

ENERGY OUTREACH COLORADO

Together We Power Stability



2019

Annual Report

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Letter From Jennifer Gremmert

Executive Director



Over the course of our 30 years serving some of Colorado's most vulnerable residents, Energy Outreach Colorado has seen many challenges and triumphs around energy poverty. What we know through our experience is that it has become more critical than ever to ensure that the voice and needs of our low-income neighbors is not only heard, but is also acted upon.

This past year, we received over 150,000 calls from people seeking urgent assistance with their past-due energy bills. As housing becomes less affordable, wages remain stagnant, and medical costs rise, more households are striving to make ends meet. Our programs have become more essential and our leadership more critical. This fiscal year has been nothing short of amazing and we are proud of the impact we have had to support, stabilize and sustain households across the state.

As we look to the future, we know that there is much more work that needs to be done to ensure that there is equity for those struggling to afford some their most basic human needs – like being able to afford heat in their homes when the temperature outside is freezing. We are committed to advocating for and supporting all vulnerable Coloradans to have a better tomorrow than it is today.

Warmly,

Jennifer Gremmert
Executive Director

GIVE EVERYONE

THE
CHANCE

THEY DESERVE

Vision

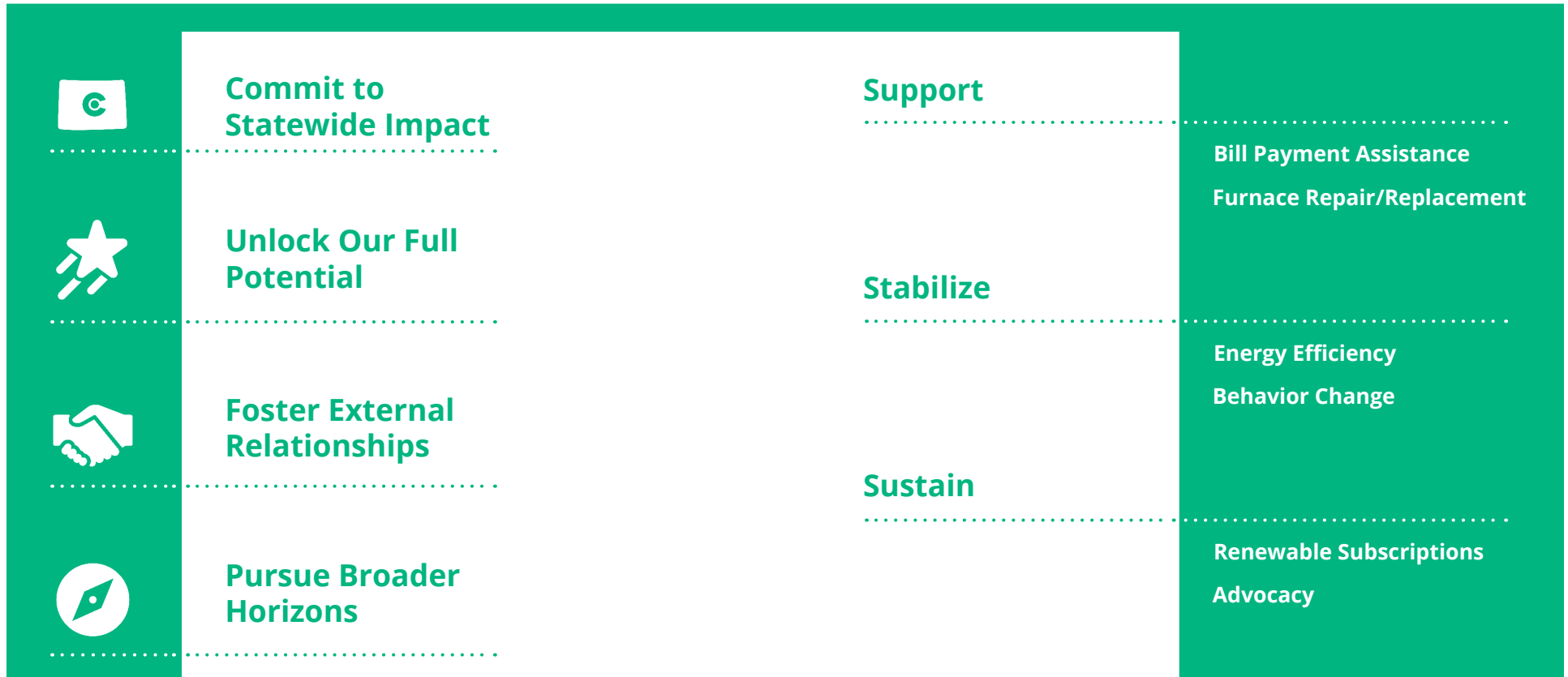
All Coloradans can afford their energy needs.

