SPECIAL COUNCIL MEETING
FOR PURPOSES OF A WORK SESSION
NOPEC DISCUSSION
MONDAY, NOVEMBER 1, 2021 - 6:30 PM

Vice President Christine Shoop called the Special Meeting to order at 6:30 PM. City Council convened for a work session in Council Chambers, with the following in attendance: Councilpersons Paul Hach, Christine Shoop, Lori DiNallo, Katie Jenkins, Nick Augustine, Jim Fodor, and Tom Fitzgerald; City Manager Doug Lewis, Assistant City Manager Derek Feuerstein, and Clerk of Council Samantha Danielson.

On roll call for attendance, Mrs. Shoop, Mr. Fitzgerald, Mrs. DiNallo, Mrs. Jenkins, Mr. Augustine, and Mr. Fodor were present. Mr. Hach also was present.

Mrs. Shoop turned the meeting over to Brenda Fargo, Member Development Director, who presented information about the NOPEC. (see attached)

Council Members and City Manager discussed interests, concerns, eligibility, and legislative timeline. Brenda Fargo stated she is available to provide more information or to answer any questions, if needed. No decision was rendered on how City Council would proceed.

Mr. Hach asked for a motion to adjourn from the work session.

Mrs. Shoop moved to adjourn the work session, seconded by Mr. Augustine.

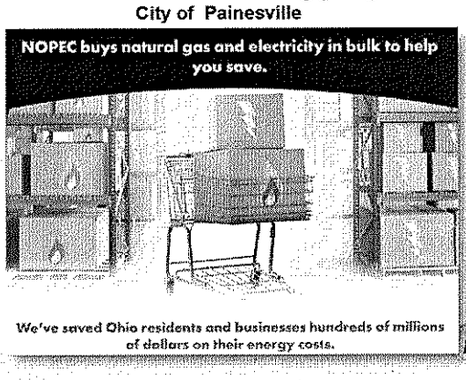
On roll call, Mrs. Shoop, Mr. Fitzgerald, Mrs. DiNallo, Mrs. Jenkins, Mr. Augustine, Mr. Fodor, and Mr. Hach were all in favor by answering "Aye". Meeting adjourned at 7:14 PM.

Samantha Danielson
Samantha Danielson
Clerk of Council

Paul W. Hach II
President of Council

NOPEC Natural Gas Aggregation

City of Painesville



How is NOPEC Different from Other Suppliers/Brokers?

SERVING COMMUNITIES FOR 20 YEARS

- Non-profit
- Member-directed
- Committed to serving the interests of the communities and publics we represent
- Robust consumer advocacy agenda
- Accessibility & Service: Dedicated Relationship Management Team
- Transparency, Longevity & Financial Stability
- Develop products and programs based on ongoing outreach and research with customers and communities

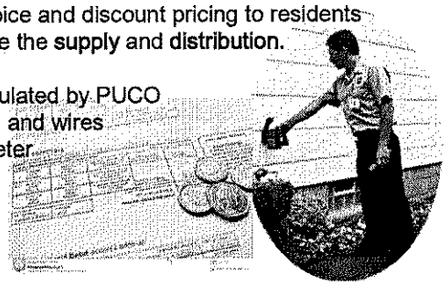
NOPEC

Energy Deregulation

Gas deregulation began in Ohio in 1997 – HB 476
Electric deregulation began in 2001 - SB 3

GOAL: Provide choice and discount pricing to residents
METHOD: Separate the **supply** and **distribution.**

Utilities are still regulated by PUCO
- Provide pipes and wires
- Read your meter
- Send the bills



NOPEC: The Safe Choice

No Risk Terms and Conditions

Keep it Simple: NOPEC offers more product choices than any other aggregator and no penalty to change rate plans

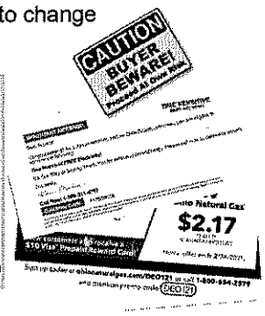
Beware of For-Profit Competitor Offers

ONE MONTH FREE!!!
(If you pay 239% more for 11 months)

$2.17 Natural Gas and Rewards Card!
(for 10 months only – then 'index rate')

"Preferred Supplier"
(utilities can't have preferred suppliers)

15,000 Rapid Rewards Points
(and then pay an unpredictable 'discretionary' variable rate)



Benefits of Aggregation

Opt-out aggregation was included in the deregulation legislation to allow communities to provide programs for its residents.

