20 years together and still growing.
Despite the challenging circumstances all of us faced in 2020, NOPEC accomplished many outstanding achievements worth celebrating during our 20th anniversary year.

The year began with our largest ever enrollment mailing – over 1.1 million pieces of mail – as both the electric and natural gas enrollment cycles coincided this past year. Thanks to diligent planning by our staff and supply chain partner, this effort yielded 925,000 customers – our highest number of enrollments ever! Thanks to the addition of two new gas and five new electric communities, NOPEC hit a peak of over 955,000 accounts in 240 communities in 19 counties in 2020.

In March, in response to the impact of the pandemic on families in our communities, the newly formed NOPEC Foundation made its very first charitable donations on behalf of NOPEC member communities when they voted to make cash grants, totaling $125,000, available to foodbanks serving every NOPEC member community. I couldn’t be prouder to be part of an organization that truly delivers on its mission to serve our customers and communities in such a meaningful way at such a critical time of need.

2020 was the third year of our NOPEC Energized Community Grant program, awarding another $6 million to our member communities for energy-efficiency projects, bringing our total grant awards to more than $40 million since 2010! In its third year now, the Community Event Sponsorship Program provided another $250,000 to support 200+ events in 2020, including many COVID-related events to help our communities facilitate local testing and relief efforts.

Steady progress requires steadfast leadership.
Our PACE and STEP lending programs continued to flourish, nearing $5 million in combined lending to-date for energy efficiency projects throughout our footprint. The Do Not Knock program expanded to 19 participating communities, adding 6 new communities in 2020. We successfully launched our new Safe Choice marketing campaign; worked with a task force of community officials to publish a Sustainability Report for our Member Communities; expanded our STEM programming with the Ohio Energy Project; and continued to install cell charging stations all while sustaining our important advocacy work down in Columbus, defending consumer rights by intervening in actions that would lead to unreasonable and unfair charges on Ohioans’ utility bills.

One of the most gratifying initiatives we completed this year was the community leader survey. The findings truly reaffirmed for the NOPEC Board and Staff that we have successfully built a foundation of trust with community leaders and that community leaders genuinely value their relationship with NOPEC.

More details on the survey results and all the programs and accomplishments I referenced are included in this report. The successes of 2020 clearly underscore that NOPEC exists to serve you and that NOTHING in our world is more important than the well-being of your communities, your small businesses, and your residents.

Thank you for all you do every day to make YOUR organization successful. We look forward to helping you and your communities get through the current challenges and emerging stronger on the other side.

Ron McVoy, Chairman, NOPEC Board of Directors
**New Gas Communities**

- Mahoning County
  - Sebring Village
- Summit County
  - City of Green

**New Electric Communities**

- Lorain County
  - Grafton Township
  - City of Vermilion
- Mahoning County
  - Sebring Village
  - Smith Township
- Seneca County
  - City of Fostoria

**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
  - Hanoverton Village
  - Perry Township
- Cuyahoga County
  - Beachwood
  - Bedford
  - Bedford Heights
  - Bentleyville
  - Berea
  - Bratenahl
  - 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
  - Llnsdale 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
  - Grafton 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
  - Jackson Township
  - Milton Township
  - Sebring Village
  - Smith Township
- Natural Gas Communities

  - Columbiana County
    - Butler Township
    - Knox Township
    - Leetonia Village
    - Middlefield 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
    - Vermilion
  - Summit County
    - Bath Township
    - Boston Heights
    - Boston Township
    - Copley Township
    - Coventry Township
    - Cuyahoga Falls
    - Green
    - New Franklin City
    - Northfield Center Township
    - Norton
    - Richfield 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
    - Pierpoint Township
    - Richmond Township
    - Roaming Shores Village
    - Rock Creek
    - Rome Township
    - Sheffield Township
    - Trumbull Township
    - Wayne Township
    - Williamsfield Township
    - Windsor Township
  - Clark County
    - Springfield
  - Cuyahoga County
    - Shaker Heights
  - Fairfield County
    - Lancaster
  - Geauga County
    - Chardon Township
    - Middlefield Township
    - Coventry Township
    - Parkman Township
    - Thompson Township
  - Lorain County
    - LaGrange Township
  - Mahoning County
    - New Lyme Township
For 20 years, we’ve grown by helping our communities prosper.
NOPEC MEMBER COMMUNITY BENEFITS

Energy Efficiency Financing

NOPEC offers two low-interest loan programs for commercial and industrial property energy improvements. These programs provide commercial property owners the capital they need to lower their energy costs through energy-efficiency upgrades.

