Everywhere you look, a chance to save.
2016, NOPEC’s 15th anniversary year, truly was another exceptional year for NOPEC. We spent 12 months celebrating NOPEC’s many years of delivering value, service, and savings to those we serve.

We launched a NOPEC History video and introduced our real Mr. NOPEC. The video matched him up with his animated self to talk viewers through the remarkable 15-year history of NOPEC. We continued our celebration by reaching out to 7th grade girls and helping them develop and hone STEM skills through our NOPEC Energy Bike Project. We celebrated our communities and the administrative assistants who serve those communities. We celebrated the closing of NOPEC’s very first PACE loan; a $325,000 loan providing an assortment of energy efficiency improvements throughout the Village of Newburgh Heights. That means the Village of Newburgh Heights will be celebrating significant savings through reduced utility costs for many years to come as a result. And the celebrations just kept coming throughout the entire year.

We celebrated as we welcomed 8 new communities into NOPEC membership and assisted 4 more communities with expanding their NOPEC membership into our natural gas aggregation. We celebrated the awarding of over $250,000 in Powering our Community Grants to 15 new electric aggregation members and the enrolling of 67 communities in special pricing through our Energy Advisor program. Those communities celebrated a combined savings of over $250,000 on their utility bills. And speaking of savings, the total combined electric savings NOPEC provided to our customers has now grown to over $260 million. Through it all, NOPEC continues to deliver the types of competitive energy costs, first-in-class terms and conditions, and second-to-none consumer advocacy that our communities and customers have come to rely upon.

2016 presented NOPEC with an opportunity to change electric suppliers as well. NOPEC partnered with NextEra Energy Services Ohio, LLC (NESO), a subsidiary of NextEra Energy, Inc. (NextEra). NextEra has been recognized as No. 1 among electric and gas utilities on Fortune’s “World’s Most Admired Companies” list for years. As a subsidiary of NextEra Energy Resources and its parent company NextEra Energy, Inc., NESO is part of a trusted group of companies with over 80 years of excellence, exceptional credit ratings, and financial stability. From that standpoint, NOPEC has significantly enhanced the financial security available to our customers. And the electricity provided by NESO to the NOPEC electric aggregation in 2017 will contain 50% renewable energy credits – up from the 3-4% of our previous supplier. So our supply is stronger, greener and more secure; now that’s a recipe for success!

As we look forward to our 16th year of providing savings and services to our 200+ member communities and our hundreds of thousands of residential and commercial electricity and natural gas customers, we recommit to our core values: We exist to SERVE our members. We aggregate, educate and advocate to maximize the value we bring to our membership. At NOPEC, our hearts lead us to give more than we take and to create opportunities to educate our customers, watch out for their interests, and, at every turn, put money back into their pockets or keep it from ever leaving those pockets in the first place.

Ron McVoy, Chairman, NOPEC Board of Directors
Membership growth and expansion:

We continue to grow our footprint and expand membership. In 2016, NOPEC grew to include 207 NOPEC communities within 13 counties in Northeast Ohio. This year we successfully added or expanded membership in the following communities:

**Ashtabula County**
- Plymouth Township – natural gas

**Cuyahoga County**
- City of Broadview Heights – expanded membership to include natural gas
- Village of Highland Hills – expanded membership to include natural gas
- Village of Linndale – expanded membership to include natural gas

**Lorain County**
- Sheffield Township

**Medina County**
- Village of Gloria Glens – new member for natural gas
- Village of Chippewa Lake – new member for natural gas

**Summit County**
- Village of Boston Heights – new member for natural gas

NOPEC assists new communities in becoming members of NOPEC from the beginning of the ballot process all the way until the electric and natural gas flow. We provide the legal paperwork, help the community process, and then completely handle all regulatory filings at the Public Utilities Commission of Ohio (PUCO). For more information, watch our “How to Become a Member” video at nopecinfo.org.