Mission

Energy Outreach Colorado leads a network of industry, state and local partners to **Support**, **Stabilize** and **Sustain** Coloradans to afford their energy needs.

Strategic Directions

Strategic Pillars



30 Years Of Serving Colorado

In March 1989, Colorado leaders established the nonprofit organization that is now Energy Outreach Colorado. Its purpose? To address the gap between decreasing federal funding for energy assistance and the home energy needs of low-income Coloradans. Since then, we have worked with community organizations, energy companies, policy makers, and individual supporters to deliver nationally-recognized programs to help all Coloradans afford home energy. Along the way, we have raised millions of dollars for energy bill payment assistance, furnace repair, education, and weatherization programs to lower energy costs and usage.

'89 **1989**
A governor-appointed commission established nonprofit **Colorado Energy Assistance Foundation (CEAF)** to raise funds to supplement Colorado's federal Low-Income Energy Assistance Funding (LEAP) allocation.

'94 **1994**
To help low-income Coloradans reduce home energy costs, CEAF **began providing grants to assistance organizations** in addition to LEAP for bill payment assistance and weatherization services.

'00 **2000**
With natural gas prices skyrocketing, **CEAF partnered with public and private agencies** to expand energy education and weatherization programs and create a Colorado toll-free consumer hotline.

'03 **2003**
CEAF **changed its name to Energy Outreach Colorado (EOC)** to reflect its broader energy cost-lowering efforts.

'05 **2005**
With EOC support, the Colorado Legislature passed the **Low-Income Energy Assistance Act** requiring the state's six largest utilities to offer the opportunity for their customers to donate to EOC's programs on their energy bills.

'08 **2008**
EOC helped pass **Colorado legislation allocating \$13 million a year in state severance tax revenues** for energy bill payment assistance and home weatherization.

'09 **2009**
To complement other energy cost-lowering programs, EOC **began managing federal funding through the Colorado Energy Office** to weatherize affordable housing communities.

'12 **2012**
Worth magazine and Charity Navigator recognized EOC as **one of the nation's Top 10 fiscally-responsible nonprofits**.

'17 **2017**
With a diversity of funding sources, EOC's **affordable energy program investments totaled \$21.6 million**.

'19 **2019**
EOC **celebrates 30 years** of helping low-income Coloradans afford home energy.

2019 Financials

Energy Outreach Colorado continues to demonstrate strong stewardship of every dollar we receive and are grateful to our donors, plus our utility, government and corporate partnerships for the trust they have in our financial oversight. We have maintained a 4-Star Charity Navigator for 18 years consecutively, and are entering our next fiscal year with commitment to advancing our mission to help all Coloradans afford their energy needs.

Revenue	2018-2019*	Expenses	2018-2019*
Individual Contributions	\$1,757,824	Energy Assistance Program	\$7,167,838
Corporate Contributions	\$593,658	Energy Efficiency	\$15,634,391
Corporate Contributions Restricted	\$10,375,692	Crisis Intervention Program	\$3,017,315
Foundation Grants	\$272,296	Advocacy	\$372,301
Government Funding	\$7,302,854	Administrative Costs	\$1,495,277
Statutory/Settlement Funding	\$6,215,031		
Miscellaneous income	\$556,491		
Investment Income (Unrealized)	\$484,013		
		Total	\$27,687,122
Total	\$27,557,859		

