

# ENERGY OUTREACH COLORADO

Together We Power Stability



# 2020

Annual Report



**ENERGY  
OUTREACH  
COLORADO**  
Together We Power Stability

2020 brought challenges and dark times yet Energy Outreach Colorado remained strong.

*- Jennifer Gremmert, Executive Director*



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# Letter From Jennifer Gremmert

*Executive Director*



When reflecting on this past year, I am overwhelmed with gratitude. 2020 brought challenges and dark times yet in the midst of a pandemic, working remotely, and seeing a dramatic increase in the number of Coloradans who desperately needed our services, Energy Outreach Colorado remained strong.

There were no interruptions to our bill payment assistance - we sustained over 23,669 families with \$11,326,000, a 40 % increase over last fiscal year. Our in-home programs used appropriate safety measures to continue to provide energy efficiency upgrades to help keep costs low while people were homebound.

We remain in a solid position to continue serving our community members throughout the pandemic and beyond.

I give my heartfelt thanks to our donors, and all of our partners who stepped forward to support EOC and help their community members. By working together, we remove worry and insecurity replacing it with warmth and light. Every person deserves nothing less and I am honored to provide stability for people across our state.

Warmly,

Jennifer Gremmert  
Executive Director

## 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.

# COVID-19 and Energy Poverty

For over 30 years, Energy Outreach Colorado (EOC) has been proactive and intentional in helping vulnerable Coloradans afford their home energy costs, stay warm in their homes and remain safe. The COVID-19 pandemic presented critical challenges and hardships for many people, and EOC responded from the start with programming and outreach to support those in need.

Our crisis management strategy was to help stabilize households and nonprofits so they could focus on their health and mission without worry. Our efforts included:

- Launching a Home Energy Assistance Fund, creating new and important mailings, and contacting our most dedicated champions, which raised an additional \$438,871 to pay utility bills for food banks and social network organizations, and to help keep the lights on for households statewide.
- In partnership with the Colorado Housing and Finance Authority (CHFA) we mailed energy savings information to program participants for use while homebound.
- Xcel Energy and EOC collaborated in mailing Energy Kits to households to help reduce energy costs.

## EOC is here to help.

No one should have to worry about living without heat and lights in their home. We will continue to advocate for resources and funding to assist our community.

## Responses to the COVID-19 Pandemic

Increased Funding for Bill Payment Assistance	\$4,300,000
Education Campaign	7,000 Households
Single Family and Multifamily Energy Savings Kits	6,785 Kits
Home Energy Assistance Fund Campaign	\$70,806
Nonprofits Granted Bill Payment Relief	19

# 2020 Financials

Despite having to navigate a global pandemic and economic uncertainty in FY2019/2020, Energy Outreach Colorado has remained financially strong. EOC's transparency in reporting has earned it GuideStar's Platinum Seal of Transparency, along with being Charity Navigator's #1 ranked nonprofit for Transparency and Accountability with 18 consecutive 4-star (highest) ratings.

As we enter a new fiscal year, we are committed to maintaining the strong stewardship of every dollar we receive.

<b>Revenue</b>	<b>2019-2020</b>	<b>Expenses</b>	<b>2019-2020</b>
Individual Contributions	\$2,000,079	Energy Assistance Program	\$12,568,438
Corporate Contributions	\$849,023	Energy Efficiency	\$12,791,567
Corporate Contributions Restricted	\$9,554,508	Crisis Intervention Program	\$3,736,813
Foundation Grants	\$373,035	Advocacy	\$627,775
Government Funding	\$11,780,484	Administrative Costs	\$1,666,402
Statutory/Settlement Funding	\$3,507,513		
Miscellaneous income	\$978,386	<b>Total</b>	<b>\$31,390,996</b>
Investment Income (Unrealized)	\$878,163		
<b>Total</b>	<b>\$29,921,191</b>		

# Our Impact

Each year, 1 in 4 households struggle to afford their home energy costs – the energy burden for under-paid households being 3 times that of higher income households. The 2020 pandemic led to a 40% increase in the number of families struggling to afford their home energy costs. Energy Outreach Colorado (EOC) programs became a lifeline for many households.

