

Energizing our  
**COMMUNITIES**  
together



2017 ANNUAL REPORT



**Ron McVoy**  
CHAIRMAN  
Councilman,  
Village of North Kingsville  
(Ashtabula County)



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VICE CHAIRMAN  
Mayor,  
City of South Euclid  
(Cuyahoga County)



**John Zehentbauer**  
Trustee,  
Hanover Township  
(Columbiana County)



**Jim Flaiz**  
Prosecutor,  
Gauga County  
(Gauga County)



**Rob Duncan**  
Mayor,  
City of Norwalk  
(Huron County)



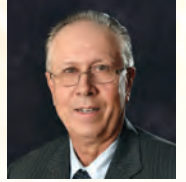
**Daniel Troy**  
Commissioner,  
Lake County  
(Lake County)



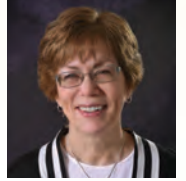
**David Gillock**  
Mayor,  
City of North Ridgeville  
(Lorain County)



**Robert McCracken**  
Trustee,  
Goshen Township  
(Mahoning County)



**Patricia Hanek**  
President of Council,  
City of Brunswick  
(Medina County)



**Mickey Marozzi**  
Engineer,  
Portage County  
(Portage County)



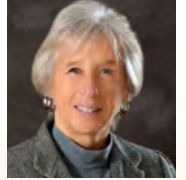
**Aaron Montz**  
Mayor,  
City of Tiffin  
(Seneca County)



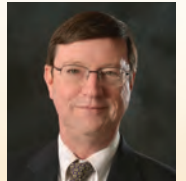
**Steve Patterson**  
Mayor,  
City of Athens  
(Southeast Ohio)



**Jan Tulley**  
Councilwoman,  
City of Macedonia  
(Summit County)



**Jack Haney**  
City Manager,  
City of Newton Falls  
(Trumbull County)



# Board of DIRECTORS

# A letter from the CHAIRMAN

Throughout 2017, the NOPEC staff and Board of Directors have continued to focus on providing outstanding value, savings and service to the growing number of communities and consumers we serve. We added more than a dozen new communities and broadened our reach to 14 counties with the expansion into the Southeast Ohio Public Energy Council service territory for the City of Athens this past year.



Ron McVoy

NOPEC was more active in your communities this past year than any year previously, helping to educate and inform your residents about the benefits of NOPEC and provide money-saving energy-efficiency tips. Our sponsorships of the Lake County Captains Family Fun Sundays in Eastlake and Rockin' on the River summer concert series in Lorain provided us the opportunity to expand our visibility and directly communicate with over 100,000 people that attended these popular regional events. And the launch of the Do Not Knock Program has helped protect over 9,000 residents who registered for this program in six NEO communities from unwanted door-to-door solicitors, including aggressive energy salespeople.

NOPEC's vigilant advocacy efforts in both Washington D.C. and Columbus, including the commissioning of our impactful white paper on the benefits of electric deregulation in Ohio, helped to educate legislators and avert harmful legislation from negatively affecting utility ratepayers in NOPEC communities and throughout the state of Ohio.

Our expanded relationship with NextEra brought about by the unexpected change in electric suppliers at the end of 2016 resulted in many opportunities and benefits for NOPEC member

communities. The combined resources of NOPEC and NextEra enables our communities to take advantage of several exciting new programs, including:

- \$6 million in NOPEC Energized Community (NEC) grants for energy-efficiency and improvement projects;
- Funds designated for sponsorship of community events;
- Expanded availability for fixed rate PACE & STEP financing;
- At-cost energy pricing through our Municipal Preferred Pricing Program; and
- Electric vehicle charging stations and car leases as well as multi-device charging docks.

NOPEC will deliver all of this while continuing to offer competitive electric and natural gas rates for residential and small business customers. In fact, NOPEC pricing is commonly lower than 95% of retail energy suppliers in the market. And we continue to increase awareness about all of the programs available to NOPEC members, not only for the community, but for residential and small business customers as well.

This annual report details NOPEC's 2017 accomplishments and provides a glimpse at what exciting things lie ahead in 2018. Thank you for all of your ongoing support. NOPEC belongs to you and we look forward to continuing our collaboration with each community in our aggregation. We will continue to aggregate, educate and advocate for you so that we can energize the future for every NOPEC community.

A handwritten signature in black ink that reads "Ronald McVoy". The signature is fluid and cursive, with a long horizontal stroke at the end.