*Unaudited Financials

*Unaudited Financials

BREAK DOWN BARRIERS

FOR

**ALL
COLORADANS**

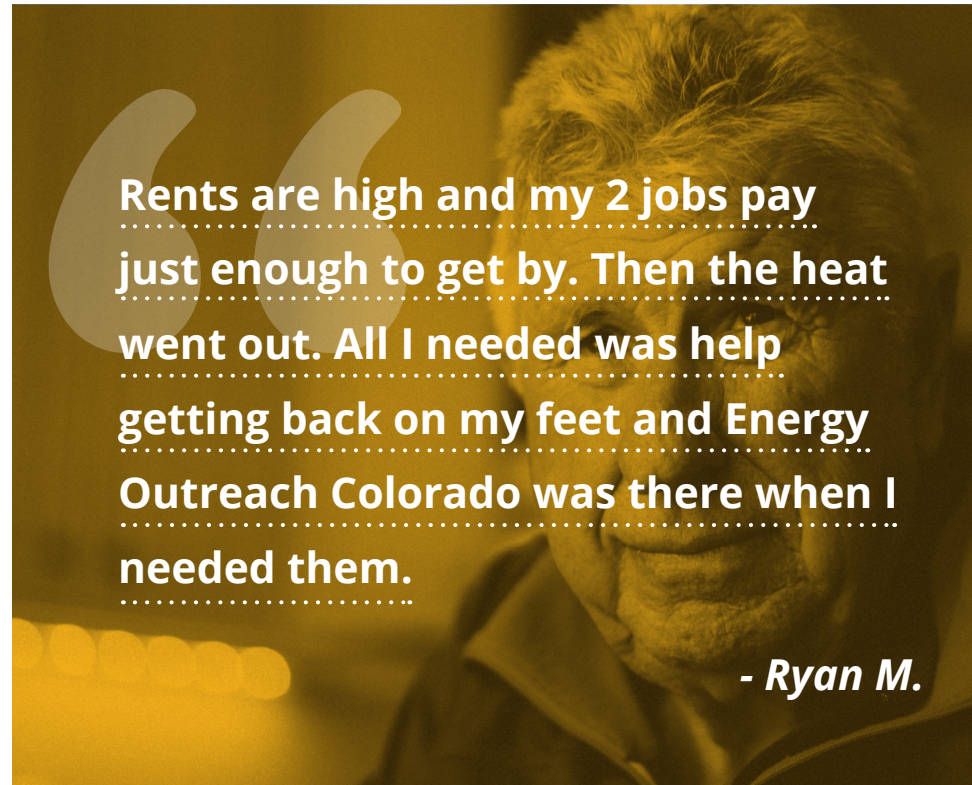


Our Impact

We believe that everyone deserves the basic necessity of being able to afford their home energy costs so they can live in a safe, warm home. Our mission is to make that a reality for Coloradoans. Our programs provide a direct impact for the people we serve by helping them afford their energy costs, worry less, and live in a warm and safe home.

Rents are high and my 2 jobs pay just enough to get by. Then the heat went out. All I needed was help getting back on my feet and Energy Outreach Colorado was there when I needed them.