**NEW COMMUNITY GROWTH**

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Communities</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>95</td>
</tr>
<tr>
<td>2011</td>
<td>170</td>
</tr>
<tr>
<td>2012</td>
<td>174</td>
</tr>
<tr>
<td>2014</td>
<td>182</td>
</tr>
<tr>
<td>2015</td>
<td>205</td>
</tr>
<tr>
<td>2016</td>
<td>207</td>
</tr>
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</table>

**ELECTRIC AND NATURAL GAS ACCOUNTS**

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Customers</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>740000</td>
</tr>
<tr>
<td>2016</td>
<td>790000</td>
</tr>
</tbody>
</table>
Community Outreach

Understanding the energy market and the choices available to our residents can be confusing and time-consuming. Add to that all the competition in the marketplace, as well as misleading energy offers, and making decisions about one’s energy can seem overwhelming and frustrating. That’s why NOPEC started a new community outreach program in 2016 that focuses on spending time in the community, answering residents’ questions and educating them about NOPEC and other energy-related topics.

Senior Lunch and Learns:
In 2016, NOPEC conducted over 30 “Lunch and Learn” sessions throughout our territory with Northeast Ohio seniors. These sessions provided an opportunity to answer questions about NOPEC, warn seniors about the dangers of door-to-door energy solicitors, and share energy-saving tips. It was also an opportunity for NOPEC to engage with some of our most loyal customers to learn ways we can better serve them.

Energy Bike Presentations:
The NOPEC Energy Bike logged a lot of miles in 2016. The Energy Bike visited almost 40 communities during the summer months, educating children and adults on energy consumption and conservation. Energy Bike events are fun opportunities for customers to learn about NOPEC, complete a fun activity and even earn a t-shirt!

Executive Assistants:
NOPEC wanted to say thank you in 2016 to some of the hardest working public servants we know. Our Executive Assistant Recognition Program gave us the opportunity to do that! NOPEC staff was able to recognize over 20 Executive Assistants throughout our communities for their hard work and support of NOPEC. These awesome Executive Assistants were presented with flowers, a certificate and other goodies to show our appreciation.
Executive Assistant Recognition Program

AVON LAKE
BRUNSWICK
CHARDON
MACEDONIA
MAPLE HEIGHTS

MORELAND HILLS
MUNSON TOWNSHIP
NEWBURGH HEIGHTS
NORTH RIDGEVILLE
NORWALK

PERRY VILLAGE
PORTAGE COUNTY
SEVEN HILLS
SOUTH AMHERST
SOUTH EUCLID

TIFFIN
TWINSBURG
VERMILION
VILLAGE OF RICHFIELD
WICKLIFFE
THE 2016 NOPEC

Energy Bike Project

NOPEC invited middle school aged girls from 6 Northeast Ohio communities to participate in the 2016 Energy Bike Project: Activating and Energizing Girls in Science (AEGIS). The communities that sent students to the Energy Bike Project were Elyria, Leetonia, North Ridgeville, Norwalk, South Euclid and Tiffin.

This exciting event gave students from each of the schools a chance to spend 3 days in August at a local hotel learning about energy science and the mechanics of the NOPEC Energy Bike. This knowledge was then applied through assembling and wiring their very own energy bikes. Each group was able to take back their energy bike to their schools to be used to teach others about energy.

The students also participated in a “Women in Science” panel and lunch. Six women who work in science, technology, engineering and math (STEM) careers talked to the girls about how they ended up in their fields, the education they needed to enter those fields and what it is like to be a woman working in their roles. This was a great opportunity for the students to interact with awesome women role models.

When asked about how the Activating and Energizing Girls in Science program benefits female students, Deborah Yerkes, the Executive Director of the Ohio Energy Project said, “The NOPEC AEGIS program is an opportunity for middle school girls to come together to build an energy bike for their school district. It is also a time for girls to develop their leadership qualities, to learn many new skills in circuitry, and, most importantly, to begin to see themselves in a STEM related career. This program empowers female students to believe they are capable of becoming anyone they want to be.”

The Energy Bike Project concluded August 10th with a celebration event awarding students with participation medals. During the celebration, the students gave presentations to demonstrate the knowledge and skills learned during the program.

“The girls have learned a lot. They have really blossomed from this. They’ve been able to see that by working as a team they are able to do something as complicated as build the energy bikes. I’ve seen their confidence grow. They’re seriously thinking about engineering and science as something they can do.”

Amy Mercer, Intervention Specialist at Eastern Heights Middle School
First PACE Program a Success

The Village of Newburgh Heights was the first community to take advantage of NOPEC’s new PACE (Property Assessed Clean Energy) energy efficiency financing. The NOPEC PACE loan secured by the village provided $325,000 to improve a recently purchased building that now serves as its fire station and service garage.

