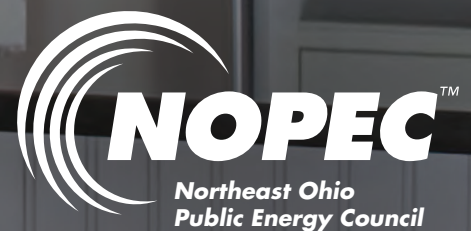


Everywhere you look,  
a chance to save.



# Board of Directors

Ron McVoy  
CHAIRMAN  
Councilman,  
Village of North Kingsville  
(Ashtabula County)



David Gillock  
Mayor, City of North Ridgeville  
(Lorain County)



Georgine Welo  
VICE CHAIRMAN  
Mayor, City of South Euclid  
(Cuyahoga County)



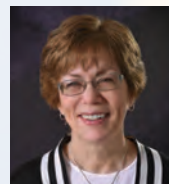
Robert McCracken  
Trustee, Goshen Township  
(Mahoning County)



John Zehentbauer  
Trustee, Hanover Township  
(Columbiana County)



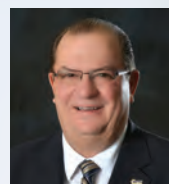
Patricia Hanek  
President of Council,  
City of Brunswick  
(Medina County)



Jim Flaiz  
Prosecutor, Geauga County  
(Gauga County)



Mickey Marozzi  
Portage County Engineer  
(Portage County)



Rob Duncan  
Mayor, City of Norwalk  
(Huron County)



Aaron Montz  
Mayor, City of Tiffin  
(Seneca County)



Daniel Troy  
Commissioner, Lake County  
(Lake County)



Jan Tulley  
Councilwoman,  
City of Macedonia  
(Summit County)



Jack Haney  
City Manager,  
City of Newton Falls  
(Trumbull County)





# A letter from the chairman

2016, NOPEC's 15th anniversary year, truly was another exceptional year for NOPEC. We spent 12 months celebrating NOPEC's many years of delivering value, service, and savings to those we serve.

We launched a NOPEC History video and introduced our real Mr. NOPEC. The video matched him up with his animated self to talk viewers through the remarkable 15-year history of NOPEC. We continued our celebration by reaching out to 7th grade girls and helping them develop and hone STEM skills through our NOPEC Energy Bike Project. We celebrated our communities and the administrative assistants who serve those communities. We celebrated the closing of NOPEC's very first PACE loan; a \$325,000 loan providing an assortment of energy efficiency improvements throughout the Village of Newburgh Heights. That means the Village of Newburgh Heights will be celebrating significant savings through reduced utility costs for many years to come as a result. And the celebrations just kept coming throughout the entire year.

We celebrated as we welcomed 8 new communities into NOPEC membership and assisted 4 more communities with expanding their NOPEC membership into our natural gas aggregation. We celebrated the awarding of over \$250,000 in Powering our Community Grants to 15 new electric aggregation members and the enrolling of 67 communities in special pricing through our Energy Advisor program. Those communities celebrated a combined savings of over \$250,000 on their utility bills. And speaking of savings, the total combined electric savings NOPEC provided to our customers has now grown to over \$260 million. Through it all, NOPEC continues to deliver the types of competitive energy costs, first-in-class terms and conditions, and second-to-none consumer advocacy that our communities and customers have come to rely upon.

2016 presented NOPEC with an opportunity to change electric suppliers as well. NOPEC partnered with NextEra Energy Services Ohio, LLC (NESO), a subsidiary of NextEra Energy, Inc. (NextEra). NextEra has been recognized as No. 1 among electric and gas utilities on Fortune's "World's Most Admired Companies" list for years. As a subsidiary of NextEra Energy Resources and its parent company NextEra Energy, Inc., NESO is part of a trusted group of companies with over 80 years of excellence, exceptional credit ratings, and financial stability. From that standpoint, NOPEC has significantly enhanced the financial security available to our customers. And the electricity provided by NESO to the NOPEC electric aggregation in 2017 will contain 50% renewable energy credits – up from the 3-4% of our previous supplier. So our supply is stronger, greener and more secure; now that's a recipe for success!

As we look forward to our 16th year of providing savings and services to our 200+ member communities and our hundreds of thousands of residential and commercial electricity and natural gas customers, we recommit to our core values: We exist to SERVE our members. We aggregate, educate and advocate to maximize the value we bring to our membership. At NOPEC, our hearts lead us to give more than we take and to create opportunities to educate our customers, watch out for their interests, and, at every turn, put money back into their pockets or keep it from ever leaving those pockets in the first place.

