



ENERGY OUTREACH  
*Colorado*

Helping Coloradans afford home energy

# Pioneering Partnerships to fund Energy Assistance



# Energy Outreach Colorado

- Mission – Help all Coloradans Afford Home Energy
- Founded in 1989; distributed over \$250 Million
- Statewide program; Private nonprofit 501(c)(3) organization
- Programs: Energy Assistance, Energy Efficiency and Behavior Change, and Advocacy
- Leverage state, utility, municipal and private funds to expand program offerings for families



# EOC's Vision



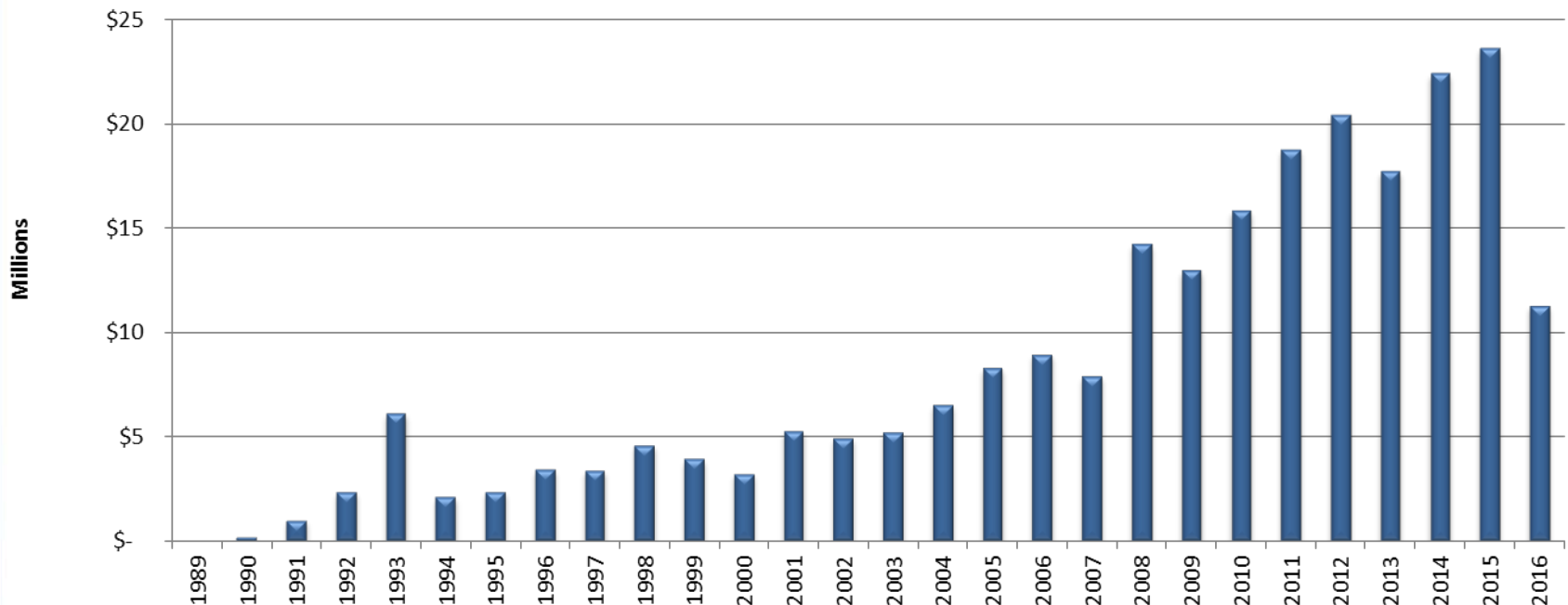


Energy Outreach Colorado partners with agencies across the state to provides comprehensive and wide-ranging care.



# Program Growth

Energy Outreach Colorado  
Program Spending Since Inception



Source IRS Form 990



# Funding History

- Early years (1989-2004) – more traditional fuel fund model; utility bill inserts, direct mail, some regulatory settlements created windfalls
- Growth years (2005-2016) - energy efficiency contracts (state, utility, municipal); state severance tax (high natural gas prices); many regulatory successes (late payment fees)
- Regulatory work not all reflected in EOC's bottom line (PIPP, rate impacts)



# EOC Program Matrix

Emergency Bill Payment Assistance	Energy Efficiency Projects	Behavior Change & Advocacy
Utility Bill Check off Programs	Utility Demand Side Management (DSM) Contracts	Individuals and Corporate donors
Residential Late Fees – Xcel Energy	State Weatherization Funds – Multi-family buildings	Contracts with Affordable Housing Developers and Housing Authorities
Severance Tax Operational Funds – State funds <b>Reduced to \$0 next year ☹️</b>	Crisis Intervention Program – LIHEAP Funds – furnace repair and replacement	Working with utilities to fund “resident engagement programs”
Individual Donors	City and County of Denver – franchise fee negotiation	Facility manager trainings
Corporations and Foundations	Oil and gas producers – less with low prices	
	Individuals and Corporate donors	



