Despite the ongoing challenges posed by the lingering impact of the pandemic, NOPEC reached a number of exciting, historic milestones and accomplished momentous achievements in 2021.

We added four new electric communities and two new gas communities in 2021, including the City of Parma in Cuyahoga County for electric and the City of Rittman, our first community in Wayne County, for gas. The addition of those new communities — in combination with optimizing the enrollment of all eligible residents and small businesses in our existing footprint — took us over the 1 million accounts mark for combined gas and electric programs in September, 2021! That means our aggregation is now serving more than 2.25 million Ohioans and nearly 70,000 small businesses in 242 communities covering 19 counties — and growing!

Our PACE and STEP lending programs continued to evolve as well. Due to the success of NOPEC PACE lending, the Board increased the maximum amount of NOPEC funding available in the PACE funding pool from $2 million to $5 million. And, in late October, NOPEC sold our first PACE bond for roughly $3.6 million to replenish the pool! These PACE loans are a tremendous member benefit that can be effectively used as an economic development tool in your communities.

We continued to administer our NOPEC Energized Community Grant (NEC) program with funding from NOPEC Inc. as well as our Community Event Sponsorship programs in 2021, awarding another $4.8 million to our communities. We exponentially expanded our STEM education initiative with the Ohio Energy Project to involve more than 1,500 students this year. In November, we executed our required natural gas anniversary opt-out mailing to over 510,000
existing and prospective customers with record enrollment results. And we launched the NOPEC Green Ribbon Award which recognizes member communities for their investment in energy efficiency initiatives.

One of the 2021 highlights I’m most proud of is our joint effort with the Ohio Consumers’ Counsel to negotiate a record $306 million refund to 2.1 million FirstEnergy customers under the significantly excessive profits provisions of Ohio law for PUCO regulated investor owned electric utilities. Our collaborative advocacy efforts in this case means the average Ohio FE residential customer will receive a total of $85.71 in on-bill credits over the next five years! I want to thank every NOPEC member community for your unwavering support of NOPEC’s consumer advocacy mission — to leverage our collective voice to help protect Ohio ratepayers from unreasonable utility rate increases, unfair regulation and fighting for consumer-friendly energy policies every day.

I wasn’t kidding when I said it was an amazing year of impactful accomplishments for YOUR organization in 2021! More details on these and other notable successes are included in this report. We look forward to more opportunities to serve you, your residents and small businesses in 2022.
Every day, NOPEC works with consumer advocate organizations to preserve your utility choices and guard against unfair charges and policies. Together, we’ve helped Ohio consumers save hundreds of millions in energy costs. Rest assured, we will continue to fight for you.

New Community Growth

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
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</thead>
<tbody>
<tr>
<td>2017</td>
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<tr>
<td>2018</td>
<td>200</td>
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<tr>
<td>2019</td>
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<td>250</td>
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Electric & Natural Gas Accounts

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<th>Value</th>
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<tr>
<td>2018</td>
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<td>2019</td>
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<tr>
<td>2020</td>
<td>950,000</td>
</tr>
<tr>
<td>2021</td>
<td>1,000,000</td>
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</table>

Programs That Improve Communities

At NOPEC, we offer the protection and benefits of governmental opt-out energy aggregation to roughly 2.25 million people and nearly 70,000 small businesses across 242 communities. But our commitment to our members doesn’t stop there. We also offer a variety of programs that enhance these communities and improve lives.

We’re Giving Energy Consumers a Voice.
## NOPEC Member Communities

### New Gas Communities
- Lorain County
  - North Perry Village
- Wayne County
  - City of Rittman
- New Electric Communities
- Columbiana County
  - Hanover Township
- Cuyahoga County
  - City of Parma
- Lorain County
  - North Perry Village
- Mahoning County
  - Smith Township
- Natural Gas and Electric Communities

## Ashtabula County
- 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
- Hanover Township
- Perry Township

## Cuyahoga County
- Beachwood
- Bedford
- Bedford Heights
- 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
- 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
- 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
- Chardon Township
- 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
- Pittsfield Township
- 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
- Springfield Township