Preferred Pricing Program

We delivered significant savings to our member communities by offering them the opportunity to buy electricity and natural gas for their municipal loads at cost. In 2020, 37 electric and 41 gas communities participated in this program and saved a combined total of $635,865.

Preferred Pricing Program

TO DATE, OUR PREFERRED PRICING PROGRAM HAS SAVED MEMBER COMMUNITIES $1,344,635.

Energy Efficiency Financing

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.

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

2020 PACE Projects

(3.5% interest, 15-year term)

<table>
<thead>
<tr>
<th>PACE PROJECTS</th>
<th>COMMUNITY</th>
<th>FINANCED</th>
<th>IMPROVEMENTS</th>
<th>EST. ENERGY SAVINGS</th>
</tr>
</thead>
<tbody>
<tr>
<td>260 Springside Drive, Akron</td>
<td>Bath Township, Summit County</td>
<td>$1,000,000</td>
<td>Multiple office building improvements</td>
<td>$86,968 per year</td>
</tr>
<tr>
<td>Conneaut Human Resources Council LLC</td>
<td>Conneaut, Ashtabula County</td>
<td>$115,000</td>
<td>Social services facility roof replacement</td>
<td>$1,015 per year</td>
</tr>
</tbody>
</table>

2020

saved

$635,865

in 2020

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Do Not Knock Program

Thanks to our Do Not Knock (DNK) Registry, residents in participating communities are protected from misleading, aggressive door-to-door sales people. The program is so popular, it’s now operating in 19 member communities totaling 16,000 households (a 13% average enrollment).

In 2020, the communities of Auburn Township, Glenwillow, Maple Heights, Middlefield Village, New Franklin and Reminderville joined Alliance, Brook Park, Eastlake, Highland Hills, Mentor-on-the-Lake, Newburgh Heights, Northfield Center, Parma, Roaming Shores, Tiffin, Warren, Wickliffe and Willowick.

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

Charging Station Program

In 2020, we installed 24 more cell charging stations for public use in community centers, libraries, town halls, rec centers, and more, in NOPEC member communities. That brings our two-year total to 37 operating units for this program financed through an agreement with our supplier, NextEra Energy Services Ohio, LLC.

Alliance
Bainbridge Township
Broadview Heights
Brooklyn
Chardon
Chester Township
Conneaut
Cuyahoga Falls
Grafton Township
Highland Heights
Highland Hills
Kirtland
Macedonia
Maple Heights
Middleburg Heights
Montville Township
Newton Falls
Northfield Village
Parma Heights
Russell Township
Shaker Heights
South Euclid
Tiffin
Twinsburg Township
Twinsburg Township

We’re growing together, one program at a time.
Our NECEnergized Community (NEC) Grants program is available to all NOPEC member communities to help them increase energy efficiency and upgrade energy infrastructure.

We approved 250 projects in 2020 for a broad spectrum of improvements, from lighting and new roofs to solar-powered traffic cameras.
ASHTABULA
Andover Township — LED Community Sign, Electric Upgrades: Andover Township Park
Ashtabula — Replace Boiler System: Municipal Building
Ashtabula County — Back up Generator: Emergency Operations Center
Austinburg Township — Replace Furnace: Fire Station; Door Replacement: Townhall
Cherry Valley Township — Ceiling Fans: Township Garage; Ceiling Fans, Stove Replacement: Townhall
Conneaut — Energy Efficiency Updates
Dorset Township — Hot Water Tank Replacement: Volunteer Fire Department; Refrigerator Replacement: Community Center
Geneva — Building Improvements: Geneva Community Center
Geneva-on-the-Lake — HVAC System Replacements: Clubhouse; LED Streetlight Conversions
Harpersfield Township — LED Lighting: Township Garage
Jefferson — Furnace Replacement: Community Center and Townhall
Jefferson Township — Door and Window Replacements: Beech Street Location
Kingsville Township — LED Sign: Kingsville Township Park
Lenox Township — Building Improvements: Community Center
New Lyme Township — Roof Repair
North Kingsville — HVAC System Replacement: Village Hall
Orwell Township — Back up Generator: Township Hall
Richmond Township — Water Heater Replacement: Townhall; Heating and Electric Upgrades: Township Garage
Saybrook Township — Insulation, Window and Door Replacements, Dehumidifier Installation: Fire Station
Sheffield Township — Insulation: Road Department Garage
Wayne Township — Window Drapes: Community Center
Williamsfield Township — Door Replacements, Electrical Updates, LED Lighting: Community Center