To respond to the increase in need, EOC successfully advocated for and received two allocations of CARES Act Relief Funds to assist individuals who were economically impacted by the pandemic and struggled to pay their past-due utility bills. These funds compliment LEAP, with preference given to individuals who are ineligible or denied other forms of assistance such as unemployment insurance, food benefits, or direct federal stimulus payments.

**I was laid off from my job unexpectedly and with no savings. I had to keep our rent paid, and food on the table for my kids, so the utility bills started to pile up. Then I contacted EOC who helped me stabilize my situation and relieved so much worry. I was truly blessed.**

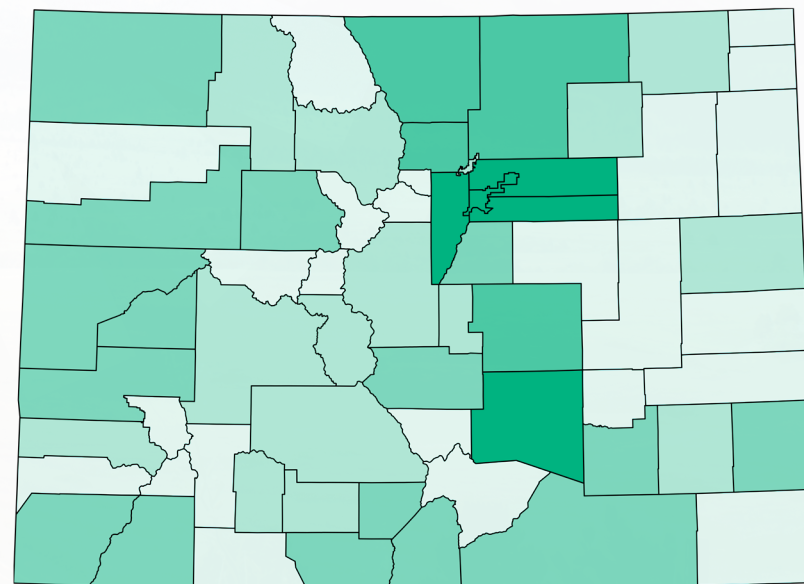
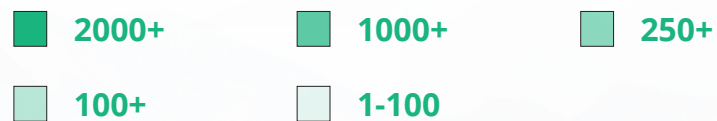
**- Angie F.**

# Statewide Impact

Energy Outreach Colorado (EOC) is a statewide organization with households served and projects completed across all 64 counties of Colorado. We are able to reach so many participants through our wide network of partner organizations that live and work in their own communities and can deliver direct services to people in need.

## 2020 Households and Projects Served

### Legend



# Leveraged Assistance

Energy Outreach Colorado (EOC) is in a unique position in the energy assistance and energy efficiency world. Our strong partnerships and relationships allow us to combine owner contributions, utility rebates, government funding, and donor contributions to help more people in need. These leveraged funds combined with our own resources allow us to ensure the warmth and safety of more Coloradans each year.

## 2020 Funds Leveraged by Source

Donation Funds Unlocked	\$107,036
Owner Contributions	\$853,054
Utility Funds Leveraged	\$2,875,513
<b>TOTAL FUNDS LEVERAGED</b>	<b>\$3,835,603</b>



# Environmental Savings

Energy efficiency refers to the reduction of energy consumption by using less energy to perform the same action, like lighting a room with an LED bulb instead of an incandescent. An important benefit is that it lowers household energy costs and has a societal benefit of reducing our collective energy use. This year, EOC's efficiency programs saved energy equivalent to **removing 1,155 houses** from the grid. When we all use less, there's more for everyone.

