



**Energy Outreach Colorado**  
Helping all Coloradans afford home energy.

225 E. 16th Ave., Suite 200 ■ Denver, Colorado 80203 ■ 303-226-5057

# Annual Report

## 2012

[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 \$180 million to fund energy assistance for limited-income families and seniors, and energy efficiency upgrades for affordable housing and nonprofit facilities. We also manage Colorado's program for emergency home heating repair, and are the state's leading advocate for affordable energy policies to support safe, healthy and affordable housing. Listed below are our accomplishments for fiscal year 2012 (October 2011 through September 2012).

### Energy Assistance

- EOC distributed \$10.6 million for energy bill payment assistance across the state.
- We partnered with 125 community assistance organizations and Colorado's Low-Income Energy Assistance Program (LEAP).
- About 125,000 limited-income households received help paying overdue energy bills, allowing them to remain warm and safe in their homes.

### Energy Efficiency

- EOC contributed \$8.97 million for energy efficiency projects to help lower the energy bills of limited-income families and the nonprofits that serve them.
- Our Nonprofit Energy Efficiency Program (NEEP) provided 39 nonprofit facilities with energy efficiency improvements so they could spend less on energy and more on community services. In addition to EOC, funders included Atmos Energy, the City of Denver's Office of Strategic Partnerships and Xcel Energy.
- EOC administered the Colorado Energy Office's multi-family weatherization program, completing 14 projects with 1,446 apartments.
- EOC secured an additional \$1.4 million from Atmos Energy, City and County of Denver, SourceGas and Xcel Energy to weatherize 62 affordable housing properties with 3,096 apartments. This includes 2,000 units of low-cost measures installed by the Mile High Youth Corps.

### Heating System Repair

- Energy Outreach was proud to be chosen as the new administrator of the state's Crisis Intervention Program, which provides emergency repair or replacement of non-working home heating systems for income-qualified households.
- EOC manages a statewide network of licensed and certified HVAC contractors to provide these services on a local or regional basis.

### 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 2012 Colorado General Assembly.

## Board of Directors

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Dian Callaghan  
Adam Goldman  
John Harpole  
Joel Johnson  
Jim Lightner  
Patricia Nelson Limerick  
Michael McFadden  
Tom O'Donnell  
Cec Ortiz  
Paula Sandoval  
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Patti Shwayder  
Mark Sunderhuse  
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*Administrative Services Director*

Claire Stencil  
*Administrative Assistant*

# Mark Sexton

EOC Board President

## Helping Coloradans Stay Warm and Safe At Home



**With one in five households** in our state considered low-income – having an annual income of \$34,584 or less for a family of four – many of our neighbors cannot afford to pay their home energy bills year round. Often these families, elderly people and individuals with special needs have fewer options for energy efficient housing. They may rely on services from assistance organizations that are stretched to pay their own energy bills.

Energy Outreach Colorado's mission is to help these vulnerable Coloradans afford home energy as efficiently and cost-effectively as possible. We do this by:

- Providing 125 assistance organizations across the state with energy assistance grants
- Administering a state program to help low-income Coloradans receive emergency repair of their non-working home heating system
- Managing energy efficiency programs for affordable, multi-family housing
- Installing free weatherization measures in qualifying nonprofit facilities
- Advocating for local and national affordable energy policies