## Medina County
- Brunswick
- Chippewa Lake
- Gloria Glns

## 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

## Richland County
- Lexington Village

## Seneca County
- Fostoria
- Tiffin

## Stark County
- Alliance

## Summit County
- Alliance
- Cleveland Heights
- Lakemore Village
- Macedonia

## Wayne County
- Bedford
- Bedford Heights
- Berea
- Bratenahl
- Brecksville
- Broadview Heights
- Brook Park
- Brooklyn
- Brooklyn Heights Village

## Electric Communities
- Ashtabula County
- Andover Township
- Austinburg Township
- Cherry Valley Township
- Colebrook Township
- Denmark Township
- Dorset Township
- Harts grove 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
- Twinsburg Township
- Wayne Township
- Williamsfield Township
- Windsor Township

## Clark County
- Springfield

## Cuyahoga County
- Shaker Heights

## Fairfield County
- Lancaster

## Geauga County
- Middlefield Township
- Parkman Township
- Thompson Township

## Lorain County
- LaGrange Township

## Mahoning County
- Coitsville Township

## Summit County
- Peninsula Village
- Twinsburg Township

## Trumbull County
- Newton Falls

## Southeast Ohio
- Southeast Ohio Public Energy Council (SOPEC)

## Wayne County
- McDonald Village

## Newton Falls
- Reminderville
- Richfield Village
- Sagamore Hills Township

## Liberty Township
- Warren

## Natural Gas Communities
- Ashtabula County
- Ashtabula Township
- Conneaut
- Geneva
- Geneva-on-the-Lake
- Geneva Township
- Harpersfield Township
- Jefferson Township
- Jefferson Village
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- Richmond Township
- Roaming Shores Village
- Rock Creek
- Rome Township
- Sheffield Township
- Twinsburg Township
- Wayne Township
- Williamsfield Township
- Windsor Township

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## Cuyahoga County
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- Lancaster

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- Thompson Township

## Lorain County
- LaGrange Township

## Mahoning County
- Coitsville Township

## Summit County
- Peninsula Village
- Twinsburg Township

## Trumbull County
- Newton Falls

## Southeast Ohio
- Southeast Ohio Public Energy Council (SOPEC)

## Wayne County
- McDonald Village
Each and every day, NOPEC actively advocates for you, our members. Our goals are clear:

• Support policies that are fair to all Ohio utility consumers.
• Maintain robust and fair deregulated retail energy markets in Ohio.
• Ensure competitive, diverse and resilient generation.
• Restore impactful renewable energy standards.
• Eliminate guaranteed recovery of revenues for electric utilities regardless of weather or economic conditions.

We’re proud to say that we have celebrated numerous successes with you. NOPEC was very active in consumer advocacy in 2021, achieving several significant successes benefiting our 1 million Ohio electric and natural gas aggregation customers.

PUBLIC UTILITIES COMMISSION OF OHIO (PUCO)
FirstEnergy Ohio Utilities Refund of Significantly Excessive Earnings

Working closely with the Ohio Consumers’ Counsel Office (OCC), we negotiated a settlement with the FirstEnergy Ohio utilities of 2017-2021 cases in which those utilities had earnings that exceeded the “significantly excessive earnings” test in Ohio law. The FirstEnergy Ohio utilities agreed to refund $306 million to its Ohio customers, starting in 2022, the largest utility refund to customers in Ohio history. This settlement was largely achieved because of the successful Ohio Supreme Court
appeal by NOPEC, OCC and others in 2019 of those utilities’ DMR Rider, which the Court determined was an unlawful charge because it didn’t require the utilities to spend any money or provide any service to collect the rider. As a result, the utilities then were required to include revenues from that rider as part of their earnings in past years’ calculations of “significantly excessive earnings”. NOPEC residential customers served by the FirstEnergy Ohio utilities will receive refunds of about $85 each over the next several years, with NOPEC small business customers receiving larger refunds. Our customers received their first installment of the refund in their January 2022 electric bills.

**OHIO SUPREME COURT**

**Reversal of FirstEnergy Affiliate PUCO Certification**

NOPEC and OCC successfully appealed the PUCO certificate granted to a FirstEnergy affiliate to provide certain electric service in Ohio. The Ohio Supreme Court agreed with NOPEC that the certificate was granted unlawfully, and that affiliate withdrew its certificate to provide service in Ohio.