## 2020 Kilowatt Hours Saved by Source

Nonprofit Kilowatt Hours Saved	1,623,194 kWh
Multifamily Kilowatt Hours Saved	1,881,725 kWh
Single Family Kilowatt Hours Saved	2,146,558 kWh

**TOTAL KILOWATT HOURS SAVED**  
5,651,477 kWh

## 2020 Dekatherms Saved by Source

Nonprofit Dekatherms Saved	4,317 dth
Multifamily Dekatherms Saved	8,683 dth
Single Family Dekatherms Saved	12,488 dth

**TOTAL DEKATHERMS SAVED**  
25,488 dth

## 2020 Greenhouse Gases Reduction

This year, Energy Outreach Colorado has tracked the greenhouse gases reduced through our programs, offering a more complete view of our organization's positive impact on the environment.

**TOTAL GREENHOUSE GAS REDUCTION**  
4,296 Metric Tons

*4,296 Metric Tons is the equivalent of emissions produced by driving 10,660,050 miles in an average passenger car.*

# Our Communities

As a statewide organization, EOC provided energy efficiency support and programs to people living in both urban and rural communities. As a statewide organization, EOC provided energy efficiency support and programs to people living in both urban and rural communities, with heating sources that vary from gas to propane to wood. The individuals we serve represent all walks of life, yet have at least one thing in common – the need for energy security. Here is a demographic snapshot of the households we are proud to serve.

## 2020 Households Served and Key Populations

### TOTAL HOUSEHOLDS SERVED

32,626

### Renter Households Served

18,672

### Rural Households Served

7,525

### Households with Children Served

14,230

### Households with Disabilities Served

6,658

### Households with Seniors Served

5,650



# Advocacy Efforts

Throughout 2020, EOC remained an influential leader in consumer energy issues at the State Capitol and at the Public Utilities Commission. We provide a voice for low-income energy customers by advocating for affordable energy policies and rate structures. Our work also helps local lawmakers create more equitable policies that remove barriers for their constituents and help them better afford their home energy costs.

<b>Rulemakings</b>	<b>4</b>
<b>Energy Efficiency Cases</b>	<b>2</b>
<b>Rate Cases</b>	<b>8</b>
<b>Investigatory Cases</b>	<b>1</b>
<b>Electrification Cases</b>	<b>1</b>
<b>COVID-19 Related Bills</b>	<b>2</b>
<b>Pieces of Legislation</b>	<b>6</b>



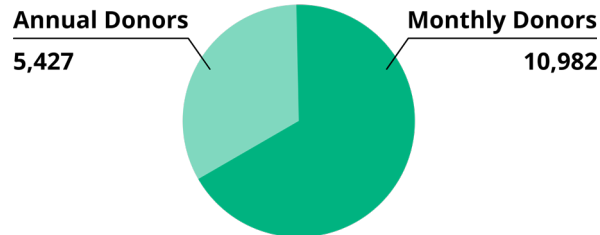
# Thank You To Our Supporters

We wish to express sincere gratitude to our generous donors for their unwavering support. Even in these difficult times, we were able to increase our services and provide support for many households with the help of our loyal donors, and our government, utility and corporate partners. You have made an important difference in people's lives.

Thank you.