ATHENS
Athens — Solar Powered Street Lights
SOPEC — Biogas Facility Feasibility Study

CLARK
Springfield — LED Lighting Upgrade: Springfield Service Center, Airport; Roof: Flight School

COLUMBIANA
Butler Township — Roof Replacement: Township Garage
Hanover Township — Insulation, Lighting, HVAC Updates
Knox Township — Furnace Replacement: Administrative Building
Leetonia — LED Lighting for New Park
Middleton Township — LED Lighting Upgrades
Perry Township — Furnace and Air Conditioning Replacement, Lighting Upgrades: North Building; Metal Roof Installation: South Building
West Township — LED Lighting, Lower Ceiling and Install Accoustic: Board Room

CUYAHOGA
Bay Village — Sustainable Roofing System: Service Garage
Beachwood — LED Lighting Upgrade: City Hall, Fire Station, Service Garage
Bedford — Water Heater Replacements and LED Street Lighting
Bedford Heights — Door Replacements: Community Center, Fire Department
Bentleyville — LED Holiday Lighting Display
Berea — Boiler Replacement: Fire Station
Bratenahl — Lighting Upgrades: Community Center, Bratenhal Road Underpass
Brecksville — Window Replacements: Montessori School Building; Roof Replacement and Insulation, Air Handlers Installation: City Hall
Broadview Heights — Roof Replacement: Recreation Center
Brook Park — Solar Powered Speed Radar Signs; Door Replacements: City Hall; Solar Powered Stop Signs
Brooklyn — HVAC Replacement: Fire Department
Brooklyn Heights — Zone Valve and T/Stat Replacement: Service Department
Buckeye Lanes — Bathroom (HVAC Valves); Marquee LED Lighting Upgrade; Compressor Motor Replacement: Fire Department; Air Dryer Installation: Police/Station Boiler Room; New Ice Machine: Community Center
Cleveland Heights — Ductless Split A/C Unit; Exhaust Fan Filter and Control Updates; Police Shooting Range; Upgrade to Rooftop HVAC Unit: Police Precinct; HVAC Replacement: Public Works Forestry Offices; Window Replacements: Service Garage; Roof Repair for Solar Panel Installation
East Cleveland — LEED Painting: MLK Civic Center Gymnasium
Garfield Heights — Solar Arrowboard Trailer and LED Arrowboards for Road Work
Gates Mills — HVAC Replacements and Updates: Community House, Mayor’s Office, Finance Administor Office, and Mills Building
Glenwillow — HVAC Replacement: Police Department
Highland Hills — LED Parking Lot Lighting: Government Center
Hunting Valley — Solar Powered License Plate Reading Cameras
Independence — LED Holiday Lighting Display, Interior LED Lighting
Lyndhurst — Solar Reflective Roof Installation; Washer/Extractor and Dryer for Fire Department Turn out Gear; Energy Star Appliances: Fire Station; Hot Water Tank Replacement: Community Center
Maple Heights — LED Street Light Upgrades: Broadway Business District
Mayfield Heights — Door Replacements: Service Department
Mayfield Village — Lighting Updates: Baseball Field
Middleburg Heights — Window Replacements: Fire Station, City Hall
Moreland Hills — Back Up Generator: Police Department
Newburgh Heights — Insulation: Administrative Offices, Community Room
North Olmsted — HVAC Replacements: City Hall
North Randall — Generator, Rewiring, Circuit Panel Replacement: Village Hall
North Royalton — Lighting Upgrades and Electrical Work: Ballfields
Oakwood — ADA Handicap Accessible Doors, Outdoor Lighting
Olmsted Falls — Replace Garage Door: Fire Department; Door Replacements: City Hall, Police Department
Olmsted Township — Roof Replacement: Service Department
Orange Village — HVAC Replacement: Police Department

We were so pleased that NOPEC was able to assist the City with grant funds to repair the roof and we were then able to successfully install the solar panels. The panels will help offset energy costs for most of the City’s properties.

