

## BY HAND DELIVERY

March 9, 2017

**RON MCVOY**  
Chairman

**CHUCK KEIPER**  
Executive Director

**RON MCVOY**  
Ashtabula County

**JOHN ZEHENTBAUER**  
Columbiana County

**GEORGINE WELO**  
Cuyahoga County

**JAMES FLAIZ**  
Geauga County

**ROB DUNCAN**  
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**DANIEL TROY**  
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**DAVID GILLOCK**  
Lorain County

**ROBERT MCCracken**  
Mahoning County

**PATRICIA HANEK**  
Medina County

**MICKEY MAROZZI**  
Portage County

**AARON MONTZ**  
Seneca County

**JAN TULLEY**  
Summit County

**JACK HANEY**  
Trumbull County

Attn: Rachel Kocini  
Division of Purchases and Supplies  
Department of Finance  
City of Cleveland  
601 Lakeside Avenue, Room 128  
Cleveland, OH 44114

**Subject: In Response to Request for Proposal (RFP: CCDPS-2017-001  
Residential and Small Commercial Electric Aggregation)**

It is with great excitement that the Northeast Ohio Public Energy Council (NOPEC) extends to the City of Cleveland, an invitation to expand its membership, to include a Residential and Small Commercial Electric Aggregation Program for it's non-Cleveland Public Power footprint. This is a joint proposal, by the Northeast Ohio Public Energy Council and NextEra Energy Services Ohio, LLC (NESO).

**Our Profile:**

NOPEC is a non-profit council of governments formed in 2000. We are the largest public natural gas and electric energy aggregation in the U.S. Today NOPEC supplies energy to over 850,000 retail customers, in 207 communities, across 13 counties in Northeast Ohio.

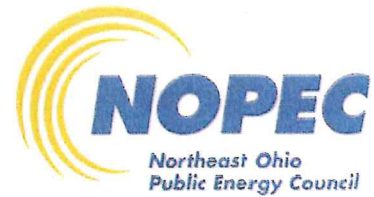
**Company Information:**

Legal Name	NorthEast Ohio Public Energy Council (NOPEC)
Principal/Physical Address	31360 Solon Road, Suite 33 Solon, Ohio 44139
Business Phone/Fax	440-248-1992/440-248-1986
Business Website	<a href="http://www.nopecinfo.org">www.nopecinfo.org</a>
Business Email	<a href="mailto:response@nopecinfo.org">response@nopecinfo.org</a>
Type of Entity	Council of Governments (Code ORC #167.01)
Federal ID Number	34-1944043

**Company Contact for RFP CCDPS-2017-001:**

Contact Person	Chuck Keiper
Position	Executive Director
Phone Number	440-248-7826
Email	<a href="mailto:ckieper@nopecinfo.org">ckieper@nopecinfo.org</a>
Mobile Number	330-606-2134

Cleveland has been an active member in the NOPEC natural gas aggregation program since 2003 and has enjoyed the success and savings available through energy aggregation.

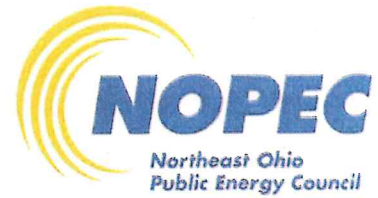


As you are aware, the concept of public energy aggregation is a simple one. Aggregation allows consumers to pool together their energy usage into one large buying group offering consumers choice and the opportunity to lower the cost of the generation portion of their utility bill. NOPEC members enjoy the advantage of bulk buying power, professional expertise and consumer advocacy on their behalf. In fact, we are the largest voice representing utility consumers in northeast Ohio. With roughly 500,000 electricity customers and nearly 340,000 natural gas customers, we have a huge stake in making sure the regulatory and legislative impact on our customers and their wallets is minimized whenever possible. Not only do we try to keep unnecessary costs out of the utility bills of our customers, but NOPEC has also helped our members realize over \$260 million in savings in the past 15 years on their electric bills alone. And that is only just the beginning.

NOPEC offers best in class educational and consumer engagement opportunities aimed at teaching NOPEC customers how to reduce their consumption of natural gas and electricity. We realized that as good as we are at negotiating market leading rates and contract protections for our customers (like the 2014 polar vortex charges that not a single NOPEC residential or small business customer had to pay), if we can teach customers to make better decisions about how, when, where, and why they spend their precious resources on energy that they could save as much as a third to a half of their utility bills. Our web based MyNOPEC platform helps our customers to do exactly that. We believe that it is exactly the type of robust, common sense type of customer engagement opportunity that the City of Cleveland has been seeking. Your residents can compare their energy usage to other similar homes in the neighborhood, the city, the region, or the country. They can learn money saving tricks and turn that learning into cash that they can use to further help them make their house or apartment as energy efficient as possible.

NOPEC continues to pioneer new opportunities and new ways for our customers to connect, engage and save. For example, we have recently introduced a NOPEC wide Property Assessed Clean Energy (PACE) lending program which will allow NOPEC's 70,000 small to medium sized business customers, and NOPEC governments as well, an opportunity to use the strength of NOPEC to finance their own energy efficiency improvements and help them compete more easily in today's very challenging market. The NOPEC Board of Directors has created a \$2 million revolving loan fund to be used with the NOPEC PACE lending program so that all NOPEC electric commercial customers can qualify without the need of any approval from a bank. We are always looking for





additional ways to enhance the NOPEC experience for our customers and their communities.

We believe that these opportunities are unique to NOPEC and truly set us apart from traditional companies responding to your bid. The motives of your bidders are expressly profit based. As Americans we respect that. But our motivations, and those of the over 200 communities and the nearly two million people we represent, is about leveraging opportunity to those who would otherwise have less opportunity; it's about working collectively to create GOOD government; it's about uniting our voices so that all of the people we represent have the same opportunity to receive fair and affordable utility services; and it is about empowering residential and small business customers in a way that puts the steering wheels of their own utility destinies into their own well informed hands.

NOPEC offers choices to your residents and small businesses:

Program Price Option: current program price is known through August. Beginning Sept 2017, customers will receive competitive rates based on wholesale market prices.

Variable Rate Option: customers can elect to receive a rate less than the utility Price to Compare (PTC)

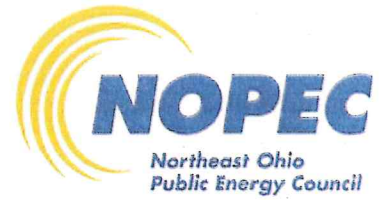
- Residential: 6% less than PTC
- Small Commercial: 4% less than PTC

Note: Current program terms: Through December 31, 2019

Electricity provided by NOPEC in 2017 will contain 50% renewable energy credits, thus supporting the generation of power from clean energy sources.