Improvements made to the building included new LED lighting throughout, ceiling fans and a new roof. These upgrades reduce heat build-up, improve air circulation and increase insulation. Newburgh Heights completed the project in October 2016 and is now occupying the new facility. The building’s improvements are expected to produce an annual energy savings of $3,322.

“This has been a fantastic experience, and we really appreciate the assistance. I’m hopeful other communities take advantage of the opportunity.”

Trevor Elkins, Mayor of Newburgh Heights

Under the PACE program, Newburgh Heights will repay the financing through an assessment placed on the improved property. The assessment is paid twice a year over a 15-year term, ending in 2031.
NOPEC launched PACE in May 2016 to provide financing of $100,000 to $500,000 for energy efficiency and renewable energy projects. Mayor Georgine Welo (Cuyahoga County’s NOPEC Board of Directors member) said, “This program gives our members another community and economic development tool and our customers a way to finance smaller energy projects.”

We offer this energy efficiency financing program to all member communities. Public and private sector commercial properties enrolled in NOPEC’s electric and gas aggregation programs are eligible for this unique financing tool. Information on the program is available at nopecinfo.org under the “Commercial” tab.

**Savings Through Efficiency Program (STEP)**

Starting in 2017, NOPEC will offer a new energy efficiency financing program. STEP will provide loans of $5,000-$100,000 for eligible commercial projects. Commercial properties include public and private sector facilities, including non-profit, retail, office, industrial and apartment buildings with five or more units. This loan program provides fixed-rate financing for up to 10 years. Like the PACE program, the program provides commercial property owners with up-front capital to complete property improvements that will reduce energy costs. Look for more information on this new program in the coming months!
Continuing to Build Brand Loyalty

Our customers are under attack everyday from hundreds of energy suppliers from all corners of the country. With competitors using door-to-door solicitation and other sales tactics, it’s important that we continue to remind NOPEC customers who we are and why working together is so important.

This year, NOPEC launched a brand new campaign featuring a Mr. NOPEC music video “singing” about NOPEC and the benefits that NOPEC brings to communities and their members. We premiered the video during the Cleveland Indians playoff and World Series broadcasts with an overwhelming response. To view the video, visit us at nopecinfo.org.
Now more than ever it pays to be a NOPEC member.

More and more people are coming back to NOPEC, and you should, too. Why? Because we have more to offer than ever before. With the buying power of 200 communities, we give you competitive gas and electric rates month after month. Plus, we provide tools to manage your energy usage, tips to help you conserve all year round, and an opportunity to earn points toward great prizes in our rewards store. Other energy providers don’t offer you all of these benefits. So, if you want more ways to save while coming back to NOPEC...

backtonopec.com*

*Offer limited to eligible natural gas and electricity customers in NOPEC member communities.
To address the growing problem of misleading and often aggressive door-to-door energy solicitors, NOPEC launched the Do Not Knock (DNK) Program to help protect our customers from these unwanted solicitations. DNK enables customers in NOPEC communities to sign up for the Do Not Knock 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 informing the public about the program as well as their protected rights.

Residents in communities who have joined the NOPEC DNK program can register through the mail or online at blocktheknock.com to join their community’s Do Not Knock Registry. When for-profit solicitors apply for a permit in a participating community, they receive a list of registered addresses at which they are prohibited from knocking. For added protection, registrants are provided a Do Not Knock window cling and are sent automatic reminders each year to renew their Do Not Knock Registry status.

“This program protects consumers, particularly seniors, who are often intimidated or taken advantage of by aggressive and unsavory door-to-door sales people,” said Chuck Keiper, NOPEC’s executive Director. “For NOPEC, this program also helps ensure that consumers are given the opportunity to make their energy decisions based on factual information – not high pressure sales tactics.”

The DNK program applies to for-profit solicitors and does not interfere with nonprofit organizations, such as the Girl Scouts, Boy Scouts, school and church groups, from knocking on a DNK registered address. For more information or to view the Block the Knock video, visit blocktheknock.com.
Social Media Breakfast
On October 6th, over 40 NOPEC communities were represented at the Increasing Community Engagement through Social Media breakfast and learning session. The event was held at the beautiful Cleveland Botanical Gardens. Thunder::tech provided some useful tips and information on how communities can be using social media to provide their residents with community updates and news. Also covered during the presentation were topics such as defining a social media strategy and creating a social media calendar. Plus, some easy ways to reuse information to create fun and engaging posts.

