



Energy Outreach Colorado

Helping all Coloradans afford home energy.

225 E. 16th Ave., Suite 200 ■ Denver, Colorado 80203 ■ 303-825-8750

Annual Report

2011

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 \$158 million to fund energy assistance for limited income families and seniors, and energy efficiency upgrades for affordable housing and nonprofit facilities. We are the state's leading advocate for affordable energy policies to support safe, healthy and affordable housing. Listed below are our accomplishments for the past fiscal year (October 2010 through September 2011).

Energy Assistance

- EOC distributed \$9.3 million for energy bill payment assistance.
- We partnered with 136 community assistance organizations and Colorado's Low-Income Energy Assistance Program (LEAP).
- A record 142,000 limited income households received help paying overdue energy bills, allowing them to remain warm and safe in their homes.



Energy Efficiency

- Our Nonprofit Energy Efficiency Program (NEEP) provided 41 nonprofit facilities with energy efficiency improvements totaling more than \$2.5 million. Funders were EOC, the Denver Office of Strategic Partnerships, Xcel Energy, the Governor's Energy Office, Atmos Energy and Noble Energy.
- In our second year administering the Governor's Energy Office multi-family weatherization program, EOC completed 12 projects with 1,027 units totaling \$5 million in funding.
- EOC secured an additional \$1.3 million from Xcel Energy, Atmos Energy and the Denver Office of Strategic Partnerships to weatherize 20 affordable housing properties.



Advocacy

- Energy Outreach represented limited income households in rate cases and rule making activities at the Colorado Public Utilities Commission.
- EOC advocated on behalf of affordable energy policies during the Colorado General Assembly.



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10th Consecutive Year



Find Us!

Energy Affordability in Colorado
EOC Board President
Joel Johnson



Energy affordability means Coloradans can afford to pay their home energy bills year round. With one in five households in our state considered low-income – having an annual income of \$33,500 or less for a family of four – many of our neighbors need a hand. Often these families and seniors have fewer options for energy efficient housing and rely on services from assistance organizations that are stretched to pay their own energy bills.

Energy Outreach Colorado addresses these critical needs by raising funds to:

- Provide 130 assistance organizations with energy assistance grants
- Manage energy efficiency programs for affordable, multi-family housing
- Install free weatherization measures in qualifying nonprofit facilities
- Advocate for affordable energy policies in Colorado and the nation

Thanks to the incredible generosity of contributors such as you, EOC has raised more than \$158 million since it was established in 1989 to help all Coloradans afford home energy. Many supporters deserve special recognition in this effort.

- **Energy utilities** are among our largest donors and provide daily assistance to apply energy assistance credits directly to recipients' accounts. Thank you to Atmos Energy, Black Hills Energy, Holy Cross, Intermountain Rural Electric Association, SourceGas, United Power and Xcel Energy.
- **National Fuel Marketing**, annual sponsor of a golf tournament benefiting Energy Outreach Colorado, raised \$225,000 at the 2011 event.
- Other **oil and gas industry** supporters include Beacon E&P, Bentek, Davis Graham & Stubbs, Encana, Herbaly Exploration, Noble Energy, Peterson Energy Management, SM Energy and White Eagle Exploration.
- The **Governor's Energy Office** selected Energy Outreach to manage its multi-family weatherization program funded by the Department of Energy and the American Recovery and Reinvestment Act.
- The **Charitable Energy Network** of more than 130 emergency assistance organizations distributes EOC's energy assistance funding to qualifying households.
- The **Denver Office of Strategic Partnerships** is primary funder of our Nonprofit Energy Efficiency Program.
- The **Hower Family Fund** sponsored a 2011 challenge grant that matched \$35,000 in new and increased gifts.

Thank you for your critically-needed support. We appreciate your dedication to helping Colorado's most vulnerable residents remain safe and warm in their homes.

Joel Johnson

President

Energy Outreach Colorado
Board of Directors

Statement of Financial Position

September 30, 2011

Assets

Cash and Cash Equivalents	349,534
Other Receivables	2,163,333
Investments	20,175,898
Other Assets	12,944
TOTAL ASSETS	\$ 22,701,709

Liabilities

Accounts Payable & Accrued Expenses	40,201
TOTAL LIABILITIES	\$ 40,201

Net Assets

Unrestricted	22,645,231
Temporarily Restricted	16,277
TOTAL NET ASSETS	\$ 22,661,508

TOTAL LIABILITIES & NET ASSETS

\$ 22,701,709

EOC Funds Distribution

2010-2011



- 96.5% – Programs
- 3.5% – Administration & Fundraising

Energy Outreach Colorado is committed to working as effectively as possible so your donation can go directly to people in need.

Revenue & Expenses*

2010-2011

Revenue, Gains & Support

PUBLIC SUPPORT

Customer Contributions	1,755,741
Utility & Corporate Contributions	6,963,549
Unclaimed Utility Deposits & Refunds	232,321
Less passed through to LEAP	(158,248)
Foundations	197,386
State Appropriation	3,250,000
Other Government Funding	7,003,941
Special Event Revenue	228,650
Less direct benefits to donors	(74,749)
TOTAL PUBLIC SUPPORT	\$19,398,591

REVENUE

Interest & Investment Income	1,008
Other Income	237,418
TOTAL REVENUE	\$ 238,426

TOTAL REVENUE, GAINS & SUPPORT

\$ 19,637,017

Expenses

PROGRAM SERVICES

Low-Income Home Energy Assistance	980,316
EOC Cash Assistance Program	8,342,862
Home Energy Efficiency Grants	1,404,839
Nonprofit Energy Efficiency Grants	2,534,097
Weatherization Assistance for Low-Income Persons	5,021,943
Advocacy Programs	311,051
Other Programs	42,292
TOTAL PROGRAM SERVICES	\$ 18,637,400

SUPPORTING SERVICES

General & Administrative	123,437
Fundraising	419,588
TOTAL SUPPORTING SERVICES	\$ 543,025

TOTAL EXPENSES

\$19,180,425

*As reported on IRS Form 990

Corporate, Foundation and In-Kind Donors

> \$1,000,000

City and County of Denver,
Denver Office of Strategic Partnerships
Governor's Energy Office
State of Colorado, Governor's Office
Xcel Energy

\$50,000 - \$100,000

Atmos Energy
Holy Cross Energy
Intermountain Rural Electric Assoc.
National Fuel Marketing Company, LLC
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\$10,000 - \$49,999

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EOC Among Nation's 10 Most Responsible Nonprofits

Worth Magazine named Energy Outreach Colorado among the nation's Top 10 fiscally responsible nonprofits in its January 2012 edition. The national wealth management journal partnered with Charity Navigator, an independent evaluator of U.S. charities, to compile the list. Organizations were selected based on financial health and the percentage of their budgets spent on programming, as well as accountability and transparency. EOC has been awarded Charity Navigator's top rating for 10 consecutive years and is an accredited charity of the Better Business Bureau.



ENERGY OUTREACH COLORADO

The annual average of administrative costs at EOC is 4 percent of the budget or less.

A Colorado organization that helps pay utility bills for those in need, EOC also has a sustainable approach to energy affordability: It provides grants to affordable housing communities for energy efficiency upgrades. At the state level, EOC lobbies for affordable energy policies on behalf of low-income consumers.

Gifts listed were received between Oct. 1, 2010 and Sept. 30, 2011. We greatly appreciate your support and apologize if we inadvertently did not list a donor. We also thank our 17,817 additional donors who contributed a total of \$1.18 million. For corrections please call 303-226-5056.