Additionally NOPEC offers a Powering Our Community Grant to all new members of our electric aggregation. These grants are to be used for energy efficiency purposes and have been used by other NOPEC communities for upgrades to lighting, purchasing energy efficient motors/engines, installation of solar panels, and nearly anything else imaginable involving energy efficiency. The grants are based on enrolled accounts, and based on the information you provided in your bid package, this could mean a grant of upwards of \$300,000.

We are proud of the rich history the City of Cleveland and NOPEC share. We are proud of the benefits we have brought to the residents and small businesses of Cleveland who receive natural gas through the City's NOPEC membership in our natural gas program. We hope that the City will examine the enclosed **Invitation to Membership** and weigh not just



the prices it receives from possible suppliers, but the difference that your electric aggregation as a member of NOPEC can have in the lives of the people that you serve. We think a NOPEC membership can make ALL the difference.

Thank you so much for the opportunity to present this **NOPEC Invitation to Membership**. We welcome any discussion or thoughts that you might desire to pursue.

Sincerely,

A handwritten signature in blue ink, appearing to read "Chuck Keiper", is written over a horizontal line.

Chuck Keiper  
Executive Director



" RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation"

Attn: Rachel Kocin  
Division of Purchasing and Supplies  
Department of Finance  
City of Cleveland  
601 Lakeside Ave, Room 128  
Tel: (216) 664-2455  
Email: [rkocin@city.cleveland.oh.us](mailto:rkocin@city.cleveland.oh.us)

## CCDPS-2017-001

### Residential and Small Commercial Electric Aggregation

#### 14.2 Executive Summary

NOPEC is a non-profit government entity formed in 2000. We are the largest public natural gas and electric energy aggregation in the U.S. Today, NOPEC supplies energy to over 850,000 retail customers, in 207 communities, across 13 counties in Northeast Ohio. NOPEC members enjoy the advantage of bulk buying power, professional expertise and consumer advocacy on their behalf. NOPEC is the largest voice representing utility consumers in Northeast Ohio with a large stake in making sure the regulatory and legislative impact on our customers and their wallets is minimized whenever possible.

NOPEC has saved member communities over \$262 million in electric savings since our inception in 2000. NOPEC is continuing to experience organic growth in our membership. In the last two years, 61 existing NOPEC communities expanded their aggregation programs by adding new gas or new electric supply. Additionally, 31 new communities joined NOPEC's membership which expanded our footprint across three additional counties.

The purpose of NOPEC is:

*To Serve our Member Communities and Consumers.*

We are committed to three unique company goals that separate us from other competitor suppliers:

1. *Competitive pricing*
2. *We Give Something Back*
3. *We've Got Your Back*

NOPEC offers best in class educational and consumer engagement opportunities aimed at teaching NOPEC customers how to reduce their consumption of natural gas and electricity. NOPEC emphasizes the responsibility to educate customers to make better decisions about how, when, where, and why they spend their precious resources on energy that they could save as much as a third to a half of their utility bills. MyNOPEC platform helps our customers to do exactly that. This is the type of robust, common sense type of customer engagement opportunity that the City of Cleveland has been seeking. Residents can compare their energy usage to other similar homes in the neighborhood, the street, zip code, and city. They can learn money saving tricks, and turn that learning into cash that they can use to further help them make their house or apartment as energy efficient as possible.

In order to maximize value to our members, NOPEC lasers in on the following core focus:

- *Aggregate*
- *Educate*
- *Advocate*

NOPEC continues to pioneer new opportunities and member benefits that create new ways for our customers to connect, engage and save.

These include:

- Complete aggregation management.
- Community energy efficiency grants for new electric members.
- Loan programs for energy related capital improvements.
- Consumer advocacy presence.
- Energy advisor services including utility bill and energy audits.
- Community outreach programs.
- MyNOPEC online engagement.

The City of Cleveland has been a Natural Gas NOPEC member since 2003. We are proud of the rich history the City of Cleveland and NOPEC share. As a member of the NOPEC gas program, residents and small businesses of Cleveland have enjoyed all the above mentioned NOPEC membership benefits. Expanding the City's membership to the electric program will help ensure the City residents and small businesses receive competitively priced energy from a financially strong supplier while helping to ensure the City's aggregation and sustainability goals are met.

NOPEC partnered with NextEra Energy services Ohio, LLC (NESO) in November 2016 to be the supplier for the electric program beginning January 2017. NESO has served NOPEC's natural gas customers with Ohio-sourced natural gas and low-cost service since April 2014. NESO has been the electric supplier to NOPEC communities in the American Electric Power territory since August 2015. See Section 4.0 for additional information on NESO, its affiliates and financial strong parent company.

## **2.2 Instructions**

This proposal contains numbered paragraphs that correspond to the format of this RFP. NOPEC accepts the substantive provision of RFP paragraphs not specifically detailed with a response.

### **3.1 Plan of Operation and Governance.**

NOPEC will assist with the adoption of the NOPEC Electric Plan of Operation and Governance noted in Exhibit 3.1, followed by submission to Cleveland City Council and filing with the PUCO.

### **3.2 Public Hearings.**

NOPEC will assist the City in conducting the 2 public hearings needed to adopt the NOPEC Electric Plan of Operation and Governance expanding Cleveland's existing NOPEC natural gas membership to include electricity. A timeline attached as Exhibit 3.2 is provided for additional details to ensure compliance with the July deadline for termination of the City's existing aggregation. NOPEC has the unique scale, ability, skill, and resources to ensure that the July deadline is met, and to ensure a seamless transition to NOPEC aggregation management ensuring that no accounts revert to the utility in the process.



### **3.3 Conduct Opt-out and Opt-in Processes.**

NOPEC/NextEra will conduct all aspects of the opt-out process including preparing initial and refresher opt-out notices, submitting the opt-out materials to the PUCO, mailing the opt-out notices to customers, receiving the returned postcards, and finalizing the aggregation customer pool.

NOPEC offers member communities a complete turnkey aggregation transition including:

- Education and Outreach on NOPEC as new supplier
- Enrollment and progress reports to City
- Public Hearings
- Filing of all PUCO paperwork
- Opt-Out and Rescission management

See the Proven Process Illustrations attached as Exhibit 3.3

### **3.4 New Individual Customers.**

NOPEC/NextEra will conduct all future quarterly “refresher mailings” to eligible customers who move to Cleveland, or relocate within the City, after the initial opt-out period including details of the opt-out opportunity and pricing options.

### **3.5 Switching Fee.**

NOPEC does not anticipate any switching fees that would apply to Illuminating Company customers who join the City’s aggregation program.

### **3.6 Termination Fee.**

NOPEC does not have a termination fee charged for any customer who wishes to leave the aggregation program at any point during the term of the contract.

