

2012 ANNUAL REPORT





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## A Letter from the Chairman

I'm proud of NOPEC's accomplishments during 2012 and I'm excited about our plans for the future. None of our success would be possible without our dedicated volunteer Board of Directors. I want to thank them for their committed and continued leadership.

NOPEC continued to build value with and for our communities and customers in 2012. Most of our communities enjoyed their first full year of savings from our POWERING OUR COMMUNI-TIES grants. This report contains some highlighted grant profiles to give you a glimpse of the value we provided to Northeast Ohio.

Since 2001, NOPEC has helped our customers realize \$175 million in energy cost savings. NOPEC may well be the most successful and significant example of regional cooperation in Northeast Ohio.

The NOPEC team spent 2012 developing a new and exciting program: **MyEnergyMyWay**<sup>™</sup>. Launching in summer 2013, I am pleased that we have been able to create this unique, value-added consumer–driven product to help our customers reduce energy expenses while also reducing the demand on the electric grid and lowering the size of our collective carbon footprint.

NOPEC continues to develop new products for our residential, small business and governmental members.

Thank you for taking the time to allow us to share the NOPEC success story. It continues to be an honor to serve on such an impactful and innovative organization. NOPEC will continue to work to create the very best energy opportunities for our residents, small businesses and communities.

Best wishes. Joseph Migliorini, NOPEC Chairman

## **NOPEC Board of Directors**



Joseph Migliorini NOPEC Chairman City Manager Summit County



Jack Haney **Newton Falls** Trumbull County



G. David Gillock Mayor North Ridgeville Lorain County



Jim Lukas City Manager Brunswick Medina Countv



Ronald McVoy Ashtabula County



Michael Marozzi County Engineer Portage County



David Joyce\* Prosecutor Geauga County



Daniel Troy Commissioner Lake County



Georgine Welo Mayor South Euclid Cuvahoga County





Charles Keiper II Executive Director NOPEC



\* Term ended December, 2012



## FAQs

### Q: What is NOPEC?

A: NOPEC is a non-profit aggregation composed of 134 members serving 174 communities throughout Northeast Ohio. Formed in 2000, NOPEC uses bulk buying to bring discounted electricity and natural gas to residents and businesses in its member communities. NOPEC represents customers in Ashtabula, Cuyahoga, Geauga, Huron, Lake, Lorain, Medina, Portage, Summit and Trumbull Counties. NOPEC is the largest such public energy aggregation in the United States.

www.nopecinfo.org

### Q: What is the value in NOPEC?

A: The theory behind public aggregation is simple: By using bulk purchasing power, greater savings can be passed on to individual consumers. By joining together consumers throughout NOPEC's footprint gain the ability to utilize a team of experienced professionals to negotiate for better prices and protections.



NOPEC ensures that communities have a voice determining that future market changes benefit consumers. Large groups of communities such as NOPEC's enjoy substantial leverage in making these determinations. Without an organization like NOPEC, consumers would be left to decide on their own which supplier to choose, and would be at the mercy of the supplier.

### Q: Who is in charge of NOPEC?

A: Ultimately, the consumers, through the views they express to their local elected officials. NOPEC is governed by a General Assembly, made up of one representative from each member community. From this group, a ten-member Board of Directors is elected, with one representative from each of the ten counties in the NOPEC service area. In addition, the General Assembly elects a Chairman and Vice Chairman.

### Q: How do I join NOPEC?

A: If you live in a NOPEC community, you are automatically included, unless you choose not to be. Ohio has what is called an "opt-out" procedure. This means that all eligible customers of an aggregated community become part of the buying group unless they take specific action to opt out of the aggregation. Opt-out notices are sent to every eligible natural gas consumer every two years. Under Ohio law (SB 221) electricity customers receive an opt-out notice every three years.

# Q: What if I did not receive an opt-out notice?

A: There are several reasons why some customers may not have received an opt-out notice:



- Customers may have previously signed a notice from the utility that prohibits them from releasing a customer's information to independent suppliers.
- Customers may be under contract with another supplier and are not eligible.
- Customers may have been inadvertently excluded from the database acquired from the utility. Customers also may be ineligible because they are on a Percentage of Income Payment Plan (PIPP) or they are not current in a payment plan with the utility. Customers who did not receive a notice and want to join the program should visit NOPEC: www.NOPECinfo.org.

