The safe choice.
We protect you from being soaked by rate surprises.
2019 brought more outstanding growth and expansion for NOPEC. We added 9 new natural gas communities and 14 new electric communities to our aggregation, bringing our total to 235 member communities in 19 Ohio counties – including our first program in Central Ohio with the addition of the City of Lancaster in Fairfield County.

Our growth has also necessitated adding three new seats to our Board in 2019 for Stark County (Joe Mazzola, City of Alliance), Richland County (Andy Smallstey, Village of Lexington) and Southwest Ohio (Mark Beckdahl, City of Springfield). We will be officially adding the Central Ohio board position in early 2020. We also bid farewell to two longtime board members at year-end 2019 with the retirement of Dave Gillock, our longtime Lorain County representative, and Jack Haney, our Trumbull County board member for more than a decade. I want to personally thank them for their many years of dedicated service and meaningful contributions to NOPEC.

2019 was also the second year for two of our most successful member benefit programs – the NOPEC Energized Community (NEC) grant and NOPEC Community Event Sponsorship programs. The $6 million in NEC grants we awarded in 2019 resulted in 223 separate energy efficiency/infrastructure projects that will deliver long-term energy savings to NOPEC member communities. The $275,750 awarded through our event sponsorship initiative helped 194 of our communities host events for their residents and provided many opportunities for our Community Outreach team to engage with and educate citizens about NOPEC.

We were also present at dozens of senior centers, schools and civic gatherings and in front of hundreds of thousands of folks through our sponsorship of the Lake County Captains, various county fairs and events with the Cleveland Metroparks, including our presenting sponsorship of Wild Winter Lights which exposed more than 100,000 people to NOPEC’s mission and value proposition during the return of holiday lights at the Cleveland Zoo.

We began installing mobile device charging stations around our footprint this past year as well with 21 of our communities taking delivery of stations for their libraries, community centers and other high-traffic public spaces. There are dozens of more communities scheduled for installations in 2020.

Our PACE and STEP energy efficiency financing programs continued to grow as lending approached the $1.5 million mark for 6 new projects for NOPEC communities and customers in 2019.

We continued our advocacy efforts, publishing our second white paper highlighting the indisputable financial benefits of electric deregulation for Ohio consumers and we strategically intervened in a number of legislative and regulatory issues in Columbus to help protect ratepayers, including a victory at the Ohio Supreme Court.

We kicked off our 20th anniversary year and announced the establishment of the NOPEC Foundation at our annual meeting in November. More to come on both of these initiatives in the year ahead.

What a year it was! More details on all we’ve accomplished together in 2019 are included in this report. The NOPEC Board of Directors and staff are committed to serving our members and our small business and residential customers. We are successful because of all the support and hard work of the elected and public officials in the NOPEC family who work tirelessly on so many NOPEC programs and initiatives. That combination of effort is exactly why we say, “No one does more to lower YOUR utility bills.” Thank you.

Ron McVoy
Chairman, NOPEC Board of Directors
We guard against unpredictable utility rate swings.
We guard against unpredictable

NOPEC Member Communities

New Communities for 2019

Gas Communities
Mahoning County
– Beaver Township
– Berlin Township
– Ellsworth Township
– Green Township
– Jackson Township
– Smith Township

Richland County
– Village of Lexington

Summit County
– City of Norton
– Village of Lakemore

Pepper Pike
Rocky River
Seven Hills
Solon
South Euclid
Strongsville
University Heights
Valleym 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
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
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
Vermilion

Mahoning County
Beaver Township
Berlin Township
Ellsworth Township
Goshen Township
Green Township
Holliston Township
Jackson Township
Springfield Township

Medina County
Brunswick
Chippewa Lake
Gloria Glens

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
Parma Township
Randolph Township
Ravenna Township
Rootstown Township
Shalersville Township
Suffield Township
Sugar Bush Knolls
Windham Township

Seneca County
Fostoria

Summit County
Bath Township
Boston Heights
Boston Township
Copley Township
Coventry Township
Cuyahoga Falls
New Franklin City
Northfield Center Township
Northfield Village
Reminderville
Richfield Village
Springfield Township

Trumbull County
Liberty Township
Warren

Natural Gas Communities
Columbiana County
Butler Township
Hannover Township
Knox Township
Leetonia Village
Middleton Township
Unity Township
West Township

Cuyahoga County
Bay Village
Parma
Richmond Heights

Geauga County
Troy Township

Lake County
North Perry Village

Lorain County
Grafton Township
Penfield Township

Richland County
Lexington Village

Seneca County
Fostoria

Summit County
Bath Township
Boston Heights
Boston Township
Copley Township
Coventry Township
Cuyahoga Falls
New Franklin City
Northfield Center Township
Northfield Village
Reminderville
Richfield Village
Springfield Township

Trumbull County
Liberty Township
Warren

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
Peninsula Village
Richmond Township
Roaming Shores Village
Rock Creek
Rome Township
Sheffield Township
Twinsburg Township
Wayne Township
Williamsfield Township
Windsor Township

Clark County
Springfield

Cuyahoga County
Shaker Heights

Fairfield County
Lancaster

Geauga County
Chardon Township
Middlefield Township
Parkman Township
Thompson Township