**FEDERAL ENERGY REGULATORY COMMISSION (FERC)**

**Columbia Gas Transmission Corp. Rate Case**

Working with other consumer advocates, including OCC, NOPEC intervened in this interstate gas pipeline company rate increase case, on behalf of our natural gas aggregation customers served by Columbia Gas of Ohio. The case was settled at a lower than proposed rate increase amount. We were instrumental in successfully obtaining the lower settlement transmission rates to be effective in time for the 2021-2022 winter heating season, instead of the higher as filed rates that were being charged.

NOPEC will continue to be active with our consumer advocacy efforts on behalf of our Member Communities at the PUCO, FERC, Ohio Supreme Court and Ohio Legislature.
The NEC Grant Program continues to get stronger thanks to feedback from our communities. This year, we conducted an extensive research project, getting valuable input from 18 of our community leaders. The results helped us streamline program policies and helped us make our platform more user friendly.

In 2021 we awarded more than $4.5 million totaling more than $44 million in community grants since 2001.

Gladly helping our neighbors.
NEC GRANT PROGRAM

There are many types of projects that qualify for grant funding. Here are some of the most common:

- LED signs
- LED lighting upgrades
- Solar-powered LED stop signs
- Traffic signal upgrades
- Energy-efficient windows
- Energy-efficient air conditioners
- Electrical upgrades
- Generators
- Insulation

LAKEWOOD

The city of Lakewood used their energy-efficiency grants to install all new LED streetlights. Thanks to the NEC grants, Lakewood decreased its energy consumption by an incredible 14%, saving taxpayers thousands in energy costs.

WILLOUGHBY HILLS

NOPEC’s Energized Community Grant helped Willoughby Hills install a new heating and AC system in the historic Grange building. The new HVAC system allows community groups to comfortably meet there year round.

Macedonia

The new lights deliver substantial energy savings and provide residents more opportunity to play, compete and have fun!
Every year, we give our member communities the opportunity to buy natural gas and electricity for their municipal loads at cost. This year was no different. Through our Preferred Pricing Program, participating communities saved $724,931 in 2021.
DO NOT KNOCK PROGRAM

Nobody wants aggressive salespeople showing up at their doorstep. Which is why our Do Not Knock (DNK) Registry is so popular with residents in our member communities. DNK continues to grow with more than 16,000 households in 19 member communities signed up.

To learn more, contact outreach@nopec.org.

CELL PHONE CHARGING STATION PROGRAM

In 2021, we closed out our charging station program strong by installing an additional 15 stations throughout NOPEC member communities.

Charging stations since 2019. Locations bolded were added in 2021.

Alliance
Ashtabula County
Athens
Bainbridge Township
Bay Village
Bedford
Bedford Heights
Brecksville
Broadview Heights
Brook Park
Brooklyn
Brooklyn Heights
Brunswick
Chardon
Chardon Township
Chester Township
Cleveland Heights
Conneaut
Cuyahoga Falls
Eastlake
Geauga County
Grafton Township
Green
Highland Heights
Highland Hills
Independence
Kent
Kirtland
Knox Township
Lakewood
Lorain
Lyndhurst
Macedonia
Mahoning County
Maple Heights
Mayfield Village
McDonald Village
Middleburg Heights
Montville Township
Morgan Township
Newton Falls
North Ridgeville
North Royalton
Northfield Village
Oakwood
Painesville Township
Paris Township
Parma Heights
Rocky River
Russell Township
Seven Hills
Shaker Heights
Sheffield Township
South Euclid
Thompson Township
Tiffin
Twinsburg Township
Warren
COMMUNITY OUTREACH
WE’RE ENGAGED AND ENERGIZED.

LAKE COUNTY CAPTAINS
Throughout the Lake County Captains season, we maintained a visible park presence through banners, promotional giveaways and commercials playing on the digital scoreboard with a total season attendance exceeding 130,000 people.

CAPTAINS HALLOWEEN FEST
The Lake County Captains Trick or Treat Halloween Fest was a terrific success, and we were excited to be part of it. Held at Classic Park on October 16, 2021, Halloween Fest brought families from all over the area together for a fun, candy-filled afternoon.

WILD WINTER LIGHTS
We were honored to once again sponsor Wild Winter Lights at the Cleveland Metroparks. The beautiful holiday lighting display, which included drive-through and walk-through nights, attracted more than 100,000 people.