### Q: What does all this cost?

A: NOPEC receives no public funds, and its member communities are not charged any dues or fees. The Chairman and Members of the Board of Directors serve without compensation. NOPEC's administrative expenses, such as the cost of opt-out mailings, are paid by the energy supplier.

### Q: What if I change my mind?

A: All consumers who do not opt-out are enrolled for a period of up to two years (gas) or up to three years (electricity), after which they will be given another opportunity to opt-out without having to pay a cancellation fee. Consumers who wish to leave before the end of the gas program may do so without charge. Consumers who wish to leave the electric program before the end of NOPEC's contract period will be subject to a small cancellation fee.

### Q: What's the difference between NOPEC & other energy suppliers?

A: Unlike the many private, for-profit energy providers in Ohio, NOPEC is a public aggregation of local governments, with no goal other than delivering both savings and stability to the consumers it represents. To that end, we are concerned with a long-term approach to the energy market as well as short-term savings. NOPEC recognizes that long-term savings for consumers will result from regulatory changes and new laws that must be passed, and is dedicated to representing the interests of our consumers in seeking those changes.

Private, for-profit energy suppliers are focused on short-term offers. Their positions on regulatory changes and laws likely will be aimed at their own bottom lines rather than the interests of consumers.

### Q: How can I compare NOPEC to offers from other suppliers?

A: One of the hallmarks of energy deregulation is that each consumer is free to make his or her own decisions and all the factors involved should be carefully weighed. The difference in purpose between NOPEC and private suppliers is certainly one of those factors. In terms of pricing, consumers should be wary of gimmicks and "loss leader" giveaways, in which short-term savings are promised, with no long-range guarantees of continued savings. For natural gas customers, the Public Utilities Commission of Ohio (PUCO) publishes an "apples to apples" chart available

at www.puco.ohio.gov.

### Q: Who will deliver my electricity or gas if I choose a new supplier?

A: If you choose a new supplier, you will continue to receive your bill from your local electric or natural gas utility. In fact, they will continue to be your base supplier. Your retail supplier will, however, change to the supplier you have chosen. Your local utility will also continue to maintain and repair the poles and wires. You should continue to call your local electric utility if your power goes out. The Public Utilities Commission of Ohio (PUCO) will still oversee the safety and reliability of your service.



General Assembly, NOPEC staff and friends at the 2012 Annual Meeting

## **Financials**

Northeast Ohio Public Energy Council Balance Sheets\* as of December 31, 2012 (Unaudited)

ASSETS	Dec. 31, 2012	Dec. 31, 2011
Current Assets		
Checking/Savings		
Chrt One Municipal Rev Acct	9,410,688	9,410,665
Dollar Bank new cking	4,996,580	1,061,680
Portage Com Bank	1,309	1,368
Total Checking/Savings	14,408,578	10,473,714
Accounts Receivable		
Accounts Receivable	1,636,236	2,072,960
Total Accounts Receivable	1,636,236	2,072,960
Other Current Assets		
CDARS Investment Acct	6,484,729	6,464,460
Investment-Star Ohio	179,442	179,305
Prepaid expenses	1,316,549	885,417
Total Other Current Assets	7,980,719	7,529,182
Total Current Assets	24,025,533	20,075,855
Fixed Assets	,,	-,,
Building	236,229	236,229
Building - new 2012	246,142	0
Equipment	33,797	31,753
Accum Depreciation**	-47,778	-37,676
Total Fixed Assets	468,390	230,306
TOTAL ASSETS	24,493,923	20,306,161
LIABILITIES & EQUITY Liabilities Current Liabilities		
Accounts Payable		
Accounts Payable	39,854	123,472
Total Accounts Payable	39,854	123,472
Other Current Liabilities	39,034	123,472
Accrued liabilities	200,000	0
	200,000	6,992
Payroll withholdings Total Other Current Liabilities	200,000	6,992
Total Current Liabilities		
	239,854	130,465
Total Liabilities	239,854	130,465
Equity	00.050	00.050
Cash to accrual adjustment	-80,350	-80,350
Fund bal, orig cash basis	1,982,897	1,982,897
Retained Earnings	18,273,149	14,887,491
	4,078,373	3,385,658
Total Equity	24,254,069	20,175,696
TOTAL LIABILITIES & EQUITY	24,493,923	20,306,161
*Accruci Pacia		

