

# ANOTHER WARM NIGHT



ENERGY OUTREACH  
*Colorado*

Helping Coloradans afford home energy

2015 ANNUAL REPORT



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*Colorado*

Helping Coloradans afford home energy

## HEATING HOMES, LIGHTING HOPE

Energy Outreach Colorado is the only non-profit in the state that raises funds to help low-income Coloradans afford home energy and remain warm and safe in their homes. Established in 1989, Energy Outreach works with partner assistance organizations and subcontractors across the state to provide energy bill payment assistance, emergency home furnace repair, energy efficiency grants for affordable housing and nonprofit facilities, energy education, and advocacy on behalf of low-income energy consumers.



Energy Outreach takes the responsibility of your investment in our work very seriously. We realize you have entrusted us with your financial support so we can assist Coloradans with their home energy needs. Unsolicited third-party evaluators have rated EOC as one of the top fiscally-responsible nonprofits in the state and nation.

### MISSION

To ensure that all low-income Coloradans can meet their home energy needs.

### VISION

To be Colorado's leading organization dedicated to efficient delivery of cost-effective energy assistance, energy conservation and energy education for low-income households to maintain their well-being and encourage self-sufficiency.



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# FROM OUR LEADERSHIP ANOTHER WARM NIGHT

Dear Friends,

Thank you for making Energy Outreach Colorado's 2014-2015 fiscal year a success. Your generous support enabled us to help thousands of Coloradans keep up with their energy needs. To put it simply, you are necessary partners in our work to ensure Coloradans attain another warm night.

With nearly one in four Colorado households considered low-income – having an annual income of \$40,000 or less for a family of four – another warm night is not a certainty. Working families, the elderly, and individuals with special needs fear losing their heat – or even their home – if they can't keep up with their energy bill.

A Tri-Lakes Cares case manager shared the impact of energy assistance.

*“Struggling households rely on assistance to keep the basic things running – electricity, water, food. Not only can it prevent an emergency situation, but it gives them a break so they can get a bit ahead before the next month.”*

Those that don't get assistance might be forced to make a dangerous choice, such as not getting health care or a prescription refilled, to keep the heat on.

With generous support from individuals and organizations like you, we provide short-term solutions in the form of emergency bill payment assistance and furnace repair. We also inspire longer-term successes through grants and education to improve energy efficiency and reduce costs at affordable housing communities and nonprofits serving limited-income populations.

We thank all of our donors for their support in giving hope and another warm night to some of our state's most vulnerable residents.