Andre Spencer,
Facilities Superintendent
Cleveland Heights
Our Parkview Softball Complex was initially designed with a sodium halogen lighting system. By upgrading through the NOPEC NEC Grant Program, we have created a more efficient and sustainable system that will reduce our electrical usage at the complex by over half.

Shane E. McAvineew, Director
Mayfield Village Parks and Recreation
Avon Lake — HVAC Upgrades: City Hall; Solar Powered LED Crosswalks
Carlsile Township — Suspended Ceiling, LED Lighting, Heating and Air Conditioning: Town Hall
Columbia Township — Windows Replacements and LED Lighting: Fire Station
Elyria Township — Door Replacements and LED Lighting: Township Complex
Grafton Township — LED Lighting
LaGrange Township — Electrical Updates, LED Lighting: Road Building
Lorain — Door Replacements: City Hall; Crosswalk Blinker Signals; Road Underpass Lighting; Roof Replacement: Lorain Central Fire Station
New Russia Township — Water Heater Replacement: Township Administrative Complex
North Ridgeville — Intersection Improvement Project
Penfield Township — LED Sign: Community Center
Sheffield Lake — Generator: Safety Services
Sheffield Village — LED Street Lighting; HVAC: Police Department Dispatch
South Amherst Village — Lighting Upgrades: Town Hall, Police Garage, Service Garage, Monument; Door Replacement: Police Station

MAHONING
Beaver Township — LED Lighting Upgrades: Fire Station; Garage Doors Replacements: Road Department Facility
Berlin Township — LED Lighting: Township Facilities
Ellsworth Township — Window Replacements: Fire Station
Jackson Township — Exterior Lighting Upgrades
Milton Township — Generator: Police Department
Smith Township — Weatherization: Police Department
Springfield Township — Heating and Cooling, Door Replacements: Administration Building; Door Replacement: Fire Station

MEDINA
Brunswick — HVAC System: City Hall
Chippewa Lake — LED Streetlights

PORTAGE
Atwater Township — New Roof: Town Hall
Brimfield Township — Heating and Air Conditioning, Furnace Replacement, Electrical Upgrades: Road Department; AC System: Community Center; Heat Pump: Police Department
Charlestown Township — Line Extension: Fire Department; Generators: Fire Station, Town Hall
Deerfield Township — LED Holiday Lights
Edinburg Township — Insulation and Heating: Road Garage and Equipment Bay
Franklin Township — LED Security Lighting
Freedom Township — Air Conditioning Units: Community Center, Fiscal Office; LED Parking Lot Lighting
Garrettsville — LED Lighting: Village Hall
Hiram Township — HVAC, Windows, Doors, Lighting
Kent — Pump Replacement; Boiler Replacement: Water Reclamation Facility
Mantua Township — HVAC: Township Facilities
Nelson Township — Generator: Service Building/Community House
Palmyra Township — LED Lighting: Fire Station, Road Department Garage
Paris Township — Lighting Upgrades: Shearer Community Center
Portage County — Roof Replacement: Portage County Administration Building
Ravenna Township — Roof Replacement and Insulation: Fire Department
Rootstown Township — Electricity Installation: Rootstown Community Park; Garage Doors Replacement: Fire Station; HVAC Replacement
Shalersville Township — Air Conditioning Units: Town Hall
Suffield Township — Insulation: Road Garage

SENeca
Tiffin — Roof Replacements: Police Department and City Annex Building

STARK
Alliance — LED Outdoor Stadium Lights: Ballfield; LED Lighting: Fire Department

SUMMIT
Bath Township — Exterior Lighting and Parking Lot Lights Replacements: Township Facility
Boston Heights — LED Solar Powered Blinker Sign
Boston Township — LED Lighting: Township Facilities
Clinton — Generator: Village Hall
Copley Township — LED Lighting: Township Facilities
Coventry Township — Window Replacements: Administrative/Fire Department
Lakemore — LED Lighting: Hinton-Humiston Park
Macedonia — Ballfield Lighting
New Franklin — Outdoor LED Lighting: Franklin Park Civic Center
Northfield — Wall Repairs: Village Hall
Northfield Center Township — Garage Doors: Service Department
Norton — LED Stop Sign Installation
Peninsula — Window Replacements: Village Hall
Richfield — LED Lighting: Village Hall
Springfield Township — HVAC: Community Center
Twinsburg — Garage Door Replacements, Window Replacements: Fire Station; LED Lighting: Community Center
Twinsburg Township — Door Replacements: Township Hall

TRUMBULL
Liberty Township — Roof Replacement: Administration Building
McDonald — LED Lighting: Fire Department

Our new Flock Safety license plate reader cameras are a valuable asset to Hunting Valley. The flexibility of the solar feature aids in placement of the cameras as well as saving energy.