We’re proud to partner with standout organizations like the Lake County Captains and the Cleveland Metroparks. It’s a great chance for us to support our communities and engage with residents.
COMMUNITY EVENT SPONSORSHIPS

Every year, NOPEC makes funds available for our member communities to use for public events. With COVID restrictions easing in 2021, our communities were happy to take us up on the offer, as many put the money to good use to hold everything from food drives to senior events to outdoor movie nights. And since its inception, we’ve given over $1 million in community event sponsorships.

For help with a community event or to learn about this program, contact outreach@nopec.org.

STEM EDUCATION PROGRAMS

For the sixth consecutive year, NOPEC partnered with the Ohio Energy Project (OEP) to bring STEM education to 29 Ohio schools.

The program, developed by OEP in 2020, provided 1,500 elementary, middle and high school students from 29 schools with instruction on wind energy while giving older students a valuable mentoring experience.

To learn more, contact outreach@nopec.org.
We were proud to recognize three of our member communities with the prestigious Green Ribbon Award. This award was established to highlight renewable energy initiatives as well as projects that promoted energy sustainability and impacted the community’s overall energy management.

**AMHERST TOWNSHIP** replaced fluorescent lights with LED lighting in the community’s maintenance garage to reduce energy costs and improve personnel safety.

**THE VILLAGE OF CHIPPEWA LAKE** installed LED streetlights throughout their community, resulting in an approximate annual savings of 41,000 kWh of electricity.

**THE CITY OF TWINSBURG** upgraded 20 windows and four garage doors in their fire station with more energy-efficient replacements, substantially reducing unwanted air intrusion and improving efficiency.
STEP & PACE PROGRAMS

NOPEC offers low-interest STEP and PACE loans for energy improvement projects on commercial and industrial properties. These loans enable property owners to get the capital they need to make energy-efficiency upgrades.

Due to the success and the demand for NOPEC PACE loans, the Board has increased the maximum amount of NOPEC funding available from $2 million to $5 million. It also raised the maximum STEP loans to $125,000 — a $25,000 increase.

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. For more information on STEP and PACE financing, contact Jessica Renner, Loan and Grant Associate at jrenner@nopec.org.

<table>
<thead>
<tr>
<th>PROJECT</th>
<th>PROJECT TYPE</th>
<th>COMMUNITY</th>
<th>FINANCED</th>
<th>IMPROVEMENTS</th>
<th>EST. ENERGY SAVINGS</th>
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</thead>
<tbody>
<tr>
<td>Red Brick Development</td>
<td>PACE</td>
<td>City of Lorain</td>
<td>$1,000,000</td>
<td>Lighting, windows, roofing, insulation, heating and cooling systems</td>
<td>$33,262 annually</td>
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<tr>
<td>Shaker West Professional Building</td>
<td>STEP</td>
<td>City of Cleveland</td>
<td>$125,000</td>
<td>Elevator update</td>
<td>$62,900 annually</td>
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GENERAL ASSEMBLY
COMING TOGETHER TO CELEBRATE MILESTONES

After meeting virtually last year, we were once again able to bring people together on a limited basis for our General Assembly. This year’s meeting — our 22nd — was a hybrid event, with only our voting members attending in person. The proceedings were also streamed live, so that others could view the meeting from the comfort of their homes and offices. This year, we certainly had some big milestones and news to share!

• In September, NOPEC surpassed 1,000,000 natural gas and electric accounts.
• Partnered with the Ohio Consumers’ Counsel (OCC) to negotiate a $306 Million refund from FirstEnergy for significantly excessive profits.
• In late October, NOPEC sold our first PACE bond for roughly $3.6 million through the Warren County Port Authority.
• Worked to have the Ohio Supreme Court reverse and remand the PUCO’s certificate granting FirstEnergy’s affiliate to provide competitive retail electric service in Ohio.
• Increased the maximum loan amount in our STEP program by 25% — to $125,000.
• Conducted an extensive Environmental Social Governance (ESG) study within our communities.
• Announced the three winners of our inaugural NOPEC Green Ribbon Award, recognizing NOPEC member communities who have completed energy reduction or green energy projects.
At NOPEC, we believe sustainability goals should focus on environmental protection, social strength and the welfare of our communities. We have confidence these goals can be achieved through strong governance that is fair and accountable to its citizens. As an organization, we have taken a closer look at our own sustainability efforts and initiatives, and we believe we are uniquely positioned to help NOPEC member communities wherever they are at on their journey, supporting them in accomplishing their individual community goals.