A handwritten signature in black ink, appearing to read "Ron McVoy". The signature is fluid and cursive, written over a light blue horizontal line.

Ron McVoy, Chairman, NOPEC Board of Directors



# Community Growth

## Membership growth and expansion:

We continue to grow our footprint and expand membership. In 2016, NOPEC grew to include 207 NOPEC communities within 13 counties in Northeast Ohio. This year we successfully added or expanded membership in the following communities:

### Ashtabula County

Plymouth Township – natural gas

### Cuyahoga County

City of Broadview Heights – expanded membership to include natural gas

Village of Highland Hills – expanded membership to include natural gas

Village of Linndale – expanded membership to include natural gas

### Lorain County

Sheffield Township

### Medina County

Village of Gloria Glens – new member for natural gas

Village of Chippewa Lake – new member for natural gas

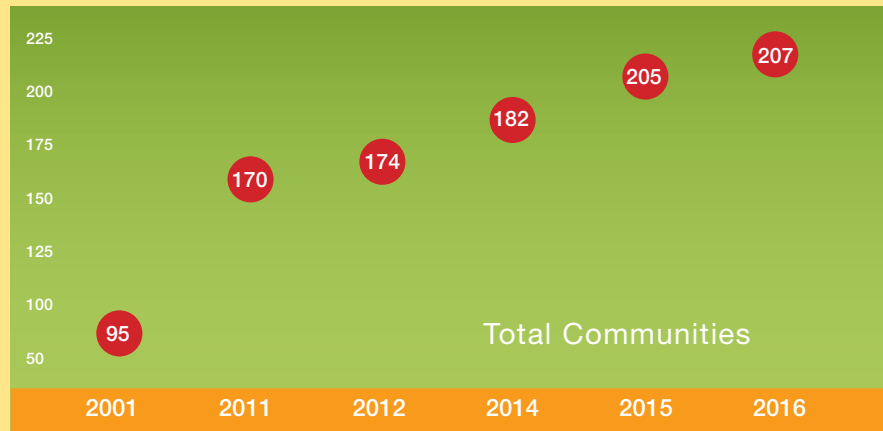
### Summit County

Village of Boston Heights – new member for natural gas

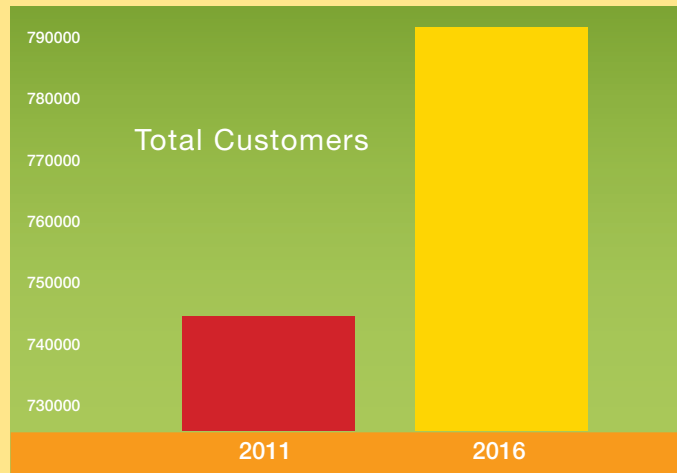
NOPEC assists new communities in becoming members of NOPEC from the beginning of the ballot process all the way until the electric and natural gas flow. We provide the legal paperwork, help the community

process, and then completely handle all regulatory filings at the Public Utilities Commission of Ohio (PUCO). For more information, watch our “How to Become a Member” video at [nopecinfo.org](http://nopecinfo.org).

## NEW COMMUNITY GROWTH



## ELECTRIC AND NATURAL GAS ACCOUNTS





# Community Outreach

Understanding the energy market and the choices available to our residents can be confusing and time-consuming.

Add to that all the competition in the marketplace, as well as misleading energy offers, and making decisions about one's energy can seem overwhelming and frustrating. That's why NOPEC started a new community outreach program in 2016 that focuses on spending time in the community, answering residents' questions and educating them about NOPEC and other energy-related topics.

## **Senior Lunch and Learns:**

In 2016, NOPEC conducted over 30 "Lunch and Learn" sessions throughout our territory with Northeast Ohio seniors. These sessions

provided an opportunity to answer questions about NOPEC, warn seniors about the dangers of door-to-door energy solicitors, and share energy-saving tips. It was also an opportunity for NOPEC to engage with some of our most loyal customers to learn ways we can better serve them.

