

Climafe 2012 - 2013  
Personnel Costs  
Projection

2012-2013 Projection		All Personnel Costs				10/19/2011	Salary/Benefits	Overhead	Total
		Salary	Benefits	Salary/Benefits	Overhead	Total			
5644	Adam Stern	\$ 109,668	\$ 42,003	\$ 151,671	\$ 52,500	\$ 204,171		38%	
5642	Danielle Murray	\$ 91,520	\$ 36,608	\$ 128,128	\$ 52,500	\$ 180,628		40%	
5642	Calla Ostrander	\$ 96,096	\$ 38,438	\$ 134,534	\$ 52,500	\$ 187,034		40%	
5638	Marcus Kelly	\$ 67,964	\$ 30,992	\$ 98,956	\$ 52,500	\$ 151,456		46%	
5638	Tyler Espinoza	\$ 61,646	\$ 28,111	\$ 89,757	\$ 52,500	\$ 142,257		46%	
5638	Sachiko Tanikawa	\$ 61,646	\$ 28,111	\$ 89,757	\$ 52,500	\$ 142,257		46%	
9922	Vacant	\$ 36,582	\$ 21,730	\$ 58,312	\$ 52,500	\$ 110,812		59%	
5642	Rich Chien	\$ 96,096	\$ 38,438	\$ 134,534	\$ 52,500	\$ 187,034		40%	
5642	Mark Palmer	\$ 96,096	\$ 38,438	\$ 134,534	\$ 52,500	\$ 187,034		40%	
5640	Barry Hooper	\$ 82,628	\$ 34,869	\$ 117,497	\$ 52,500	\$ 169,997		42%	
9922	Sasha Stackhouse	\$ 36,582	\$ 21,730	\$ 58,312	\$ 52,500	\$ 110,812		59%	
		\$ 836,524	\$ 359,467	\$ 1,195,991	\$ 577,500	\$ 1,773,491		45%	
	Renewables	\$ 225,938	\$ 100,309	\$ 326,248	\$ 174,825	\$ 501,073			
	Climate	\$ 261,896	\$ 111,401	\$ 373,298	\$ 174,825	\$ 548,123			
	Green Building	\$ 348,689	\$ 147,756	\$ 496,446	\$ 227,850	\$ 724,296			
		\$ 836,524	\$ 359,467	\$ 1,195,991	\$ 577,500	\$ 1,773,491			

Cost/Per Quarter	2012 - 2013	July-Sept	Jan-Mar	April- June	Total
Renewables					
Salary/Benefits	\$	81,562	\$ 81,562	\$ 81,562	\$ 326,248
Overhead	\$	43,706	\$ 43,706	\$ 43,706	\$ 174,825
Total	\$	125,268	\$ 125,268	\$ 125,268	\$ 501,073
Climate					
Salary/Benefits	\$	93,324	\$ 93,324	\$ 93,324	\$ 373,298
Overhead	\$	43,706	\$ 43,706	\$ 43,706	\$ 174,825
Total	\$	137,031	\$ 137,031	\$ 137,031	\$ 548,123
Green Building					
Salary/Benefits	\$	123,732	\$ 123,732	\$ 123,732	\$ 494,929
Overhead	\$	56,831	\$ 56,831	\$ 56,831	\$ 227,325
Total	\$	180,563	\$ 180,563	\$ 180,563	\$ 722,254
Grand Total	\$	442,862	\$ 442,862	\$ 442,862	\$ 1,771,450

2012-2013	Start Date	End Date	Amount	2011-2012	2012-2013	2012-2013	Shortfall
				Staff/Overhead	Available	Needed	Staff/Overhead
Renewables							
Solar America	1/1/2010	12/31/2011	\$ 750,000	\$ 95,689	\$ -		
100% Renewable	9/23/2010	6/30/2012	\$ 300,000	\$ 207,408	\$ 41,129		
Zero Energy Homes	11/1/2009	12/31/2011	\$ 250,000	\$ 92,016	\$ -		
Sub-Total Grants			\$ 1,300,000	\$ 178,783	\$ 41,129		
SF PUC			\$ 140,252	\$ 73,244	\$ 140,252		
Total Renewables			\$ 1,440,252	\$ 252,027	\$ 181,381	\$ 501,073	\$ 319,691
Climate							
SF PUC			\$ 329,748	\$ 410,172	\$ 322,747		
Energy Watch			\$ 10,172	\$ 10,263	\$ 85,000		
Total Climate			\$ 339,920	\$ 420,435	\$ 407,747	\$ 548,123	\$ 140,376
Green Building							
Fed Homes Retrofit					\$ 14,702		
Energy Star	10/1/2009	12/31/2011	\$ 80,000	\$ 38,978	\$ -		
Energy Watch					\$ 100,108		
Block Grant SF2	1/1/2010	6/30/2013	\$ 640,000	\$ 128,605	\$ 25,902		
Sub-Total GB Grants			\$ 720,000	\$ 167,583	\$ 140,712		
Green Bldg DBI			\$ 146,000	\$ 146,000	\$ 146,000		
Green Bldg Impound			\$ 276,008	\$ 273,239	\$ 360,000		
Total Green Building			\$ 1,862,008	\$ 754,406	\$ 646,712	\$ 722,254	\$ 75,542
Grand Total			\$ 3,642,180	\$ 1,426,868	\$ 1,235,840	\$ 1,771,450	\$ 535,609