Lorain County
LaGrange Township

Mahoning County
Coitsville Township
Sebring Village

Richland County
Lexington Village

Summit County
Peninsula Village
Twinsburg

Trumbull County
Newton Falls

Southeast Ohio
Southeast Ohio Public Energy Council (SOPEC)

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
Peninsula Village
Richmond Township
Roaming Shores Village
Rock Creek
Rome Township
Sheffield Township
Twinsburg Township
Wayne Township
Williamsfield Township
Windsor Township

Clark County
Springfield

Cuyahoga County
Shaker Heights

Fairfield County
Lancaster

Geauga County
Chardon Township
Middlefield Township
Parkman Township
Thompson Township

Lorain County
LaGrange Township

Mahoning County
Coitsville Township
Sebring Village

Richland County
Lexington Village

Summit County
Peninsula Village
Twinsburg

Trumbull County
Newton Falls

Southeast Ohio
Southeast Ohio Public Energy Council (SOPEC)

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

Columbiana County
Fairfield Township
Hanover Township
Perry Township

Cuyahoga County
Beachwood
Bedford
Bedford Heights
Bentleyville
Berea
Braatenhale
Brecksville
Broadview Heights
Brook Park
Brooklyn
Brooklyn Heights Village
Chagrin Falls
Cleveland
Cleveland Heights
Cuyahoga Heights
East Cleveland
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
Seven Hills
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
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
Vermilion

Mahoning County
Beaver Township
Berlin Township
Ellsworth Township
Goshen Township
Green Township
Holliston Township
Jackson Township
Springfield Township

Medina County
Brunswick
Chippewa Lake
Gloria Glens

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

Stark County
Alliance

Summit County
Clinton Village
Lakemore Village
Macedonia
Northfield Village
Reminderville
Richfield Village
Sagamore Hills Township

Trumbull County
Liberty Township
Warren

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
Peninsula Village
Richmond Township
Roaming Shores Village
Rock Creek
Rome Township
Sheffield Township
Twinsburg Township
Wayne Township
Williamsfield Township
Windsor Township

Clark County
Springfield

Cuyahoga County
Shaker Heights

Fairfield County
Lancaster

Geauga County
Chardon Township
Middlefield Township
Parkman Township
Thompson Township

Lorain County
LaGrange Township

Mahoning County
Coitsville Township
Sebring Village

Richland County
Lexington Village

Summit County
Peninsula Village
Twinsburg

Trumbull County
Newton Falls

Southeast Ohio
Southeast Ohio Public Energy Council (SOPEC)
Do Not Knock Program

Thanks to our Do Not Knock (DNK) Registry, residents in participating communities are protected from misleading, aggressive door-to-door solicitation from for-profit energy suppliers. To date this program is operating in 13 communities totaling 14,592 enrollees in Alliance, Brook Park, Eastlake, Highland Hills, Mentor-on-the-Lake, Newburgh Heights, Northfield Center, Parma, Roaming Shores, Tiffin, Warren, Wickliffe and Willowick.

Energy Efficiency Financing

NOPEC offers two low-interest loan programs for commercial and industrial property energy improvements. Eligible properties include private-sector offices, retail and industrial buildings, non-profit facilities, apartment buildings and public sector (government, healthcare, education) facilities in NOPEC member communities.

### STEP

<table>
<thead>
<tr>
<th>RECIPIENTS</th>
<th>COMMUNITY</th>
<th>FINANCED</th>
<th>INT. RATE</th>
<th>IMPROVEMENTS</th>
<th>EST. ENERGY SAVINGS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Terrace House</td>
<td>East Cleveland</td>
<td>$85,000</td>
<td>3%</td>
<td>New boiler, LED lighting</td>
<td>$4,535 per year</td>
</tr>
<tr>
<td>Marlboro House</td>
<td>East Cleveland</td>
<td>$90,000</td>
<td>3%</td>
<td>New boiler, LED lighting</td>
<td>$1,914 per year</td>
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<tr>
<td>Allen House</td>
<td>Cleveland</td>
<td>$45,000</td>
<td>3%</td>
<td>New boiler, LED lighting</td>
<td>$3,233 per year</td>
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<tr>
<td>Balance Solutions</td>
<td>Beachwood</td>
<td>$100,000</td>
<td>3%</td>
<td>New lighting, windows, insulation</td>
<td>$5,116 per year</td>
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</table>

### PACE

<table>
<thead>
<tr>
<th>RECIPIENTS</th>
<th>COMMUNITY</th>
<th>FINANCED</th>
<th>INT. RATE</th>
<th>IMPROVEMENTS</th>
<th>EST. ENERGY SAVINGS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Antlers Apartments</td>
<td>Lorain</td>
<td>$153,500</td>
<td>3%</td>
<td>Replace original windows</td>
<td>$5,800 per year</td>
</tr>
<tr>
<td>The Vineyard Hotel Group LLC</td>
<td>Village of Madison</td>
<td>$1,000,000</td>
<td>3.5%</td>
<td>HVAC, lighting, insulation, windows and more</td>
<td>$22,685 per year</td>
</tr>
</tbody>
</table>

2019 Financing Projects

To learn more, contact Caitlin Albright at outreach@nopec.org.

To learn more about STEP and PACE financing, contact Norma Fox Horwitz at nfhorwitz@nopec.org.
Preferred Pricing Program

The Preferred Pricing Program delivers significant savings to NOPEC member communities by offering them the opportunity to buy electricity and natural gas for their municipal loads at cost. It’s our absolute best pricing, and it’s saved our communities thousands on their municipal and street lighting accounts.