## **Energy Bike Presentations:**

The NOPEC Energy Bike logged a lot of miles in 2016. The Energy Bike visited almost 40 communities during the summer months, educating children and adults on energy consumption and conservation. Energy Bike events are fun opportunities for customers to learn about NOPEC, complete a fun activity and even earn a t-shirt!

## **Executive Assistants:**

NOPEC wanted to say thank you in 2016 to some of the hardest working public servants we know. Our Executive Assistant Recognition Program gave us the opportunity to do that! NOPEC staff was able to recognize over 20 Executive Assistants throughout our communities for their hard work and support of NOPEC. These awesome Executive Assistants were presented with flowers, a certificate and other goodies to show our appreciation.

# Executive Assistant Recognition Program



AVON LAKE



BRUNSWICK



CHARDON



MACEDONIA



MAPLE HEIGHTS



MORELAND HILLS



MUNSON TOWNSHIP



NEWBURGH HEIGHTS



NORTH RIDGEVILLE



NORWALK



PERRY VILLAGE



PORTAGE COUNTY



SEVEN HILLS



SOUTH AMHERST



SOUTH EUCLID



STRONGSVILLE



TIFFIN



TWINSBURG



VERMILION



VILLAGE OF RICHFIELD



WICKLIFFE

## THE 2016 NOPEC

# Energy Bike Project

NOPEC invited middle school aged girls from 6 Northeast Ohio communities to participate in the 2016 Energy Bike Project: Activating and Energizing Girls in Science (AEGIS). The communities that sent students to the Energy Bike Project were Elyria, Leetonia, North Ridgeville, Norwalk, South Euclid and Tiffin.

This exciting event gave students from each of the schools a chance to spend 3 days in August at a local hotel learning about energy science and the mechanics of the NOPEC Energy Bike. This knowledge was then applied through assembling and wiring their very own energy bikes. Each group was able to take back their energy bike to their schools to be used to teach others about energy.

The students also participated in a "Women in Science" panel and lunch. Six women who work in science, technology, engineering

**"The girls have learned a lot. They have really blossomed from this. They've been able to see that by working as a team they are able to do something as complicated as build the energy bikes. I've seen their confidence grow. They're seriously thinking about engineering and science as something they can do."**

Amy Mercer, Intervention Specialist at Eastern Heights Middle School

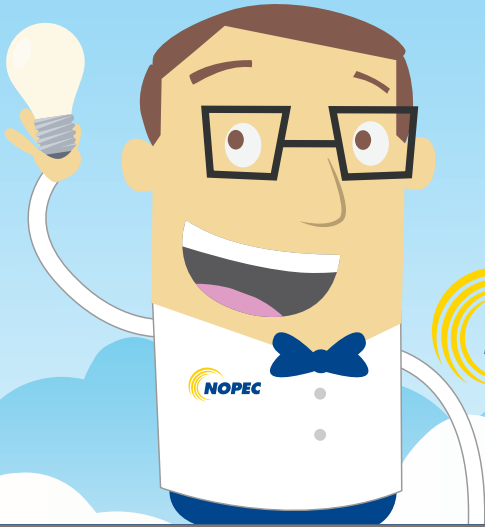
and math (STEM) careers talked to the girls about how they ended up in their fields, the education they needed to enter those fields and what it is like to be a woman working in their roles. This was a great opportunity for the students to interact with awesome women role models.

When asked about how the Activating and Energizing Girls in Science program benefits female students, Deborah Yerkes, the Executive Director of the Ohio Energy Project said, "The NOPEC AEGIS program is an opportunity for middle school girls to come together to build an energy bike

for their school district. It is also a time for girls to develop their leadership qualities, to learn many new skills in circuitry, and, most importantly, to begin to see themselves in a STEM related career. This program empowers female students to believe they are capable of becoming anyone they want to be."

The Energy Bike Project concluded August 10th with a celebration event awarding students with participation medals. During the celebration, the students gave presentations to demonstrate the knowledge and skills learned during the program.





ELYRIA



LEETONIA



NORTH RIDGEVILLE



NORWALK



SOUTH EUCLID



TIFFIN

# First PACE Program a Success

The Village of Newburgh Heights was the first community to take advantage of NOPEC's new PACE (Property Assessed Clean Energy) energy efficiency financing. The NOPEC PACE loan secured by the village provided \$325,000 to improve a recently purchased building that now serves as its fire station and service garage.

