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	Approved Budget FY18-19
REVENUES AND OTHER SOURCES	
Electricity Sales ¹ (net of allowance)	182,736,000
EverGreen Premium ² (net of allowance)	412,000
CEC Grant Proceeds	2,600,000
Interest Income	613,000
Total Revenues	186,361,000

EXPENDITURES

Product

Cost of Energy and Scheduling ³	154,377,000
Data Management	3,089,000
Service Fees to PG&E	564,000
Product Subtotal	158,030,000

Personnel **3,661,000**

Outreach and Communications **1,144,000**

Customer Service **440,000**

General and Administration **531,000**

Fire Relief Donations **0**

¹ Forecast sales for 2018-19 are 2,550,000 MWh, including an allowance of 0.8% of sales for uncollectible accounts.

² Incremental revenues from participating EverGreen customers for the premium on 100% renewable energy produced in Sonoma or Mendocino Counties.

³ Includes NetGreen costs, ProFIT payments, California ISO fees and schedule coordination.

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EXPENDITURES - continued	
Other Professional Services	
Legal	310,000
Accounting	204,000
Technical	190,000
Legislative and regulatory advocacy	128,000
Other consultants	260,000
Other Professional Services Subtotal	1,092,000
CalCCA Trade Association	348,000
Programs	
Program Implementation	5,510,000
CEC Grant Program ⁴	3,040,000
Program Development and Evaluation	350,000
Programs Subtotal	8,900,000
Total Expenditures	174,146,000
Revenues Less Expenditures	12,215,000
OTHER USES	
Capital Outlay	200,000
Collateral Deposits	1,000,000
Total Expenditures, Other Uses and Debt Service	175,346,000
Net Increase/(Decrease) in Available Fund Balance	11,015,000

⁴ The difference between the CEC Grant Proceeds and Grant Expenses is SCP's cash portion of the matching funds, and is budgeted to be \$440,000.