In 2019, 13 communities enrolled or renewed 362 of their electric accounts, and 27 communities enrolled or renewed 137 of their gas accounts. Together, these enrollments saved participants $460,770.

To learn more, contact your community’s Relationship Manager at 440-248-1992 or email team@nopec.org.

Charging Station Program Update

In 2019, through an agreement with our energy supplier NextEra Energy Services Ohio, LLC., NOPEC provided 21 cell charging stations for use in member community public spaces across our footprint such as libraries and community centers.

ASHTABULA COUNTY
BAY VILLAGE
BEDFORD
BROOK PARK
BROOKLYN HEIGHTS
BRUNSWICK
CHARDON TOWNSHIP
CLEVELAND HEIGHTS
CLEVELAND METROPARKS ZOO
INDEPENDENCE
KNOX TOWNSHIP
LAKEWOOD
LORAIN COUNTY COMMUNITY COLLEGE
MAYFIELD VILLAGE
MORGAN TOWNSHIP
NORTH CHAGRIN NATURE CENTER
NORTH RIDGEVILLE
NORTH ROYALTON
PARIS TOWNSHIP
ROCKY RIVER
NATURE CENTER
SHEFFIELD TOWNSHIP

$460,770 SAVED
by 13 communities with 362 electric accounts
and 27 communities with 137 gas accounts
NOPEC Energized Community (NEC) Grants

Launched in 2018, our NEC grant program is available to all NOPEC member communities to help them increase energy efficiency and upgrade energy infrastructure. NOPEC approved 223 projects in 2019 for a broad spectrum of improvements, from HVAC and lighting to new roofs, windows and doors.

Since 2001, NOPEC has awarded more than $28 million in energy-efficiency grants to our member communities.

### Ashtabula
- Ashtabula — LED Lighting Upgrades: Municipal Building and Point Park
- Ashtabula County — LED Lighting Upgrades, HVAC, Roof Replacements, Insulation: Multiple County Buildings
- Austinburg Township — Townhall Door Replacement
- Cherry Valley Township — Window Replacement: Townhall
- Colebrook Township — LED Lighting Upgrades: Township Garage
- Conneaut — Gas Pipeline Infrastructure
- Dorset Township — Garage Door Repair and Updates: Township Garage
- Geneva — HVAC: Street Department and Maintenance Garage
- Geneva Township — Roof Replacement
- Geneva-on-the-Lake — LED Lighting Upgrades: Fire Department, Street Lights; Heating Upgrades: Fire Department
- Harpersfield Township — HVAC: Administrative Building
- Jefferson — HVAC: Recreation Building, Town Hall
- Jefferson Township — Door Replacement: Township Garage

### Southeast Ohio
- Athens — Solar Powered Personal Device Charging Stations
- SOPEC — Biogas Facility Feasibility Study

### Clark
- Springfield — Roof Replacement: Fire Station

### Columbiana
- Fairfield Township — LED Lighting Upgrades: Township Administrative Building
- Hanover Township — HVAC: Guilford Lake Ruritan Club
- Hanoverton Village — LED Lighting Upgrades: Village Council Chambers
- Knox Township — Insulation: Township Garage
- Unity Township — Insulated Garage Door: Township Garage

### Cuyahoga
- Bay Village — LED Lighting Upgrades: Bay Village Family Aquatic Center
- Bedford Heights — Door Replacement: City Hall
- Bentleyville — LED Light and Appliance Updates
- Berea — HVAC Installation and Window Replacement: Police Department; Insulation, Window Replacement and HVAC Installation: Fire Department
- Broadview Heights — Boiler Replacement: City Hall and Recreation Building
- Brooklyn — LED Lighting Upgrades: Recreation Center and Parks
- Brooklyn Heights — Tube Heater Repairs; Window Replacements: Community Center; Air Compressor Replacement, Pneumatic Pressure Valve Installation: Municipal Center
- Chagrin Falls — Water Pump Station Electrical Updates
- Cuyahoga Heights — Energy Efficient Marquee: Cuyahoga Heights Schools & Village Hall
- Fairview Park — LED Lighting, HVAC Upgrades, Kitchen Appliances and Charging Stations: Police and Fire Stations
- Garfield Heights — Energy-Efficient Kitchen Appliances: Fire Station; Solar Powered Speed Signs
- Highland Heights — Windows and Patio Doors Replacement: Community Center
- Lakewood — LED Lighting Upgrades, Electric Vehicle Charging Stations
- Maple Heights — Outdoor Lighting: Fire Station, City Hall, Police Station
- Mayfield Heights — HVAC Improvements: City Hall
- Mayfield Village — LED Lighting Upgrades: Fire Station
- Middleburg Heights — LED Light Upgrades: Service Center and Community Center; Window Replacements: Fire Station and City Hall
- North Olmsted — HVAC Project: City Hall
- North Royalton — LED Holiday Lighting
- Oakwood — LED Lighting Upgrade: Village Offices
- Olmsted Falls — Garage Door Replacements: Fire Department and Police Department
- Olmsted Township — Energy Efficient Upgrades: Community Center, Administrative Offices
- Orange Village — HVAC System Upgrade
- Parma — Evaporator Condenser Replacement: Ice Rink
- Parma Heights — LED Lighting Upgrades: Service Garage; Library Roof Replacement