Ron McVoy, Chairman, NOPEC Board of Directors



# We're celebrating GROWING partnerships.

In 2017, NOPEC grew to include 219 communities within 14 counties throughout Ohio. We successfully added or expanded membership in the following communities:

## New Gas Members

Ashtabula County  
- Jefferson Township

Columbiana County  
- Fairfield Township

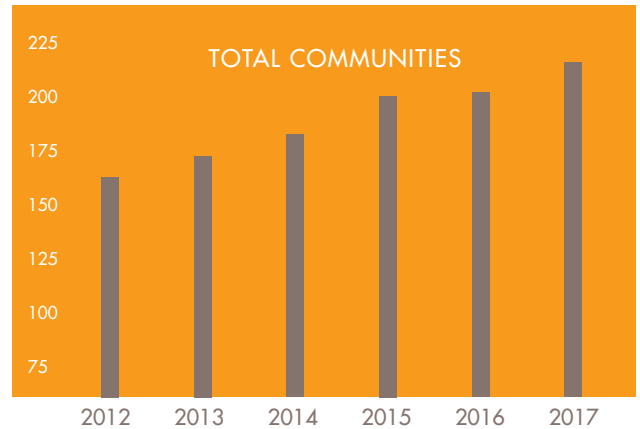
Cuyahoga County  
- Linndale Village

Geauga County  
- Montville Township

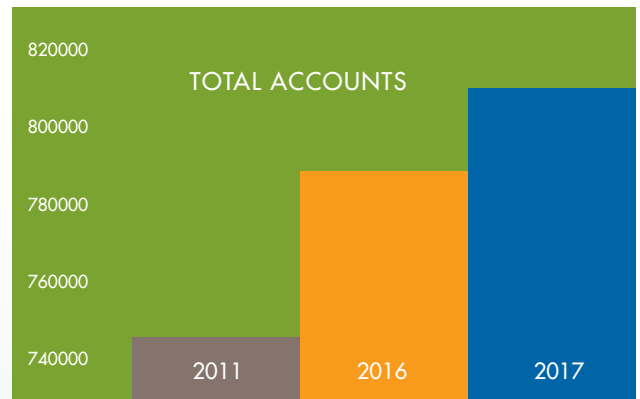
Southeast Ohio  
Public Energy Council  
- Athens

Summit County  
- Bath Township  
- Boston Township  
- Copley Township  
- Coventry Township  
- New Franklin City  
- Northfield Center Township  
- Richfield Township  
- Springfield Township  
- Twinsburg Township

## New Community Growth



## Electric and Natural Gas Accounts



NOPEC helps new communities become members from the beginning of the ballot process all the way until the electricity and natural gas flow. We provide the legal paperwork, help the community with its process, and handle all regulatory filings at the Public Utilities Commission of Ohio (PUCO). For more information, go to the "How Communities Join NOPEC" section at [nopec.org](http://nopec.org).



## Natural Gas and Electric Communities

### Ashtabula County

Ashtabula  
Ashtabula Township  
Conneaut  
Geneva  
Geneva on the Lake  
Geneva Township  
Harpersfield Township  
Jefferson Township  
Jefferson Village  
Kingsville Township  
North Kingsville Village  
Plymouth Township  
Saybrook Township

### Cuyahoga County

Beachwood  
Bedford  
Bedford Heights  
Bentleyville  
Berea  
Bratenahl  
Brecksville  
Broadview Heights  
Brook Park  
Brooklyn  
Brooklyn Heights Village  
Chagrin Falls  
Cuyahoga Heights  
Fairview Park  
Garfield Heights  
Gates Mills  
Glenwillow  
Highland Heights  
Highland Hills Village  
Hunting Valley  
Independence  
Lakewood  
Lindale Village  
Lyndhurst  
Maple Heights  
Mayfield Heights  
Mayfield Village  
Middleburg Heights  
Moreland Hills  
Newburgh Heights  
North Olmsted  
North Randall  
North Royalton  
Oakwood Village  
Olmsted Falls

Olmsted Township  
Orange Village  
Parma Heights  
Pepper Pike  
Rocky River  
Solon  
South Euclid  
Strongsville  
University Heights  
Valley View  
Walton Hills Village  
Warrensville Heights  
Woodmere Village

### Geauga County

Auburn Township  
Bainbridge Township  
Burton Village  
Chardon  
Chester Township  
Claridon Township  
Hambden Township  
Huntsburg Township  
Middlefield Village  
Montville Township  
Munson Township  
Newbury Township  
Russell Township  
South Russell Village

