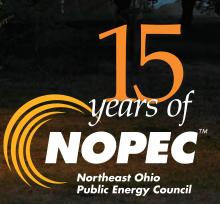
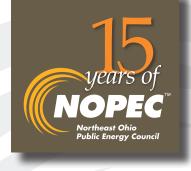


Powering Communities Empowering You







## A Letter from the Chairman

As we celebrate NOPEC's 15th year, it's hard to believe that so much time has gone by and how much savings and value NOPEC has brought to our Customers and Communities.

The past 12 months have been very busy and productive ones for everything at NOPEC. We are now working in 200 Ohio communities in 13 counties. Our footprint is growing and our customer base is growing as well. Our natural gas customers have reached 325,000!

NOPEC's marketing and branding initiatives are beginning to show positive results, too. Unaided NOPEC

awareness among our own customers is up 50%. You have probably seen our ads in your local paper, on your public television station or even during your favorite cable TV sports programming. We're proud of the NOPEC story and we're telling it wherever and whenever we can. myNOPEC, an exclusive, free, online resource for NOPEC customers, has continued to help people save even more with energy savings tips and the ability to monitor their energy usage.

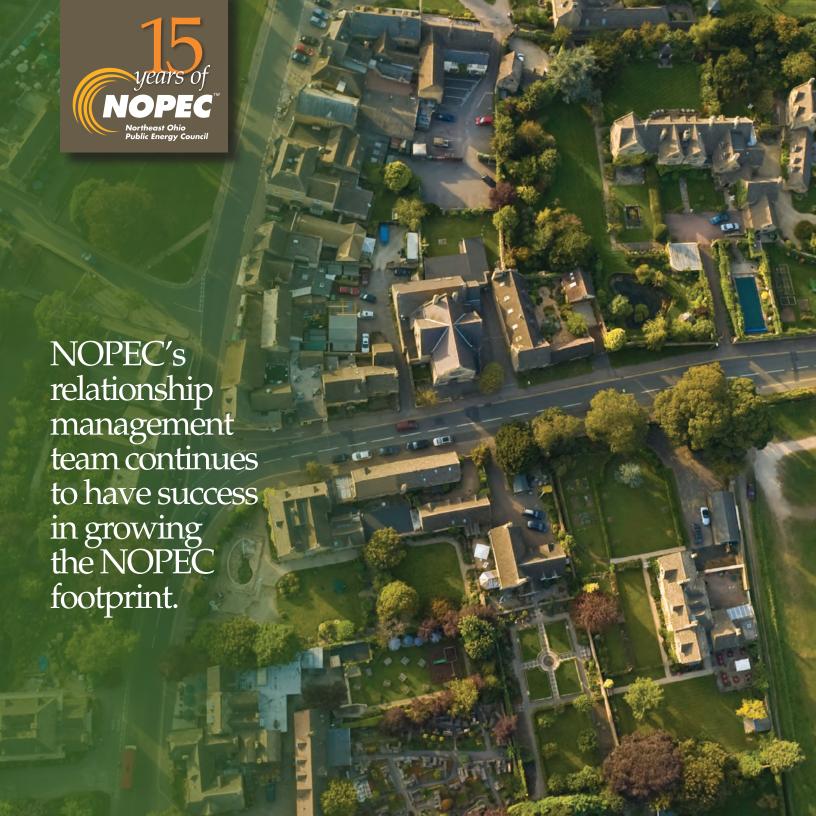
We continue to make sure that NOPEC communities and customers have a place at the table when it comes to all the things that impact their natural gas and electric bills. NOPEC is heavily involved in both legislative and regulatory matters in Ohio that could truly have some big impacts. And we are making sure that the point-of-view of the common rate payer is heard.



Thank you again for your involvement with NOPEC. Each of you ARE the face of this great organization. We rely on your involvement and your guidance to make the savings, representation and growth we've imagined become a reality. Happy 15th Birthday NOPEC, and here's to the next 15 years!