### Geauga
- Auburn Township — LED Lighting Updates: Fire Station; Door Replacements: Administration Building
- Bainbridge Township — Furnace and A/C Replacement: Burns-Lindow Building; Window, Furnace, and A/C Upgrades: Town Hall
- Burton — Generator: Police Department; Insulated Garage Door: Street Department
- Chardon — LED Lighting Upgrades: Street Lights
- Chardon Township — LED Lighting Upgrades: Road Garage, Town Hall; Furnace Replacement: Township Garage
- Chester Township — LED Lighting Upgrades: Town Hall, Fire Station, Chester Park, Road Department; A/C Unit: Fire Station; Heater & Doors Upgrades: Road Department Garage
- Hambden Township — Window and Door Replacement: Town Hall
- Huntsburg Township — Window Replacements: Community Center
- Middlefield Village — LED Lighting Upgrade: Municipal Building; Street Light Improvements

Kingsville Township — Radiant Floor Heat System: Township Garage
Lenox Township — LED Emergency Lights Upgrades: Lenox Community Center and Township Garage
Morgan Township — Furnace Replacement: Township Garage
North Kingsville — Insulation: Village Hall
Orwell — Weatherization Project: Fire Department
Pepper Pike — LED Lighting Upgrades: Street Lighting; Air Handler Replacement: Fire Station; Infrared Heaters: Police Station
Richmond Heights — Boiler & Air Handling Motor Replacement: Police Department
Shaker Heights — Generator Replacement and Electrical Upgrades: City Hall
Strongsville — HVAC & LED Lighting Upgrades: Fire Station #1
University Heights — Pedestrian & Traffic Sign Upgrade
Valley View — Roof Project: Community Center
Walton Hills Village — LED Lighting Upgrades; Door Replacements
Woodmere Village — Holiday Light Displays and Electrical Outlet Installation
Montville Township — Air Conditioning System: Social Room
Munson Township — Furnace Replacement: Fire Department; LED Lighting Upgrades
Newbury Township — LED Lighting Upgrades: Fire Station
Parkman Township — Generators: Parkman Community House
Russell Township — LED Lighting Upgrades: Administration Building, Road Department, Zoning Department; LED Holiday Display; Door Replacement: Road Department
South Russell Village — Generator: Service Building
Troy Township — LED Lighting Upgrades
Hurón
Norwalk — HVAC Upgrades: City Hall
Lake
Eastlake — LED Lighting Upgrades, Window Replacement, Door Sealing: City Hall
Grand River — LED Lighting Upgrades: Fire and Road Departments
Kirtland — LED Lighting Upgrades: City Hall
Lake County — Window Replacement: Nolan Building
LeRoy Township — Vinyl Siding: Fire Station
Madison Township — Window Replacements & HVAC Upgrades: Bill Stanton Park Banquet Hall; LED Lighting Upgrades
Mentor — LED Lighting Upgrades: Senior Center, Window Replacement: Police Department
Mentor-on-the-Lake — Generator Upgrades: Service Department and Fire Department; LED Lighting Upgrades: Service Department and Police Department
Painesville Township — Furnace Replacement and Insulation Project: Fire Station; Door Replacement: Service Garage; Furnace and A/C Replacement: Township Hall
Perry Township — LED lighting Updates
Perry Village — LED Lighting Upgrades and Electrical Updates: Police Station
Timberlake — LED Lighting Upgrades: Village Hall
Waits Hill — Solar Powered Intersection Signs
Wickliffe — LED Upgrades: Service Garage, Street Lights
Willoughby — LED Traffic Signs; Solar Powered Radar Speed Signs; LED Sports Lighting; HVAC Upgrades: Fire House #2, Street Department, Cemetery Office
Willoughby Hills — Window & Door Replacement: City Hall Complex
Lorain
Amherst Township — Back Up Generator
Avon — Solar Powered Radar Speed Signs
Avon Lake — Boiler Replacement: Bleser Park Pool; Furnace Replacement: Fire Department; Window Replacement: City Hall
Columbia Township — LED Lighting Upgrades: Fire Station Parking Area; Door Replacements: Town Hall; Back Up Generator: Service Garage
Eaton Township — LED Lighting Upgrades: Town Hall, Storage Building, Fire Station, and Road Service Building
Elyria — Electrical Panel and LED Updates
Elyria Township — Exterior Door Replacements, HVAC Updates: Elyria Township Complex
Grafton Township — LED Lighting Upgrades
LaGrange Township — Garage Doors Replacement: Fire Station
Lorain — Window Sealing, Door and Hatch Replacement on Roof, Panic Bar Replacement, Elevator Door Operator Upgrade: City Hall
New Russia Township — Overhead Door Replacement: Service Complex
North Ridgeville — Engineering of Energy Efficient Traffic Roundabout
Penfield Township — LED Sign: Community Center
Sheffield Lake — LED Street Pole and Sign Updates; Window and Door Replacement: Senior Center
Sheffield Township — Window Replacements, LED Lighting Upgrades, Energy-Star Refrigerator: Administrative Building
Sheffield Village — LED Lighting Upgrades: Fire Station
Vermilion — Door Replacements: Water & Waste Water Treatment Plants
Mahoning
Goshen Township — Roof Repairs: Administration Building
Milton Township — Door Replacement: Police Department
Springfield Township — Overhead Doors Replacement: Fire Station #22
Medina
Brunswick — HVAC Upgrades: City Hall, Police Station; Door and Window Replacement: Fire Station #1
Portage
Atwater Township — Lighting Upgrades and Insulated Doors: Town Hall; Park Pavilion Updates
Brimfield Township — Garage Doors Replacement: Road Department; LED Lighting Upgrade: Police Department; Furnace Upgrades: Fire Department
Charlestown Township — LED Lighting Upgrades: Town Hall, Fire Station, Garages
Deerfield Township — Hot Water Tank, Doors, LED Lighting Upgrades: Town Hall
Edinburg Township — Insulation: Road Garage
Freedom Township — Electric Update, Windows, Doors, Insulation: Freedom Historical School
Garrettsville — LED Lighting Upgrades: Street Department; LED Traffic Light Upgrades
Mantua Township — LED Lighting Upgrades: Township Buildings
Palmyra Township — Window and Door Upgrades: Cemetery Chapel Project
Paris Township — LED Sign: Community Center
Randolph Township — Electric Outlet Installations
Ravenna Township — Garage Door Replacement: Zoning & Fire Department; HVAC Updates; Bay Door Replacements: Fire Department
Shalersville Township — LED Lighting Upgrades: Township Garage; Furnace Upgrades: Historical Society House
Suffield Township — LED Digital Sign: Town Hall
Windham Township — Generator Installation: Town Hall and Maintenance Garage, LED Lighting Upgrades
Seneca
Tiffin — Energy Improvements: Fire Station #2
Stark
Alliance — LED Lighting Upgrades: Street Lights, Administration Building, Court House, Police Station, Ball Fields; EV Charging Station Install
Summit
Clinton Village — Window Replacements: Fire Station
Coventry Township — Window Replacements: Administration Building, Fire Department
Lakeview — LED Lighting Upgrades
Macedonia — LED Lighting Upgrades
Richfield — LED Lighting Upgrades: Fire Department
Sagamore Hills Township — Garage Door Replacement: Police Department; Door Replacement and AC Unit Replacement: Service Garage, Lighting Upgrades: Police Station
Summit County — Boiler Replacement: Animal Control Facility
Twinburg — Electric Vehicle Charging Stations
Twinburg Township — Window Replacement: Township Hall
Trumbull
Liberty Township — LED Lighting Upgrades, LED Outdoor Digital Sign
McDonald Village — LED Lighting Upgrades: Police, Fire, and Street Departments’ Garages; Breaker Panel: Municipal Building
Newton Falls — Water Tower Lighting
Warren — HVAC System: City Hall
To learn more about NEC Grants, contact Jessica Chiano at grants@nopec.org.
Community Employee Recognition Program