Michael Cannon,
Police Chief
Hunting Valley
In 2020, NOPEC staff recognized the hard work of Service Directors who keep their member 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.
Great teamwork deserves congratulations.

Community Event Sponsorships

Each year, NOPEC makes funds available for each of our member communities to designate towards public events in their communities. While many events were different in 2020, many communities were still able to use their sponsorship awards to host food drives, virtual concert series, and outdoor movie nights.

For help with a community event or the community sponsorship disbursement process, contact Community Outreach Liaison Caitlin Albright at sponsorships@nopec.org.
2020 was an extraordinary year. Due to COVID-19 restrictions, we were forced to curtail most of the community presentations and events we normally support. We were still able to support a senior event in Strongsville and two Energy Bike presentations at public libraries in Ashtabula and Geneva, along with our regional sponsorships.

**Regional Sponsorships**

We continued to expand our visibility and engage with residents through partnerships with the Lake County Captains and the Cleveland Metroparks Zoo.

Over the holidays, we again presented Wild Winter Lights at the Cleveland Zoo. With an extended showing including drive-through and walk-through nights, over 100,000 people got to enjoy a beautiful holiday lighting display with NOPEC as the presenting sponsor.

We sponsored five Movie Nights Powered by NOPEC, a series of socially-distanced film screenings at the Captains Ballpark.
Community Outreach

Growth requires a dynamic partnership and collaboration.

County Fair Sponsorships

NOPEC sponsored the Summit County Fair Family Day with a table to welcome fair-goers. As a Silver Sponsor of the Geauga County Fair, we displayed our logo at each gate and were listed on the fair’s website.

STEM OEP Programs

For the fifth consecutive year, NOPEC partnered with the Ohio Energy Project (OEP) to bring STEM education to 25 Ohio schools.

In 2020, OEP developed an energy education program that will provide 1,500 elementary, middle and high school kids with in-school and virtual learning about wind energy while giving older students a valuable mentoring experience.

To learn more, contact NOPEC’s Community Outreach Manager, Courtney Freyhauf at sponsorships@nopec.org.
Two years ago, we asked residential customers about their perceptions of NOPEC. Those focus groups led to the development of our new marketing campaign reinforcing that non-profit NOPEC is the Safe Choice for stable rates vs. the competition’s volatile for-profit pricing.

In 2020, we translated that message into three new TV and radio spots, print ads and more. Comparing the competition’s unpredictable rates to riding a roller coaster, sitting in a dunk tank and hanging onto a mechanical bull, our spokeswoman reassured viewers of NOPEC’s predictability from the safety of a kiddie coaster, rocking horse and child’s swimming pool.
Community Leader Survey

In the Fall, 240 elected and appointed officials from NOPEC’s diverse communities participated in a survey about their perceptions of NOPEC. The positive results demonstrate the overwhelming amount of trust and confidence our community leaders have in the job we’re doing and the value they place on the programs and benefits we deliver.

<table>
<thead>
<tr>
<th>Positive Results</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Good to Excellent Reputation</td>
<td>93%</td>
</tr>
<tr>
<td>Fair and Competitive Pricing</td>
<td>84%</td>
</tr>
<tr>
<td>Great Value to their Community</td>
<td>77%</td>
</tr>
<tr>
<td>NOPEC is the Safe Choice</td>
<td>91%</td>
</tr>
</tbody>
</table>

Stop riding the utility rate roller coaster.

Choose NOPEC: the safe choice for competitive gas and electric rates.

For-profit energy suppliers look good when their rates are falling. But it never lasts.

Non-profit NOPEC smooths the ride by buying electricity and natural gas in bulk, then passing the savings and benefits on to you.

Enjoy peace of mind with NOPEC’s fixed term, monthly variable and 100% renewable product options. You can even move among those choices without fees or penalties.

To learn more, call (866) 996-6732 or visit nopec.org.

Choose NOPEC: the safe choice for competitive gas and electric rates.

For-profit energy suppliers offer low rates at first. But it never lasts.

As a non-profit, NOPEC minimizes rate volatility by buying electricity and natural gas in bulk, then passing the savings and benefits on to you.