Improvements made to the building included new LED lighting throughout, ceiling fans and a new roof. These upgrades reduce heat

**“This has been a fantastic experience, and we really appreciate the assistance. I’m hopeful other communities take advantage of the opportunity.”**

Trevor Elkins, Mayor of Newburgh Heights

build-up, improve air circulation and increase insulation. Newburgh Heights completed the project in October 2016 and is now occupying the new facility. The building's improvements are expected to produce an annual energy savings of \$3,322.

Under the PACE program, Newburgh Heights will repay the financing through an assessment placed on the improved property. The assessment is paid twice a year over a 15-year term, ending in 2031.



NOPEC launched PACE in May 2016 to provide financing of \$100,000 to \$500,000 for energy efficiency and renewable energy projects. Mayor Georgine Welo (Cuyahoga County's NOPEC Board of Directors member) said, "This program gives our members another community and economic development tool and our customers a way to finance smaller energy projects."

We offer this energy efficiency financing program to all member communities. Public and private sector commercial properties enrolled in NOPEC's electric and gas aggregation programs are eligible for this unique financing tool. Information on the program is available at [nopecinfo.org](http://nopecinfo.org) under the "Commercial" tab.



## Savings Through Efficiency Program (STEP)

Starting in 2017, NOPEC will offer a new energy efficiency financing program. STEP will provide loans of \$5,000-\$100,000 for eligible commercial projects. Commercial properties include public and private sector facilities, including non-profit, retail, office, industrial and apartment buildings with five or more units. This loan program provides fixed-rate financing for up to 10 years. Like the PACE program, the program provides commercial property owners with up-front capital to complete property improvements that will reduce energy costs. Look for more information on this new program in the coming months!



# 2016 Brand Campaign

## **Continuing to Build Brand Loyalty**

Our customers are under attack everyday from hundreds of energy suppliers from all corners of the country. With competitors using door-to-door solicitation and other sales tactics, it's important that we continue to remind NOPEC customers who we are and why working together is so important.

This year, NOPEC launched a brand new campaign featuring a Mr. NOPEC music video "singing" about NOPEC and the benefits that NOPEC brings to communities and their members. We premiered the video during the Cleveland Indians playoff and World Series broadcasts with an overwhelming response. **To view the video, visit us at [nopecinfo.org](http://nopecinfo.org).**



**Come back  
to super savings.**

Print Ads

**Now more than ever it pays to be a NOPEC**

More and more people are coming back to NOPEC, and you should, too. Why? Because we have more to offer than ever before. With the buying power of 200 communities, we give you competitive gas and electric rates month after month. Plus, we provide tools to monitor your energy usage, tips to help you conserve all year round, and

\*Offer limited to eligible natural gas and electricity customers in NOPEC member communities.



**We're cooking  
up savings at NOPEC.  
Come back today!**

**Now more than ever it pays to be a NOPEC member.**

More and more people are coming back to NOPEC, and you should, too. Why? Because we have more to offer than ever before. With the buying power of 200 communities, we give you competitive gas and electric rates month after month. Plus, we provide tools to monitor your energy usage, tips to help you conserve all year round, and an opportunity to earn points toward great prizes in our rewards store. Other energy providers don't offer you all of these benefits. So if you want more ways to save money on your electric bill, come back to NOPEC today. Visit [backtonopec.com](http://backtonopec.com) for more information.



Video

# Do Not Knock Program



To address the growing problem of misleading and often aggressive door-to-door energy solicitors,

NOPEC launched the Do Not Knock (DNK) Program to help protect our customers from these unwanted solicitations. DNK enables customers in NOPEC communities to sign up for the Do Not Knock Registry to prevent for-profit solicitors from any industry from knocking on their doors.

To implement the program, NOPEC works with elected leaders in partner communities to pass appropriate rules and ordinances to establish a Do Not Knock Registry. NOPEC also assists communities in informing the public about the program as well as their protected rights.

Residents in communities who have joined the NOPEC DNK program can register through the mail or online at [blocktheknock.com](http://blocktheknock.com) to join their community's Do Not Knock Registry. When for-profit solicitors apply for a permit in a participating

community, they receive a list of registered addresses at which they are prohibited from knocking. For added protection, registrants are provided a Do Not Knock window cling and are sent automatic reminders each year to renew their Do Not Knock Registry status.

"This program protects consumers, particularly seniors, who are often intimidated or taken advantage of by aggressive and unsavory door-to-door sales people," said Chuck Keiper, NOPEC's executive Director. "For NOPEC, this program also helps ensure that consumers are given the opportunity to make their energy decisions based on factual information – not high pressure sales tactics."