Ron McVoy, Chairman NOPEC Board of Directors





"Being able to purchase natural gas and electric in bulk with residents from all over Northeast and North Central Ohio has provided a substantial savings to the residents of Tiffin. This savings puts more money back into the pockets of our community members, resulting in more money available to be spent at local businesses.

NOPEC has helped the City of Tiffin and its residents beyond the savings that is on the electric and gas bill each month. They have provided a great resource through their website with recommendations on energy-saving products and other tips to conserve energy and further save money.

NOPEC is not just a company you hire to save you money, it's an entire program with a sound structure that has our best interests at heart."

- Aaron Montz, Mayor, Tiffin



# Membership growth and expansion

# This year we successfully had 21 ballot issues in the following communities:

#### Ashtabula County:

 Geneva Township – expanded membership to include natural gas

## Columbiana County:

- Perry Township new member for natural gas
- Knox Township new member for natural gas
- Leetonia Village new member for natural gas
- Middleton Township new member for natural gas
- Madison Township new member for natural gas

#### Cuyahoga County:

- Gates Mills Village new member for natural gas and electric
- City of Bay Village new member for natural gas
- City of Mayfield Heights new member for natural gas and electric
- Highland Hills Village new member for electric

## Lorain County:

- Carlisle Township new member for natural gas and electric
- Eaton Township new member for natural gas and electric
- Grafton Township new member for natural gas
- LaGrange Township new member for electric
- New Russia Township new member for natural gas and electric
- Penfield Township new member for natural gas
- Sheffield Township new member for electric
- City of Vermilion new member for natural gas

#### Mahoning County:

- Milton Township new member for natural gas
- Goshen Township new member for natural gas

#### Portage County

 Brady Lake Village – expanded membership to include electric

NOPEC assists new communities in becoming members of NOPEC from the beginning of the ballot process all the way until electric and natural gas flow. We provide the legal paperwork and help the community process and then file on their behalf at the Public Utility Commission of Ohio (PUCO). We provide outreach, newsletters, community meetings and public hearings to help educate communities about the benefits of aggregation and of joining NOPEC.

For more information, watch our "How to Become a Member" video at www.nopecinfo.org.