“Well presented. Thunder::tech did an excellent job. Raised my awareness of additional things I can do to engage our community via Facebook. Touring the Botanical Garden grounds after the meeting was a beautiful bonus!”

Kathy Holland, Executive Assistant to the Mayor, City of Seven Hills

Attendees also learned about all of the free resources available to NOPEC communities through NOPEC's Ambassador Portal, a site developed specifically for community leaders in NOPEC communities. To sign up for the NOPEC Ambassador Portal, go to nopecinfo.org/ambassador-portal.
NOPEC Communities Span 13 Counties in Northern Ohio
Electric Savings
Since 2000, our communities have saved more than $260 million.

Natural Gas Update
NOPEC’s natural gas program continues to grow with over 325,000 customers and 4 new communities that will start natural gas flow in early 2017. Our natural gas supplier, NextEra Energy Services Ohio, LLC and NOPEC continue with our proprietary natural gas hedging program.

NOPEC has two natural gas offers available to our customers.

- The standard natural gas program price offer that is set for 2-6 months.
- The NOPEC variable market price, which is guaranteed 2 cents/mcf below the Dominion East Ohio Gas or Columbia Gas of Ohio Standard Choice Offer.

Cumulative savings calculation is estimated based on actual NOPEC residential and commercial reported usage multiplied by the NOPEC price discount as compared to the applicable utility Price to Compare.
Trusted Partner Becomes New Electric Supplier

NOPEC’s unwavering commitment to protecting our customers was thoroughly demonstrated in October with the immediate response to the sudden withdrawal of our electric supplier. When the supplier announced they were exiting our contract 3 years early, NOPEC leaders leapt into action to protect our 500,000 Northeast Ohio customers. Within days of the announcement, NOPEC negotiated an agreement with our trusted natural gas and AEP territory electricity partner, NextEra Energy Services Ohio, LLC (NESO), to provide electricity to our member communities.

Beginning at the conclusion of their January 2017 meter read period, NOPEC customers began receiving electricity from NESO. NESO has been our trusted natural gas partner and supplier since April 2014.

Together with its affiliates and parent company, NESO is part of a group of companies representing the largest rate-regulated electric utilities in the United States and is also the world’s largest generator of renewable energy from the wind and sun.

With NextEra Energy, Inc.’s exceptional fiscal standing, NOPEC now has a strong financial guarantee backed by the strength of NESO’s parent organization. This significantly enhances our financial security and helps ensure NOPEC’s long-term ability to provide reliable, affordable electricity to our customers.

NOPEC’s new electric partnership provides a set price for the first 8 months of 2017, equal to a 6% discount for residential customers and a 4% discount for commercial customers. Following that period, NOPEC and NESO will utilize a proprietary hedging strategy to adjust the program’s pricing periodically, allowing us to consistently capture a solid competitive pricing position.

In addition, NOPEC is also offering an opt-in program that provides guaranteed savings of 6% for residential customers and 4% for commercial customers against the Utility Standard Service Offer to an additional 10,000 customers in NOPEC communities (7,000 customers in CEI territories and 3,000 customers in OE territories). Consumers interested in opting-in to the variable rate program, should contact NESO at the NOPEC Customer Care Call Center 1.855.667.3201 (1.855.NOPEC01).
NextEra Energy, Inc. is an industry and environmental leader. Numerous major organizations have recognized NextEra Energy for outstanding performance. Including...

**Fortune magazine’s list of the “World’s Most Admired Companies”**

NextEra Energy, Inc. has been recognized as No.1 among electric and gas utilities on Fortune’s “World’s Most Admired Companies” list for years.

**Ethisphere Most Ethical Companies**

In 2016, for the ninth year, NextEra Energy was acknowledged as one of the “World’s Most Ethical Companies” by the Ethisphere Institute. Only 131 companies across more than 45 industries worldwide were selected for this prestigious honor, and NextEra Energy was the only electric utility company in the United States to receive this recognition in 2016 and one of only four worldwide.

**EI New Energy Top 100 Green Utilities**

NextEra Energy in 2016 was ranked as the top “green utility” in the United States and No. 4 in the world based on carbon emissions and renewable energy capacity, according to the latest annual report from EI Energy Intelligence, an independent provider of global energy and geopolitical news, analysis, data and research.