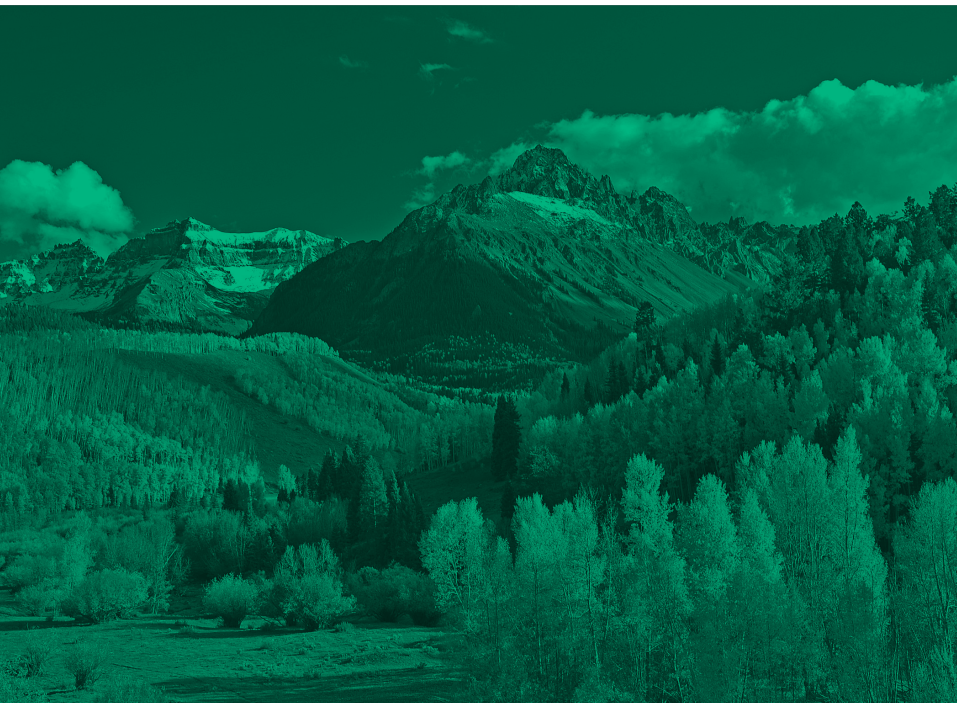
- Ryan M.



Statewide Impact

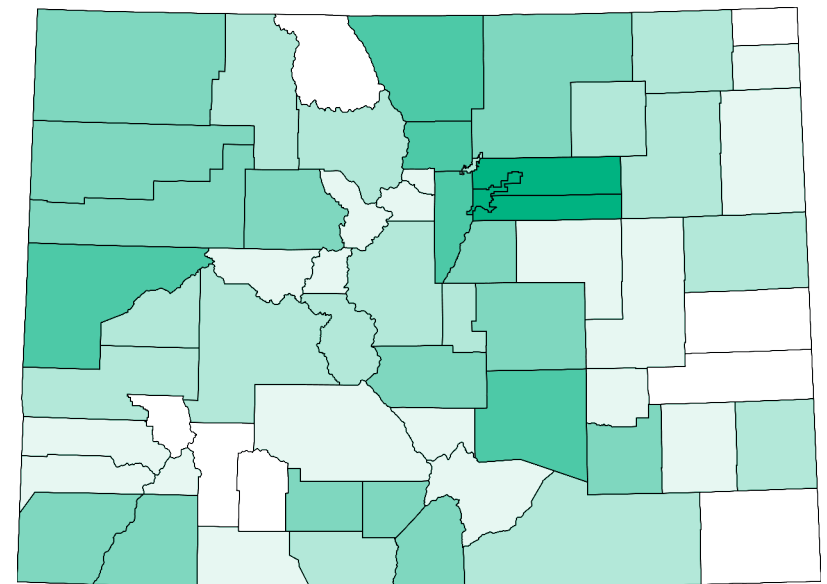
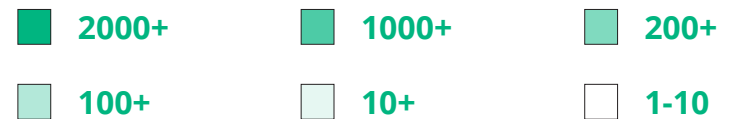
Our statewide impact is possible in part through our strong partnerships with agencies and contractors in the specific counties where participants are being served. This helps expand our outreach and connection to households that might otherwise be hard to reach.

95% of every dollar we raise goes directly into programs that help reduce the energy burden that many people are facing statewide.



2019 Households and Projects Served

Legend



Leveraged Assistance

For 30 years, Energy Outreach Colorado (EOC) has been a leading expert on issues impacting low-income energy consumers. Our strong public and private partnerships have helped raise and leverage millions of dollars to reduce energy costs and usage for low-income Coloradans.

By leveraging utility rebates, government funding, grants, and donor contributions, EOC is able to provide energy efficiency upgrades for single and multi-family housing, as well as health and safety audits, and furnace repairs and/or replacements. These combined resources allow us to provide bill payment assistance and upgrade as many energy improvements as single-family households, nonprofits, or multi-family buildings need to ensure the warmth and safety of the residents.



