

**SILICON VALLEY CLEAN ENERGY  
FY 2020-21 OPERATING BUDGET  
(\$ in thousands)**

DESCRIPTION	FY 2019-20 BUDGET AS ADOPTED MIDYEAR	FY 2020-21 APPROVED BUDGET	VARIANCE	
			\$	%
<b>ENERGY REVENUES</b>				
Energy Sales	285,540	263,524	(22,016)	-7.7%
Green Prime Premium	1,100	891	(209)	-19.0%
<b>TOTAL ENERGY REVENUES</b>	<b><u>286,640</u></b>	<b><u>264,415</u></b>	<b><u>(22,225)</u></b>	<b><u>-7.8%</u></b>
<b>ENERGY EXPENSES</b>				
Power Supply	239,070	234,662	(4,408)	-1.8%
<b>OPERATING MARGIN</b>	<b><u>47,570</u></b>	<b><u>29,753</u></b>	<b><u>(17,817)</u></b>	<b><u>-37.5%</u></b>
<b>OPERATING EXPENSES</b>				
Data Management	3,160	3,020	(140)	-4.4%
PG&E Fees	1,260	1,350	90	7.1%
Employment Expenses	5,120	6,240	1,120	21.9%
Professional Services	3,420	3,800	380	11.1%
Marketing & Promotions	740	870	130	17.6%
Notifications	160	100	(60)	-37.5%
Lease	500	500	0	0.0%
General & Administrative	960	1,070	110	11.5%
<b>TOTAL OPERATING EXPENSES</b>	<b><u>15,320</u></b>	<b><u>16,950</u></b>	<b><u>1,630</u></b>	<b><u>10.6%</u></b>
<b>OPERATING INCOME (LOSS)</b>	<b><u>32,250</u></b>	<b><u>12,803</u></b>	<b><u>(19,447)</u></b>	<b><u>-60.3%</u></b>
<b>NON-OPERATING REVENUES</b>				
Other Income	0	50	50	-
Interest Income	2,000	1,155	(845)	-42.3%
Grant Income	160	68	(92)	-57.5%
<b>TOTAL NON-OPERATING REVENUES</b>	<b><u>2,160</u></b>	<b><u>1,273</u></b>	<b><u>(887)</u></b>	<b><u>-41.1%</u></b>
<b>NON-OPERATING EXPENSES</b>				
Financing	290	165	(125)	-43.1%
Interest	0	0	0	-
<b>TOTAL NON-OPERATING EXPENSES</b>	<b><u>290</u></b>	<b><u>165</u></b>	<b><u>(125)</u></b>	<b><u>-43.1%</u></b>
<b>TOTAL NON-OPERATING INCOME (EXPENSES)</b>	<b><u>1,870</u></b>	<b><u>1,108</u></b>	<b><u>(762)</u></b>	<b><u>-40.7%</u></b>
<b>CHANGE IN NET POSITION</b>	<b><u>34,120</u></b>	<b><u>13,911</u></b>	<b><u>(20,209)</u></b>	<b><u>-59.2%</u></b>
<b>CAPITAL EXPENDITURES, INTERFUND TRANSFERS &amp; OTHER</b>				
Capital Outlay	400	400	0	0.0%
Other	50	0	(50)	-
Transfer to CRCR Fund	8,500	0	(8,500)	-
Transfer to Programs Fund	5,050	5,270	220	4.4%
<b>TOTAL CAPITAL EXPENDITURES, INTERFUND TRANSFERS &amp; OTHER</b>	<b><u>\$14,000</u></b>	<b><u>\$5,670</u></b>	<b><u>(8,330)</u></b>	<b><u>-59.5%</u></b>
<b>BALANCE AVAILABLE FOR RESERVES</b>	<b><u>\$20,120</u></b>	<b><u>\$8,241</u></b>	<b><u>(\$11,879)</u></b>	<b><u>-59.0%</u></b>