The DNK program applies to for-profit solicitors and does not interfere with nonprofit organizations, such as the Girl Scouts, Boy Scouts, school and church groups, from knocking on a DNK registered address. For more information or to view the Block the Knock video, visit [blocktheknock.com](http://blocktheknock.com).



t-shirts



window cling



banner

posters



direct mail

# Increasing Community Engagement

## Social Media Breakfast

On October 6th, over 40 NOPEC communities were represented at the Increasing Community Engagement through Social Media breakfast and learning session. The event was held at the beautiful Cleveland Botanical Gardens. Thunder::tech provided some useful tips and information on how communities can be using social media to provide their residents with community updates and news. Also covered during the presentation were topics such as defining a social media strategy and creating a social media calendar. Plus, some easy ways to reuse information to create fun and engaging posts.

**“Well presented. Thunder::tech did an excellent job. Raised my awareness of additional things I can do to engage our community via Facebook. Touring the Botanical Garden grounds after the meeting was a beautiful bonus!”**

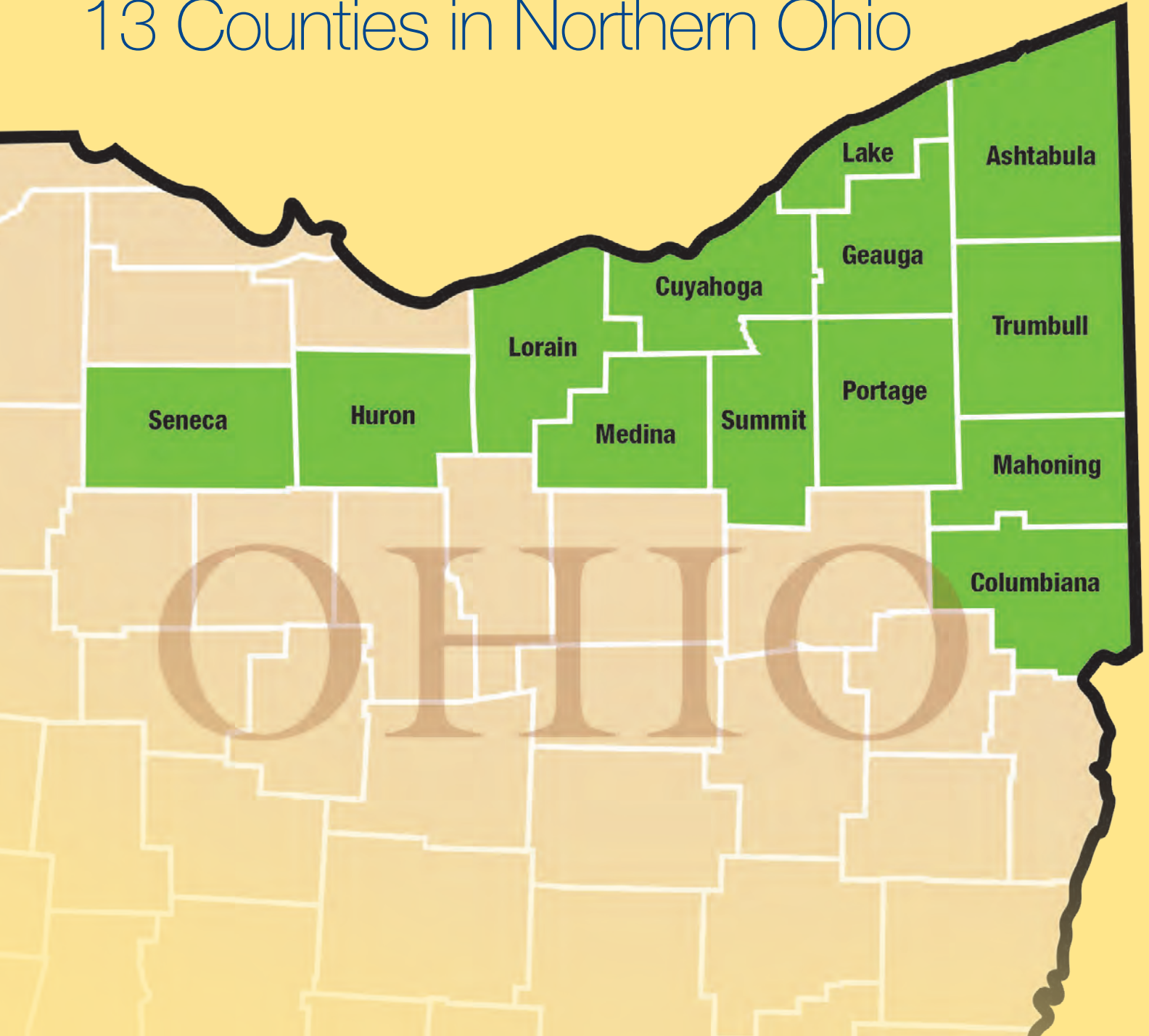
Kathy Holland, Executive Assistant to the Mayor, City of Seven Hills