2019 Funds Leveraged by Source

Nonprofit Owner Contributions	\$1,246,352
Multifamily Owner Contributions	\$1,508,006
Utility Funds Leveraged	\$738,487
Donation Funds Unlocked	\$91,061
TOTAL FUNDS LEVERAGED	\$3,583,906

Energy Savings

Energy efficiency upgrades, HVAC work and weatherization all help decrease energy use which ultimately helps our program participants save money through that energy reduction. The measures we install create a new opportunity for households to regain some stability and help put people back on their feet.

2019 Kilowatt Hours Saved by Source

Nonprofit Kilowatt Hours Saved	1,100,000 kWh
Multifamily Kilowatt Hours Saved	3,001,709 kWh
Single Family Kilowatt Hours Saved	781,938 kWh

TOTAL KILOWATT HOURS SAVED
4,883,647 kWh



We saved **4,883,647 kWh** of energy, enough to power **445 homes** for an entire year.

2019 Dekatherms Saved by Source

Nonprofit Dekatherms Saved	2,290 dth
Multifamily Dekatherms Saved	26,416 dth
Single Family Dekatherms Saved	7,114 dth

TOTAL DEKATHERMS SAVED
35,820 dth



We saved **35,820 dth** of energy, enough to power **900 homes** for an entire year.

Our Communities

Despite Colorado’s growing economy, each year the number of people who qualify for our home energy services increases. There are several causes; one reason is that the lack of affordable housing has become a statewide issue. This forces people to pay a larger portion of their wages on housing; leaving less for other bills, food, medicine, and childcare. This has critically impacted young families, students, teachers, and service workers.

In addition, Colorado’s population is aging which means more people are living on a fixed income with less financial flexibility. When their home energy costs rise because of colder temperatures or faulty home appliances, those individuals and families struggle to afford to keep their heat and lights on.

Our funds are stretched far and wide to help stabilize people in need.



2019 Households Served and Key Demographics

TOTAL HOUSEHOLDS SERVED

23,569

Renter Households Served

18,467

Rural Households Served

4,778

Households with Children Served

8,847

Households with Disabilities Served

4,531

Households with Seniors Served

2,431

Advocacy Efforts

Because of our expertise in consumer energy issues, Energy Outreach Colorado (EOC) leads the state in advocating on behalf of low-income customers for affordable energy policies with the Colorado Public Utilities Commission (PUC), as well as gas and electric companies.

We have also been instrumental in helping to pass legislation to raise millions of dollars for energy assistance and efficiency so low-income households can attain equal services. We are particularly pleased to have participated in the successful passing of the Property Tax Rent and Heat bill which provides that tax, rent, and heating assistance payments be higher for senior citizens and persons with disabilities – a win for the people we serve.

Efficiency Cases	3
Rate Cases	3
Consumer Advocacy Cases	2
Rulemakings	2
Renewable Energy Cases	1
Pieces of Legislation	10



STAND

SPEAK



UP

OUT

FOR ALL COLORADANS

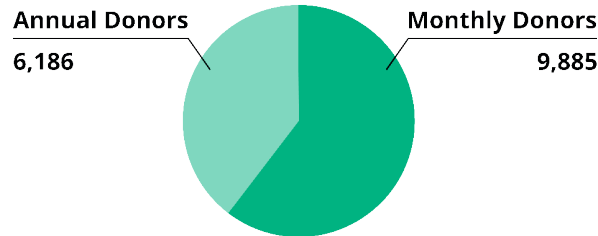
Thank You To Our Supporters

Our generous donors help support our vulnerable neighbors through energy bill payment assistance and free repair or replacement of home energy systems.

Thank you to all of our donors for their continued support and commitment to ensuring that all Coloradans have access to affordable home energy.