Enjoy peace of mind with NOPEC’s fixed term, monthly variable and 100% renewable product options. You can even move among those choices without fees or penalties.

To learn more, call (866) 996-6732 or visit nopec.org.

Don’t get soaked by utility rate surprises.

For-profit energy suppliers offer low rates at first. But it never lasts.

As a non-profit, NOPEC minimizes rate volatility by buying electricity and natural gas in bulk, then passing the savings and benefits on to you.

Enjoy peace of mind with NOPEC’s fixed term, monthly variable and 100% renewable product options. You can even move among those choices without fees or penalties.

To learn more, call (866) 996-6732 or visit nopec.org.

Getting jerked around by volatile utility rates?

For-profit energy suppliers offer low rates at first. But it never lasts.

Non-profit NOPEC softens the ride by buying electricity and natural gas in bulk, then passing the savings and benefits on to you.

Enjoy peace of mind with NOPEC’s fixed term, monthly variable and 100% renewable product options. You can even move among those choices without fees or penalties.

To learn more, call (866) 996-6732 or visit nopec.org.
Thanks to COVID, our 21st General Assembly was our first ever virtual gathering. Even so, we were able to meet and share several groundbreaking milestones:

- a 2020 opt-out mailing of 1.1 million garnering 925,000 enrollments
- NOPEC Foundation’s first grants of $125,000 for 20 food banks in member communities
- more sustainable funding of our NEC grant program
- aggregation advocacy efforts around House Bill 6
- the creation of a Sustainability Report for Member Communities
The arrival of COVID created a very real need for families in our communities. More people were turning to food banks, which had trouble keeping up with demand.

In March, our Foundation leadership (Joseph Ruby, Jeff Linton, and Dave Gillock) responded with its very first charitable donations with cash grants totaling $125,000 to 20 food banks in our hardest hit member communities. NOPEC’s Board of Directors helped identify which communities were most in need so we knew where to best direct these funds.
NOPEC is wholly committed to energy sustainability. We have developed a variety of programs and resources to enhance the lives of member communities’ residents and the vitality of their businesses specifically designed to reduce their overall carbon footprint and lower their energy costs.

Through our electric supply agreement with NextEra Energy Services Ohio, LLC (NESCO), NOPEC provides our customers with energy backed by EarthEra© renewable energy credits (RECs) equal to 200% of the quantity of RECs required by the Ohio Renewable Portfolio Standard (RPS). NOPEC customers may also enroll in a range of electric products backed by RECs for 100% of their energy usage.

EarthEra© RECs are national, voluntary RECs created by North American wind or solar energy projects. Established by NESCO’s affiliate, NextEra Energy Resources (NextEra), EarthEra provides an innovative way for businesses and consumers to support the development and construction of new wind and solar projects in the United States.

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.

The dollars in the EarthEra© Trust are used exclusively to build new utility scale renewable energy projects in the United States.

NOPEC created a Sustainability Report for Member Communities that describes NOPEC’s current efforts as well as next steps toward building a greener future. To explore tips on creating an energy management plan, conducting an energy audit and becoming a more sustainable community, visit nopec.org/energyroadmap.
We actively advocate for consumer-friendly legislation and utility regulatory policies, fighting to preserve customer choice and deregulation and against unfair utility charges.

In 2020, we opposed a number of utility-driven actions at the Public Utilities Commission of Ohio including Dominion Energy Ohio’s PUCO rate increase application that would increase our DEO customers’ monthly bills and include a rate of return of over 9% when the cost of the utility’s debt has declined substantially.

We were successful in having language removed from House Bill 6 that would have ended governmental opt-out aggregation for electricity. The bill also contained policies allowing utilities to keep monies awarded to them under certain regulations, even when the Ohio Supreme Court found those regulations to be illegal. NOPEC is fighting that policy.

We also advocated before the Ohio Legislature for an elimination of the so-called “decoupling part” of HB 6 that allowed electric utilities to be recession-proof, and to eliminate the ability of multi-utility electric companies in the state to average their rates of return over several utilities to avoid any being considered to be earning significantly excessive profits.

We advocated at the Legislature and before the PUCO that utility rates should be subject to refund if their rates are later found to be unlawful or unreasonable.

NOPEC also intervened at the Federal Energy Regulatory Commission to protest a large gas pipeline rate increase by the interstate gas pipeline serving our Columbia Gas of Ohio customers.

