

# 2010 ANNUAL REPORT

Energy Outreach Colorado – Helping All Coloradans Afford Home Energy

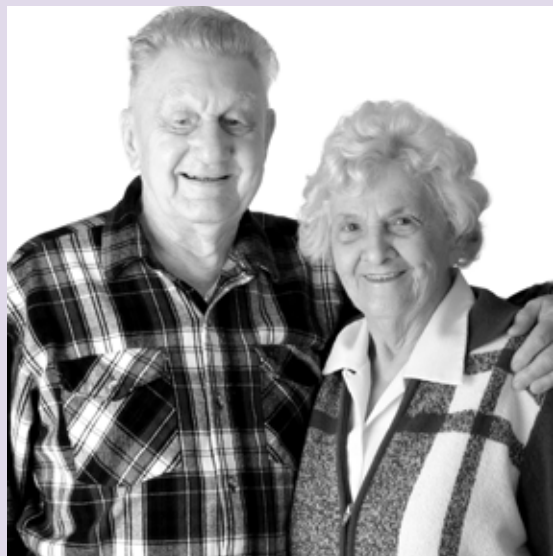


225 E. 16th Ave., Suite 200 ■ Denver, Colorado 80203 ■ 303-825-8750 ■ [www.energyoutreach.org](http://www.energyoutreach.org)

## ENERGY OUTREACH COLORADO

is the only nonprofit that raises funds to help all Coloradans afford energy for their homes. Since 1989, Energy Outreach has raised more than \$136 million to fund energy assistance for limited income families and seniors, and energy efficiency upgrades for affordable housing and nonprofit facilities.

Charity Navigator, a national independent charity evaluator of more than 5,000 charities, has awarded EOC with its top 4-star rating for nine consecutive years. Energy Outreach also is a Better Business Bureau accredited charity. Our administrative costs are typically less than 6% of our total budget, allowing 94 cents from every dollar to directly help families in need.



*“Love your efficiency (94.7% to program expenses) on Charity Navigator.org and 4-star rating several years in a row. We know there are a lot of people out there who need the help these last two to three bad economic years. Thank you for your work in this charitable field.”*

**– EOC Donors**

## ENERGY ASSISTANCE – Preventing Energy Shut-Offs

- EOC distributed nearly \$9.4 million for energy bill payment assistance through 131 emergency assistance sites and the Low-Income Energy Assistance Program (LEAP).
- Nearly 142,000 limited income households in Colorado received energy assistance, allowing them to remain warm and safe in their homes.
- EOC was named to the 2010 list of top-rated Food and Shelter nonprofits by GreatNonprofits, a provider of reviews for nonprofit organizations.



## ENERGY EFFICIENCY – Conserving Energy and Money

- EOC's Nonprofit Energy Efficiency Program (NEEP) provided 53 facilities owned by more than 30 nonprofit organizations with energy audits and efficiency improvements totaling nearly \$2 million. NEEP is funded through EOC, the Denver Office of Strategic Partnerships, Xcel Energy, United Power and Atmos Energy.
- EOC secured \$1.45 million from Xcel Energy, Atmos Energy and SourceGas to weatherize 63 multi-family affordable housing properties through the Multi-Family Energy Efficiency Program.
- EOC completed its first year administering \$2.5 million in funding for the Governor's Energy Office multi-family weatherization program, completing 12 projects with 1,069 units.
- EOC was named the Colorado Youth Corps Association's 2010 Partner of the Year.

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FROM EOC BOARD PRESIDENT

# Joel Johnson



In Colorado, one in five Colorado households is considered low-income -- meaning they live on an annual income of \$40,800 or less for a family of four. These families and seniors have fewer options for energy efficient housing and often rely on services from nonprofit organizations that are stretched to pay their own energy bills.