## Donor Snapshot

Total Number of Donors  
.....  
**16,409**



## Awards & Recognition



**Charity Navigator**  
4-Star rating for 19 consecutive years



**Guidestar**  
Platinum Seal of Transparency



**Better Business Bureau**  
Highest rating for Charity Accountability

# Foundation and Corporate Donors

## \$5 Million+

Xcel Energy

## \$100,000+

Atmos Energy  
Black Hills Energy  
Holy Cross Energy  
Intermountain Rural Electric Association

## \$50,000+

Black Hills Corporation Foundation  
Fort Collins Municipal  
City of Aurora  
The Liniger Fund

## \$20,000+

Bushong Family Foundation  
Colorado Energy Foundation  
Fulcrum Foundation  
Herbaly Foundation  
PDC Energy  
Poudre Valley Rural Electric Association  
San Isabel Electric Association  
The Peierls Foundation, Inc  
Yampa Valley Electric Association

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**\$10,000+**

- Advanced Hydronics
- Colorado Housing And Finance Authority
- Colorado Propane Gas Association
- Delta Montrose Electric Association
- G. & R. Quiat Family Foundation
- Great Western Petroleum, LLC
- La Plata Electric Association
- McBride Lighting Inc
- Mountain View Electric Association
- SM Energy Company
- The Rentschler Family Fund
- Ultra Petroleum

**\$5,000+**

- A & K Appliance Service
- Broomhall Brothers Inc
- Colorado Natural Gas
- Colorado Oil & Gas Association  
North Central Chapter
- East Daley Capital Advisors, Inc.
- Elevation Lighting Services
- Grand Valley Power
- Group14 Engineering, Inc.
- Meritage Midstream Services
- The 1040 Foundation
- The Miral Family SRI Fund  
at The Denver Foundation

**And thank you to all of our individual donors!**

# 17th Annual Golf Classic

We were not convinced that a golf event would be possible in 2020 but thanks to our dedicated and generous sponsors, along with the support of the Sanctuary Golf Course staff and their commitment to safe play, Energy Outreach Colorado hosted its 17th Annual Golf Classic on August 27, 2020.

The impact to Colorado communities includes:

- 130 households stabilized through energy bill payment assistance
- 25 emergency furnace repairs/replacements installed
- 13 affordable housing apartments weatherized with energy efficient measures

The golf classic was presented by RE/MAX LLC.

## Total Raised

**\$162,300**

## Sponsors

- |                              |                             |
|------------------------------|-----------------------------|
| A & K Appliance Service      | Innovest                    |
| Advanced Hydronics           | McBride Lighting, Inc       |
| BOK Financial                | Meritage Midstream Services |
| Broomhall Brothers           | Poudre Valley REA           |
| East Daley Capital           | RE/MAX, LLC                 |
| Elevation Lighting           | SM Energy Company           |
| Great Western Petroleum, LLC | Xcel Energy                 |

# A Note From Moe Tabrizi

*President of the Board*



No one should have to live in a home without heat or lights. Yet, far too many households worry about how they are going to afford their home energy costs. This is why I am proud to be the Board Chairman of Energy Outreach Colorado (EOC); to help families in need remain warm and safe in their homes.

For over 30 years, EOC has provided home energy bill payment assistance for vulnerable Coloradans. With time, they have expanded their services to respond to other urgent home energy needs that include furnace repair and replacements, weatherization, and energy efficiency upgrades. As advocates, they work with energy utilities and the Public Utility Commission so that energy rates are designed to be equitable for all households.

During the many months that we have been struggling with COVID, the EOC staff has tirelessly demonstrated their commitment to providing services and assistance to the many people impacted by the pandemic. I am very grateful to each of them. I also want to acknowledge the generosity of our loyal donors, and to thank our utility, government, and corporate partners who provided their support and resources to ensure that all Coloradans have access to affordable home energy.

Together, we support, stabilize and sustain our communities.

# Board of Directors

## **Moe Tabrizi**

**President**

Retired - University of Colorado

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**Treasurer**

Retired - Red Rocks Capital

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**Past President**

Consultant

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Computershare

## **Howard Boigon**

Boigon Law

## **Jennifer Cloud**

Colorado Coalition for the Homeless

## **Joel Johnson**

Berrendo Energy

## **Chris Lopez**

Colorado Housing Finance Authority

## **Ashley McNamee**

Ascension Energy Partners

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