In 2019, NOPEC staff recognized the hard work of our member communities’ safety forces, executive assistants, council clerks, and fiscal officers. Our recognition program allowed NOPEC the opportunity to express our gratitude to these public employees who keep our communities running safely and smoothly. These amazing individuals, nominated by a leader in their community, received a certificate of appreciation and a modest gift from NOPEC as thanks for their efforts.
In 2020, we’re recognizing Service Directors. To nominate your Service Director, fill out the nomination form at nopec.org/recognition-program or contact our Community Outreach Liaison Caitlin Albright at outreach@nopec.org.
COMMUNITY OUTREACH

Community Presentations

The more residents in NOPEC member communities know about who we are and what we provide, the better we can serve them. That's why we routinely conduct free, in-person presentations at senior centers, community centers, civic gatherings and more.

In 2019, we made presentations to many senior groups, answering their questions and sharing details of our many program offerings.

We also conducted 14 Energy Bike presentations. The Energy Bike is a fun, effective way to educate all ages on energy consumption and conservation, allowing riders to see and feel in real time how much effort is required to generate electricity.

To schedule a presentation or reserve the Energy Bike, contact our Community Outreach Liaison Caitlin Albright at outreach@nopec.org.

Youth Leadership Summit

In October, NOPEC partnered with Ohio Energy Project (OEP) to host Northeast Ohio’s first Youth Leadership Summit. Over two days, this free science-based program exposed 7th-12th grade students from nine local schools to the exciting world of electricity, circuits, energy-efficiency and more.

The following month, NOPEC hosted an Energy Workshop through OEP for elementary students from three local schools. Previously trained Youth Leadership teams demonstrated hands-on activities about energy, efficiency, heat, light and sound.

YOUTH LEADERSHIP SUMMIT PARTICIPANTS:
- Wickliffe Middle School
- Conneaut High School
- Almira Academy
- Brookside High School
- North Ridgeville Middle School
- Hawken School

ENERGY WORKSHOP PARTICIPANTS:
- Memorial Jr. High School
- Dike School of the Arts
- Maple Heights High School
- Barack Obama Elementary School
- Dike School of the Arts
- Lincoln Elementary School
Community Event Sponsorship Program

This popular program offers financial support to organizations in member communities that host events for residents. In 2019, 194 communities received a combined total of $275,750. Each community’s allocation of sponsorship funds was determined based on the number of enrolled electric and/or natural gas accounts in the aggregation program. From car shows and bake-offs to movie nights and festivals, NOPEC helped bring communities together.