Attendees also learned about all of the free resources available to NOPEC communities through NOPEC’s Ambassador Portal, a site developed

specifically for community leaders in NOPEC communities. To sign up for the NOPEC Ambassador Portal, go to [nopecinfo.org/ambassador-portal](http://nopecinfo.org/ambassador-portal).



# NOPEC Communities Span 13 Counties in Northern Ohio





# Savings

## Electric Savings

Since 2000, our communities have saved more than \$260 million.

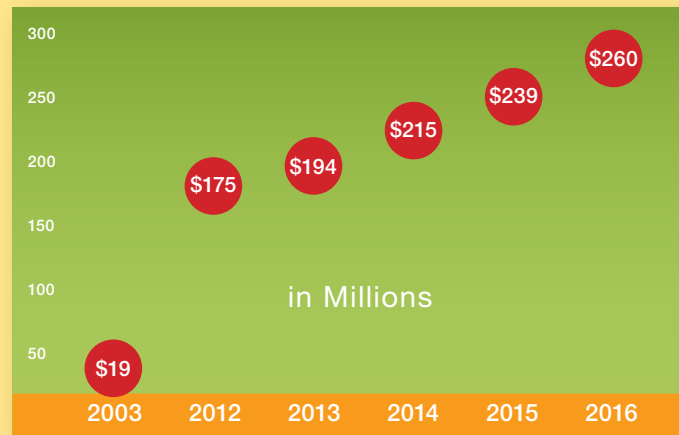
## Natural Gas Update

NOPEC's natural gas program continues to grow with over 325,000 customers and 4 new communities that will start natural gas flow in early 2017. Our natural gas supplier, NextEra Energy Services Ohio, LLC and NOPEC continue with our proprietary natural gas hedging program.

## NOPEC has two natural gas offers available to our customers.

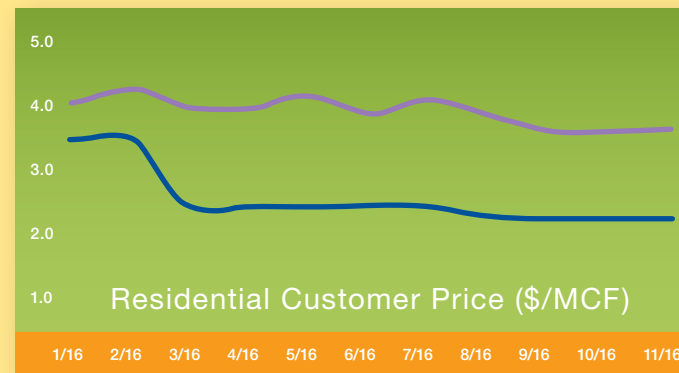
- The standard natural gas program price offer that is set for 2-6 months.
- The NOPEC variable market price, which is guaranteed 2 cents/mcf below the Dominion East Ohio Gas or Columbia Gas of Ohio Standard Choice Offer.

## CUMULATIVE ELECTRIC SAVINGS



Cumulative savings calculation is estimated based on actual NOPEC residential and commercial reported usage multiplied by the NOPEC price discount as compared to the applicable utility Price to Compare.

## DOMINION EAST OHIO: PRICE COMPARISON (NOPEC and Retail 1-year Fixed Prices)



— NOPEC  
— Average (12-month)

Past performance is not a guarantee of future results.

## COLUMBIA OF OHIO: PRICE COMPARISON (NOPEC and Retail 1-year Fixed Prices)



— NOPEC  
— Average (12-month)

Past performance is not a guarantee of future results.

# Trusted Partner Becomes New Electric Supplier

NOPEC's unwavering commitment to protecting our customers was thoroughly demonstrated in October with the immediate response to the sudden withdrawal of our electric supplier. When the supplier announced they were exiting our contract 3 years early, NOPEC leaders leapt into action to protect our 500,000 Northeast Ohio customers. Within days of the announcement, NOPEC negotiated an agreement with our trusted natural gas and AEP territory electricity partner, NextEra Energy Services Ohio, LLC (NESO), to provide electricity to our member communities.