\*Accrual Basis

## **Financials**

Northeast Ohio Public Energy Council Revenues & Expenses\* Accrual Basis (Unaudited)

	Jan-Dec 31, 2012	Jan-Dec 31, 2011
Income		
Interest Income	20,429	47,488
Mgmt Fees- Natural Gas	2,167,665	2,010,951
Mgmt Fees - Electric	6,214,330	5,850,724
Other Fees	965,781	545
Total Income	9,368,205	7,909,708
Gross Profit	9,368,205	7,909,708
Expense		
Advertising	7,781	5,153
Annual report	8,445	0
Communication Services	76,937	76,760
Computer Support	1,825	1,920
Consulting, Gas & Electric	37,934	36,000
Contract Labor	14,452	18,031
Depreciation Expense	10,102	10,102
Energy Conservation Grant	0	8,918
Insurance	3,910	3,944
Legal Fees-Elect/Gas Aggreg	389,197	176,369
Media	1,661	2,526
Media - Web site exp	916	1,523
Meetings	27,190	15,866
Membership, assoc. & training	4,100	11,215
Office equipment	1,800	1,198
Office Supplies	26,895	13,800
Postage and Delivery	4,600	2,920
Professional Fees	89,373	52,413
Rent/Maint/RE Tax	0	1,638
Staff fringe benefits/PR tax	72,170	92,762
Staff salaries	233,117	236,271
Support for CRES	0	103,637
Telephone	5,464	7,266
Travel	38,872	20,376
Utilities	3,767	1,626
Total Expense	1,060,506	902,233
Net Ordinary Income	8,307,699	7,007,475
Other Income/Expense		
Other Expense		
Electric Program discount	3,312,060	3,621,817
Electric Program disct - Addtl	917,266	0
Total Other Expense	4,229,326	3,621,817
Net Other Income	-4,229,326	-3,621,817
Net Income	4,078,373	3,385,658
*Accrual Basis		

## **NOPEC Electric Communities**

#### ASHTABULA COUNTY

Ashtabula (City) Conneaut Geneva (Village) Geneva-on-the-Lake Jefferson Village North Kingsville Orwell Village Roaming Shores Rock Creek Ashtabula County Townships\* Andover Township Ashtabula Township Austinburg Township Cherry Valley Township Colebrook Township Denmark Township Dorset Township Geneva Township Harpersfield Township Hartsgrove Township Jefferson Township Kingsville Township Lenox Township Monroe Township Morgan Township New Lyme Township Orwell Township Pierpont Township Plymouth Township Richmond Township Rome Township Savbrook Township Sheffield Township Trumbull Township Wayne Township Williamsfield Township Windsor Township **CUYAHOGA COUNTY** 

Beachwood Bedford **Bedford Heights** Bentleyville Rerea Bratenahl Brecksville Broadview Heights Brook Park Brooklyn Brooklyn Heights Chagrin Falls (City) Cleveland Cuyahoga Heights East Cleveland Fairview Park Garfield Heights Glenwillow Highland Heights (City) Hunting Valley Independence Lakewood Linndale

Lyndhurst Maple Heights Mayfield Village Middleburg Heights Moreland Hills Newburgh Heights North Olmsted North Randall North Royalton Oakwood **Olmsted Township** Olmsted Falls Orange Parma Heights Pepper Pike Rocky River Shaker Heights Solon South Euclid Strongsville University Heights Valley View Walton Hills Warrensville Heights **GEAUGA COUNTY** Auburn Township

Bainbridge Township Burton Village Burton Township Chardon (City) Chardon Township Chester Township Claridon Township Hambden Township Huntsburg Township Middlefield (Village) Middlefield Township Montville Township Munson Township Newbury Township Parkman Township Russell Township South Russell Thompson Township Troy Township HURON COUNTY Norwalk LAKE COUNTY