For more information or help with the sponsorship disbursement process, contact our Community Outreach Liaison Caitlin Albright at outreach@nopec.org.
We continue to expand our visibility and engage with residents through strategic regional sponsorships with the Cleveland Metroparks and the Lake County Captains. These sponsorships exposed the NOPEC brand to over 350,000 people while giving us the opportunity to talk with them one-on-one about energy savings.

Cleveland Metroparks Zoo:
NOPEC was the presenting sponsor of the zoo’s Wild Winter Lights during the 2019 holiday season. Families from across Northeast Ohio were drawn to a winter wonderland filled with more than a million colored lights. Our NOPEC banners and information booth exposed over 100,000 zoo-goers to our brand and savings story. Our Wild Winter Lights sponsorship also included a Community Member Appreciation reception at Stillwater Place in November. Thanks to our sponsorship, we were able to provide nearly 300 tickets to community leaders and their families for the event.

During the summer we hosted a NOPEC day at the Zoo, offering discounted tickets to NOPEC customers. We also provided a cell phone charging station at the Zoo and at the Metroparks’ Rocky River and North Chagrin nature centers. NOPEC was also a supporting sponsor of the Zoo’s Party for the Planet, two Edgewater Live shows, two Euclid Beach live shows, and the Cleveland Metroparks Zoo Kids Day.

Lake County Captains:
NOPEC sponsored Saturday Night Fireworks at Classic Park, reaching an average of 4,500 patrons on each of the 10 Saturday home games with banners, promotional giveaways and scoreboard commercials. We also sponsored two Education Days for over 7,700 students and attendees, as well as two Member Community Appreciation events, attended by community leaders and their families.
Our community outreach extended to the Summit County and Lorain County Fairs. We sponsored Summit County’s Family Day and we were able to give away 100 free tickets. That sponsorship included a gate giveaway, information table, posts on the fair’s Facebook page and more, helping us reach nearly 10,000 county residents.

Our Lorain County Fair sponsorship included a booth on the day of their popular Tractor Pull event and had NOPEC banners hanging around the fairgrounds all week reaching nearly 20,000 attendees.
Customer Research

After a successful launch of our brand campaign in early 2018, NOPEC assembled residential customers in early 2019 to test their perceptions of our brand. We conducted six focus groups made up of current and lapsed NOPEC customers across our market area. The results were revealing. Customers trust us for lower rates but will shop for better rates if they’re not convinced of NOPEC’s competitive pricing. When shown a graph of NOPEC’s stable pricing vs. volatile for-profit pricing, they found it particularly compelling.

That focus group testing led us to add additional product options to our portfolio. More importantly, it drove the development of new messaging for 2020 and beyond.

Customers agree: NOPEC is the safe choice.

We have refreshed our messaging to incorporate the lessons learned from our customer research. It builds on existing, positive perceptions of our brand while differentiating NOPEC more sharply from our for-profit competitors.

- Peace of mind: a safe alternative to for-profit suppliers’ unpredictable price volatility and often predatory behavior
- No risk terms and conditions
- Numerous product choices competitively-priced
- Flexibility: penalty-free movement within the NOPEC portfolio
- Stability: a 20-year track record of service

Energy Connection Newsletter

We launched a residential e-newsletter in February 2019 to remind customers of NOPEC’s commitment to educating residents about energy usage. Each month, more than 10,000 subscribers receive energy-saving tips, chances to win smart home technology and more.

To sign up, go to nopec.org/subscribe.
Community Leader Testimonials

We boosted the awareness of NOPEC’s many member benefit programs in 2019 with testimonial videos and radio spots from many of our mayors, city managers and township trustees. Consumers saw and heard from their local community leaders how NOPEC saves them money and supports their communities through NEC grants, community event sponsorships, advocacy and more.

“There’s no cancellation fee. There’s no fine print. It is just a service that can be delivered at a cost savings.”
Patrick Ward, Mayor, City of Lyndhurst

“There is more involved to NOPEC than the price. Their community involvement far exceeds any other supplier of utilities.”
Sue Fields, Brimfield Township Trustee

“We received a $68,000 NOPEC Energized Community Grant for a new furnace. This is a company that gets it.”
Annette Blackwell, Mayor, City of Maple Heights

“NOPEC’s ability to negotiate for consumer friendly legislation in Columbus is crucial for us to be able to deliver quality energy pricing for our residents here locally.”
Trevor Elkins, Mayor, Newburgh Heights

“They provide stability. I know they’re honest. I know they’re looking out for the best interest of everyone in the community.”
Randy Sharpe, Chardon City Manager

“We with the rates that are negotiated for our residents, for the businesses, it’s just a good savings for everyone in the community.”
Dennis Morley, Mayor, City of Eastlake
At this year’s General Assembly, we greeted each of our community leaders with a 20th Anniversary plaque recognizing their NOPEC membership and the year that they joined. Each leader also received a community profile that detailed how many of their households were members of the aggregation and quantified the benefits to their community.

To celebrate our first 20 years of service to our members, NOPEC unveiled our 20th Anniversary logo. Throughout the coming year, this logo will appear on our marketing and communications materials, reminding everyone of our long commitment to lower utility rates.
NOPEC Foundation

In 2019, our board created the NOPEC Foundation as a 501(c)3 not-for-profit. Once funded, it will offer our members another source of dollars for improving their communities. Our current supply contracts provide for foundation funding once we achieve specific growth metrics (measured by customer counts and load increases). Once those metrics are met, the NOPEC Foundation will be eligible to receive cash contributions from NextEra, NOPEC’s natural gas and electric supplier.