## **NOPEC Communities**

#### Natural Gas and Electric Communities

#### ASHTABULA COUNTY

Ashtabula

Ashtabula Township

Conneaut

Geneva

Geneva on the Lake

Geneva Township

Harpersfield Township

Jefferson Village

Kingsville Township

North Kingsville Village

Saybrook Township

#### **CUYAHOGA COUNTY**

Beachwood

Bedford

Bedford Heights

Bentleyville

Berea

Bratenahl

Brecksville

Brook Park

Brooklyn

Brooklyn Heights Village

Chagrin Falls

Cuyahoga Heights

Fairview Park

Garfield Heights

Gates Mills

Glenwillow

Highland Heights

Hunting Valley

Independence

Lakewood

Lyndhurst

Maple Heights

Mayfield Heights

Mayfield Village

Middleburg Heights

Moreland Hills

Newbura Heights

North Olmsted

North Randall

North Royalton

Oakwood Village

Olmsted Falls

Olmsted Township

Orange Village

Parma Heights

Pepper Pike

Rocky River

Solon

South Euclid

Strongsville

University Heights

Valley View

Walton Hills Village

Warrensville Heights

Woodmere Village

#### **GEAUGA COUNTY**

Auburn Township

Bainbridge Township

Burton Township

Burton Village

Chardon

Chester Township

Claridon Township

Hambden Township

Huntsburg Township

Middlefield Village

Munson Township

Newbury Township

Russell Township South Russell Village

#### **HURON COUNTY**

Norwalk

#### 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 Village

South Amherst

#### MEDINA COUNTY

Brunswick

#### PORTAGE COUNTY

Atwater Township

Brady Lake Village

Brimfield Township

Charlestown Township

Deerfield Township

Edinburg Township

Franklin Township

Freedom Township

Garrettsville

Hiram Township

Hiram Village

Kent

Mantua Township Nelson Township

Palmyra Township

Paris Township

Randolph Township

Ravenna Township Rootstown Township

Shalersville Township

Suffield Township

Sugar Bush Knolls

#### Windham Township SENECA COUNTY

Tiffin

#### SUMMIT COUNTY

Clinton Village

Macedonia Northfield Village

Reminderville Richfield Village

#### TRUMBULL COUNTY

Liberty Township Warren

#### Natural Gas Communities

#### COLUMBIANA COUNTY

Butler Township

Hanover Township

Hanoverton Village

Knox Township

Leetonia Village

Middleton Township

Perry Township

Unity Township West Township

#### CUYAHOGA COUNTY

Bay Village

Cleveland

Parma

Richmond Heights

# Seven Hills

**GEAUGA COUNTY** 

## Troy Township

LAKE COUNTY

## North Perry Village

LORAIN COUNTY

Grafton Township

Penfield Township

### Vermilion

MAHONING COUNTY Goshen Township

Milton Township

#### Springfield Township

SUMMIT COUNTY

## Sagamore Hills Township

TRUMBULL COUNTY Newton Falls

## Electric Communities

#### ASHTABULA COUNTY

Andover Township Austinburg Township

Cherry Valley Township Colebrook Township

Denmark Township Dorset Township

Hartsgrove Township

Jefferson Township Lenox Township

Monroe Township

Morgan Township New Lyme Township

Orwell Township

Orwell Village

Pierpont Township

Plymouth Township

Richmond Township

Roaming Shores Village

Rock Creek

Rome Township

Sheffield Township

Trumbull Township

Wayne Township Williamsfield Township

## Windsor Township

**CUYAHOGA COUNTY** 

**Broadview Heights** 

East Cleveland Highland Hills Village

Linndale Village

Shaker Heights

**GEAUGA COUNTY** Chardon Township

Middlefield Township

Montville Township Parkman Township

#### Thompson Township

LORAIN COUNTY LaGrange Township

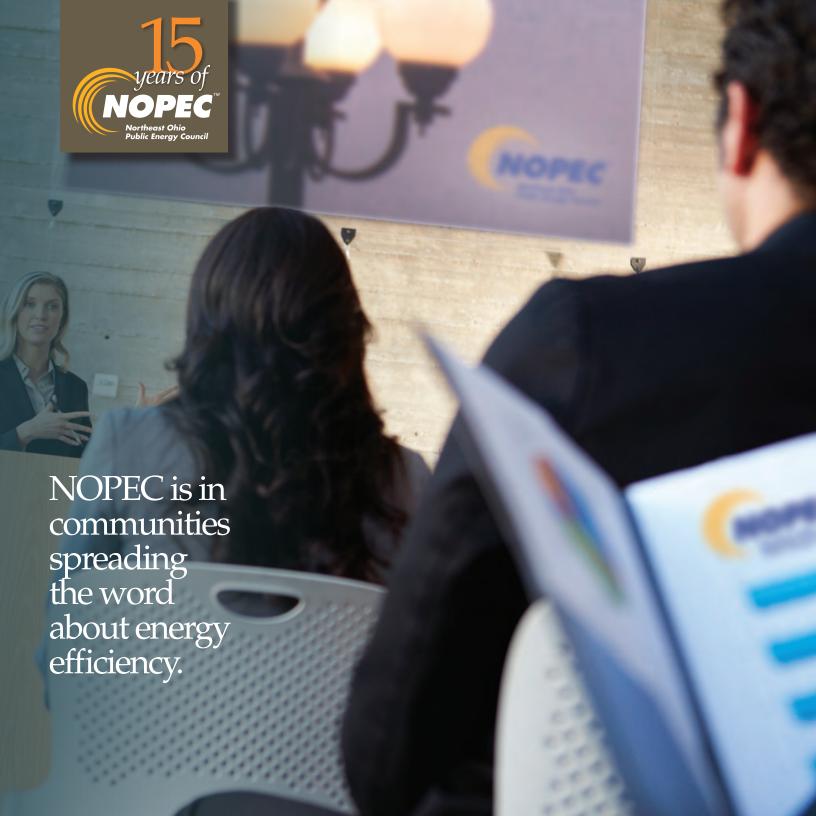
#### Sheffield Township

**SUMMIT COUNTY** Lakemore Village

Twinsburg

TRUMBULL COUNTY McDonald Village

Peninsula Village



"I know we can count on NOPEC to reach out to members of our community and help to educate them on NOPEC and energy savings. As the Mayor, I like the assurance NOPEC gives me that all the citizens and small businesses are getting fair and reasonable pricing. This year, we did a "Muffins with the Mayor" event and got to learn more about energy efficiency, the NOPEC PACE lending economic development initiative and myNOPEC, which are just a few benefits of our membership in NOPEC."