- We continue our efforts to support sustainability and renewable energy development and are excited to offer more options and resources for our member communities to do the same.
- Through funding programs such as grants and low-interest loans, we are helping member communities reduce their overall carbon footprint and lower their energy costs.
- We provide communities, residents, and small businesses the choice to support renewable energy through our 100% renewable content electricity options.
- We offer resources and tips for residents and small businesses to reduce their energy usage and save on their energy bills.

Over the next year, NOPEC looks forward to working with other leader organizations who are committed to a more sustainable future for Ohioans to develop additional energy programs for our communities.
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 the largest retail gas suppliers based on sales volume as reported in PUCO submitted annual reports as of YE 2020

ELECTRIC CHART PRICE COMPARISON NOTES:
1. NOPEC’s FE Program Price is blended for the FE Residential Portfolio (CEI/OE 68%/32%)
2. NOPEC Variable Price (FE & AEP) is a 6% discount to the Utility’s Price to Compare (PTC)
3. “Others” represents the blended price of the average 12-month term offers published by the largest Retail Electric Suppliers* on EnergyChoiceOhio.gov and the PTC (FE 87%/13%; AEP 48%/52%).
   * Includes the largest retail electric suppliers based on sales volume as reported in PUCO submitted annual reports as of YE 2020
In 2021, NOPEC received an Auditor of the State Award for the audit of our 2019 – 2020 financial statements. This award recognizes a clean audit report without comments or issues.

## FINANCIALS

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<tr>
<th>REVENUE</th>
<th>Jan - Dec 21 (preliminary)</th>
<th>Jan - Dec 20 (updated)</th>
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<tr>
<td>Management Fees - Electric</td>
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<td>8,131,532</td>
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<tr>
<td>Management Fees - Natural Gas</td>
<td>2,077,273</td>
<td>4,029,570</td>
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<tr>
<td>Grants - Electric &amp; Natural Gas</td>
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<td>4,277,085</td>
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<td>Investment Income</td>
<td>392,746</td>
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<td>Program and Other Income</td>
<td>392,018</td>
<td>342,699</td>
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<td><strong>TOTAL REVENUES</strong></td>
<td><strong>16,219,168</strong></td>
<td><strong>17,269,850</strong></td>
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<table>
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<tr>
<th>EXPENSES</th>
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<tbody>
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<td>Commercial Programs</td>
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<tr>
<td>Community Event Sponsorships</td>
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<td>263,313</td>
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<td>Legal Expense</td>
<td>667,365</td>
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<td>Computer - IT Support</td>
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<td>Professional Fees</td>
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<td>Communications &amp; Consulting</td>
<td>241,487</td>
<td>231,936</td>
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<td>Grant to NOPEC, Inc.</td>
<td>6,200,000</td>
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<tr>
<td>Marketing and Support Services</td>
<td>1,724,113</td>
<td>1,731,061</td>
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<td>Office and Other General Expense</td>
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<td>Staff Salaries</td>
<td>1,856,674</td>
<td>1,644,496</td>
</tr>
<tr>
<td>Staff Fringe Benefits</td>
<td>640,011</td>
<td>547,164</td>
</tr>
<tr>
<td>Meetings and Travel</td>
<td>38,263</td>
<td>37,564</td>
</tr>
<tr>
<td>COVID-19 Related Expense</td>
<td>5,991</td>
<td>18,801</td>
</tr>
<tr>
<td>Depreciation Expense</td>
<td>46,106</td>
<td>25,490</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSE</strong></td>
<td><strong>12,599,157</strong></td>
<td><strong>14,846,696</strong></td>
</tr>
</tbody>
</table>

**NET INCOME** 3,620,011  2,423,154

Note: This report represents the most up-to-date information at the time of publication. Investment Income does not include any unrealized portfolio gains/(losses) at year end. The effects of GASB 68/75 reporting (related to Pension and Other Post-Employment Benefits) have been omitted as they have no financial bearing on the fiscal operation of NOPEC.
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The Northeast Ohio Public Energy Council (NOPEC) is the largest non-profit retail energy aggregation in the United States. Currently, NOPEC supplies electricity and natural gas to more than 1,000,000 residential and small business customers in over 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 $44 million in energy efficiency grants. For more information about NOPEC, visit nopec.org.