### Huron County

Norwalk

### Lake County

Concord Township  
Eastlake  
Fairport Harbor  
Grand River  
Kirtland  
Kirtland Hills Village  
Lakeline Village  
Leroy Township  
Madison Township  
Madison Village  
Mentor  
Mentor on the Lake  
Painesville Township  
Perry Township  
Perry Village  
Timberlake  
Waite Hill  
Wickliffe  
Willoughby  
Willoughby Hills  
Willowick

### Lorain County

Amherst Township  
Avon  
Avon Lake  
Carlisle Township  
Columbia Township  
Eaton Township  
Elyria  
Elyria Township  
Lorain  
New Russia Township  
North Ridgeville  
Sheffield Lake  
Sheffield Township  
Sheffield Village  
South Amherst

### Medina County

Brunswick

### Portage County

Atwater Township  
Brimfield Township  
Charlestown Township  
Deerfield Township  
Edinburg Township  
Franklin Township  
Freedom Township  
Garrettsville  
Hiram Township  
Hiram Village  
Kent  
Mantua Township  
Nelson Township  
Palmyra Township  
Paris Township  
Randolph Township  
Ravenna Township  
Rootstown Township  
Shalersville Township  
Suffield Township  
Sugar Bush Knolls  
Windham Township

### Seneca County

Tiffin

### Summit County

Clinton Village  
Macedonia  
Northfield Village  
Reminderville  
Richfield Village

### Trumbull County

Liberty Township  
Warren

## Natural Gas Communities

### Columbiana County

Butler Township  
Fairfield Township  
Hanover Township  
Hanoverton Village  
Knox Township  
Leetonia Village  
Middleton Township  
Perry Township  
Unity Township  
West Township

### Cuyahoga County

Bay Village  
Cleveland  
Cleveland  
Parma  
Richmond Heights  
Seven Hills

### Geauga County

Burton Township  
Troy Township

### Lake County

North Perry Village

### Lorain County

Grafton Township  
Penfield Township  
Vermilion

### Mahoning County

Goshen Township  
Milton Township  
Springfield Township

### Medina County

Chippewa Lake  
Gloria Glens

### Summit County

Bath Township  
Boston Heights  
Boston Township  
Copley Township  
Coventry Township  
New Franklin City  
Northfield Center Township  
Richfield Township  
Sagamore Hills Township  
Springfield Township  
Twinsburg Township

### Trumbull County

Newton Falls

Southeast Ohio Public  
Energy Council  
Athens

## Electric Communities

### Ashtabula County

Andover Township  
Austinburg Township  
Cherry Valley Township  
Colebrook Township  
Denmark Township  
Dorset Township  
Hartsgrove Township  
Lenox Township  
Monroe Township  
Morgan Township  
New Lyme Township  
Orwell Township  
Orwell Village  
Pierpont Township  
Richmond Township  
Roaming Shores Village  
Rock Creek  
Rome Township  
Sheffield Township  
Trumbull Township  
Wayne Township  
Williamsfield Township  
Windsor Township

### Cuyahoga County

East Cleveland  
Shaker Heights

### Geauga County

Chardon Township  
Middlefield Township  
Parkman Township  
Thompson Township

### Lorain County

LaGrange Township

### Summit County

Lakemore Village  
Peninsula Village  
Twinsburg

### Trumbull County

McDonald Village

# We're RAISING the bar on community outreach.

NOPEC is present at community events in member communities throughout the year directly engaging with residents, explaining who we are and what we do. We believe our presence in and commitment to your community and its residents is something that sets us apart from all other aggregators in Ohio.

Residents are often confused and frustrated trying to make sense of the energy market and the many choices available. Spending significant time in the communities we serve and being personally accessible has

helped many residents understand their options and has provided them the tools to make informed decisions about their energy choices.

We also work hard to make sure the residents we serve know how to protect themselves from the many energy scams we hear so much about.

## Community Presentations

In 2017, NOPEC conducted over 40 presentations throughout our territory. These presentations allowed us to speak directly with the residents we serve, answer questions about NOPEC, warn residents about the dangers of door-to-door energy





solicitors and share energy-saving tips. These presentations, which are possible thanks to the support from senior/community centers and libraries within your communities, are an effective way for NOPEC to share its mission and message with residents.

## Energy Bike Presentations

The NOPEC Energy Bike continues to log miles throughout Ohio. The Energy Bike is an effective tool to educate children and adults on energy consumption and conservation. Energy Bike events are a great, informal way for residents to learn about

NOPEC, complete a fun activity and earn a cool prize. The Energy Bike is free and available to any member community. You can reserve it anytime by contacting our Community Outreach Manager Tony Ramos at [aramos@nopec.org](mailto:aramos@nopec.org).