Thanks to the incredible generosity of our supporters, Energy Outreach has raised more than \$180 million since it was established in 1989. Many contributors 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 Energy, Intermountain Rural Electric Association, SourceGas, United Power and Xcel Energy.
- Energy Outreach Colorado is the beneficiary of an annual **Colorado oil and gas industry** golf tournament presented by **RE/MAX, LLC**. The 2012 event raised \$200,000 for affordable energy programs and was sponsored by Anadarko, Beacon E&P, Noble Energy, SM Energy, Thunder Creek Gas Services and Tri-State Transmission & Generation.
- The **City of Denver's Office of Strategic Partnerships** is a major funder of both our Nonprofit Energy Efficiency Program and our Multi-Family Energy Efficiency Program.
- The **Hower Family Fund** named Energy Outreach its "capstone charity" and sponsored a 2012 challenge grant that matched \$50,000 in new and increased gifts to EOC. In total, the Hower Fund has awarded five challenge grants to Energy Outreach that achieved \$760,000 in new and increased gifts.
- Our **13,195 monthly donors** contributed a total of \$981,943 through their monthly utility bills in 2012 – an average of more than \$6 per month per donor.
- The **Charitable Energy Network** of 125 assistance organizations across Colorado distributes EOC's energy assistance funding to qualifying households.

*Thank you for your critically needed support. We appreciate your dedication to helping Coloradans stay warm and safe in their homes.*

Mark Sexton  
*President  
Energy Outreach Colorado  
Board of Directors*



11<sup>th</sup> Consecutive Year



# Statement of Financial Position

September 30, 2012

# Revenue & Expenses\*

2011-2012

## Assets

Cash and Cash Equivalents	2,229,075
Other Receivables	850,113
Investments	22,114,214
Other Assets	14,587
<b>TOTAL ASSETS</b>	<b>\$ 25,207,989</b>

## Liabilities

Accounts Payable & Accrued Expenses	103,152
Deferred Revenue	98,038
<b>TOTAL LIABILITIES</b>	<b>\$ 201,190</b>

## Net Assets

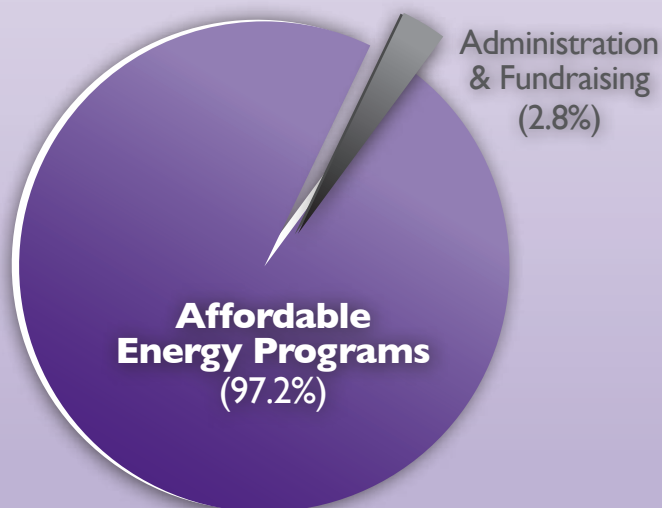
Unrestricted	25,004,397
Temporarily Restricted	2,402
<b>TOTAL NET ASSETS</b>	<b>\$ 25,006,799</b>

## TOTAL LIABILITIES & NET ASSETS

**\$ 25,207,989**

# EOC Funds Distribution

2011-2012



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

## Revenue, Gains & Support

### PUBLIC SUPPORT

Customer Contributions	2,692,788
Utility & Corporate Contributions	7,298,208
Unclaimed Utility Deposits & Refunds	466,765
Less passed through to LEAP	(401,277)
Foundations	105,100
State Appropriation	3,250,000
Other Government Funding	6,189,128
Special Event Revenue	209,325
Less direct benefits to donors	(78,036)
<b>TOTAL PUBLIC SUPPORT</b>	<b>\$19,732,001</b>

### REVENUE

Interest & Investment Income	3,178,144
Other Income	24,073
<b>TOTAL REVENUE</b>	<b>\$ 3,202,217</b>

### TOTAL REVENUE, GAINS & SUPPORT

**\$ 22,934,218**

## Expenses

### PROGRAM SERVICES

Low-Income Home Energy Assistance	1,455,773
EOC Cash Assistance Program	9,238,754
Energy Solutions Grants	957,844
Nonprofit Energy Efficiency Grants	2,008,114
Weatherization Assistance for Low-Income Persons	6,009,000
Advocacy Programs	314,928
Other Programs	33,821
<b>TOTAL PROGRAM SERVICES</b>	<b>\$ 20,018,234</b>