### **3.7 Program Charges.**

NOPEC is offering a complete turnkey aggregation service. There are no additional charges or costs to NOPEC electric aggregation membership. The cost of all program services and administrative costs are included in the standard electric pricing as described in Section 3.16. No NOPEC governmental member has ever paid a single penny for the services provided by NOPEC.

### **3.8 Billing Services.**

Billing services will remain with CEI and would include a single consolidated bill containing both the Competitive Retail Electric Service (CRES) and Electric Distribution Utility (“EDU”) charges. A sample bill is attached in the Exhibit No. 3.14A

### **3.9 Collections.**

Collections will remain a component of the CEI billing process.

For non-Purchase of Receivables (POR) markets, NOPEC-NESO’s billing vendor provides aging reports weekly, and the account aging starts once utility has accepted charges and the

invoice has billed (Bill Date). Starting at 26 days after due date, two letters are mailed and two calls are made at a set schedule – if account exceeds 60 days late, based on utility rules the account is dropped back to utility service and one final collections call is made.

### **3.10 Database.**

NOPEC/NextEra would compile from the most recent Government Aggregation List (GAGG) the list of eligible accounts, and would manage a comprehensive and confidential database of accounts enrolled in the program, tracking accounts that have opted out and accounts that are added during the program.

### **3.11 Local Office.**

NOPEC and NextEra both maintain separate offices in Solon, OH. with local representatives, available to the City upon notice. A Relationship Manager will be specifically assigned to manage all membership programming and service needs of the City.

Customer Services Call Center facilities are in Marquette, Michigan and program management staff is located in Houston, Texas.

### **3.12 Customer Service Program.**

The NOPEC Marketing Team and the NextEra Customer Service Team actively participate in the development of training materials that are provided for the call center agents.

Program training is developed by Customer Service Program Manager with the direction of the NOPEC Marketing Director. All training materials and script are reviewed and approved by the NOPEC Team and legal team in advance of training classes. Our current CIS system allows for customer differentiation by rate code and specific system designated account identifiers to allow the agent to easily recognize the account association to the aggregation. Training classes are facilitated by Call Center Trainer and Team Supervisor, with the participation of the Customer Service Program Manager to ensure clear and consistent knowledge transfer. Training typically requires 2-3 days class room work and 100% quality observation (by QA Team) for 30-45 day ramp up period, followed by standardized maintenance phase.

In addition, the customer service program manager works closely with the regulatory dedicated analyst to ensure PUCO complaints are addressed immediately and resolved quickly. An internal "Voice of the Customer" team meets weekly to review and analyze customer complaints and look for ways to improve customer satisfaction. In the past 2 years (2016,2017), NOPEC has received Zero (0) PUCO violations.

### **3.13 Call Center.**

The NextEra Call Center staffing includes a dedicated core team of over 20 call center agents, a Team Supervisor, and NOPEC Customer Service Program Manager who are experienced with all NOPEC gas and electric programs

The Call Center team is currently staffed at 1 dedicated call center agent per every 15,000 customer accounts and has the flexibility to pull additional resources to assist during peak opt out periods as needed. Our staffing levels are based on strict SLA standards that require an ASA of less than 30 seconds, and .002% call abandon rate. Our agents are available to take

calls 24 hours per day, 7 days per week. This team also maintains a very high level of Customer Service quality with an average quality score of 98% YTD. Our goal is to provide best in class customer service.

The escalation protocol includes: Level 1= call center agent, level 2= Team Supervisor, Level 3= Customer Service Program Manager. All complaints addressed within 1 business day. Any PUCO complaints to be handled within 4 hours. NOPEC has the ability to pull and monitor calls as needed at any time. The Average Speed of Answer for the past 6 months is 7.37 seconds for 90% of inbound calls. The call center is staffed to consistently exceed required SLAs at all times. Our operations team has the ability to provide weekly dashboard reports of the call center performance during peak opt-out periods, and throughout the year. An excerpt from the performance dashboard follows:

<b>Average Speed of Answer (ASA) (4 Rings =32 Seconds)</b>	15 seconds
<b>Service Level (SL) (% of calls answered within 20 seconds)</b>	minimum of 90%
<b>Average Talk Time</b>	5 minutes
<b>Average Handle Time (AHT) (Talk &amp; Wrap-Up Time)</b>	6.9 minutes
<b>Abandon Rate (ABN) (2 Total Calls/1000 Total Incoming)</b>	0.002%

### 3.14 Communication Tools.

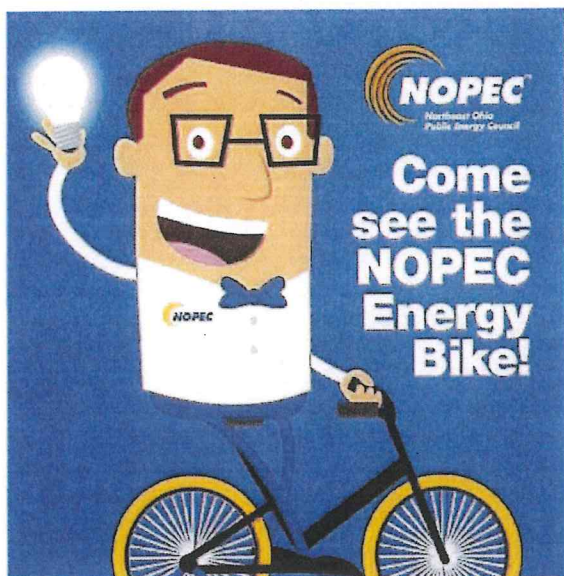
NOPEC uses a wide variety of communication tools to assist in the transition to a new supplier and to assist during the initial and refresher enrollment period. Communication tools are also used in the public outreach campaigns and special event programming including examples of Opt-out letters and enrollment and NOPEC FAQ's.

NOPEC also uses a communication tool entitled "Understanding Mail Offers" and one entitled "Comparing Your Electric Bill to Other Mail Offers" to educate consumers on the 'apples to apples' comparison of rates, terms, and condition. Examples are attached as Exhibit 3.14 and 3.14A.

In addition, NOPEC has a robust community outreach program. NOPEC would conduct senior/community presentations in cooperation with the Cleveland Department of Aging year round to explain what NOPEC is, what we do and how our aggregation program benefits the communities we serve.

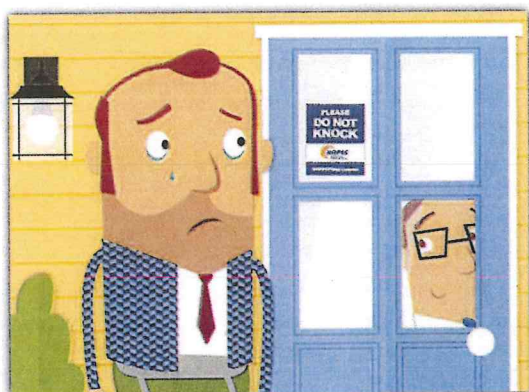
Participation in these sessions gives attendees an opportunity to ask questions, learn about energy efficiency, conservation and the additional programs provided by NOPEC.