## Regional Sponsorships

During the summer of 2017, NOPEC sponsored two regional programs: the Lake County Captains Family Fun Sundays and the Rockin' on the River Summer Concert Series

in Lorain County. Through these sponsorships, over 100,000 people in Northeast Ohio were exposed to NOPEC's brand. These sponsorships also provided NOPEC additional opportunities to talk with area residents, help to explain NOPEC's mission of negotiating for lower energy rates, educating customers on saving energy, and advocating to protect our communities and customers.





## Lake County Captains Family Fun Sundays



## Rockin' on the River Summer Concert Series



## Community Presentations







# Our energy bike is **POWERING** our savings message.

Girls from four middle schools in Brunswick, Nardon Hills, Warren, and Wickliffe participated in the NOPEC Energy Bike Project: Activating and Energizing Girls in Science (AEGIS).

The students learned the mechanics of the Energy Bike, then applied their knowledge by assembling and wiring the bikes. They also participated in a variety of STEM (science, technology, engineering and mathematics) related games and activities.

The Energy Bike Project concluded June 14th, 2017, with a celebration event rewarding students with participation medals. During the celebration, the students gave presentations to demonstrate the knowledge and skills learned during the program.

Increasing awareness of energy conservation and the advantages of energy-efficiency is an important part of NOPEC's mission to give back to our member communities in ways that can benefit them for years to come. The Energy Bike Project provides



Brunswick



NOPEC the opportunity to share this message while educating and empowering the energy decision-makers of the future.

NOPEC provided the funding and support necessary to bring this program to Northeast Ohio. This included the teaching materials and the energy bikes that the students built to use in their schools' energy science curricula and to share with their communities.





Nordonia Hills



Warren



Wickliffe





# We're SHARING the fun with bike donations.

NOPEC staff assembled and donated 24 bikes to children participating in local Boys and Girls Clubs. New bikes and helmets were presented in September to

12 children from Cleveland St. Luke's Manor chapter. Another 12 bikes and helmets were given to children participating in the City of Lorain's Boys and Girls Club during their Christmas party in December.



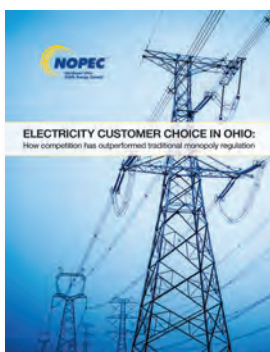


# We're SPREADING knowledge to our members.

As part of our ongoing advocacy efforts, in January 2017, NOPEC released a white paper we commissioned outlining the positive impact of electric deregulation for customers statewide. This study, titled *Electricity Customer Choice in Ohio: How competition has outperformed traditional monopoly regulation* and prepared by Cleveland State University's Maxine Goodman Levin College of Urban Affairs and The Ohio State University John Glenn College of Public Affairs, calculated the \$15 billion Ohio consumers have saved since 2011 and projected another \$15 billion in savings through 2020 from electric deregulation.

**This study helped to effectively counteract the efforts of two major utilities which had begun lobbying the Ohio legislature to reregulate the electricity market in Ohio.**

Reregulation could have destroyed the ability of residential consumers and small businesses to aggregate into purchasing groups to procure



cheaper electricity. There was a possibility that, after saving customers more than \$300 million dollars in shopping benefits alone, NOPEC and other governmental aggregation programs would cease to exist as we know it.

During 2017, many of our community leaders answered our request to get involved and contacted their State Representatives and State Senators. Because of these proactive efforts and the positive manner in which the NOPEC white paper has been received, many of our legislators now know more about the value of deregulation and the indisputable truth that Ohio is much better off now, and in the future.

If you would like a copy of the NOPEC white paper, email [marketing@nopec.org](mailto:marketing@nopec.org). Include your name, how many copies you would like to receive and mailing address. We're happy to continue to distribute this compelling study in our ongoing efforts to protect Ohio's electric customers.

## Community Education

NOPEC hosted a couple of educational events designed to help community leaders in our member communities operate more efficiently and utilize the resources available to them through NOPEC. These events included a social media session where Thundertech presented many ways communities can use social media to communicate to their residents, including sharing information that is available to them through the NOPEC Ambassador Portal.

NOPEC also hosted two conflict management seminars that provided valuable information to community leaders and staff about productive vs. unproductive conflict and ways to effectively solve workplace issues.



# New marketing is **MULTIPLYING** our brand awareness.

Our new brand campaign was unveiled in January 2018 after months of careful research and creative development. Backed by a substantial media investment, our new TV and radio spots, print and digital ads and website drive home a simple, compelling message:

NOPEC buys electricity and natural gas in bulk to help lower your utility bills.