Warm Regards,



*Mark*

Mark Sexton  
President, Board of Directors  
Energy Outreach Colorado



*Skip Arnold*

Skip Arnold  
Executive Director  
Energy Outreach Colorado

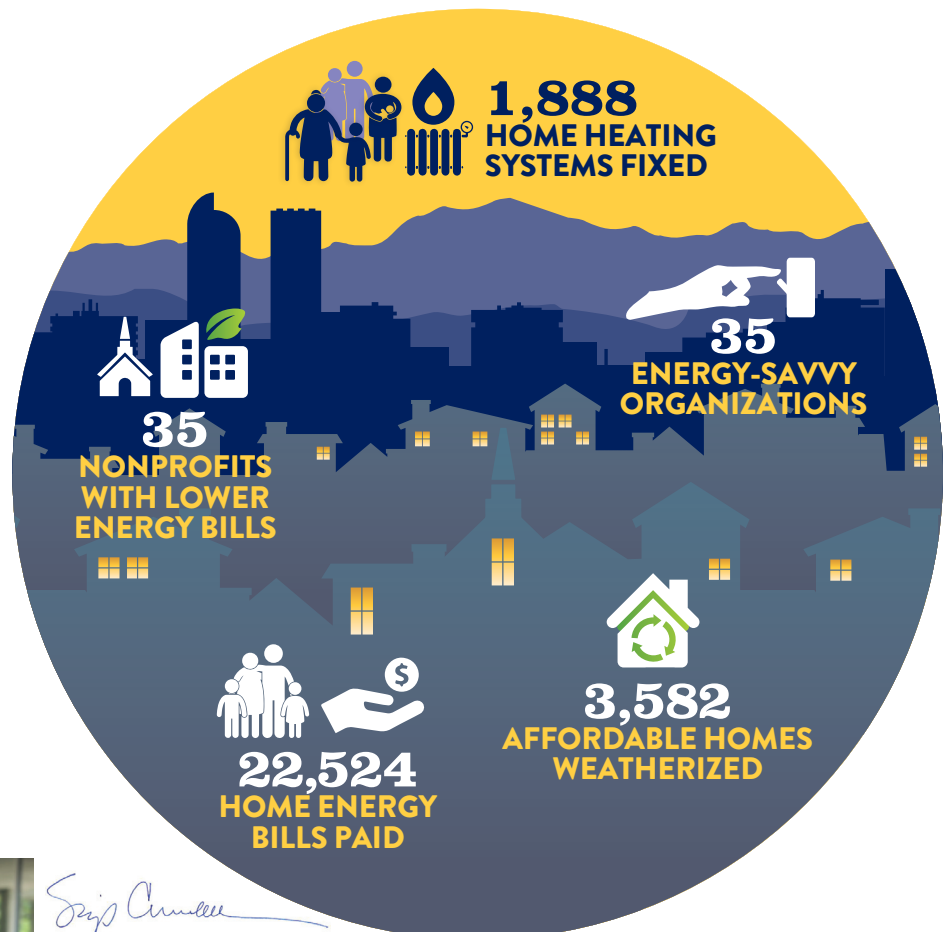


*“We see a lot of clients who are taking care of their grandkids who may decide not to spend money on a flu shot so they can put the cost toward their heating bill. Seniors on a fixed income can't work more to change their situation so cutting back is their only option.”*

*~ Mike Mitchell, Case Manager  
at Tri-Lakes Cares*

Thanks to you, Energy Outreach invested more than **\$23 million** to support affordable home energy programs in the state this past fiscal year.

## A few highlights of what you helped accomplish:



# POSITIVE IMPACTS FOR COLORADO



## EOC BOARD AND STAFF

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**\$23 million**  
EOC INVESTMENT IN  
AFFORDABLE ENERGY




**\$10.3 million**  
ENERGY BILL  
PAYMENT ASSISTANCE



**103,974**  
TOTAL HOUSEHOLDS  
AVOIDED HOME  
ENERGY SHUT-OFF

Thanks to support from our donors, Energy Outreach Colorado invested **\$23 million** in affordable home energy programs this past year to provide another warm night for hundreds of thousands of limited-income Coloradans. EOC partners with utility companies and community organizations across the state and leverages multiple funding sources to be a focal point for affordable home energy programs.

**22,524**   
**HOME ENERGY**   
**BILLS PAID** 

In 2014-2015, Energy Outreach invested more than **\$10.3 million** for energy bill payment assistance across the state to **help 22,524 households** avoid having their home energy shut off. This funding was distributed through 107 partner assistance organizations. Energy Outreach also supported Colorado's Low-Income Energy Assistance Program (LEAP), which helped an additional 81,450 households. In total, **103,974 households avoided home energy shut-off.**



*"Cody has really bad asthma that usually lands us in the hospital a least once a year, which means lost work for me," said Todd, single parent of three. Todd received EOC energy assistance and "suddenly there was light at the end of a very long tunnel."*

 **1,888**  
**HOME HEATING**  
**SYSTEMS FIXED**

Coloradans living on limited means can't afford another warm night if it requires an expensive fix for a non-working home heating system. The Crisis Intervention Program, administered by EOC, provides emergency repair or replacement of home heating systems for income-qualified households. Work is done through our statewide network of licensed and certified HVAC contractors. Last year, **1,888 households received a total of \$2.5 million in assistance** funded by LEAP, AARP, and Energy Outreach Colorado.



*"The cost and energy savings are extraordinary," says Carol, who received CIP help to repair her boiler. Before the repair, "it was like a walk-in cooler in my house."*

# POSITIVE IMPACTS FOR COLORADO

(CONTINUED)



Energy efficiency improvements at Denver's Hidden Brook Apartments lowered energy costs and increased reliability.

## 3,582

### AFFORDABLE HOMES WEATHERIZED



Affordable housing is difficult to find and often is located in older and less energy efficient buildings. Larger, multi-family communities are mainly centrally-heated and comprised

of rental units so it's difficult for limited-income families to have much control over weatherization or cost savings. EOC provides project management and coordinates rebates and grants funded by Atmos Energy, SourceGas, Xcel Energy, the Colorado Energy Office, the Department of Energy and LEAP. Last year EOC **weatherized 3,582 affordable housing units** with **\$8 million in improvements**.



## 35

### NONPROFITS WITH LOWER ENERGY BILLS

For struggling Coloradans, another warm night may be a bunk in a homeless shelter. Nonprofits that provide shelter or residential treatment and other services to low-income families often run on a tight budget. Lower energy costs allow them to maintain and expand critically-needed services. Our Nonprofit Energy Efficiency Program (NEEP) improves the energy efficiency of nonprofit buildings so they can allocate more of their budgets to community services. NEEP invested **\$2.14 million for energy efficiency improvements** in 35 nonprofit facilities. Funders included EOC, Atmos Energy, the Denver Office of Strategic Partnerships, SourceGas and Xcel Energy.

*Park Hill Congregational United Church of Christ is investing the money saved from its NEEP efficiency upgrades into community outreach. "For example, the cost to provide services for the Women's Homelessness Initiative is about \$6,000 per year, and we can only continue it as budget money is available," said Pastor David Bahr.*



Testing airflow in exhaust fans in an affordable housing complex.