- William Franklin, Mayor, Warren

# **Community Outreach**

The energy environment world is challenging to navigate, so NOPEC spends time in our communities answering questions and spreading the good word about energy efficiency.



From spending time at trade shows, like the Ohio Township Trustee Association Annual Meeting, or giving presentations to Senior Centers, Rotary Clubs and many more: We like to spread the word.

## Muffins with the Mayor

Starting with a two week Facebook campaign, we challenged Warren citizens to identify key and historical spots in Warren. We then hosted an event at The Raymond John Wean Foundation where we got to meet and educate consumers

and government officials on NOPEC and the importance of energy efficiency.

#### Rock the Block

In June, we did the Rock the Block Facebook campaign with our partners in

South Euclid. While Mr. NOPEC was "Rocking the Block", we were busy having citizens guess all the places Mr. NOPEC had been in South Euclid.

## **Energy Bike**

Coming to a community near you soon: NOPEC's brand new Energy Bike. Have you ever wondered just how much energy a regular lightbulb uses compared to the energy-efficient CFL and LED bulbs? Hop on the NOPEC Energy Bike and start peddling and you will work up a



sweat! This summer the NOPEC interns developed the whole packet – coloring books, stickers, T-shirts and the Activity Book. Interested in finding out more about the bike? Check out the NOPEC website

and see the fun video that Mr. NOPEC created and call to schedule a demo in your community soon.



NOPEC's PACE program is a great financing tool that supports our local community and economic development efforts.

Helping our businesses and non-profits take advantage of energy-efficient improvements-and reduce utility costs-puts money back into local business and community services. Using PACE financing, whether it's for existing buildings or new construction, opens new opportunities for all commercial properties within the community."

- Martine M. Divito, Director, Economic and Community Development, Bedford Heights



## **PACE**

As part of NOPEC's initiatives to bring more value to its member communities, our PACE revolving loan program provides a new economic and community development tool.

What is PACE and how does it work? PACE stands for Property Assessed Clean Energy. It works by giving commercial property owners a stable, predictable structure to repay costs for energy efficiency improvements through voluntary property assessments. Energy savings generated by the improvements cover the assessment costs placed on the property.

The PACE program is launching with \$2 million in available lending approved by the NOPEC General Assembly. NOPEC governments and commercial property owners now have a source of up-front capital to tap for energy improvement projects. Our PACE financing fills a gap – specifically targeted to meet NOPEC's commercial customers' needs. Financing is available for energy improvement projects of \$100,000-\$500,000. This is fixed-rate financing, available for up to 15 years.

These steps are directed toward one goal: Providing an effective economic and community development tool at the lowest cost possible for our customers and communities. What does that mean to them? Investments in their commercial properties that save money. Savings that improve the bottom line and can be redirected for growth within the community.





The Village of Glenwillow appreciated the opportunity to meet with the NOPEC Energy Advisor to review our use of electric and gas service to our municipal buildings and street lighting. NOPEC did a thorough review of our current usage and rates and was able to determine several opportunities to save money on our monthly energy bills. With the Advisor's help, we were able to determine the best options for energy choices. In the complicated arena of electric and gas deregulation, it is nice to have NOPEC directly assist us to help us make these important purchase decisions.