#### Eastlake

Fairport Harbor Grand River Kirtland Kirtland Hills Lakeline Madison (Village) Mentor Mentor-on-the-Lake North Perry Village Perry Village Timberlake Waite Hill Wickliffe Willoughby Willoughby Hills Willowick Lake County Townships\* Concord Township Leroy Township Madison Township Painesville Township Perry Township

#### LORAIN COUNTY

Avon Avon Lake Elyria Lorain County Townships\* Amherst Township Columbia Township Elyria Township North Ridgeville South Amherst Sheffield Lake Sheffield Lake Sheffield Nilage

#### Brunswick PORTAGE COUNTY

Garrettsville Hiram Village Kent Portage County Townships\* Atwater Township Brimfield Township Charlestown Township Deerfield Township Edinburg Township Franklin Township Freedom Township Hiram Township Mantua Township Nelson Township Palymra Township Paris Township Randolph Township Ravenna Township Rootstown Township Shalersville Township Suffield Township Windham Township SUMMIT COUNTY Clinton

Coventry Township Lakemore Macedonia Northfield Peninsula Reminderville Richfield Sagamore Hills Township Springfield Township **TRUMBULL COUNTY** McDonald Village Warren Liberty Township

\* County joined NOPEC on behalf of its unincorporated areas (i.e., the townships listed in italics, which are not counted as individual members)

## **NOPEC Gas Communities**

#### **ASHTABULA COUNTY**

Ashtabula (City) Ashtabula Township Conneaut Geneva (Village) Geneva-on-the-Lake Harpersfield Township Jefferson Village Kingsville Township North Kingsville Saybrook Township-CUYAHOGA COUNTY

#### Bedford

**Bedford Heights** Bentleyville Berea Bratenahl Brecksville Brook Park Brooklyn **Brooklyn Heights** Chagrin Falls Cleveland Cuvahoga Heights Fairview Park Garfield Heights Glenwillow Highland Heights Hunting Valley Independence Lakewood Lyndhurst Maple Heights Mayfield Village Middlebura Heights Moreland Hills Newburg Heights North Olmsted North Randall North Royalton Oakwood Olmsted Falls **Olmsted Township** Orange Parma Parma Heights Pepper Pike Rocky River Seven Hills Solon South Euclid Strongsville University Heights Vallev View Walton Hills Warrensville Heights

\* County joined NOPEC on behalf of its unincorporated areas (i.e., the townships listed in italics, which are not counted as individual members)

#### GEAUGA COUNTY

Auburn Township Bainbridge Township Burton (Village) Burton Township Chardon (City) Chester Township Claridon Township Hambden Township Middlefield Township Newbury Township Russell Township South Russell Troy Township

#### LAKE COUNTY

Concord Township Eastlake Fairport Harbor Grand River Kirtland Kirtland Hills Leroy Township Mentor Mentor-on-the-Lake North Perry Village Painesville Township Perry Township Timberlake Waite Hill Wickliffe Willoughby Willoughby Hills Willowick

#### LORAIN COUNTY

Avon Elyria Lorain North Ridgeville Sheffield Lake Sheffield Village South Amherst

#### MEDINA COUNTY Brunswick PORTAGE COUNTY

Brady Lake Garrettsville Hiram Village Kent Sugar Bush Knolls Portage County Townships\* Atwater Township Brimfield Township Charlestown Township Deerfield Township Edinburg Township Franklin Township Freedom Township Hiram Township Mantua Township Nelson Township Palmyra Township Paris Township Randolph Township Ravenna Township Rootstown Township Shalersville Township Suffield Township Windham Township

#### SUMMIT COUNTY

Clinton Macedonia Northfield Reminderville Sagamore Hills Township Trumbull County Liberty Township Newton Falls Warren NOPEC 2012 Annual Report

www.nopecinfo.org

A Program of NOPEC

## You're in Control

NOPEC has been developing a new energy-saving program that is a standalone, non-utility based, value-added service to our customers. The program called MyEnergyMyWay<sup>™</sup> is the flagship program of NOPEC set to launch in the summer of 2013.