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**New Electric Program Benefits**

- Exclusive discounted pricing for NOPEC customers with 2 rate options.
- No early termination fee.
- The electricity supplied by NESO to the NOPEC electric aggregation in 2017 will contain 50% renewable energy credits (REC). In addition to complying with Ohio’s 3.5% Renewable Portfolio Standard, NESO will supply 46.5% REC content at no additional cost to NOPEC customers through the inclusion of NextEra Energy’s EarthEra REC program.
- EarthEra RECs are created by wind and solar energy projects from NextEra facilities. All revenues from NOPEC’s EarthEra REC purchases will be used for the construction of new renewable energy projects.
Members of the NOPEC General Assembly met on November 15th for the 2016 NOPEC General Assembly Meeting. Coming on the heels of the surprise early contract termination announcement of NOPEC’s then electric supplier, attendees were extremely interested in learning that residents in their communities would have more security, greener power and no exit fees as a result of the new supply deal. Chuck Keiper, NOPEC’s Executive Director, detailed the organization’s quick action to secure a new deal with NextEra Energy Services Ohio, LLC as its alternative electric supplier, reassuring leaders that NOPEC’s 500,000 customers within their communities would continue to receive the savings and reliability they have come to expect.

The meeting provided an opportunity to share NOPEC’s other achievements during 2016 as well, particularly those implemented by our Community Outreach and Relationship Management teams. The launch of NOPEC’s newest program, Do Not Knock, was met with tremendous support among community leaders, who often hear stories of residents being taken advantage of or bothered by unwanted door-to-door solicitors. NOPEC recognized and welcomed leaders from the 7 new communities that joined the natural gas program last year. Also recognized were two long-time NOPEC contributors: Dan Troy was honored for his 10 years of service on the NOPEC Board of Directors and Judy Goslin, NOPEC’s very first full-time employee, was commended for her many years of service, having taken a new position working in one of our member communities.
Our Communities

**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
- 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
- Linndale 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 Township
- Burton Village
- Chardon
- Chester Township
- Claridon Township
- Hambden Township
- Huntsburg Township
- Middlefield Village
- Munson Township
- Newbury Township
- Russell Township
- South Russell Village

**Huron County**
- Norwalk

**Medina County**
- Brunswick

**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

**Portage County**
- Atwater Township
- Brady Lake Village
- 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
- Richfield Township
- Liberty Township
- Warren

**Trumbull County**
- McDonald Village

**ELECTRIC COMMUNITIES**

**Ashtabula County**
- Andover Township
- Austinburg Township
- Cherry Valley Township
- Colebrook Township
- Denmark Township
- Dorset Township
- Hartsgrove Township
- Lenox Township
- Monroe Township

**Cuyahoga County**
- East Cleveland
- Shaker Heights

**Geauga County**
- Chardon Township
- Middlefield Township
- Montville Township
- Parkman Township
- Thompson Township

**Lorain County**
- LaGrange Township

**Summit County**
- Lakemore Village
- Peninsula Village
- Twinsburg

**Trumbull County**
- McDonald Village

**Mahoning County**
- Goshen Township
- Milton Township
- Springfield Township
- Wayne Township
- Williamsfield Township
- Windsor 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
- Waynedale Township
- Williamsfield Township
- Windsor Township