- Mark A. Cegelka, Mayor, Village of Glenwillow



# **Energy Advisor Program**

# The Energy Advisor Program is specially tailored to our communities.

As the competitive market continues to grow in Northeast Ohio, our communities are contacted daily with offers promising electric and natural gas savings. The goal of the NOPEC Energy Advisor Program is to give community leaders the program tools, education and facts needed to make an educated decision for your community. We know that analyzing rates and comparing price offers requires expertise and is time consuming. We want to make your job easier and more effective.

The NOPEC Energy Advisor Program not only gives you the rate analysis you need, but provides you with industry updates and great product offers, like our brand new street lighting program. And that's just the beginning. Our job is to help you make the best energy decision possible. Providing you with these tools is just one more way your NOPEC membership pays off.

What are the programs?

#### ■ Energy Bill Audit

Get an analysis of your natural gas and electric bills to determine annual usage, utility rate schedule and mercantile vs. non-mercantile status. We'll also give you suggestions on how to make the best purchase decisions.

## Street Lighting

NOPEC's endorsed street lighting vendor, First Energy Solutions, offers an exclusive, competitive 36 month fixed price contract. This allows you fixed prices to budget from, great rates and no early termination fees.

 Natural Gas and Electric Endorsement Programs
 We have partnered with NextEra Energy LLC to provide bids for your mercantile natural gas and mercantile electric accounts.

#### Funding Main\$pring

The Funding Main\$pring Program highlights the latest energy-focused funding opportunities available to your community as well as funding opportunities and incentives you may wish to pass along to your constituent businesses and residents. While funding opportunities will vary from rebate and incentive programs to competitive federal grants, one thing will remain the same: Each opportunity will enable you to investigate new or improved energy efficiency measures in your community with financial support. It's a win for the triple bottom line: People, planet, and profit.

For more information about NOPEC's Energy Advisor Program, email marketing@nopecinfo.org.



If you are ready to get serious about your energy footprint and are willing to spend 12 months in the NOPEC Connect pilot program, call NOPEC at 440.249.7828. You'll get some fun, free energy savings tools and learn a lot about your energy habits too!



# myNOPEC/NOPEC Connect

# In Fall 2015, NOPEC launched NOPEC Connect Pilot Program.

The NOPEC Connect system allows you to manage your programmable thermostat and appliance via a device application on the myNOPEC web platform. Partnering myNOPEC with the NOPEC Connect product is the next step in NOPEC's quest for online consumer engagement that helps to educate consumers on their energy use and ways to lower their energy footprint. Imagine being able to turn down the heat during the day using your mobile device and then make sure the hall light is on so your puppy isn't sitting in the dark.



The NOPEC Connect pilot program is a 12 month pilot where NOPEC's installers will install a programmable thermostat, smart plug and the NOPEC Connect gateway device. The gateway communicates with



the thermostat and smart plug through your myNOPEC account on your mobile phone, iPad or computer. During the course of the pilot, you will need to participate in our market research study. You can even help us identify additional products to make your home more secure and more energy-efficient. You'll even get enhanced wifi accessibility...and it's all FREE! To sign up, email your name, address and phone number to marketing@nopecinfo.org.





# Mr. NOPEC rolls out the NOPEC 15 year anniversary celebration.

NOPEC is a council of governments made up of one voting member from each NOPEC community. Annually, these leaders meet at the NOPEC General Assembly in November. During this meeting, we update attendees about new initiatives, NOPEC success, new products and services and vote on adding new member communities. We also

approve the annual operating budget and provide education on the state of the electric and natural gas markets. In 2014, we introduced a new voting system which allowed us to invite more members of our community leadership team to see what their membership provides.

