/25

Description		YTD Actuals		YTD Budget		YTD Variance	% over /-under
Total Revenues	\$	13,243,086	\$	12,621,000	\$	622,086	5%
Electric Revenue	\$	13,081,531	\$	12,341,000	\$	740,531	6%
Interest Revenues	\$	235,025	\$	160,000	\$	75,025	47%
Reimbursable Revenues	\$	(73,470)	\$	120,000	\$	(193,470)	-161%
Purchased Power	\$	6,112,988	\$	7,517,000	\$	(1,404,012)	-19%
Purchased Power Base	_ \$	6,112,988	\$	7,159,000	\$	(1,046,012)	-15%
Purchased Power Contingency 5%	\$	-	\$	358,000	\$	(380,709)	-106%
Labor & Benefits	\$	153,890	\$	350,000	\$	(196,110)	-56%
Salaries & Wages/Benefits	\$	103,402	\$	288,000	\$	(184,598)	-64%
Contract Labor	\$	34,671	\$	32,000	\$	2,671	8%
Human Resources & Payroll	\$_	15,817	\$	30,000	\$	(14,183)	-47%
Office Supplies & Other Expenses	\$	39,887	\$	79,400	\$	(39,513)	-50%
Technology Costs	\$	10,749	\$	6,400	\$	4,349	68%
Office Supplies	\$	1,099	\$	2,000	\$	(901)	-45%
Travel	\$	-	\$	1,000	\$	(1,000)	-100%
CalCCA Dues	\$	27,440	\$	32,000	\$	(4,560)	-14%
CC Power	- \$		\$	36,000	\$	(36,000)	-100%
Memberships	, \$	599	\$	2,000	\$	(1,401)	-70%
Contractual Services	\$	276,896	\$	416,800	\$	(139,904)	-34%
Other Contract Services (e.g. IRP)	_ \$	-	\$	12,000	\$	(12,000)	-100%
Don Dame	_ \$	675	\$	3,600	\$	(2,925)	-81%
Wholesale Energy Services (TEA)	\$	141,850	\$	144,000	\$	(2,150)	-1%
2030 100% Renewable & Storage	\$	-	\$	5,000	\$	(5,000)	-100%
Customer Support Call Center	\$	76,486	\$	161,000	\$	(84,514)	-52%
Operating Services	\$	17,041	\$	20,000	\$	(2,959)	-15%
Commercial Legal Support	\$	11,395	\$	4,000	\$	7,395	185%
Legal General Counsel	\$	1,050	\$	14,000	\$	(12,950)	-93%
Regulatory Counsel	\$	(3,251)		34,000	\$	(37,251)	-110%
Joint CCA Regulatory counsel	_ \$	-	\$	3,200	\$	(3,200)	-100%
Legislative - (Lobbyist)	\$	11,000	\$	11,500	\$	(500)	-4%
Accounting Services	- \$	-	\$	500	\$	(500)	-100%
Financial Consultant	- \$		\$	4,000	\$	(4,000)	-100%
Audit Fees	\$	20,650	\$	-	\$	20,650	100%
Marketing	\$	(6,534)	\$	62,000	\$	(68,534)	-111%
Marketing Collateral	- \$	(6,534)		54,000	\$	(60,534)	-112%
Community Engagement Activities & Sponsorships	\$	- (475.505)	\$	8,000	\$	(8,000)	-100%
Programs	\$	(176,636)	\$	749,000	\$	(925,636)	-124%
Program Costs (Rebates, Incentives, etc.)	\$	-	\$	120,000	\$	(120,000)	-100%
Member Agency Advisory Services	\$	- (476 626)	\$	26,000	\$	(26,000)	-100%
AG Fit	\$	(176,636)		600,000	\$	(776,636)	-129%
PIPP Program Rents & Leases	\$	3,900	\$	3,000 8,200		(3,000)	-100%
Hunt Boyer Mansion	[} \$	3,900	\$ \$	4,200	\$	(300)	-52% -7%
Lease Improvement		- 5,900	\$	4,200	\$		-100%
Other A&G	\$ \$		\$	103,400	_	(4,000)	
Development - New Members	<u> </u>	56,820	\$ \$	4,200	\$	(46,580)	-45% -100%
	_	2 500				(4,200)	
Strategic Plan Implementation Strategic Plan Update & Community Focus Group	\$ \$	3,589	\$	12,800 20,000		(9,211)	-72% -100%
PG&E Data Fees	_ \$ \$	43,767	\$	50,000	\$		-100%
Insurance	_ \$	9,464	\$	16,000	\$	(6,233) (6,536)	-12%
Banking Fees	_ \$	- 9,404	\$	400	\$	(400)	-100%
Miscellaneous Operating Expenses	\$	4,461	\$	2,000	_	2,461	123%
Contingency	\$	-,401	\$	40,000	\$	(40,000)	-100%
		0		0		(40,000)	10070
TOTAL OPERATING EXPENSES	\$	6,465,672	\$	9,327,800	\$	(2,862,128)	-31%
Interest on RCB Term loan	\$	-	\$	-	\$	-	100%
NET INCOME	\$	6,777,414	\$	3,293,200			