Donor Snapshot

Total Number of Donors
.....
16,071



Awards & Recognition



Charity Navigator
4-Star rating for 18 consecutive years



Guidestar
Platinum Seal of Transparency



Better Business Bureau
Highest rating for Charity Accountability

Foundation and Corporate Donors

\$5 Million+

Xcel Energy

\$1 Million+

State of Colorado, Governor's Office

\$100,000+

Atmos Energy
Black Hills Energy

\$50,000+

Clean Environment Fund
Fort Collins Municipal
Holy Cross Energy
Intermountain Rural Electric Association
The Liniger Fund

\$20,000+

Bushong Family Foundation
Colorado Springs Utilities
Poudre Valley Rural Electric Association
The Peierls Foundation, Inc
United Power, Inc

Continued on next page

\$10,000+

- A & K Appliance Service
- Anadarko Petroleum Corporation
- Colorado Propane Gas Association
- Delta Montrose Electric Association
- F.I.S.H. Foundation, Inc
- Great Western Petroleum, LLC
- Herbaly Exploration
- La Plata Electric Association
- Liberty Oilfield Services
- McBride Lighting, Inc
- Meritage Midstream Services
- Mountain View Electric Association
- San Isabel Electric Association
- SM Energy Company
- Wells Fargo Energy Group
- Winston Family Foundation

\$5,000+

- Advanced Hydronics
- Broomhall Brothers, Inc
- City of Aurora
- Colorado Oil & Gas Association, NCC
- Crestone Capital
- Elevation Lighting Services
- Empire Electric Association
- Extraction Oil & Gas
- Gunnison County Electric Association
- Highline Electric Association
- Lightner Family Foundation Fund
- The 1040 Foundation
- White River Electric Association

And thank you to all of our individual donors!

Annual Golf Classic

On September 11, 2019, Energy Outreach Colorado hosted our 16th Annual Golf Classic presented by REMAX, LLC at Sanctuary Golf Course. This has been our only major fund raising event for many years and we are honored to have so many of our sponsors return each year to support our mission. This year we raised a record total of \$210,311 - all of which went directly to into our statewide programs.

Total Raised

\$210,311

This funding went directly to serving Colorado's vulnerable residents through our statewide programs.

Sponsors

- | | |
|------------------------------|--|
| A & K Appliance Service | Innovest |
| Advanced Hydronics | Intermountain Rural Electric Association |
| Assured Partners | Liberty Oilfield Services |
| Atmos Energy | McBride Lighting, Inc |
| Black Hills Energy | Meritage Midstream Services |
| Broomhall Brothers | RE/MAX, LLC |
| Crestone | SM Energy Company |
| Elevation Lighting | Wells Fargo Energy Group |
| Energy Resource Center | Xcel Energy |
| Extraction Oil & Gas | |
| Great Western Petroleum, LLC | |

A Note From Cec Ortiz

President of the Board

Energy is a fundamental need for the safety and healthy wellbeing of any home. When vulnerable households face the inability to pay a utility bill, they face financial difficulties that are hard to recover from.

I've been on the Board for over five years and I am proud of the fact that we are reaching more people statewide every year. Our participants are typical people who have tried to do everything right in life but for one reason or another have fallen on hard times. We help provide stability at a time when they need it the most.

No one should have to live in a home without heat or electricity. I give to EOC each year because I know that they put my donations towards protecting the needs and rights of people in our community.

- Hannah T.

Board of Directors

Cec Ortiz **President**

Confluence Denver, Inc.

Jaime Benmimoun **Treasurer**

Computershare

Mark Sexton **Past President**

Evergreen Natural Resources

At Large Members

Howard Boigon

Boigon Law

Jennifer Cloud

Colorado Coalition for the Homeless

Adam Goldman

Retired (Red Rocks Capital)

John Harpole

Mercator Energy, LLC

Joel Johnson

Berrendo Energy

Troy Whitmore **Vice President**

United Power

Paula Sandoval **Secretary**

Tamales by La Casita, Inc

Patty Limerick

University of Colorado

James Marchiori

Retired (University of Colorado Denver)

Andrew Ramsey

Crestone

Daniel Schnee

Kinder Morgan, Inc.

Moe Tabrizi

Retired (University of Colorado)

Addendum

Fundraising Expenses

.....
\$730,081

End-Of-Year Net Assets

.....
\$21,704,850



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