The 2015 annual meeting marked the start of the 15th year anniversary of NOPEC. To help launch the 15 year celebration, the "real" Mr. NOPEC even brought us a birthday cake. The event gave members the opportunity to meet Mr. NOPEC, ride the NOPEC Energy Bike and

even get their picture taken with Mr. NOPEC. As part of the celebration, we did a sneak preview of the new Mr. NOPEC mass media campaign scheduled to start in March 2016.

Take a peak at the NOPEC timeline video and learn what NOPEC has been doing on behalf of your community and its citizens to keep the governmental opt out aggregation a viable option to control cost. To see more, go to nopecinfo.org





# **Natural Gas and Electric Updates**

#### **Electric Update:**

In the 15 years that NOPEC has operated our electricity program, we have saved our customers nearly a quarter of a billion dollars on electricity bills. Our standard electric offer is 6% off the utility price to compare for residential and 4% off for the small commercial customer. In addition, the NOPEC Board of Directors has approved funding from NOPEC's budget of an additional 1%, which shows up on your CEI or Ohio Edison bill as a "NOPEC customer credit" separate line item. NOPEC has given back over \$20 million directly to our customers in the past five years.

Throughout NOPEC's 15 year history, NOPEC has vigorously advocated at the Public Utility

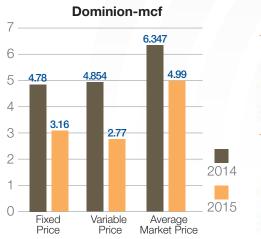
Commission of Ohio (PUCO) and in the legislature for reasonable utility rates and to ensure a competitive energy marketplace. In the last decade, NOPEC has intervened and participated in 26 different utility cases at the PUCO. As a result, we have saved customers millions of dollars in fees and charges that were kept off their bills.

#### Natural Gas Update:

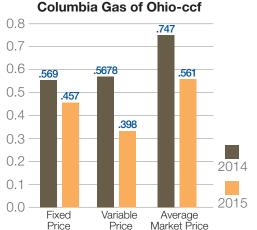
NOPEC's natural gas program expanded substantially in 2015. NOPEC began natural gas service to 15 new NOPEC natural gas communities this year, a recent record number for NOPEC of new gas communities in a single year. Our overall natural gas customer count stood at about 325,000 customers at year end.

NOPEC's natural gas supplier, NextEra Energy Service Ohio, LLC and NOPEC have developed a proprietary gas hedging program that has consistently placed NOPEC's natural gas prices among the very lowest prices of competitive offers available in the market, NOPEC has two natural gas offers available to our customers. Our standard natural gas offer has a fixed price for 2-3 months, with competitive fixed pricing established 60 days or more in advance. NOPEC also offers a variable market price, which is guaranteed 2¢/mcf below the Dominion East Ohio Gas or Columbia Gas of Ohio standard choice offer. This approach has buffered NOPEC customers from paying too much for natural gas in an environment where natural gas prices seem to be almost consistently falling.

## NOPEC's natural gas prices are among the very lowest prices of competitive offers available in the market.







Past performance is not a guarantee of future results.



Average Bill per Year

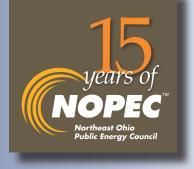


# **Financials**



NOPEC received an Auditor of State Award of excellence in record keeping. The award is in response to NOPEC's clean financial audit performed by the Ohio Auditor of State's office in 2015. NOPEC was one of only eight entities to receive the award statewide.