NOPEC also has an Energy Bike program and conducts tabling events at libraries, community centers and public events. The NOPEC Energy Bike is a great tool people can physically ride to demonstrate energy consumption and the need for energy efficiency. NOPEC puts great emphasis on educating our customers and ensuring we are supporting our communities in their communities. In 2016, over 60 such community outreach events were conducted by NOPEC staff. Details are available on our website:


[www.nopecinfo.org/resources/nopec-energy-bike/](http://www.nopecinfo.org/resources/nopec-energy-bike/)



The NOPEC "Do No Knock Program" is specifically designed to protect and prevent residents from being "slammed" by door to door solicitors. Our customer service department is versed in reenrolling residents that have been unwillingly removed from the aggregation program. Details are provided in Exhibit 3.14B and can be accessed through our dedicated Do Not Knock website:

[www.blocktheknock.com](http://www.blocktheknock.com)

## Ambassador Sign-In



DOWNLOAD AND USE...

**FAQS**  
OFFICIALS  
FUNDING  
SALES  
MANUSCRIPTS  
ARTICLES  
VIDEOS

**WELCOME**

User name:

Password:

[Forgot your password?](#)  
[Don't have an account?](#)

Welcome to the  
Ambassador Portal

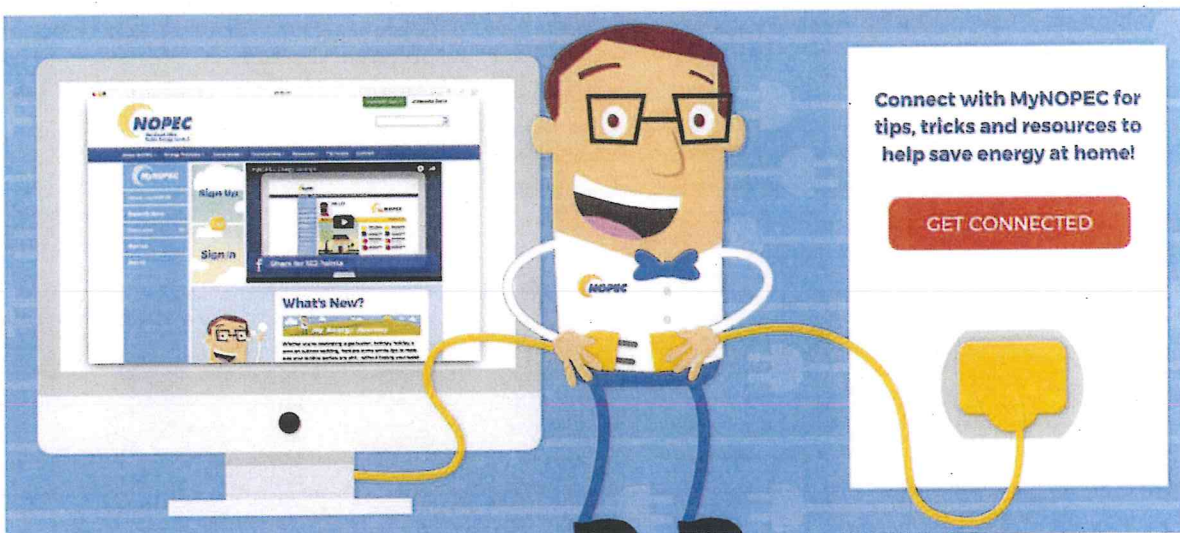
Sign in to find ready-to-use content,  
information for your residents and exclusive  
funding opportunities.

If this is your first time here please review  
our [Portal Guide](#) for helpful hints.

NOPEC maintains an Ambassador Portal to provide elected and community officials convenient and immediate information to help them answer nearly any constituent question that they may encounter. The portal contains details of marketing, communication, outreach and current grant opportunities. These can even be embedded and/or downloaded into the City's own web pages easily and simply. Details are provided on Exhibit 3.14C and on this website:

[www.nopecinfo.org/ambassador-portal/ambassador-login/](http://www.nopecinfo.org/ambassador-portal/ambassador-login/)

NOPEC can also provide details on energy efficiency, renewable energy, and other items as determined in collaboration with the City for quarterly newsletters and/or other outreach efforts.



A popular and informative on line tool is available for NOPEC member households called "**My NOPEC.**" This online engagement member services provides continuous season by season energy savings tips/products along with tools to track energy usage and compare usage to other neighboring homes. Prizes and energy challenges are also continuously available. Details are provided in Exhibit 3.14D and can be accessed through our dedicated MyNOPEC website

[www.nopecinfo.org/mynopec/](http://www.nopecinfo.org/mynopec/)





[www.nopecinfo.org/tip-house/energy-saving-tips/](http://www.nopecinfo.org/tip-house/energy-saving-tips/)

### 3.15 Reporting.

NOPEC/NextEra would provide reports as required to the City relating to the status of the aggregation program. Upon mutual agreement on frequency and applicability, information could include: number of customers by class, number of calls received by the call center, PUCO complaints/resolutions, number of customers added to or dropped from the program, year-to-date City administrative fee, marketing progress, customer usage and savings figures, the renewable energy generation mix, and other program information.

### 3.16 Pricing, Rates, and Renewable Energy

The City of Cleveland has been a Natural Gas NOPEC member since 2003. NOPEC is offering a process to expand Cleveland's existing membership to include electric aggregation with a best-in-class electric supplier that will help ensure the City's aggregation goals are met. NOPEC electric membership helps ensure that City residents and businesses receive competitively priced energy from a financially strong supplier while supporting renewable energy development

#### NOPEC Electric Program

- Program Price Option: current program price is known through August. Beginning Sept 2017, customers will receive competitive rates based on wholesale market prices.
- Variable Rate Option: customers can elect to receive a rate less than the utility Price to Compare (PTC)
  - Residential: 6% less than PTC
  - Small Commercial: 4% less than PTC

Note: Current term is through December 31, 2019

#### NOPEC Renewable Energy Program:

NOPEC's aggregation supply for 2017 will comply with and exceed Ohio's Renewable Portfolio Standard (RPS) and contain 3.5% renewables (REC content)

- Non-Solar Renewable Benchmark: 3.35%,
- Solar Renewable Benchmark: 0.15%

In addition to complying with the RPS, NextEra will supply additional REC content for the benefit of all NOPEC's FE EDC customers through the incorporation of the EarthEra REC and EarthERA Trust Fund.