The foundation is currently enlisting the assistance of the Cleveland Foundation, arguably one of the strongest charitable giving organizations in the nation, to help chart its path forward. Within a very short time, the foundation hopes to make interest earnings available as grants to NOPEC communities. Those challenges will be met by NOPEC Foundation board members Joseph Ruby, Jeff Linton and Dave Gillock.
NOPEC offers products and programs to help member communities, small businesses and residents implement energy-saving and renewable energy initiatives.

**Energy Supply and Renewable Energy Credits**

Since beginning our electric supply agreement with NextEra Energy Services Ohio, LLC. (NESO), NOPEC has provided our customers with energy backed by EarthEra© renewable energy credits (RECs) for 50% of the customer’s energy usage at no additional cost. NOPEC customers can also choose to enroll in a range of electric products that are backed by RECs for 100% of their energy usage.

EarthEra© RECs are national voluntary RECs created by wind or solar energy projects located in North America. The EarthEra© program was established by NESO’s affiliate, NextEra Energy Resources (NextEra), to provide an innovative way for businesses and consumers to support the development and construction of new wind and solar projects in the United States.

NOPEC’s supply relationship with NextEra gives NOPEC customers an unparalleled opportunity to help make the world a more environmentally friendly place by guaranteeing that a portion of the money every NOPEC customer spends on their energy will actually go to create utility scale renewable energy generation. NextEra puts a portion of every dollar NOPEC customers spend with them into the EarthEra© Renewable Energy Trust (Trust). The Trust is overseen by an independent trustee and acts as a lock-box for revenue from all EarthEra products. Since 2017, NextEra has contributed more than $42 million from NOPEC’s aggregation programs into the EarthEra© Trust. We’re not aware of any other aggregator in Ohio doing that kind of good for our environment.

**Energy Savings Tools for Communities**

In 2019, NOPEC became an ENERGY STAR® partner and created an Energy Savings Road Map, a step-by-step guide to developing and implementing energy efficiency and renewable energy policies for our member communities. Visit nopec.org/energyroadmap for tips on how to create an energy management plan, instructions for conducting an energy audit, possible funding sources as well as links to our sustainability blog series with valuable information about becoming a more sustainable community.

Additionally, for residents and businesses, NOPEC offers seasonal energy-efficiency tips and the opportunity to sign-up for money-saving maintenance reminders on our website at www.nopec.org.
2019 NOPEC Dominion East Ohio (DEO)  
Price vs. Other Market Options ($/MCF)

- NOPEC Program Price: $3.94
- NOPEC Variable Price: $2.98
- Others: $4.23

2019 NOPEC Columbia Gas of Ohio (COH)  
Price vs. Other Market Options ($/CCF)

- NOPEC Program Price: $0.475
- NOPEC Variable Price: $0.404
- Others: $0.483

2019 NOPEC FirstEnergy (FE)  
Electric Residential Price vs. Other Market Options ($/kWh)

- NOPEC Program Price: $0.059
- NOPEC Variable Price: $0.050
- Others: $0.063

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NATURAL GAS CHARTS - PRICE COMPARISON NOTES:
1) NOPEC Variable Price is $0.02/MCF (or $0.002/CCF) discount to the utility Standard Choice Offer (SCO).
2) “Others” represents the blended price of the average 12-month term offers published by the largest Retail Gas Suppliers* on EnergyChoiceOhio.gov and the SCO (DEO 73%/27%; COH 48%/52%).
   *Includes top 4 largest retail gas suppliers based on sales volume as reported in PUCO submitted annual reports as of YE 2018.

ELECTRIC CHART – PRICE COMPARISON NOTES:
1) NOPEC Program Price blended for the FE Residential Portfolio (CEI/OE 67%/33%).
2) NOPEC Variable Price is 6% discount to the Utility’s Price to Compare (PTC).
3) “Others” represents the blended average 12-month term offers published by the largest Retail Electric Suppliers* on EnergyChoiceOhio.gov and the PTC in CEI/OE (85%/15%).
   *Includes top 5 largest retail electric suppliers based on sales volume as reported in PUCO submitted annual reports as of YE 2018.
Thanks to the power of aggregation, NOPEC delivers cost savings to over 900,000 Ohio customers in our 235 member communities. But our efforts don’t stop there. We actively advocate for consumer-friendly legislation and utility regulatory policies, fighting to preserve customer choice and deregulation and against unfair utility charges.

Last year, consumers were faced with a well-funded and often misleading campaign from investor-owned utility companies seeking to erode the public’s confidence in deregulation. NOPEC fought back. We updated our 2016 Cleveland State/Ohio State study, proving once again that deregulation has saved Ohioans about $3 billion dollars a year from 2011 through 2018, for a total of $24 billion in savings.

When necessary, we also intervene in PUCO cases. When FirstEnergy charged customers an extra $202 million a year for 3 years to modernize their grid without actually having to spend any of the money, NOPEC and our partners at the Ohio Consumers’ Counsel pursued the case all the way to the Ohio Supreme Court. We prevailed with the Supreme Court finding the charge unlawful. This stopped FirstEnergy from collecting that charge for the remainder of the 3 years saving consumers hundreds of millions of potential future charges. We also joined with the Ohio Consumers’ Counsel in a settlement at the PUCO requiring FirstEnergy to return hundreds of millions of dollars to consumers, and an extra $40 million for residential customers, from the 2017 corporate tax cut passed by Congress.