MyEnergyMyWay is a public service program enabling residents across Northeast Ohio to take ownership of their energy use by understanding and controlling their energy consumption. The program offers excellent potential for energy cost-savings for NOPEC members. To participate, an individual can join the online community at **www.myenergymyway.org**.

While anyone in Ohio can participate in the online community, it is the members of NOPEC who enjoy the premium benefits. For example, everyone in Ohio has access to information about how to control their energy use and the online store for ordering energy-saving devices; however, only NOPEC members will be able to enjoy the website's advanced functionality of tracking and comparing their energy usage with neighbors, communities and larger geographic areas.



### **Powering Our Communities** NOPEC issued nearly \$16 million in grants aimed at conserving energy in Northeast Ohio

In 2009, NOPEC negotiated an agreement with FirstEnergy Solutions Corp. that resulted in the founding of the Powering Our Communities (POC) grant program.

NOPEC distributed nearly \$16 million through more than 330 POC grants to its member communities in Northeast Ohio. The grants were geared toward financing energy-efficiency projects ranging from insulation to solar panels.

Today, NOPEC communities are reaping substantial savings – often in the form of lower utility bills in public buildings – as a result of the POC grants. Those savings will continue for many years. What follows are descriptions of some of the projects that were paid for with the POC grants.



### Ashtabula County City of Ashtabula Justice Center HVAC Upgrade

The City of Ashtabula utilized the POC grant to become more cost efficient in every aspect of its operations.

The grant was used to pay for a much needed upgrade to the HVAC system in the City Hall Annex that houses the police, court offices and the law director. The work included a retrofit of the boiler control panel and the replacement of all sensors.

It's estimated that energy savings for both units will be \$6,650 per year. An additional \$1,500 in savings per year for maintenance costs and repairs add up to an annual energy and maintenance savings of approximately \$8,100. City employees will also benefit from an improved work environment.

### Cuyahoga County City of Strongsville Energy Efficient Lighting

Strongsville's POC grant from NOPEC is generating big savings.

The city used the \$355,800 grant to install new, energy-efficient lighting throughout Strongsville's 157,000 square feet Walter F. Ehrnfelt Recreation and Senior Center.

The more efficient lighting – combined with lower utility rates – saved the city \$111,000 in lower electric bills during a recent 12 month period according to Brent Painter, Strongsville's Economic Development Director. The savings for ten years will equate to more than a million dollars for the city.

The new lighting fixtures also last longer, which means city workers will spend less time replacing burned out bulbs. The new lighting also causes less glare. "This has benefitted the city so much," Painter said. "It's safer and it's saving us energy costs."

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## Geauga County Village of Burton Wastewater Treatment Facilities

Burton used its \$54,420 POC grant to upgrade the village's wastewater treatment facilities. The village updated their 40-year-old, inefficient blowers that power the wastewater treatment plant's diffusers.

The village is already seeing a nearly \$2,000 per month savings in electric consumption as a result of the NOPEC-financed improvements.

A 20% gain or better in energy savings is expected over the long-term at the wastewater treatment plant because of the upgrades. The village processes about 120 million gallons of wastewater annually.



### Lake County City of Willowick New, Energy Efficient HVAC

The windows were so old in the Willowick municipal building that workers could feel the cold wind blowing in off of Lake Erie. Thanks to \$142,800 in POC grants from NOPEC, Willowick replaced the old windows and installed a brand new HVAC system for the municipal building.

The building was still using its original HVAC system, which was more than 30 years old. "The system was on its last leg, "said Willowick Mayor Richard Bonde. "It was constantly being repaired." The city would have eventually had

to pay for the new system with municipal funds. The grant allowed them savings on the initial investment and an additional \$22,000 (approximate) annual savings on their utility costs.



### Lorain County City of Avon New Life to an Old Building

The City of Avon used NOPEC's POC grant of \$170,610 to bring the Avon Isle back to life. Once a choice facility for events hosted by the City, residents and local businesses, the Avon Isle was in need of repair.

The funds were used to purchase and install a new roof, insulated vinyl siding, energy efficient windows, a new heating system and up-to-date electrical wiring with timers to conserve energy.

Energy related savings to the Avon Isle resulted in approximately a 25% to 33% reduction in gas and electricity bills, which amounts to an estimated \$3,000 to \$5,000 in annual savings. Avon Isle has booked 40 rentals since the renovations, which are expected to last for a minimum of 20 years. The City of Avon expects this building to serve the community for many years.