Beginning at the conclusion of their January 2017 meter read period, NOPEC customers began receiving electricity from NESO. NESO has been our trusted natural gas partner and supplier since April 2014.

Together with its affiliates and parent company, NESO is part of a group of companies representing the largest rate-regulated electric utilities in the United States and is also the world's largest generator of renewable energy from the wind and sun.

With NextEra Energy, Inc.'s exceptional fiscal standing, NOPEC now has a strong financial guarantee backed by the strength of NESO's parent organization. This significantly enhances our financial security and helps ensure NOPEC's long-term ability to provide reliable, affordable electricity to our customers.

NOPEC's new electric partnership provides a set price for the first 8 months of 2017, equal to a 6% discount for residential customers and a 4% discount for commercial

customers. Following that period, NOPEC and NESO will utilize a proprietary hedging strategy to adjust the program's pricing periodically, allowing us to consistently capture a solid competitive pricing position.

In addition, NOPEC is also offering an opt-in program that provides guaranteed savings of 6% for residential customers and 4% for commercial customers against the Utility Standard Service Offer to an additional 10,000 customers in NOPEC communities (7,000 customers in CEI territories and 3,000 customers in OE territories). Consumers interested in opting-in to the variable rate program, should contact NESO at the NOPEC Customer Care Call Center 1.855.667.3201 (1.855.NOPEC01).



### **New Electric Program Benefits**

- Exclusive discounted pricing for NOPEC customers with 2 rate options.
- No early termination fee.
- The electricity supplied by NESO to the NOPEC electric aggregation in 2017 will contain 50% renewable energy credits (REC). In addition to complying with Ohio's 3.5% Renewable Portfolio Standard, NESO will supply 46.5% REC content at no additional cost to NOPEC customers through the inclusion of NextEra Energy's EarthEra REC program.
- EarthEra RECs are created by wind and solar energy projects from NextEra facilities. All revenues from NOPEC's EarthEra REC purchases will be used for the construction of new renewable energy projects.

## **NextEra Energy, Inc. is an industry and environmental leader. Numerous major organizations have recognized NextEra Energy for outstanding performance. Including...**

### ***Fortune* magazine's list of the "World's Most Admired Companies"**

NextEra Energy, Inc. has been recognized as No.1 among electric and gas utilities on *Fortune's* "World's Most Admired Companies" list for years.

### **Ethisphere Most Ethical Companies**

In 2016, for the ninth year, NextEra Energy was acknowledged as one of the "World's Most Ethical Companies" by the Ethisphere Institute. Only 131 companies across more than 45 industries worldwide were selected for this prestigious honor, and

NextEra Energy was the only electric utility company in the United States to receive this recognition in 2016 and one of only four worldwide.

### **EI New Energy Top 100 Green Utilities**

NextEra Energy in 2016 was ranked as the top "green utility" in the United States and No. 4 in the world based on carbon emissions and renewable energy capacity, according to the latest annual report from EI Energy Intelligence, an independent provider of global energy and geopolitical news, analysis, data and research.





# General Assembly



Members of the NOPEC General Assembly met on November 15th for the 2016 NOPEC General Assembly Meeting. Coming on the heels of the surprise early contract termination announcement of NOPEC's then electric supplier, attendees were extremely interested in learning that residents in their communities would have more security, greener power and no exit fees as a result of the new supply deal. Chuck Keiper, NOPEC's

Executive Director, detailed the organization's quick action to secure a new deal with NextEra Energy Services Ohio, LLC as its alternative electric supplier, reassuring leaders that NOPEC's 500,000 customers within their communities would continue to receive the savings and reliability they have come to expect.

The meeting provided an opportunity to share NOPEC's other achievements during 2016 as well, particularly those implemented by our Community Outreach and Relationship Management teams. The launch of NOPEC's newest program, Do Not Knock, was met with tremendous support among community leaders, who often hear stories of residents being taken advantage of or bothered

by unwanted door-to-door solicitors. NOPEC recognized and welcomed leaders from the 7 new communities that joined the natural gas program last year. Also recognized were two long-time NOPEC contributors: Dan Troy was honored for his 10 years of service on the NOPEC Board of Directors and Judy Goslin, NOPEC's very first full-time employee, was commended for her many years of service, having taken a new position working in one of our member communities.