It’s just one more very big way that NOPEC has your back!
## Financials

### (accrual basis)

<table>
<thead>
<tr>
<th>REVENUE</th>
<th>Jan – Dec ’19 (unaudited)</th>
<th>Jan – Dec ’18 (unaudited)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest Income</td>
<td>$772,259</td>
<td>$692,832</td>
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<tr>
<td>Management Fees – Natural Gas</td>
<td>4,438,375</td>
<td>6,381,578</td>
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<tr>
<td>Management Fees – Electric</td>
<td>8,635,900</td>
<td>10,181,665</td>
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<tr>
<td>Other Fees</td>
<td>333,638</td>
<td>328,736</td>
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<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td><strong>14,186,118</strong></td>
<td><strong>17,584,811</strong></td>
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</table>

### EXPENSES

<table>
<thead>
<tr>
<th>EXPENSE</th>
<th>Jan – Dec ’19</th>
<th>Jan – Dec ’18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Programs</td>
<td>54,079</td>
<td>133,502</td>
</tr>
<tr>
<td>Communication Services</td>
<td>71,185</td>
<td>61,280</td>
</tr>
<tr>
<td>Community Sponsorships</td>
<td>303,550</td>
<td>234,250</td>
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<tr>
<td>Computer Support</td>
<td>55,486</td>
<td>52,978</td>
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<tr>
<td>Contract Labor</td>
<td>131,264</td>
<td>113,464</td>
</tr>
<tr>
<td>Consulting – Gas &amp; Electric</td>
<td>80,680</td>
<td>0</td>
</tr>
<tr>
<td>Customer Giveback!</td>
<td>0</td>
<td>9,200,000</td>
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<tr>
<td>Depreciation Expense</td>
<td>66,306</td>
<td>57,581</td>
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<tr>
<td>Insurance</td>
<td>12,902</td>
<td>12,659</td>
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<tr>
<td>Legal Fees – Electric/Gas Aggregation</td>
<td>827,864</td>
<td>908,869</td>
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<tr>
<td>Marketing</td>
<td>1,523,185</td>
<td>1,731,808</td>
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<tr>
<td>Meetings</td>
<td>32,072</td>
<td>25,340</td>
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<tr>
<td>Office Equipment</td>
<td>9,072</td>
<td>15,407</td>
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<tr>
<td>Office Supplies</td>
<td>51,574</td>
<td>67,304</td>
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<tr>
<td>Organizational Development</td>
<td>63,092</td>
<td>83,806</td>
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<tr>
<td>Postage and Delivery</td>
<td>25,031</td>
<td>17,860</td>
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<td>Professional Fees</td>
<td>93,036</td>
<td>48,351</td>
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<td>Relationship Management</td>
<td>55,995</td>
<td>151,040</td>
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<tr>
<td>Staff Fringe Benefits/Payroll Tax (NOTE A)</td>
<td>855,956</td>
<td>452,029</td>
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<tr>
<td>Staff Salaries</td>
<td>1,638,014</td>
<td>1,336,076</td>
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<tr>
<td>Support Services</td>
<td>86,951</td>
<td>74,441</td>
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<tr>
<td>Grant to NOPEC, Inc. and support for CRES (NOTE B)</td>
<td>6,500,000</td>
<td>7,300,000</td>
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<tr>
<td>Telephone</td>
<td>53,190</td>
<td>35,552</td>
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<tr>
<td>Travel</td>
<td>111,649</td>
<td>73,832</td>
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<tr>
<td>Utilities</td>
<td>20,310</td>
<td>19,302</td>
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<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>12,722,442</strong></td>
<td><strong>22,206,731</strong></td>
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</tbody>
</table>

**NET**                                         **1,463,677** | **(4,621,920)** |

### OTHER INCOME/EXPENSE

<table>
<thead>
<tr>
<th>OTHER INCOME/EXPENSE</th>
<th>Jan – Dec ’19</th>
<th>Jan – Dec ’18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rental Office – Net</td>
<td>18,000</td>
<td>26,300</td>
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**NET REVENUES AFTER EXPENSE**                    **$1,481,677** | **$(4,595,620)**

**NOTE A:** No expense effects of GASB 68/75 – Pension and OPE Benefits – on staff fringe benefits are included in the 2019 or 2018 amounts herein.

**NOTE B:** NOPEC, INC. uses this funding to administer the Energized Community Grants (described on pages 8 & 9)
NOPEC Preferred Pricing Program

OUR ABSOLUTE BEST PRICING SAVES COMMUNITIES THOUSANDS.

Want to buy electricity and natural gas for your municipal loads at cost? NOPEC’s Preferred Pricing Program offers substantial savings on municipal and street lighting accounts. Last year, participating communities saved $460,770.


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 900,000 residential and small business customers in over 235 member communities in 19 Ohio counties. Since 2001, NOPEC has saved Ohio consumers hundreds of millions of dollars on energy costs. NOPEC has also awarded more than $28 million in energy efficiency grants. For more information about NOPEC, visit nopec.org.