### Medina County City of Brunswick Big Savings on Gas and Electricity

The City of Brunswick's Police Department, Recreation Center and the Brunswick Area Television studio were operating with old, inefficient equipment that were creating huge gas and electricity bills.

NOPEC's POC grant of \$234,870 was used to replace the aging roof of the Police Department with new "green" technology that has a lifetime warranty as well as reflective properties to reduce roof temperatures by 100 degrees.

New, high efficiency tube heaters were purchased for the Service Garage saving approximately \$4,000 a year. The Brunswick Area Television studio replaced old lighting in its video production center with new LED dimmable lighting panels that are estimated to last 10 years, helping to reduce energy consumption by about 27 percent. Gas and electric bills were reduced by approximately \$11,220 per year by replacing 10 outdated HVAC units in the Police Department and Recreation Center. New light bulbs in the Recreation Center reduced energy consumption by 52% per fixture, saving about \$1,500 per month.

### Portage County City of Kent Technical Improvements

NOPEC's \$244,600 POC grant is providing a lifetime of energy saving benefits to the citizens and City of Kent. Outdated electric lighting, blower motors, water meter radio read equipment as well as old HVAC equipment in municipal buildings were replaced with

new, energy efficient units from the POC grant.

The City will also use grant money toward installation of supporting infrastructure for a solar hot water tank project. These upgrades are saving Kent between \$2,000 and \$3,000 per month.



### Summit County Village of Richfield Historical Building - Historic Improvements

Richfield residents will have more access to the village's 19th century Masonic Hall after it is made much more energy efficient thanks to a \$50,000 POC NOPEC grant.

Melanie Baker, Service Director, said the grant was used to install a new HVAC system. The building did not previously have air conditioning, which made events held in the summer uncomfortable due to the heat. No Longer!

The POC grant was also used for a much-needed upgrade of the building's electric system, including low-energy

lighting on the structure's exterior and in the adjacent parking lot. Baker said the improvements have made the building much more energy efficient and should result in increased rentals by residents.

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### " Three Hundred Forty and No Cents "

### Trumbull County City of Warren Energy Efficient Lighting

The City of Warren received a \$350,340 POC Grant for energy conservation projects. The Municipal Justice Building used \$250,000 to modernize its HVAC equipment, resulting in the reduction of utility costs.

The City of Warren's electricity and natural gas bills have been

nearly cut in half since the installation of the energy efficient HVAC equipment in the Municipal Justice Building.

The remaining funds from NOPEC's POC Grant were used toward an energy conservation project in downtown Warren.



## About NOPEC

The Northeast Ohio Public Energy Council (NOPEC) is the largest governmental aggregation in the nation. Our mission is to bring the lowest-cost energy we can to the residents and businesses of Northeast Ohio. NOPEC currently serves more than 750,000 electric and gas consumers in 174 communities in 10 counties. We negotiate money-saving contracts and provide administrative support for electric generation and natural gas services for the communities and the customers that we serve.

The concept of public aggregation is a simple one. Aggregation allows consumers to pool together their usage into one large buying group offering consumers choice and the opportunity to lower the cost of the generation portion of their utility bill. NOPEC members enjoy the advantage of bulk buying power, professional expertise and consumer advocacy on their behalf. With more than 500,000 electricity members and 250,000 natural gas members, NOPEC is the largest public energy aggregator in the nation. NOPEC has helped our members realize more that \$175 million in savings since 2001.

NOPEC is governed by a General Assembly, consisting of one representative from each member community. The representatives for each county elect one person to serve on the 10-member NOPEC Board of Directors, each of whom serve without compensation.

NOPEC is a council of governments formed under Ohio law by the communities that make up its membership. Although it operates much as a private energy company, negotiating with suppliers on behalf of its members, NOPEC has a no profit motive and is in fact a political subdivision of the state of Ohio, subject to audits by the State Auditor and other state laws governing public entities. NOPEC charges no fees to either the member communities or individual consumers it serves, and receives no tax dollars.





### www.MyEnergyMyWay.org



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