Energy Outreach Colorado's programs address these inter-related needs with funds contributed by individuals, corporations, foundations and utility companies. We provide 131 assistance organizations across Colorado with energy assistance funds; manage programs to install energy efficiency improvements in

affordable, multi-family housing; and offer free energy audits and weatherization measures to qualifying nonprofit facilities

Thanks to the incredible generosity of contributors such as you, EOC has raised more than \$136 million since it was established in 1989 to help all Coloradans afford home energy.

We have many supporters who deserve special recognition in this effort.

- Energy utilities were among our largest donors and also provided daily assistance to apply energy assistance credits directly to low-income recipients' accounts. These included Atmos Energy, Black Hills Energy, Holy Cross, Intermountain Rural Electric Association, SourceGas, United Power and Xcel Energy.
- Supporters within the oil and gas industry included Beacon E&P, Bentek, Davis Graham and Stubbs, Encana, Herbaly Exploration, National Fuel Marketing, Noble Energy, Peterson Energy Management, SM Energy and White Eagle Exploration.
- The Governor's Energy Office, which extended Energy Outreach Colorado's role as subcontractor to provide weatherization services for large, multi-family buildings across the state through funding provided by the Department of Energy and the American Recovery and Reinvestment Act.
- Our Charitable Energy Network of 131 emergency assistance organizations across the state that distribute our energy assistance funding to qualifying households.
- The Denver Office of Strategic Partnerships, primary funder of our Nonprofit Energy Efficiency Program.

*Thank you for your critically-needed support.*

*We very much appreciate and rely on your dedication to help Colorado's most vulnerable residents remain safe and warm in their homes.*

**Joel Johnson**  
*President*

Energy Outreach Colorado  
Board of Directors



2010 Partner  
of the Year



9th Consecutive Year

# STATEMENT OF FINANCIAL POSITION

## September 30, 2010

# REVENUE AND EXPENSES\*

## 2009 - 2010

### ASSETS

Cash and Cash Equivalents	\$949,617
Other Receivables	\$529,901
Investments	\$20,746,696
Other Assets	\$13,074
<b>Total Assets</b>	<b>\$22,239,288</b>

### LIABILITIES

Accounts Payable & Accrued Expenses	\$34,372
<b>Total Liabilities</b>	<b>\$34,372</b>

### NET ASSETS

Unrestricted	\$22,181,889
Temporarily Restricted	\$23,027
<b>Total Net Assets</b>	<b>\$22,204,916</b>

### TOTAL LIABILITIES & NET ASSETS

**\$22,239,288**



### Revenue, Gains & Support

#### PUBLIC SUPPORT

Customer Contributions	\$1,775,643
Utility & Corporate Contributions	\$8,673,305
Unclaimed Utility Deposits & Refunds	\$286,390
Less passed through to LEAP	(\$194,741)
Foundations	\$216,631
State Appropriation	\$1,625,000
Other Government Funding	\$3,151,370
Special Event Revenue	\$239,016
Less direct benefits to donors	(\$70,842)

**Total Public Support \$15,701,772**

#### REVENUE

Interest & Investment Income	\$2,078,662
Other Income	\$159,822

**Total Revenue \$2,238,484**

### TOTAL REVENUE, GAINS & SUPPORT

**\$17,940,256**

### Expenses

#### PROGRAM SERVICES

Low-Income Home Energy Assistance(LEAP)	\$965,251
EOC Cash Assistance Program	\$8,392,898
Home Energy Efficiency Grants	\$1,447,304
Nonprofit Energy Efficiency Grants	\$1,967,606
Weatherization Assistance for	
Low-Income Persons	\$2,480,420
Advocacy Programs	\$330,597
Other Programs	\$63,580

**Total Program Services \$15,647,656**

#### SUPPORTING SERVICES

General & Administrative	\$135,247
Fundraising	\$439,269

**Total Supporting Services \$574,516**

### TOTAL EXPENSES

**\$16,222,172**

\*As reported on IRS Form 990

# Corporate, Foundation & In-Kind DONORS

## \$1,000,000 & Above

State of Colorado,  
Governor's Energy Office  
Xcel Energy

## \$100,000 - \$999,999

Atmos Energy  
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