# EOC Efficiency Programs

Multi-family Affordable Housing	Nonprofit Energy Efficiency Program	Single Family Households
Centrally heated and individually heated buildings – more than 5 units	Commercial buildings – shelters, food banks, transitional housing, administrative offices	Partnership between EOC and CEO-State Weatherization Program
Statewide Multi-family provider for CEO - State Weatherization Program	City and County of Denver	Crisis Intervention Program – LIHEAP - Furnace replacement and repair
Utility DSM - Xcel Energy, Atmos Energy, Black Hills Energy, Colorado Natural Gas - Custom Rebates	Utility DSM - Xcel Energy, Atmos Energy, Black Hills Energy, Colorado Natural Gas - Custom Rebates	Utility DSM - All IOUs - Prescriptive Rebate Levels - Created CARE – up to 80% AMI - Lots of new partners
Also working with Rural Electric Cooperatives and Municipal Utilities	Large energy users that have not been targeted historically	Creates unique access points to customers
Ability to decrease customer bills; also split incentives	Used to “band aiding” systems	





# Program Principles

- Collaboration – EOC relies on lots of partnerships – public, private and nonprofit
- Integration of efficiency and conservation into all programs, including energy assistance
- Focus on energy affordability; reducing energy burden
- Representing the low-income energy consumers in local and statewide initiatives
- Continual process improvement internally
- Outcomes and evaluation – measuring success



# Partners

- State LIHEAP and Colorado Energy Office - public
- Utility companies – contracts for low-income energy efficiency with IOUs and REAs
- Energy auditors – ensuring that best investment is made in buildings
- Contractors – ensure quality installation
- Partner with state weatherization agencies – part of CEO's network – installation of measures
- Recipients – requires a lot of education to ensure that energy savings are met – Key to Success!



# Challenges

- New Energy Economy - few are thinking about its affect on low-income consumers
- Bridging the gap between:
  - Energy industry – focus on bottom line
  - Environmentalists – focus on carbon reduction
  - Consumers – focus on paying bills
- Balance between short and long term solutions
- Determining when in the process efficiency investments are best made



# Keys to Success

- Subcontractor Model – able to ramp up and down quickly
- Leveraging Funds – public, utility and other private funds
- Understanding Funders' Goals
  - Utilities = Savings
  - State and DOE = Production, moving more toward burden
  - Cities/Corporations = Carbon Reduction
- Producing and Tracking Results and Good Reporting
  - Database – tracking units, kW, kWh, Dths, carbon – working to add water savings
  - Outcomes – Measurement and Verification
  - Continuous Process Improvement
- Keeping the Clients needs first
  - Building Owners and Residents
  - Advocacy on their behalf – few entities consider their needs



# Future

- Looking at Philanthropy/Investment strategies
  - Social Impact Bonds
    - Require really strong measurement and verification
    - Consideration of non-energy benefits
    - Rethink traditional grant model; paying it back
  - Long term partnerships with funders
    - Planning 5-10 years out, not annual support
    - Willing to make key programmatic changes as a result of partnership outcomes



# Gaps

- EOC has been working to ramp up Development efforts since we have been focused on non-traditional funding
  - Major Donor focus
  - Planned Giving
  - Acquisition of new donors; changing utility billing methods challenges us
  - Events – co-branded with partners
- New Philanthropy Opportunities



# Garden Court Apartments, Denver



## 15 buildings with 300 units of affordable housing

- Annual total utility costs of \$263,765

## Energy Efficiency Measures installed:

- Boiler replacements (\$895K)
- Insulation
- Lighting, common areas and in unit lighting,
- Refrigerators



## Total Project cost – \$1,050,000

- Leveraged five (5) funding sources and financing (40%)
- Xcel Energy provided 20% of the cost

## Predicted Annual Savings – \$69,120 – 26% Annual utility bill reduction

- With leveraged grant funds, 6-year simple payback for owner

## Savings can be spent on:

- Other capital improvements
- Additional staff for supportive services



# Anadarko Partnership

- Anadarko is a large oil and natural gas producer that operates in Colorado
- Partnered with EOC to deliver energy assistance and efficiency programs to 25 households where they have operations
- EOC 's Energy Team meets families in their homes (very new program model of direct service)

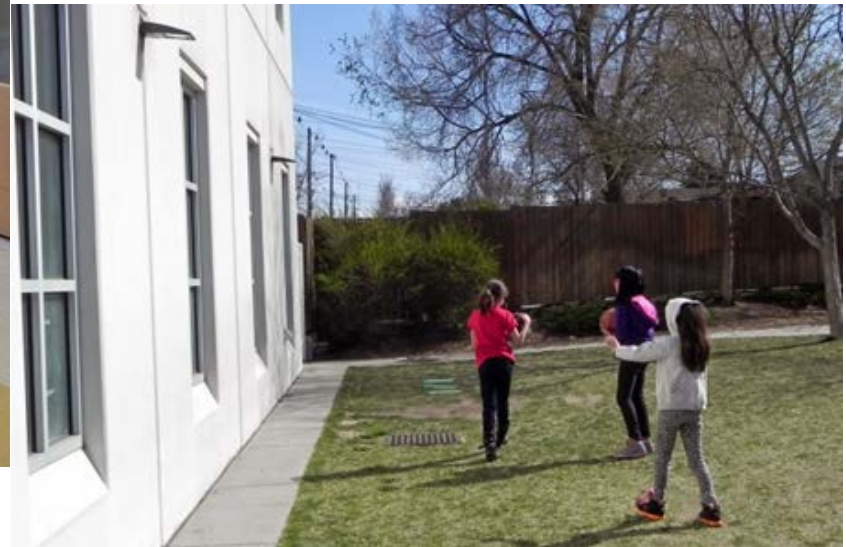




# Denver Rescue Mission



# Girls Inc.







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