**Cuyahoga County**
- East Cleveland
- Shaker Heights
# Financials

## Revenue

<table>
<thead>
<tr>
<th>Description</th>
<th>Jan – Dec 16 (unaudited)</th>
<th>Jan – Dec 15 (unaudited)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest Income</td>
<td>333,215</td>
<td>303,263</td>
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<tr>
<td>Management Fees – Natural Gas</td>
<td>4,709,573</td>
<td>3,742,189</td>
</tr>
<tr>
<td>Management Fees – Electric</td>
<td>8,822,766</td>
<td>6,683,176</td>
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<tr>
<td>Other Fees</td>
<td>161,350</td>
<td>805,686</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td><strong>14,026,904</strong></td>
<td><strong>11,534,314</strong></td>
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## Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>Jan – Dec 16</th>
<th>Jan – Dec 15</th>
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<tbody>
<tr>
<td>Commercial Programs</td>
<td>81,645</td>
<td>21,000</td>
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<tr>
<td>Communication Services</td>
<td>80,550</td>
<td>54,000</td>
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<tr>
<td>Community Training</td>
<td>0</td>
<td>13,639</td>
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<tr>
<td>Computer Support</td>
<td>18,184</td>
<td>27,510</td>
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<tr>
<td>Consulting, Gas &amp; Electric</td>
<td>67,000</td>
<td>0</td>
</tr>
<tr>
<td>Contract Labor</td>
<td>73,873</td>
<td>52,533</td>
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<tr>
<td>Customer Database Management – Electric/Gas</td>
<td>5,638</td>
<td>9,625</td>
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<tr>
<td>Depreciation Expense</td>
<td>49,504</td>
<td>39,051</td>
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<tr>
<td>Insurance</td>
<td>12,385</td>
<td>10,687</td>
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<tr>
<td>Legal Fees – Electric/Gas Aggregation</td>
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<td>770,435</td>
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<tr>
<td>Marketing</td>
<td>505,526</td>
<td>503,705</td>
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<td>Membership, Association, Training &amp; Sponsorship</td>
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<td>17,975</td>
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<td>Meetings</td>
<td>22,726</td>
<td>18,576</td>
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<td>Office Equipment</td>
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<td>Office Supplies</td>
<td>22,473</td>
<td>38,603</td>
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<td>Organizational Development</td>
<td>25,769</td>
<td>8,000</td>
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<tr>
<td>Postage and Delivery</td>
<td>11,508</td>
<td>8,683</td>
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<tr>
<td>Professional Fees</td>
<td>141,540</td>
<td>128,663</td>
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<tr>
<td>Rent/Maintenance/Real Estate Tax</td>
<td>2,521</td>
<td>5,453</td>
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<td>Sales Support</td>
<td>273,024</td>
<td>309,101</td>
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<td>Staff Fringe Benefits/Payroll Tax</td>
<td>240,770</td>
<td>179,976</td>
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<td>Staff Salaries</td>
<td>1,031,831</td>
<td>729,338</td>
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<td>Support for CRES</td>
<td>1,200,000</td>
<td>1,200,000</td>
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<td>Telephone</td>
<td>20,716</td>
<td>18,514</td>
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<td>Travel</td>
<td>62,336</td>
<td>52,769</td>
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<td>Utilities</td>
<td>13,877</td>
<td>13,386</td>
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<td><strong>Total Expenses</strong></td>
<td><strong>5,089,912</strong></td>
<td><strong>4,239,800</strong></td>
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<td><strong>Net</strong></td>
<td><strong>8,936,992</strong></td>
<td><strong>7,294,514</strong></td>
</tr>
</tbody>
</table>

## Other Income

<table>
<thead>
<tr>
<th>Description</th>
<th>Jan – Dec 16</th>
<th>Jan – Dec 15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rental Office - Net</td>
<td>13,862</td>
<td>11,470</td>
</tr>
<tr>
<td><strong>Total Other Income</strong></td>
<td><strong>13,862</strong></td>
<td><strong>11,470</strong></td>
</tr>
</tbody>
</table>

## Other Expense

<table>
<thead>
<tr>
<th>Description</th>
<th>Jan – Dec 16</th>
<th>Jan – Dec 15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Program Discount</td>
<td>3,418,519</td>
<td>2,791,481</td>
</tr>
<tr>
<td><strong>Total Other Expense</strong></td>
<td><strong>3,418,519</strong></td>
<td><strong>2,791,481</strong></td>
</tr>
</tbody>
</table>

## Net Revenues After Expense

<table>
<thead>
<tr>
<th>Description</th>
<th>Jan – Dec 16</th>
<th>Jan – Dec 15</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Revenues After Expense</strong></td>
<td><strong>5,532,335</strong></td>
<td><strong>4,514,503</strong></td>
</tr>
</tbody>
</table>
TIRED OF UNWANTED DOOR-TO-DOOR SOLICITORS?

Sign up for Your Community’s Do Not Knock Registry

BlocktheKnock.com

The Northeast Ohio Public Energy Council (NOPEC) is the largest governmental retail energy aggregator in the United States. Our members are communities (residential and small businesses) throughout Northeast Ohio. We have members serving over 200 communities in 13 counties. For more than 15 years we have saved our communities and members nearly a quarter billion dollars and have provided more than $16 million in NOPEC community energy efficiency grants.