### SUPPORTING SERVICES

General & Administrative	134,403
Fundraising	436,290
<b>TOTAL SUPPORTING SERVICES</b>	<b>\$ 570,693</b>

### TOTAL EXPENSES

**\$ 20,588,927**

\*As reported on IRS Form 990

# Organizational Funders

## > \$1,000,000

City and County of Denver;  
Denver Office of Strategic Partnerships  
Colorado Energy Office  
Xcel Energy

## \$50,000 - \$100,000

Atmos Energy  
Holy Cross Energy  
Noble Energy Inc  
RE/MAX, LLC

## \$10,000 - \$49,999

AARP  
Black Hills Corporation  
Davis Graham & Stubbs, LLP  
Delta Montrose Electric Association  
Encana Cares Foundation  
Herbaly Exploration  
Hower Family Fund  
Intermountain Rural Electric Association  
Lightner Family Foundation  
Luff Family Fund  
Peierls Foundation, Inc.  
PERC  
Peterson Energy Management, Inc.  
San Isabel Electric Association  
SM Energy Company  
SourceGas  
Tri State Generation & Transmission  
United Power, Inc.  
Yampa Valley Electric Association

## \$5,000 - \$9,999

Anadarko Petroleum  
BENITEK Energy Research  
Bright Mountain Foundation  
Chemco, Inc.  
Citrus Energy Corporation  
Colorado Oil & Gas Association,  
North Central Chapter  
Colorado Springs Utilities-Foundation  
COPE  
Kroenke Sports Enterprises  
La Plata Electric Association  
Mountain Parks Electric, Inc.  
Mountain View Electric Association  
Pioneer Natural Resources  
Poudre Valley REA  
San Luis Valley Rural Electric  
Cooperative  
Thunder Creek Gas Services  
Twin Eagle Resource Management

## \$1,000 - \$4,999

AEXCO Petroleum, Inc.  
AFEnergy, LLC  
Bayless Charitable Fund  
Berenbaum Family Foundation  
Black Hills Valmont, LLC  
Campbell Foundation Fund  
Castle Rock Imports  
Castle Rock Resources  
City of Glenwood Springs  
City of Lamar  
Covidien Employee Matching Gift  
Program  
Cowry Enterprises Ltd.  
Denver Foundation  
Dodge Family Charitable Fund  
Empire Electric Association  
Enserca Engineering

EnVent Energy  
First Line Insurance, Inc.  
Grand Valley Rural Power Lines  
Group I 4 Engineering, Inc.  
Gunnison County Electric Association  
Highline Electric Association  
Humphreys Foundation  
JMCEC, LLC  
JR & MJ Wilson Foundation  
Laramie Energy, LLC  
Legacy Global Foundation, Inc.  
Metropolitan Denver Area CFC  
Miral Foundation  
Morgan County Rural Electric Association  
Morning Fresh Farms  
Oreg Foundation  
Sangre De Cristo Electric Association  
Schlessman Family Foundation  
Southeast Colorado Power Association  
Stahl Family Charitable Foundation  
Tom Ladd Plumbing & Heating, Inc.  
Town of Estes Park  
US Bank  
US Oil & Gas  
Visa Givingstation  
Wells Fargo  
Western Fuels Association  
Wilson Family Foundation  
Y-W Electric Association

## \$250 - \$999

Atlas Metal & Iron Corp  
Atonement Lutheran Church  
B&B Heating & AC  
Ball Corporation  
Black Hills Energy Employees  
Boulder Valley Unitarian Universalist  
Fellowship  
Carmelite Convent