Our first TV spot brings that message to life with a spokeswoman shopping for gas and electricity in a warehouse club setting. The other spots playfully equate choosing lower-priced oranges, rubber

ducks or screws with lower-priced utilities. Each spot targets a different audience segment: older adults, young families and millennials.

The campaign's development was guided by the results of two 2017 research studies; an online survey of 300 consumers and focus groups with government officials in current NOPEC communities. We tested various messaging and creative concepts, giving us a solid customer-focused foundation for our simplified savings message.

We turned that core messaging into a new tagline that speaks to our multi-faceted mission of aggregating, educating, and advocating:

**"No one does more to  
lower your utility bills."**





## Why pay more for the same thing?



\$4.98      \$5.19

NOPEC buys electricity and natural gas in bulk, then passes the savings on to you.

[COMPARE RATES](#)



## Why pay more for the same thing?

NOPEC buys electricity and natural gas in bulk, then passes the savings on to you.

[COMPARE RATES](#)



## Why pay more for the same thing?



NOPEC buys electricity and natural gas in bulk, then passes the savings on to you.

[COMPARE RATES](#)



## NOPEC buys in bulk to help lower your utility bills.

[LEARN MORE](#)



## Why pay more for the same thing?



\$0.98      \$1.07

### NOPEC helps you save on your utility bills.

When it comes to saving money, you've got your ducks in a row. NOPEC does, too. That's why we buy electricity and natural gas in bulk, then pass the savings and benefits on to you.

As a non-profit group of over 200 Ohio communities, NOPEC also educates folks on how to be more energy efficient. Since 2001, we've saved residents and businesses over \$300 million. [Learn more at nopec.org.](#)



## NOPEC buys in bulk to help lower your utility bills.



When you want to save, you buy in bulk at a wholesale club. Think of NOPEC as your utility savings club. We buy electricity and natural gas in bulk, then pass the savings and benefits on to you.

As a non-profit group of over 200 Ohio communities, NOPEC negotiates lower utility rates. Since 2001, we've saved residents and businesses over \$300 million. [Learn more at nopec.org.](#)



Do Not  
Knock is

PROTECTING

our communities.

**CONGRATULATIONS**  
to **Highland Hills, Parma,**  
**Roaming Shores, Tiffin,**  
**Warren and Willowick**  
for adopting NOPEC's  
Do Not Knock Program in  
2017. Over 9,000 Ohio  
residents have signed up for  
the Do Not Knock Registry  
in their communities.

To address the growing problem of misleading and often aggressive door-to-door energy solicitors, NOPEC launched the Do Not Knock (DNK) Program in 2017 to help protect residents in our member communities from these unwanted solicitations.

DNK enables residents to sign up for a registry to prevent for-profit solicitors from any industry from knocking on their doors. To implement the program, NOPEC works with elected leaders in partner communities to pass appropriate rules and ordinances to establish a Do Not Knock Registry.

NOPEC also assists communities in educating the public about the program as well as informing them of their protected rights.

Residents in communities which have joined the NOPEC DNK Program can register through the mail or online at [blocktheknock.com](http://blocktheknock.com).

For more information about the Do Not Knock Program, contact Tony Ramos at [aramos@nopec.org](mailto:aramos@nopec.org).





# RECOGNIZING Clerks of Council.



AVON LAKE



BEACHWOOD

Throughout 2017, NOPEC recognized the efforts of over 20 Council Clerks. These talented, hardworking individuals received a certificate of recognition and a gift from NOPEC as a thank you. Our recognition program allows us the opportunity to publicly express our gratitude to those people who help make our communities run smoothly. In 2018, we'll be recognizing the efforts of Fiscal Officers and Finance Directors

in NOPEC communities.

To nominate yours, contact our Community Outreach Manager Tony Ramos at [aramos@nopec.org](mailto:aramos@nopec.org).