# Our Communities

## **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

### **Cuyahoga County**

Beachwood  
Bedford  
Bedford Heights  
Bentleyville  
Berea  
Bratenahl  
Brecksville  
Broadview Heights  
Brook Park  
Brooklyn  
Brooklyn Heights Village  
Chagrin Falls  
Cuyahoga Heights  
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 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  
Hamden Township  
Huntsburg Township  
Middlefield Village  
Munson Township  
Newbury Township  
Russell Township  
South Russell Village

### **Huron County**

Norwalk

### **Medina County**

Brunswick

### **Lake County**

Concord Township  
Eastlake  
Fairport Harbor

Grand River  
Kirtland  
Kirtland Hills Village  
Lakeline Village  
Leroy Township  
Madison Township  
Madison Village  
Mentor  
Mentor on the Lake  
Painesville Township  
Perry Township  
Perry Village  
Timberlake  
Waite Hill  
Wickliffe  
Willoughby  
Willoughby Hills  
Willowick

### **Lorain County**

Amherst Township  
Avon  
Avon Lake  
Carlisle Township  
Columbia Township  
Eaton Township  
Elyria  
Elyria Township  
Lorain  
New Russia Township  
North Ridgeville  
Sheffield Lake  
Sheffield Township  
Sheffield Village  
South Amherst

### **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

### **Medina County**

Chippewa Lake  
Gloria Glens

### **Summit County**

Boston Heights  
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  
Lenox Township  
Monroe Township

Morgan Township  
New Lyme Township  
Orwell Township  
Orwell Village  
Pierpont Township  
Richmond Township  
Roaming Shores Village  
Rock Creek  
Rome Township  
Sheffield Township  
Trumbull Township  
Wayne Township  
Williamsfield Township  
Windsor Township

### **Cuyahoga County**

East Cleveland  
Shaker Heights

### **Geauga County**

Chardon Township  
Middlefield Township  
Montville Township  
Parkman Township  
Thompson Township

### **Lorain County**

LaGrange Township

### **Summit County**

Lakemore Village  
Peninsula Village  
Twinsburg

### **Trumbull County**

McDonald Village



# Financials

	(accrual basis) Jan – Dec 16 (unaudited)	Jan – Dec 15 (unaudited)
<b>REVENUE</b>		
Interest Income	333,215	303,263
Management Fees – Natural Gas	4,709,573	3,742,189
Management Fees – Electric	8,822,766	6,683,176
Other Fees	161,350	805,686
<b>TOTAL REVENUES</b>	<b>14,026,904</b>	<b>11,534,314</b>
<b>EXPENSES</b>		
Commercial Programs	81,645	21,000
Communication Services	80,550	54,000
Community Training	0	13,639
Computer Support	18,184	27,510
Consulting, Gas & Electric	67,000	0
Contract Labor	73,873	52,533
Customer Database Management – Electric/Gas	5,638	9,625
Depreciation Expense	49,504	39,051
Insurance	12,385	10,687
Legal Fees – Electric/Gas Aggregation	1,089,764	770,435
Marketing	505,526	503,705
Membership, Association, Training & Sponsorship	30,347	17,975
Meetings	22,726	18,576
Office Equipment	6,405	8,578
Office Supplies	22,473	38,603
Organizational Development	25,769	8,000
Postage and Delivery	11,508	8,683
Professional Fees	141,540	128,663
Rent/Maintenance/Real Estate Tax	2,521	5,453
Sales Support	273,024	309,101
Staff Fringe Benefits/Payroll Tax	240,770	179,976
Staff Salaries	1,031,831	729,338
Support for CRES	1,200,000	1,200,000
Telephone	20,716	18,514
Travel	62,336	52,769
Utilities	13,877	13,386
<b>TOTAL EXPENSES</b>	<b>5,089,912</b>	<b>4,239,800</b>
<b>NET</b>	<b>8,936,992</b>	<b>7,294,514</b>
<b>OTHER INCOME</b>		
Rental Office - Net	13,862	11,470
<b>TOTAL OTHER INCOME</b>	<b>13,862</b>	<b>11,470</b>
<b>OTHER EXPENSE</b>		
Electric Program Discount	3,418,519	2,791,481
<b>TOTAL OTHER EXPENSE</b>	<b>3,418,519</b>	<b>2,791,481</b>
<b>NET REVENUES AFTER EXPENSE</b>	<b>5,532,335</b>	<b>4,514,503</b>

# TIRED OF UNWANTED DOOR-TO-DOOR SOLICITORS?

Sign up for Your Community's  
**Do Not Knock Registry**

**BlocktheKnock.com**



[nopecinfo.org](http://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.

