



Office of Sustainability, Climate Action & Resilience

2020 13th Street • Boulder, Colorado 80302
P.O. Box 471 • Boulder, Colorado 80306

TO: Susie Strife, Office of Sustainability, Climate Action & Resilience Director
Courtney Gabriel, Procurement Manager, Office of Financial Management

FROM: Dave Hatchimonji, Office of Sustainability, Climate Action & Resilience (“OSCAR”)

DATE: November 8, 2023

RE: Energy Outreach Colorado Service Contract Bid Waiver for Low-Income Residential Energy Programming in Boulder County

Dear OSCAR Director and County Procurement Manager,

I am requesting that a bid waiver be granted to allow OSCAR to contract as quickly as possible with Energy Outreach Colorado (“EOC”) to develop a new income-qualified programming agreement with this statewide low-income (“LI”) energy assistance organization.

While we are currently contracted with EOC’s Colorado Affordable Residential Energy program (CARE), as well as adding a utility bill subsidy for county residents subscribed to the Xcel-owned Valmont low-income dedicated community solar garden located in Boulder County, an expanding budget and breadth of opportunities related to the CARE program for 2024 is necessitating a new contract with EOC. Given the reasons listed below as well as this urgency to make available these services to our income-qualified residents as soon as possible during the winter months of 2024, we ask that we be allowed to sole source this work to this organization.

Energy Outreach Colorado is uniquely positioned, and it would be fair to say, the only organization in Colorado positioned to offer a comprehensive suite of income-qualified energy services. Their programming in addition to CARE and administering low-income community solar garden subscriptions also include the Crisis Intervention Program or “CIP”, which addresses the sudden loss of home heating by an income-qualified resident, utility bill assistance, Healthy Homes, and the Marshall fire LI smoke damage rebates.

Other points worth noting include:

- Currently EOC is the only non-Weatherization Assistance Program agency allowed by the state to access low-income dedicated utility rebates and incentives in our region. Access to these larger utility incentives (e.g., Xcel’s \$6,000 heat pump rebate, and total cost for insulation and air sealing), will allow for county funds, acting as a gap funding, to serve more county residents.
- EOC has current LI partnerships with the City of Boulder and the City of Longmont, as well as serving residents in every municipality in the County. OSCAR’s agreement with EOC will create new synergies with these existing programs.
- EOC is directly partnering with the City and County of Denver’s Healthy Homes program, a model that we are looking at emulating. Additional new collaborations between the County and Denver to address equitably serving our respective disadvantaged communities will be able

Claire Levy County Commissioner **Marta Loachamin** County Commissioner **Ashley Stolzmann** County Commissioner

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to build upon the commonalities should the County replicate the Healthy Homes relationship with EOC

- OSCAR’s current CARE agreement with EOC which is set to expire December 31, 2023 should provide a seamless transition to this new agreement.
- It is anticipated that the majority of funds provided by the County to EOC for the services rendered will be in the form of pass-through funds that go directly to covering the gap in project funding not covered by a utility incentive, state or federal tax credit, or private donation. Unlike partnering with a for-profit program administrator that has shareholder obligations to meet, this 4-Star rated (Charity Navigator), Better Business accredited charitable organization’s vision is to utilize its revenues to ensure that all Coloradoans can afford their energy needs.

In conclusion, OSCAR as well as Boulder County has a long and fruitful relationship with Energy Outreach Colorado, and it is our hope that we can build upon this success as quickly as possible given the need to serve our most vulnerable populations during what is projected to be a cold and wintry winter.

Budget: It is anticipated that the budget for this contract will be a not-to-exceed amount of \$2,000,000.
Note: as of the date of this request County and OSCAR 2024 budgets have not been approved by the BOCC.

Action Requested/Recommended: Staff recommends that approval of this bid waiver be granted.

Thank you for your consideration of this request.
Sincerely,
Dave Hatchimonji

Approvals:

Ms. Susie Strife: _____ Director, Office of Sustainability, Climate Action & Resilience	Date: _____
Ms. Courtney Gabriel: _____ Purchasing Manager, Office of the County Administrator	Date: _____
Claire Levy: _____ Chair, Board of County Commissioners	Date: _____