BROOKLYN



BRUNSWICK



CHIPPEWA LAKE



EASTLAKE



GARFIELD HEIGHTS



INDEPENDENCE



KIRTLAND



MAYFIELD HEIGHTS



MAYFIELD VILLAGE



NORTH RIDGEVILLE



NORTH ROYALTON



NORWALK



PARMA



PEPPER PIKE



SOUTH EUCLID



THOMPSON TWP



TIFFIN

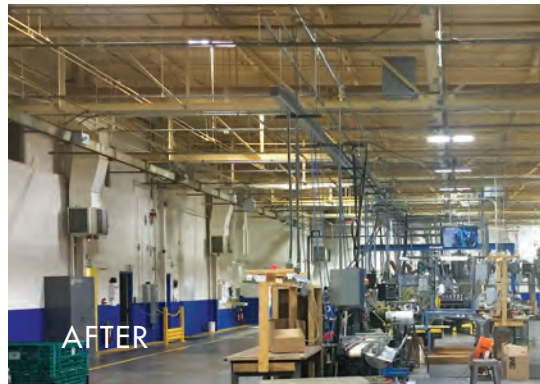


VILLAGE OF CLINTON



WARREN

# PACE financing is **SAVING** Mantaline Corporation \$19,000 per year.



NOPEC launched the Property Assessed Clean Energy (PACE) program in May 2016 to provide financing of \$100,000 to \$500,000 for energy-efficiency and renewable energy projects.

Mantaline Corporation in Portage County took advantage of this financing program. The company secured financing of \$119,000 at a 3% fixed interest rate for 10 years.

Mantaline, which designs, develops, and produces precision molded and extruded components for a variety of industrial markets, used the funds to upgrade the lighting in their newest

facility, The Plastics Innovation Center in Hiram, Ohio. The company replaced the old fluorescent fixtures with LEDs, most of which will also be equipped with occupancy sensors to enhance the energy-efficiency. The combined energy savings and reduced maintenance costs will save the company approximately \$19,000 annually, equating to about a six-year payback on the investment.

**“At Mantaline, we are devoted to developing, inspiring and engaging our entire community of stakeholders in a healthy, vigorous and sustainable way. This project will create a positive impact through investing our resources in the sustainability**

**of our business. Over the life of the fixtures we will help save over 4,000,000 pounds of carbon from entering the environment,” said David Little, Mantaline’s Head of Global Purchasing and Sustainability.**

Mantaline financed this project using NOPEC’s PACE financing program and will repay it through an assessment placed on the improved property. The assessment is paid twice a year over a 10-year term.

For more information about PACE financing go to [nopec.org](http://nopec.org) or contact NOPEC’s Special Project Manager Norma Fox Horwitz at [nfhorwitz@nopec.org](mailto:nfhorwitz@nopec.org).



# Our STEP program is **FUNDING** commercial savings.

Commercial property owners now have an additional NOPEC program to help finance smaller energy-efficiency and renewable energy projects. STEP (Savings Through Efficiency Program) will provide loans of \$5,000 to \$100,000 for eligible projects. This loan program provides 3% fixed-rate financing for up to 10 years, giving commercial property owners up-front capital to complete property improvements that will reduce energy costs. In other words, the project pays for itself! Commercial properties include public and private sector facilities, including non-profit, retail, office, industrial and apartment buildings with five or more units. To learn more about our financing programs, contact NOPEC's Special Project Manager Norma Fox Horwitz at [nfhorwitz@nopec.org](mailto:nfhorwitz@nopec.org).



# Our General Assembly celebrates our **EXPANDING** collaboration.

NOPEC General Assembly members and guests from NOPEC member communities met on November 14 for the 2017 General Assembly Meeting. NOPEC announced several new programs that will be available starting in 2018 for member communities including the Community

Event Sponsorship Program, the new NOPEC Energized Community (NEC) Grant Program and a Preferred Pricing Program for municipal accounts. NOPEC also welcomed Summit County to the Natural Gas Aggregation along with Linndale Village, Montville Township, Jefferson Township and Fairfield Township.

We also recognized the service of three members of NOPEC's Board of Directors: Mayor Rob Duncan from the City of Norwalk and Mayor David Gillock from North Ridgeville, each with five years of service, and Jack Haney, City Manager of Newton Falls, who has served on the NOPEC Board of Directors for 10 years.







# We're EXTENDING our reach with innovative new programming.

## Preferred Pricing Program

NOPEC offers a Preferred Pricing Program for municipal accounts to enable member communities to buy electricity and natural gas for their municipal loads at cost. That means your government gets the absolute best pricing available from NOPEC. You will be able to lock in 12, 24 or 36-month electric pricing and 12 or 24-month gas pricing for three municipal load categories.

## Municipal Load Categories:

### Mercantile Commercial Accounts –

Over 500 Mcf/year or over 700,000 kWh/year.