NOPEC's 2017 combined offering will be backed by a total of 50% REC content at NO additional cost to NOPEC customers

- Ohio RPS RECs, plus;
- An additional 46.5% EarthEra REC content

Note that 50% renewable content demonstrates a significantly stronger commitment to renewable energy than the Ohio RPS requires for 2017.

#### EarthEra renewable energy Credits & Trust fund

EarthEra RECs will be created by wind or solar energy projects

- RECs will be preferentially sourced from NextEra facilities
- These RECs would be eligible for "Green-E" certification
- RECs to be "retired" in their respective state's or ISO's REC generation and tracking systems for the benefit of NOPEC

All revenues from NOPEC's program purchases of EarthEra REC to be deposited in the EarthEra Trust Fund

- 100% of EarthEra revenues from REC and REC related sales build new wind and solar projects in North America

NextEra will direct NOPEC/EarthEra funds to renewable projects in Ohio when possible

- Currently reviewing ~500 MW of potential future solar energy projects in North-Central and Mid-Southern Ohio

### **3.18 Administrative Fee.**

NOPEC/NextEra would provide a mechanism for the addition of an administrative fee to the City to reimburse the City for the City's costs of administering the aggregation and/or renewable energy projects to be included as an additional amount on the customer's bill, should the City desire.

### **3.19 Optional Grants; Value-Added Services.**

NOPEC will extend the following to aid in meeting the City's July 2017 enrollment target and overall sustainability goals:

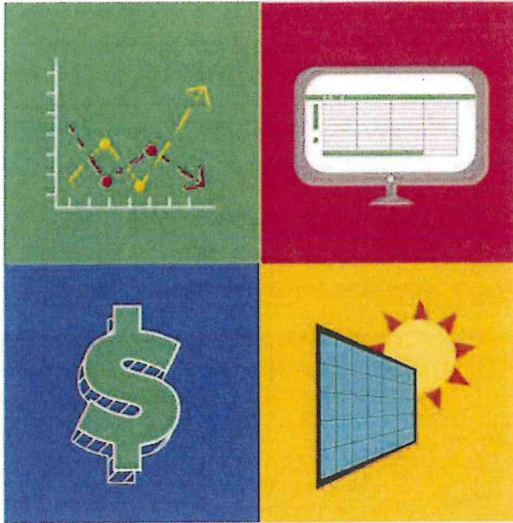
1. One-time grant of \$5/customer enrolled as of Sept 2017.
2. Participate in additional NOPEC programs catered specifically for the needs of Cleveland. Examples include:
  - Enrollment in Property Assessed Clean Energy (PACE) Loan Program
    - See details on PACE programming that follow in this section
  - Installation of electric car charging station at City Hall or other location
  - Installation of solar powered structures (e.g. solar-panel parking canopies or solar-powered "trees" – designed to complement rooftop solar or other environmental investments).

In addition to these opportunities, NOPEC/NextEra pledges to help fund energy conservation, energy-related capital improvements, or sustainability efforts including:

- Preferred Pricing Program for Municipal Accounts including city facilities and streetlights
- Community-specific renewable/green energy projects.

### PACE (Property Assessed Clean Energy) Program Financing

PACE is a mechanism that allows a commercial property owner to finance energy efficiency and renewable energy improvement projects through assessments on their real property tax bills. See brochure for additional details attached as Exhibit 3.19A.



- Greater long-term property value because of the energy efficiency improvements.
- Fixed interest rates.
- Assessment stays with the property upon sale.
- Long-term financing
- Preservation of borrowing capacity through off balance sheet financing.
- Can allow for investment with zero up-front cash.
- Assessments are used to secure local government financing to fund improvements without requiring the borrower or the sponsoring local government to pledge its credit.
- Ability to pass payments through to tenants.

### Funding Main\$pring

NOPEC offers member communities an exclusive monthly listing of grants and funding opportunities. Each update enables member communities an opportunity to investigate financial support to potentially critical capital purchases or facility improvements. Additional details are provided on the brochure attached as Exhibit 3.19B.


In addition, NOPEC maintains an agreement with a grant servicing consultant to provide NOPEC members with a free assessment of whether they qualify for opportunities which appear in the Funding Main\$pring publication.

**MAIN\$PRING SPOTLIGHT**  
Community Facilities Loan & Grant Program

Your neighbors have been taking advantage of the Community Facilities Program. In Ohio alone, the USDA Rural Development Office awarded \$70,354,500 in low-interest loans to 29 communities, and \$1,318,063 in grants to 19 communities. You could be next!

NOPEC encourages its members to consider this opportunity to finance a community resource building, create new infrastructure, or share this with eligible entities within their communities. Interested parties should contact Norma Fox Horwitz at [nfoxhorwitz@nopecinfo.org](mailto:nfoxhorwitz@nopecinfo.org). NOPEC's resource development professionals will advise prospective applicants on the next steps.

Stay tuned for our next edition of the Funding Main\$pring in March!



**NOPEC**  
Northeast Ohio  
Public Energy Council

As your trusted energy advisor, NOPEC provides you with the latest funding opportunities to help enhance your community and improve its bottom line.

February 2017

**NOPEC ENERGY ADVISOR**

## 4.0 Company Information

### 4.1 Organization

Complete details on NOPEC electric plan of operation and governance can be found in attached Exhibit 3.1

NOPEC's natural gas and electric supplier is NextEra Energy Services Ohio, LLC (NESO). As a subsidiary of NextEra Energy Resources (NEER) and its parent company NextEra Energy, Inc., a Fortune 200 company, NESO is part of a trusted group of companies with over 80 years of excellence, exceptional credit ratings and financial stability.


Headquartered in Juno Beach, FL, NextEra Energy, Inc. has two principal subsidiaries: Florida Power & Light, a vertically integrated, rate-regulated utility, and NextEra Energy Resources, a leading (non-rate regulated) merchant energy company.