- Potential for savings due to larger buying power
- Ability to negotiate better Terms and Conditions
- Allows for more options in pricing
- Protects participants from confusing or misleading offers



NOPEC

The NOPEC Mission

NOPEC exists to:
Serve our Member Communities and Consumers

NOPEC Core Focus:
Aggregate, Educate, and Advocate To Maximize the Value of Membership

NOPEC's 3 Uniques:
1. Competitive Pricing
2. We Give Something Back
3. We've Got Your Back



We buy bulk energy and pass the savings on to you

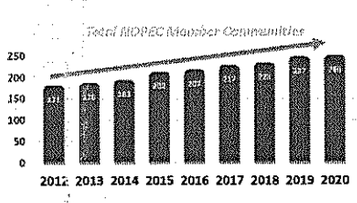
NOPEC

NOPEC Membership

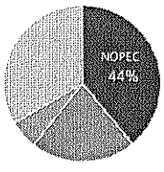
Non-Profit Council of Governments
- Operated by the members for the members

Largest Public Energy Aggregation in Ohio
- 520,000+ electric and 425,000+ gas customers
- 242 communities in 19 counties

SERVING COMMUNITIES FOR 20 YEARS



Total Ohio Aggregations



NOPEC Membership

Lake County Board of Director

Holly Bartone,
Mentor on the Lake Admin. Director



Lake County NOPEC Members

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

NOPEC

NOPEC Governance

Member-directed: Every community has a voice

- Each county/region has a vote in electing their representative to the NOPEC Board of Directors
- Each community appoints a representative to the NOPEC General Assembly

The General Assembly:

- Decides on the rules under which the organization is governed
- Votes on the annual budget

2021 NOPEC BOARD OF DIRECTORS

WILLIAM KOONS *Geauga County*	PAUL BARNETT *Medina County*	MARK BECKHAM *Southwest Ohio*	
RON MOTLEY *Ashland County*	G. STUART O'HARA *Huron County*	MICKEY MAROZZI *Portage County*	JOE MAZZOLA *Stark County*
DAVID KEEFFLER *Central Ohio*	HOLLIE BARTONE *Lake County*	ANDREW SMALLSTEY *Richland County*	NICK MOLNAR *Summit County*
JOHN ZEIENBAUER *Columbiana County*	DAVE LESHINSKI *Lorain County*	AARON MONTZ *Seneca County*	DOUG FRANKLIN *Trumbull County*
GEORGINE WELO *Cuyahoga County*	ROBERT MCCRACKEN *Mahoning County*	STEVE PATTERSON *Southwest Ohio*	

The NOPEC Board meets a minimum of 6x/year

NOPEC

NOPEC's Three Uniques

We Give Something Back

NOPEC Preferred Pricing Program

- Wholesale electric and natural gas pricing available to member communities for their publicly owned buildings and facilities
- Prices published on web as a resource to compare existing private supply contracts or consultant offers
- Multiple year fixed prices with no early termination fee

Example of recent Preferred Saving Enrollments:

- Kent City = $47,720 annual savings
- East Cleveland = $18,000 annual savings
- Lyndhurst = $59,000 annual savings

Annual accumulated savings to-date: $635,000+

NOPEC

NOPEC Natural Gas Pricing

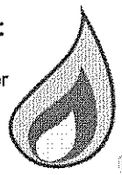
More flexible, customer-driven options than any other aggregator

Standard "Best in Class" natural gas rate:

- 80% of natural gas sourced from Ohio
- Market competitive Program Price – minimal rate volatility with flexibility to adjust if market continues downward trend

Optional "Best in Class" natural gas rates:

- Guaranteed Savings Variable Price
  - .02 off/mcf from utility Standard Choice offer
- 12 or 24 Month Fixed Term Price



NOPEC

NOPEC's Three Uniques

We Have Your Back

NOPEC works as a customer safety net protecting consumers from entering into costly deals with predatory retail suppliers



NOPEC offers:

- **Transparency** - no early termination fee, renewal rate, minimum term or automatic renewal
- **No Risk Terms and Conditions**
- **Peace of mind** - integrity, trust and safe, reliable pricing with flexibility to change rate plans

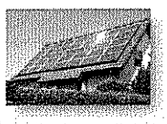
NOPEC

NOPEC's Three Uniques

We Give Something Back

Exclusive Member-Benefit Programs:

- **NOPEC Grants**
  - $22,000,000 grant awards over the past four years
- **NOPEC Event Sponsorships**
  - $1,200,000 sponsorship awards in past four years
- **Low-Interest Commercial & Industrial Loans**
  - PACE and STEP financing for energy improvement
- **Dedicated Community Liaison**
  - Provide information and access to all off NOPEC's resources



NOPEC

NOPEC's Three Uniques

We Have Your Back

Consistently Competitive Pricing

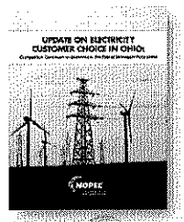
- NOPEC is your safe alternative in a volatile market

Excellent Customer Service

- 24/7 domestic customer call center staffed by by live representative
- Dedicated Full-Time Relationship Manager

Active Consumer Advocacy Presence

- Columbus and Washington DC to protect against unreasonable rate increases and threats to our deregulated market



NOPEC

NOPEC's Three Uniques

We Give Something Back

Exclusive Member-Benefit Programs:

- **Community Outreach Programs**
  - Senior programming and education tools for schools and libraries
- **Do Not Knock Program**
  - Turnkey program maintained by NOPEC that prohibits door to door solicitation to enrolled households
- **Energy Advisor Program**
  - No cost analysis of your energy usage and costs



NOPEC

NextEra Partnership

NextEra Energy Services Ohio, LLC is NOPEC's electric and natural gas supplier

- NESO's parent company, NextEra Energy, Inc. is a leading clean-energy company that is best-in-class among energy suppliers

NEXTera ENERGY

- *NextEra is a Financially Strong Energy Industry Lead*
  - Fortune 200 company, with revenues of ~$17.5 billion and ~45,000 MW of generating capacity
  - Currently the largest integrated utility company in the world by market capitalization
  - Rated A-, A-, and Baa1 by Fitch, S&P, and Moody's
- *Awards & Recognition*
  - Ranked #1 in the utilities industry on *Fortune's 2020* list of "World's Most Admired Companies®"

NOPEC

Get Things Started

Proposed Painesville Natural Gas Aggregation

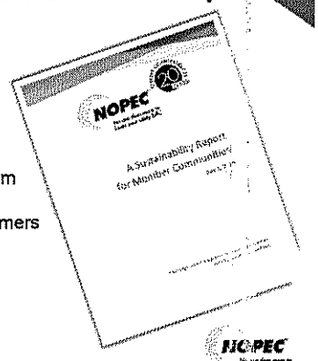
May 2022 ballot issue – natural gas aggregation

NOPEC provides all documentation and ballot support

New Natural Gas aggregation in place by Winter 2022
- No cost to Painesville City
- NOPEC manages all PUCO paperwork
- NOPEC member benefits available during 2022

NOPEC's Sustainable Stewardship

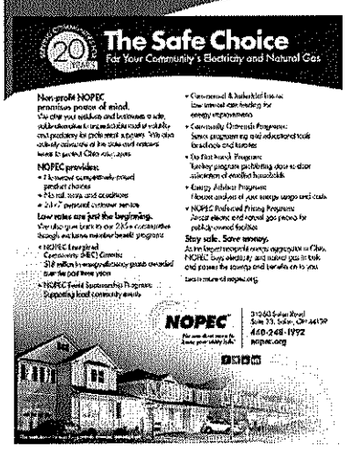
- Energy Efficiency Grants and Loans
- Energy Star Partner
- Participation in EarthEra Trust Program
- Renewable Energy Options for Customers
- Promoting STEM Education



APPENDIX

NOPEC Foundation

The NOPEC Foundation stands poised to continue delivering on the promise of helping NOPEC communities take the initial steps toward solving their most challenging problems.



- Link to summary of current programs/member benefits: https://www.nopec.org/communities/member-benefits/
- Link to video on how to become a NOPEC community: https://www.nopec.org/communities/become-a-nopec-community/
- Link to Community Map: https://www.nopec.org/communities/community-map/
- Link to 2020 Annual Report https://www.nopec.org/media/2117/2020-nopec-annual-report.pdf

Advocating for Consumers

- Opposing Unfair Rate Increases
- Against Utilities Keeping Illegally Received Funds
- Advocating for Proof of Need for Bailouts
- Supporting the Repeal of Anti-Renewable Energy Regulations