### High Load Factor Commercial

**Accounts** – Accounts that typically run 24 hours a day, seven days a week, such as water treatment facilities.

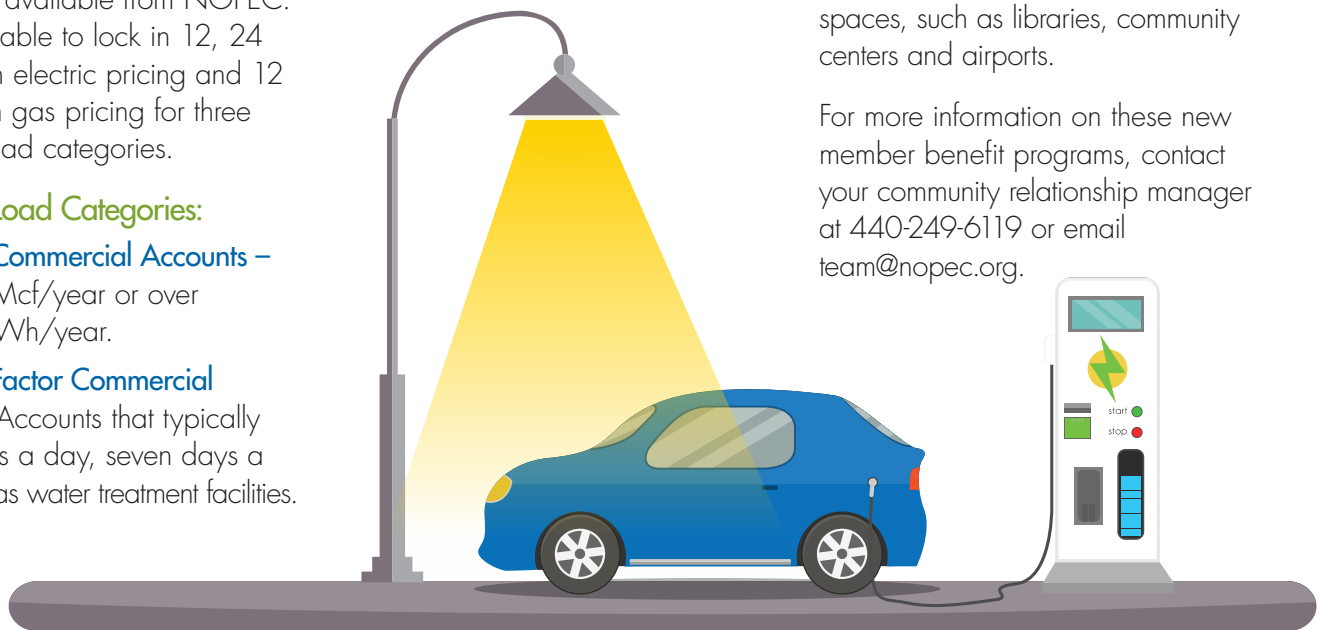
**Street Lighting Accounts –**  
CEI territory only.

## Charging Stations

NOPEC's new agreement with NextEra will also allow interested communities to develop and showcase their community's

sustainable/green energy initiatives. NextEra has agreed to provide funding for up to 40 electric car charging stations and electric car leases for municipal use in NOPEC member communities. They have also agreed to fund up to 100 cell phone charging stations for use in public spaces, such as libraries, community centers and airports.

For more information on these new member benefit programs, contact your community relationship manager at 440-249-6119 or email [team@nopec.org](mailto:team@nopec.org).





## NOPEC Provides Community Event Sponsorship Funds to NOPEC Communities

This new NOPEC member benefit program provides financial support to organizations within our communities that host events which are available to all residents. Examples of these types of events are South Euclid's "Rock the Block," Fairview Park's "SummerFest" and Middleburg Heights' "Summer in the City." At your community's discretion, NOPEC provides the funds to support free public events that rely on donations. NOPEC disburses these funds directly to the organizations.

The amount of funding available for community event sponsorships ranges from \$250 to \$3,500 per year, based on the number of enrolled NOPEC natural gas and/or electric accounts within a community.



## New \$6 Million Grant Program

NOPEC is pleased to announce its new grant program – NOPEC Energized Community (NEC) Grants – launched in January. This grant application has been designed to provide a streamlined, user-friendly process and enable maximum flexibility within the NEC program's mission. The NEC Grant Program offers more options for your community to receive the greatest benefit from its grant, while reducing the paperwork required. For example, communities have the ability to coordinate with other communities on a multi-jurisdictional project. Or, they can escrow grant funds (or a portion of them) for a future project.

Each NOPEC community is eligible for a NEC grant based on the number of enrolled gas and/or electric accounts. Qualified projects include energy efficiency and energy infrastructure for community-owned facilities or other community-based projects.

For more information about the new NOPEC Energized Community Grant Program, visit [nopecgrants.org](http://nopecgrants.org).