**\$53 billion market capitalization<sup>(1)</sup>**

**45 GW in operation<sup>(2)</sup>**

**\$87 billion in total assets**

Strategic partnership with  **PARTNERS**



**One of the largest electric utilities  
in the nation by retail MWh  
electric sales**



**The leader in North America in  
electricity generated from the  
wind and sun**

(1) As of November 11, 2016; Source: Yahoo Finance

(2) As of April 2016

Note: All other data as of September 30, 2016

NextEra Energy is an industry and environmental leader:

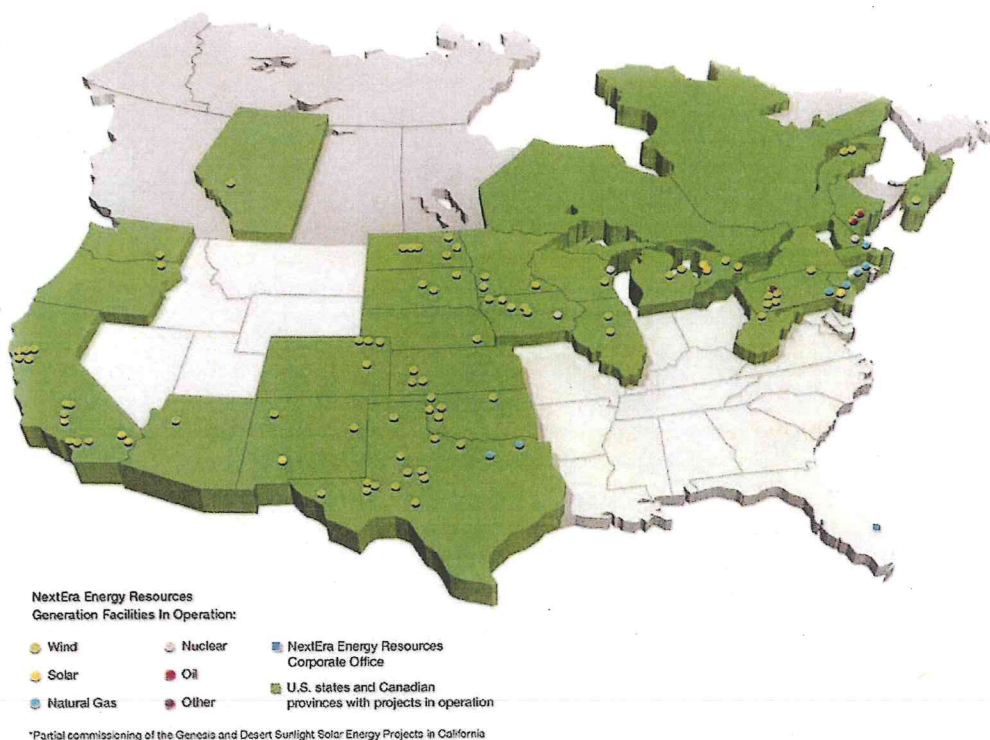
- Recognized as one of Fortune Magazine's "World's Most Admired®" companies (10 times in last 11 yrs.) and #1 among electric and gas utilities
- In 2016, for the ninth year, acknowledged as one of the "World's Most Ethical Companies" by the Ethisphere Institute
- In 2016, was ranked as the top "green utility" in the U.S. and #4 in the world according to EI Energy Intelligence



### NextEra Energy Resources, LLC

NextEra Energy Resources, LLC (NEER) is the non-rate regulated merchant business of NextEra Energy, Inc. NEER is a leading participant in all aspects of the energy markets including power plant development, power plant operations, asset optimization, power trading and marketing, natural gas trading and marketing, and emission and carbon trading and marketing.

The map below highlights NextEra's footprint. NextEra is a nationally recognized clean energy provider – approximately 99% of NEER electricity is produced from clean or renewable sources, including wind, solar, hydro, natural gas and nuclear energy in 27 states and Canada. NextEra is the largest owner and operator of U.S. wind generating facilities and the largest generator of solar thermal power in the world.



NextEra's retail companies are NextEra Energy Services (NES) in the northeast and Gexa Energy in Texas and California. Both retail companies are indirect wholly-owned subsidiaries of NEER and work closely with NextEra Energy Marketing, LLC (NEM), NEER's energy trading and wholesale marketing subsidiary.

### NES and Gexa History

- 2001: Gexa was founded, based in Houston, TX with over 300 employees.
- 2005: Acquired by NextEra Energy and became a wholly owned subsidiary of NextEra Energy Resources, LLC.
- 2007: Gexa expanded to the Northeast under the trade name NextEra Energy Services (NES)

- 2014: Recognized by DNV-GL as the national commercial retailer with the highest percentage growth from December 2013 – June 2014 with a 48.6% increase in contracted annualized volume
- 2010 - 2015: Presented the “Winner of Distinction” award by the Better Business Bureau with an A+ rating

#### **Subcontractor/Vendors**

NES partners with an outside vendor to provide services such as back office and customer service support, and our internal vendor relations and operations teams work to ensure a seamless end-to-end customer experience. More information regarding our vendor relationship(s) and their services can be provided upon request.

#### **4.2 Regulatory Certifications.**

NESO meets and continually complies with all federal, state, and local requirements for services to be provided. We have been licensed in Ohio since 2008 (Certificate Number 08-145(4)), are in good standing with the PJM Interconnection, and have executed services agreement(s) with the utility to utilize their electronic data interface (EDI) protocol.

#### **4.3 Generation Assets/Resources.**

NextEra Energy, Inc. (NYSE:NEE) is a leading clean energy company, with consolidated revenues of ~\$17.5 billion and ~45,000 MW of generating capacity.

NEER is wholly-owned by NextEra Energy, Inc. (NYSE:NEE) and is the largest owner of wind and utility-scale solar projects in North America. Approximately 99% of NEER electricity is produced from clean or renewable sources including wind, solar, natural gas, and nuclear energy in 27 states and Canada.

#### **4.4 Form of Contracts.**

The City of Cleveland is already a NOPEC member community for natural gas and has signed the agreement establishing NOPEC. No contract is necessary to expand membership. City Council action would be necessary to accept the grant to the City, and adopt the Electric Plan of Operations and Governance attached as Exhibit 3.1.

#### **4.5 Sustainability.**

NOPEC’s partnership with NESO and thus its affiliates and parent company, NextEra Energy, Inc. are a key representative of NOPEC’s commitment to sustainability. Corporate Responsibility and sustainability are core principles to NextEra’s overall vision and business strategy. As one of the world’s largest clean energy companies and the world leader in generating renewable energy from the wind and sun, NextEra employs best practices on how private-sector investment and innovation are helping to create a more sustainable world. NextEra Energy has invested tens of billions of dollars over the last decade in clean energy technologies that reduce emissions and benefit customers. Complete and full details on NextEra Energy’s sustainability performance can be found in the 2016 NextEra Energy Corporate Responsibility Report.

<http://www.nexteraenergy.com/crr/>



## 5.0 Marketing and Education

### 5.1 Marketing Program.

NOPEC develops and executes comprehensive marketing plans and programming, both short and long range, to support residential customer development and retention as well as member community development and retention.



Our goal is to provide community residents with the resources they need to make smart energy decisions utilizing factual information as well as educate residents on the benefits of energy aggregation and the savings that NOPEC can bring to them. To accomplish that, we research, analyze and monitor financial, technological and demographic factors to capitalize on market opportunities and minimize the effects of competitive activity utilizing strategic marketing and communications programs, community outreach, educational events, myNOPEC, public relations and mass media campaigns that include print, online, TV & cable, radio, digital, direct mail and interactive websites.