**3,582**  
AFFORDABLE  
HOUSING UNITS  
WEATHERIZED



**\$8 million**  
IN WEATHERIZATION  
IMPROVEMENTS



**\$2.14 million**  
IN ENERGY  
EFFICIENCY  
IMPROVEMENTS FOR  
**35**  
NONPROFIT  
FACILITIES



**35 ENERGY-SAVVY ORGANIZATIONS**



When EOC selects an affordable housing or nonprofit organization for an energy efficiency project, the focus is not just on mechanical and physical building attributes. EOC encourages tenants and staff – who welcome another warm night and a cozy office – to take simple no-cost actions to reduce energy and maintain the installed measures. This work is coordinated through our Energy Behavior Change program. EOC worked with 35 organizations to implement Energy Conservation Action Plans and **achieved \$70,061 in avoided energy costs.**

*Aurora Interfaith Community Services reduced energy costs by \$283 in 7 months by working with the Energy Behavior Change team. "We applied our energy savings to general funds and the purchase of additional groceries for our expanding food pantry program," said Executive Director Judith Brown.*

**ALL LIMITED INCOME ENERGY CONSUMERS REPRESENTED**



Because of our expertise in consumer energy issues, EOC advocates on behalf of limited-income consumers at the local, state and national level to **support equitable and affordable energy policies.**



Attending a Colorado Gives Day rally at the State Capitol to promote philanthropic giving in Colorado.

# FINANCIALS

## REVENUE AND EXPENSES\*

2014-2015

### Revenue, Gains & Support

#### PUBLIC SUPPORT

Customer contributions	\$1,760,367
Utility & corporate contributions	11,839,358
Unclaimed utility deposits & refunds	304,618
Less passed through to LEAP	(194,267)
Foundations	274,627
State appropriation	3,250,000
Other government funding	4,881,215
Special event revenue	159,963
Less direct benefit to donors	(64,307)
<b>TOTAL PUBLIC SUPPORT</b>	<b>22,211,574</b>

#### REVENUE

Interest & investment income	726,043
Other income	29,372
Investment loss	(513,255)
<b>TOTAL REVENUE</b>	<b>242,160</b>

<b>TOTAL REVENUE, GAINS &amp; SUPPORT</b>	<b>22,453,734</b>
-------------------------------------------	-------------------

### Expenses

#### PROGRAM SERVICES

Low-income home energy assistance	118,481
EOC cash assistance program	10,268,559
Energy Solutions Grants	5,133,201
Crisis Intervention Program	2,418,409
Nonprofit Energy Efficiency Grants	2,136,725
Weatherization assistance for	
Low-income persons	2,945,546
Advocacy programs	479,151
Other programs	154,979
<b>TOTAL PROGRAM SERVICES</b>	<b>23,655,051</b>

#### SUPPORTING SERVICES

General & administrative	230,621
Fundraising	904,157
<b>TOTAL SUPPORTING SERVICES</b>	<b>1,134,778</b>

<b>TOTAL EXPENSES</b>	<b>24,789,829</b>
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## STATEMENT OF FINANCIAL POSITION

September 30, 2015

### Assets

Cash and cash equivalents	\$1,402,376
Other receivables	948,069
Investments	22,491,128
Other assets	100,169
<b>TOTAL ASSETS</b>	<b>24,941,742</b>

### Liabilities

Accounts payable and accrued expenses	527,854
<b>TOTAL LIABILITIES</b>	<b>527,854</b>

### Net Assets

Unrestricted	24,396,929
Temporarily restricted	16,959
<b>TOTAL NET ASSETS</b>	<b>24,413,888</b>

<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>24,941,742</b>
-----------------------------------------	-------------------



### TOTAL REVENUE & GAINS & SUPPORT

**\$22,453,734**

### ADMINISTRATIVE COSTS

**5%**

### TOTAL EXPENSES

**\$24,789,829**

\*As reported on EOC's audited financial statements.



# FOUNDATION & CORPORATE SUPPORTERS

## **\$10,000,000+**

Xcel Energy

## **\$1,000,000 - \$9,999,999**

Colorado Energy Office

State of Colorado, Dept of Human Services

State of Colorado, Governor's Office

## **\$500,000 - \$999,999**

City and County of Denver,  
Office of Strategic Partnerships

## **\$100,000 - \$499,999**

Atmos Energy

SourceGas

## **\$50,000 - \$99,999**

Black Hills Corporation

Colorado Natural Gas

Holy Cross Energy

The Hower Family Fund

The Liniger Fund

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

AARP

Colorado Propane Gas Assoc

Delta Montrose Electric Assoc

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Encana Cares Foundation

Fulcrum Foundation

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SM Energy Company

Tri-State Generation and  
Transmission Assoc

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White River Electric Assoc

## **\$1,000 - \$9,999**

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Schroeder Truck Repair

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Wilderness Bond Partnership

*Gifts listed were received  
Oct. 1, 2014-Sept. 30, 2015.  
Please call 303-226-5056 with questions.*



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All donations make a difference!  
We also greatly appreciate our 15,000 additional supporters not listed who donated under \$250.

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EOC Executive Director Skip Arnold (right) visits the Washington, D.C. office of U.S. Rep. Mike Coffman to promote the benefits of affordable energy programs.

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