# HELPING communities save.

NOPEC works hard to provide its customers with reliably lower energy prices. Through our Electric Aggregation Program, customers in The Cleveland Electric Illuminating Company or Ohio Edison territories are automatically enrolled into our Program Price option which is a rate negotiated exclusively for NOPEC customers to deliver consistent, competitive pricing and to reduce severe pricing swings due to market volatility. Customers also have the choice to enroll in the Variable Rate option which provides a guaranteed savings of 6% for residential customers and 4% for small commercial customers off the utility's price to compare. Enrollment in the Variable Rate plan is limited and subject to availability.

For NOPEC's natural gas program, we also offer two pricing options. The Program Price rate is the program customers are automatically enrolled in when they join and the Variable Rate option offers \$.02/Mcf less than Dominion's monthly standard choice offer or \$.002/Ccf less than Columbia Gas of Ohio's monthly standard choice offer. Enrollment in the Variable Rate plan is limited and subject to availability.



## NOPEC RESIDENTIAL PROGRAM<sup>1</sup> vs RETAIL 12-MONTH FIXED PRICES (\$/kWh)



<sup>1</sup> Blended for NOPEC Residential Portfolio (CEI/OE 73%/27%)

<sup>2</sup> Average 12-month Fixed Price Residential Offers for largest Retail Electric Suppliers based on sales revenues as reported in PUCO submitted annual reports as of YE 2016.



## COLUMBIA GAS OF OHIO NOPEC vs RETAIL 12-MONTH FIXED PRICES



\* Average 12-month Fixed Price Offers for largest Retail Gas Suppliers based on sales revenues as reported in PUCO submitted annual reports as of YE 2016.



## DOMINION ENERGY OHIO NOPEC vs RETAIL 12-MONTH FIXED PRICES



\* Average 12-month Fixed Price Offers for largest Retail Gas Suppliers based on sales revenues as reported in PUCO submitted annual reports as of YE 2016.



# Financials

	(accrual basis) Jan – Dec '17 (unaudited)	Jan – Dec '16 (unaudited)
<b>REVENUE</b>		
Interest Income	523,519	333,215
Management Fees – Natural Gas	3,089,747	4,709,573
Management Fees – Electric	6,927,947	8,822,766
Other Fees	170,373	161,350
<b>TOTAL REVENUES</b>	<b>10,711,586</b>	<b>14,026,904</b>
<b>EXPENSES</b>		
Commercial Programs	122,429	81,645
Communication Services	69,880	80,550
Community Training	2,087	0
Computer Support	28,337	18,184
Consulting, Gas & Electric	0	67,000
Contract Labor	83,158	73,873
Customer Database Management – Electric/Gas	11,148	5,638
Depreciation Expense	51,269	49,504
Insurance	12,660	12,385
Legal Fees	729,570	1,089,764
Marketing	1,118,882	505,526
Membership, Association, Training & Sponsorship	104,099	30,347
Meetings	16,967	22,726
Office Equipment	6,757	6,405
Office Supplies	30,920	22,473
Organizational Development	41,742	25,769
Postage and Delivery	12,323	11,508
Professional Fees	179,647	141,540
Rent/Maintenance/Real Estate Tax	0	2,521
Sales Support	79,581	273,024
Staff Fringe Benefits/Payroll Tax	374,769	468,795
Staff Salaries	1,033,738	1,031,831
Support for CRES	800,000	1,200,000
Telephone	36,759	20,716
Travel	101,745	62,336
Utilities	13,938	13,877
<b>TOTAL EXPENSES</b>	<b>5,062,405</b>	<b>5,317,937</b>
<b>NET</b>	<b>5,649,181</b>	<b>8,708,967</b>
<b>OTHER INCOME</b>		
Rental Office - Net	13,300	13,862
<b>TOTAL OTHER INCOME</b>	<b>13,300</b>	<b>13,862</b>
<b>OTHER EXPENSE</b>		
Electric Program Discount	0	3,418,519
<b>TOTAL OTHER EXPENSE</b>	<b>0</b>	<b>3,418,519</b>
<b>NET REVENUES AFTER EXPENSE</b>	<b>5,662,481</b>	<b>5,304,310</b>

# Making property improvements? Time for renovations?

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**440-249-7829**

**[nfhorwitz@nopecinfo.org](mailto:nfhorwitz@nopecinfo.org)**

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The Northeast Ohio Public Energy Council (NOPEC) is the largest non-profit retail energy aggregation in the United States. Currently, NOPEC supplies electricity and natural gas to more than 800,000 residential and small business customers in 219 member communities in 14 Ohio counties.

Since 2001, NOPEC has saved its members more than \$300 million in cumulative energy savings and have provided more than \$20 million in community efficiency grants. For more information about NOPEC, visit [nopec.org](http://nopec.org).