Central Christian Church  
City of Yuma  
Colorado Health Foundation  
Colorado Natural Gas  
Colwell & Company, Inc.  
Community First Foundation  
Drummond Exploration Company  
Encana Corp.  
Ensign United States Drilling  
Fidelity Charitable Gift Fund  
First United Methodist Church  
of Holyoke Colorado  
Gavlin Family Foundation  
Giving Generations Foundation  
HP Company Foundation  
IBM Employee Services Center  
Illinois Tool Works Foundation  
Innovest Portfolio Solutions  
Janus  
KC Enterprises of Colorado, Inc.  
Longs Peak Animal Hospital  
LTM Foundation  
Pentad Associates, Inc.  
Rudy and Alice Ramsey Foundation  
Saint Vincent De Paul Society  
Town of Ignacio  
Trinity Energy Solutions, Inc.  
Verizon Foundation  
Walker Family Foundation  
Western Energy Alliance  
Western Union Foundation

# Individual Funders



## \$10,000 - \$49,999

Marcia and Craig Cohen  
Jane and Marshall Crouch  
Katharine and Ryan Ogg  
Robert and Sharon Swindler

## \$5,000 - \$9,999

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Virginia Folladori  
Anne Levin

## \$1,000 - \$4,999

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 Larry and Tammy Warnke  
 Charles Wells  
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 Lee Williams  
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Connie Wolf and Alex Mintling  
 Jean Woytek  
 Daniel Zinn  
 Martin Zinn

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 Virginia and Fred Anderson  
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 Dara and James Beall  
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 Robert Becker  
 Connie Begger  
 Robert Benson  
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 Feldman  
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 Greg Flynn  
 Kathi and Mark Franz  
 Martin Freedman  
 Tex Freeman  
 Leonard Gallagher  
 Siobhan Gallagher

*"Your generosity made  
 it possible for our family  
 to have a fresh start!  
 Without people like you  
 the world would be  
 a cold place."*

John Garavaglia  
 Alf Gardner  
 Marian Gelfand  
 Cornelia Gibson  
 Patty and Joel Gilbert  
 Michael and Barbara Goberis  
 Joe Goldenstern  
 Matthew and Marie Gordon  
 Nancy Grandys-Jones  
 Gertrude Grant  
 Ramona Graves  
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 Thomas O'Donnell  
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 David Stoddard  
 Mark and Annemarie Sunderhuse  
 John Sweeney  
 Jack and Lisa Swift  
 Kathleen Taraba  
 Philip and Page Tatar  
 Jeffrey and Rebecca Taylor  
 Patrick Taylor  
 Ken Tiffany  
 Tim and Linda Trumble  
 Robert Tyson  
 Robert Von Eschen  
 Cecily Voruz  
 Virginia Weaver

# Individual Funders

Continued



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Eleanor Whitehurst  
Barbara Wickman  
Arthur Wilkenson  
Kenneth Winghart  
Fred and Marianne Winkler  
Anna Wooldridge  
Coral Wooley  
Eric Young  
Cynthia Zeren  
Franklin Zilkey  
John Zimmerman

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Lynn Altschuler  
Lea Alvarado  
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Patricia Amgwert  
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Kevin and Rebecca Anderson  
Raymond Anderson  
Larry Armstrong  
Sherry Armstrong  
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Darcy Edwards  
Randall and Linda Eisen  
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Anne Fiore  
Francine and Michael Fisher  
Lawrence and Mary Flower  
Richard Foose  
Donald Forkner  
Greg Fossen  
Gary Fowler  
Lynda Fowler  
George Freedman  
Deborah Friedman  
Sandra Fritz  
Allan and Cathryn Frymire

*"Thank you for the assistance with providing our family with propane to help heat our home and take warm baths."*

Terry and MaryAnn Galpin-Plattner  
Mary Jo Garascia  
Carlos Garcia  
Lester Garrison  
Karen and James Gavic  
Richard Gearheard  
Robert and Karin Gibbs  
Jean Gibson  
Gary and Susan Gilbert  
Keith Gildenmeister  
Leon and Gretchen Giles  
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Brent and Karleen Goerke  
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