Together, we’re building a brighter future.
When it comes to growth, our numbers speak for themselves.
## FINANCIALS

### REVENUE

<table>
<thead>
<tr>
<th>Description</th>
<th>Jan - Dec 20 (unaudited)</th>
<th>Jan - Dec 19 (unaudited)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management Fees - Electric</td>
<td>8,131,532</td>
<td>6,252,381</td>
</tr>
<tr>
<td>Management Fees - Natural Gas</td>
<td>4,029,570</td>
<td>2,389,466</td>
</tr>
<tr>
<td>Grants - Electric &amp; Natural Gas</td>
<td>4,277,085</td>
<td>4,438,375</td>
</tr>
<tr>
<td>Investment Income</td>
<td>1,194,245</td>
<td>958,423</td>
</tr>
<tr>
<td>Program and Other Income</td>
<td>342,699</td>
<td>351,638</td>
</tr>
<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td><strong>17,975,131</strong></td>
<td><strong>14,390,283</strong></td>
</tr>
</tbody>
</table>

### EXPENSES

<table>
<thead>
<tr>
<th>Description</th>
<th>Jan - Dec 20 (unaudited)</th>
<th>Jan - Dec 19 (unaudited)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Programs</td>
<td>50,021</td>
<td>54,079</td>
</tr>
<tr>
<td>Community Event Sponsorships</td>
<td>263,313</td>
<td>303,550</td>
</tr>
<tr>
<td>Legal Expense</td>
<td>1,188,521</td>
<td>827,864</td>
</tr>
<tr>
<td>Computer - IT Support</td>
<td>80,036</td>
<td>55,486</td>
</tr>
<tr>
<td>Professional Fees</td>
<td>44,257</td>
<td>93,036</td>
</tr>
<tr>
<td>Communications &amp; Consulting</td>
<td>231,936</td>
<td>283,129</td>
</tr>
<tr>
<td>Grant to Nopec, Inc.</td>
<td>8,700,000</td>
<td>6,500,000</td>
</tr>
<tr>
<td>Marketing and Support Services</td>
<td>1,755,623</td>
<td>1,610,136</td>
</tr>
<tr>
<td>Relationship Management</td>
<td>62,146</td>
<td>55,995</td>
</tr>
<tr>
<td>Office and Other General Expense</td>
<td>214,173</td>
<td>235,170</td>
</tr>
<tr>
<td>Staff Salaries</td>
<td>1,644,496</td>
<td>1,638,014</td>
</tr>
<tr>
<td>Staff Fringe Benefits</td>
<td>547,164</td>
<td>582,668</td>
</tr>
<tr>
<td>Meetings and Travel</td>
<td>37,564</td>
<td>143,721</td>
</tr>
<tr>
<td>COVID-19 Related Expense</td>
<td>18,801</td>
<td>0</td>
</tr>
<tr>
<td>Depreciation Expense</td>
<td>28,079</td>
<td>52,489</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSE</strong></td>
<td><strong>14,866,130</strong></td>
<td><strong>12,435,337</strong></td>
</tr>
</tbody>
</table>

### NET INCOME

<table>
<thead>
<tr>
<th>Description</th>
<th>Jan - Dec 20 (unaudited)</th>
<th>Jan - Dec 19 (unaudited)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NET INCOME</strong></td>
<td><strong>3,109,001</strong></td>
<td><strong>1,954,946</strong></td>
</tr>
</tbody>
</table>

Note: The GASB 68/75 entries related to Pension and Other Post-Employment Benefits (OPEB) have been omitted as they have no effect on the financial operation of NOPEC.
NOPEC makes it easy to stop pesky door-to-door solicitors.

Stop for-profit solicitors with NOPEC’S Do Not Knock program.

Many energy companies will offer residents a low introductory rate (and even a free gift) for signing up, only to raise their rates after locking in a long-term contract or extending the contract without telling them at the end of the initial contract period.

Residents in participating communities can simply list their address on their community’s Do Not Knock registry to prevent for-profit solicitors from knocking on their door. NOPEC manages the registry at no cost to your community.

LEARN HOW YOUR COMMUNITY CAN JOIN TODAY! VISIT NOPEC.ORG TO GET STARTED.

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 950,000 residential and small business customers in 240 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 nearly $40 million in energy efficiency grants. For more information about NOPEC, visit nopec.org.