### 5.2 Customer Education

NOPEC offers a wide variety of communication and marketing tools as described in Section 3.14 Communication Tools. Samples of flyers, mailings, and outreach tools are attached as Exhibits to Section 3.14. NOPEC would not as a policy solicit aggregation customers to participate in any other rate or program that will result in higher costs to the aggregation customer.



## **6.0 Assistance to City**

### **6.1 Presentations.**

NOPEC would expect to participate in presentations to City Council, neighborhood groups, and other organizations to describe the aggregation program and its current status including communication and outreach tools as described in Section 3.14.

### **6.2 Regulatory Compliance.**

NOPEC assumes the responsibility for all member communities of meeting all regulatory requirements, including amending the Plan of Operation and Governance, preparing and filing opt-out notices, reports, and other required filings with the PUCO.

## **7.0 Legal Matters**

### **7.1 Investigations.**

None

### **7.2 Litigation.**

None

### **7.3 Defaults.**

None

### **7.4 Acceptance of Contract Conditions, Including Insurance and Bonding Requirements.**

Note that the City of Cleveland has been a Natural Gas NOPEC member since 2003. NOPEC is offering a process to expand Cleveland's existing membership to include electric aggregation with a best-in-class electric supplier will help ensure the City's aggregation goals are met. NOPEC electric membership helps ensure that City residents and businesses receive competitively priced energy from a financially strong supplier while supporting renewable energy development. NOPEC has maintained compliance with the City of Cleveland's aggregation requirements since inception.

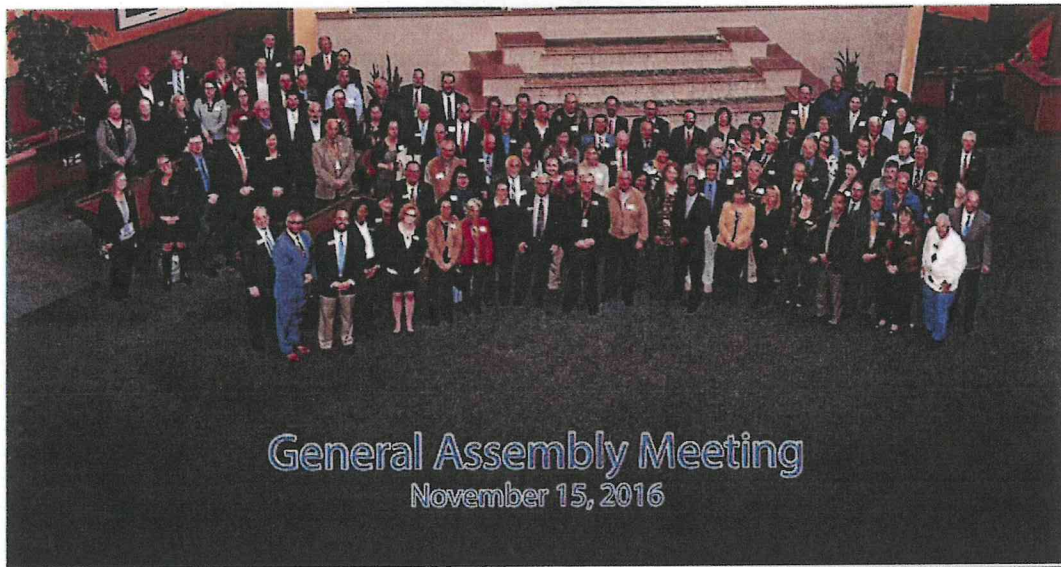
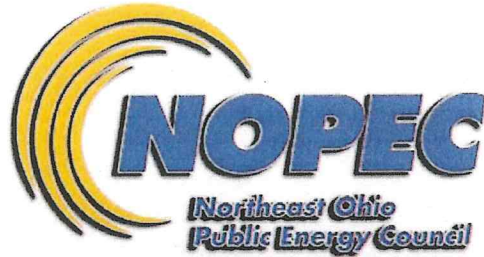
## **8.2 Recycled Material**

This report is printed on 30% recycled content paper from FSC certified responsible sources.

### 13.0 Qualifications

#### 13.1 Experience.

North East Ohio Public Energy Council



NOPEC is a non-profit government entity formed in 2000—the largest public natural gas and electric energy aggregation in the U.S.

- 850,000+ customers
- 207 communities in 13 counties
- \$650,000,000 is total electric and natural gas billing

Continued Growth since 2014

- 61 new gas and elect. programs
- 31 new member communities
- 3 new Counties (Mahoning, Columbiana and Seneca)

NOPEC exists: to Serve our Member Communities and Consumers

NOPEC Three Uniques:

1. Competitive Pricing
2. We Give Something Back
3. We've Got Your Back

In order to maximize value to our members, NOPEC lasers in on the following core focus:

- *Aggregate*
- *Educate*
- *Advocate*

A Partial List of NOPEC Membership Benefits include:

Loan programs for energy related capital improvements

- Property Assessed Clean Energy "PACE" financing
- No Cost Energy Audits - qualifying public use buildings

Consumer Advocacy Presence – Wash. DC and Columbus

- Intervened in 26 regulatory cases since inception.

Energy Advisor Program

- NOPEC provides complete no cost energy advisor services including utility bill analysis and building energy audit

Community Outreach Programs

- Senior Programming and Special Events
- Energy Bike Program for Schools and Libraries
- Active Web Presence – Facebook and Twitter
- Do Not Knock Program
  - Prohibits solicitation to enrolled households
  - NOPEC maintains database and manages enrollments
- My NOPEC Online Engagement
  - Includes energy tips/products, tools to track energy usage
  - Prizes and energy challenges

Grant Programs

- Future grant opportunities to help fund energy conservation, energy-related capital improvements, or sustainability efforts

Preferred Pricing Program for Municipal Accounts

- To include city facilities and streetlights

Community-specific renewable/green energy projects

- By partnering with our energy supplier, we expect to be able to offer projects that showcase Cities' support of sustainable/green energy
  - Installation of electric car charging stations
  - Roof-top solar or solar powered parking canopies
- NOPEC team is continuously working on member initiatives/programs to encourage energy conservation/savings and local sustainability efforts



A Full membership list is attached as Exhibit 13.1. Current Cuyahoga County Electric members include:

Beachwood	Highland Heights	Orange
Bedford	Highland Hills	Parma Heights
Bedford Heights	Hunting Valley	Pepper Pike
Bentleyville	Independence	Richmond Heights
Berea	Lakewood	Rocky River
Bratenahl	Linndale	Olmsted Falls
Brecksville	Lyndhurst	Shaker Heights
Broadview Heights	Maple Heights	Solon
Brook Park	Mayfield Village	South Euclid
Brooklyn	Middleburg Heights	Strongsville
Brooklyn Heights	Moreland Hills	University Heights
Chagrin Falls	Newburgh Heights	Valley View
Cuyahoga Heights	North Olmsted	Walton Hills
East Cleveland	North Randall	Warrensville Heights
Fairview Park	North Royalton	Woodmere Village
Garfield Heights	Oakwood	
Gates Mills	Olmsted Falls	
Glenwillow	Olmsted TWP	