Assumes all Impound GB Money to Salaries in 2012-2013

Clean Transportation 2012 - 2013

Personnel Costs

Projection

<b>All Personnel Costs</b>		2012-2013				
	October 19, 2011	Salary	Benefits	Salary/Benefits	Overhead	Total
5644	Bob Hayden	\$ 109,668	\$ 42,003	\$ 151,671	\$ 52,500	\$ 204,171
5642	Krute Singa	\$ 93,427	\$ 37,371	\$ 130,797	\$ 52,500	\$ 183,297
5642	Bill Zeller	\$ 96,096	\$ 38,438	\$ 134,534	\$ 52,500	\$ 187,034
5640	Adeline Canez	\$ 73,745	\$ 31,120	\$ 104,865	\$ 52,500	\$ 157,365
9922	Jourdan Phillips	\$ 36,582	\$ 21,730	\$ 58,312	\$ 52,500	\$ 110,812
9922	Mari Hunter	\$ 58,708	\$ 30,822	\$ 89,530	\$ 52,500	\$ 142,030
5638	Lillian Chan	\$ 59,687	\$ 29,277	\$ 88,964	\$ 52,500	\$ 141,464
			\$ -	\$ -		
			\$ -	\$ -		
			\$ -	\$ -		
			\$ -	\$ -		
	<b>Total:</b>	<b>\$ 527,913</b>	<b>\$ 230,760</b>	<b>\$ 758,673</b>	<b>\$ 367,500</b>	<b>\$ 1,126,173</b>

<b>Cost Per Quarter</b>	2012-2013				
	July-Sept	Oct-Dec	Jan-Mar	April- June	Total
Salary/Benefits	\$ 189,668	\$ 189,668	\$ 189,668	\$ 189,668	\$ 758,673
Overhead	\$ 91,875	\$ 91,875	\$ 91,875	\$ 91,875	\$ 367,500
<b>Total</b>	<b>\$ 281,543</b>	<b>\$ 281,543</b>	<b>\$ 281,543</b>	<b>\$ 281,543</b>	<b>\$ 1,126,173</b>

<b>Available Funds Per Quarter</b>	2012-2013					<b>Shortfall</b>
	July-Sept	Oct-Dec	Jan-Mar	April- June	Total	
Salary/Benefits	\$ 126,970	\$ 142,249	\$ 123,290	\$ 123,290	\$ 515,799	\$ 242,873
Overhead	\$ 56,569	\$ 63,569	\$ 55,169	\$ 55,169	\$ 230,475	\$ 137,025
<b>Total</b>	<b>\$ 183,539</b>	<b>\$ 205,818</b>	<b>\$ 178,459</b>	<b>\$ 178,459</b>	<b>\$ 746,274</b>	<b>\$ 379,898</b>

Energy 2012 - 2013 Projections

10/19/2011

	All Personnel Costs	2012-2013					Available			Block B	Retrofit	Available	Total
		Salary	Benefits	Salary/Benefits	Overhead	Total	Energy Watch	EJ Grant	SF PUC	160	182	Total	Needed
5644	Cal Broomhead	\$ 109,668	\$ 42,003	\$ 151,671	\$ 52,500	\$ 204,171	\$ 20,417		\$ 20,417	\$ 26,542	\$ 136,794	\$ 204,171	\$ -
5642	Reuben Schwartz	\$ 96,096	\$ 38,438	\$ 134,534	\$ 52,500	\$ 187,034					\$ 187,034	\$ 187,034	\$ -
5207	Matt Greco	\$ 109,668	\$ 42,003	\$ 151,671	\$ 52,500	\$ 204,171	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 204,171
5638	Myra Cheng	\$ 67,964	\$ 30,992	\$ 98,956	\$ 52,500	\$ 151,456						\$ -	\$ 151,456
5640	Raymond Manion	\$ 82,628	\$ 34,869	\$ 117,497	\$ 52,500	\$ 169,997	\$ 93,498	\$ 33,999		\$ 42,499		\$ 169,997	\$ -
5640	Gail Brownell	\$ 82,628	\$ 34,869	\$ 117,497	\$ 52,500	\$ 169,997					\$ -	\$ -	\$ 169,997
5640	Friday Werner	\$ 82,628	\$ 34,869	\$ 117,497	\$ 52,500	\$ 169,997	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 169,997
		\$ 631,280	\$ 258,043	\$ 889,323	\$ 367,500	\$ 1,256,823	\$ 113,915	\$ 33,999	\$ 20,417	\$ 69,041	\$ 323,829	\$ 561,202	\$ 695,620

Cost Per Quarter	2012 - 2013				
	July-Sept	Oct-Dec	Jan-Mar	April- June	Total
Salary/Benefits	\$ 222,331	\$ 222,331	\$ 222,331	\$ 222,331	\$ 889,323
Overhead	\$ 91,875	\$ 91,875	\$ 91,875	\$ 91,875	\$ 367,500
Total	\$ 314,206	\$ 314,206	\$ 314,206	\$ 314,206	\$ 1,256,823