| (Accrual Basi                                      | s) Jan-Dec '15 | Jan-Dec '14 |
|--|----------------|-------------|
| REVENUE  | (unaudited)    | (audited)   |
| Interest Income                                    | 303,263        | 120,419     |
| Management Fees - Natural Gas                      | 3,378,267      | 5,505,560   |
| Management Fees – Electric                         | 6,388,166      | 6,214,456   |
| Other Fees   | 701,585        | 2,027       |
| TOTAL REVENUES                                     | 10,771,281     | 11,842,462  |
| EXPENSES   |                |             |
| Communication Services                             | 54,000         | 76,136      |
| Community Training                                 | 13,639         | 0           |
| Computer Support                                   | 27,510         | 38,605      |
| Contract Labor                                     | 52,533         | 15,096      |
| Customer Database Management –Electric/Gas         | 9,625          | 6,820       |
| Depreciation Expense                               | 33,800         | 26,846      |
| Insurance  | 10,687         | 11,162      |
| Legal Fees – Electric/Gas Aggregation              | 770,435        | 625,947     |
| Marketing  | 463,920        | 293,868     |
| Membership, Association, Training and Sponsorships | s 65,760       | 19,275      |
| Meetings   | 18,576         | 54,357      |
| Office Equipment                                   | 8,578          | 0           |
| Office Supplies                                    | 38,511         | 37,696      |
| Postage and Delivery                               | 8,683          | 8,940       |
| Professional Fees                                  | 149,663        | 107,833     |
| Rent/Maintenance/Real Estate Tax                   | 5,453          | 0           |
| Sales Support                                      | 309,101        | 0           |
| Staff Fringe Benefits/Payroll Tax                  | 167,195        | 138,438     |
| Staff Salaries                                     | 731,438        | 641,849     |
| Support for CRES                                   | 1,200,000      | 3,041       |
| Telephone  | 18,514         | 14,423      |
| Travel   | 52,769         | 31,968      |
| Utilities  | 13,388         | 12,982      |
| TOTAL EXPENSE                                      | 4,223,778      | 2,165,282   |
| NET  | 6,547,503      | 9,677,180   |
| OTHER INCOME/EXPENSE OTHER INCOME                  |                |             |
| Rental Office - net                                | 11,470         | 12,910      |
| TOTAL OTHER INCOME                                 | 11,470         | 12,910      |
| OTHER EXPENSE                                      |                |             |
| Electric Program discount                          | 3,187,000      | 3,560,940   |
| TOTAL OTHER EXPENSE                                | 3,187,000      | 3,560,940   |
| NET OTHER EXPENSE                                  | (3,175,530)    | (3,548,030) |
| NET REVENUES AFTER EXPENSE                         | 3,371,973      | 6,129,150   |





# There are many online resources available for NOPEC's member communities and customers.

Providing the information you need at your fingertips, there is a website for everyone. Whether you want to learn more about NOPEC as an organization, you're a customer that wants to manage home energy usage or you're a community leader helping to bring low-cost energy to your community, the information you need is only one quick search away.



#### Nopecinfo.org

NOPEC's main website, nopecinfo.org, is full of information for every NOPEC member or those wanting to learn more about NOPEC. The interactive tip house provides a fun, interactive opportunity to learn how

to conserve energy during every season. You can also learn more about energy solutions, our new commercial property loan program, called PACE, plus many other resources about NOPEC and its member communities.



#### myNOPEC

myNOPEC is an exclusive online site that provides members with expert advice on energy conservation. Through myNOPEC, you can purchase energy-saving products at a discount, compete for valuable prizes and identify solutions to your wasteful energy habits. By linking your gas and electric accounts to myNOPEC, members can see how they stack up to other households on their street, in their neighborhood or in the whole NOPEC community.

Sign in today at nopecinfo.org/mynopec.



NOPEC Ambassador Portal

The NOPEC Ambassador Portal, only available to community leaders, provides all the information you need to make educated decisions regarding your community's energy usage. Browse the many resources including articles, newsletters, events, videos and informational materials. You can find answers to many of the questions you may receive from community members.

Sign up or log in at https://www.nopecinfo. org/ambassador-portal/ambassador-login/









#### NOPEC is totally social!

Follow us on LinkedIn, Facebook and Twitter for up-to-the-minute updates on NOPEC news, events and information or subscribe to our YouTube channel to watch all of the informative videos, commercials and interviews that NOPEC provides.



November 2015 General Assembly Meeting



nopecinfo.org



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