NextEra energy, Inc. (NYSE:NEE)

NESO is a subsidiary of NextEra Energy Resources (NEER) and is known for operational excellence and outstanding customer service

- Market Expertise / Customer Base
  - NESO and its affiliates serve over one million residential and commercial customers in 14 states and the District of Columbia
  - Licensed by PUCO as supplier to serve residential & commercial customers in Ohio
  - Qualified by AEP/FE (electric) and COH/DEO (NG) to communicate using their electronic data protocols
- Operations and Account Management
  - Provides billing, invoicing and manages a highly efficient opt-out process to support NOPEC aggregation

Best in class customer care center located in Marquette, MI with over 20 dedicated full-time account service reps

NES, together with its retail supply affiliates, provides over 17,000 rate-ready utility consolidated accounts each month across residential and commercial customers. NES partners with an outside vendor to provide enrollment and invoicing services, and our internal vendor relations and operations teams work to ensure a seamless end-to-end customer experience. More information regarding our vendor relationship(s) and their services can be provided upon request.

### **13.2 Certifications.**

NOPEC is fully certified by the PUCO to provide the CRES-Governmental Aggregation services and currently represents 207 member communities and three member counties within a thirteen-county territory in northeast Ohio.

NOPEC's natural gas and electric supplier, NextEra Energy Services, Ohio, LLC is certified as a CRES provider of power marketer services with the State of Ohio under certification number 08-145E (5). See Exhibit 13.2 for details.

### **13.3 Creditworthiness.**

NextEra Energy, Inc. is currently the largest integrated utility company in the world by market capitalization, and is rated A-, A-, and Baa1 by Fitch, S&P, and Moody's.

### **13.4 Insurance.**

Proof of insurance as per the requirements of the City will be provide upon completion of the Electric Aggregation membership expansion

### **14.0 Proposal Contents**

**Cover Letter.** Attached.

**Executive Summary.** Included

### **14.3 Exceptions.** Noted for the record

### **14.4 Financial Information.**

See NOPEC income statement and balance sheet attached as Exhibit 14.4.

Audited/consolidated 2015/2016 NextEra Energy, Inc. financial statements are available at:

<http://www.investor.nexteraenergy.com/phoenix.zhtml?c=88486&p=irol-reportsOther>

**14.5 Additional Documents.** See attached forms Exhibit 14.5

- Federal Form W-9 including Taxpayer Identification Number
- Non-Competitive Bid Contract Statement for Calendar Year 2017
- Northern Ireland Fair Employment Practices Form
- Vendor Information Form - NA Note: NOPEC is a current registered vendor has been in a business relationship with the City of Cleveland since 2002 managing the City of Cleveland Natural Gas Aggregation Program.



RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

## NOPEC Exhibit 3.1

**Northeast Ohio Public Energy Council**

**ELECTRIC PLAN OF OPERATION &  
GOVERNANCE**

**For Member Communities**

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## **Purpose of the Plan of Operation and Governance**

This Plan of Operation and Governance (the “Plan”) has been prepared by the Northeast Ohio Public Energy Council (NOPEC) on behalf of its approximately 131 member communities in compliance with Ohio law regarding government aggregation of electric consumers (the “Aggregation Program”). The Plan contains information on the structure, governance, operations, management, funding, and policies of the Aggregation Program to be utilized for participating consumers in member communities.

NOPEC's purpose in preparing this Plan is to describe the uniform approach to a consumer Aggregation Program undertaken by its member communities. Through NOPEC, the member communities seek to represent consumer interests in competitive markets for electricity. NOPEC seeks to aggregate consumers to negotiate the best rates available for the supply and distribution of electricity and to advance consumer protection for all eligible residents, schools, churches, businesses and industries, and governmental entities. NOPEC acts as agent for its member communities and oversees managerial, technical, and financial resources to acquire service and financial guarantees sufficient to protect consumers and the electric distribution utility.

Combining consumer interests of the NOPEC member communities increases leverage, resources, and buying power of participating consumers in member communities. Under the opt-out Aggregation Program, participation is voluntary for each individual consumer in a member community. Any individual consumer will have the opportunity to decline service provided through the Aggregation Program, and choose any electric supplier they wish at the outset of the program and every three years thereafter. New member communities shall have the opportunity to join NOPEC.

The Plan was adopted after public hearings were held in accordance with Section 4928.20(C) of the Ohio Revised Code.

### **1.0 Overview**

#### **1.1 Ohio Law**

##### **1.1.1 Senate Bill 3**

Ohio law enacted in 1999 allows for competitive purchase of retail power supply. Section 4928.20 of the Ohio Revised Code (“R.C.”) allows municipalities, townships, and/or counties to develop governmental aggregation programs allowing consumers in those communities to join together and utilize their combined purchasing power to competitively acquire firm all-requirements retail electric supply. Communities undertaking development of this option are known as “government aggregators.” This law allows communities acting as government aggregators to join together and combine their resources for development and implementation of an Aggregation Program.

The law contains several requirements for government aggregators. One general requirement is to develop a plan of operation and governance for the aggregation program. The

plan of operation and governance is subject to review by citizens in communities undertaking government aggregation, and is also subject to approval and certification by the Public Utilities Commission of Ohio (“PUCO”). The Plan describes the Aggregation Program to be utilized for participating consumers in NOPEC communities.

### **1.1.2 Senate Bill 221**

In 2008, Ohio enacted Senate Bill 221, which updated and overhauled Ohio’s public utility laws, and provided special protections to governmental aggregators through the following provisions:

- R.C. 4928.20(I) – incentivizes customer participation in government aggregation by allowing a participating customer to avoid a surcharge proposed to recover deferred generation costs in certain circumstances;
- R.C. 4928.20(J) – allows municipal aggregators to avoid standby charges by electing not to take standby, provider of last resort service from the utility in exchange for agreeing that customers who choose to return to the utility’s standard service offer (“SSO”) would do so at the market price of power;
- R.C. 4928.20(K) – requires the PUCO to insulate governmental aggregations from non-bypassable generation charges and adopt rules that “encourage and promote” large-scale governmental aggregation; and
- R.C. 4928.20(D) – extends the opt-out period to three years, meaning each customer of a governmental aggregator must have the right to opt-out of the aggregation at least once every three years without a penalty.

## **1.2 Description of the Aggregation Program**

The Aggregation Program involves the acquisition of competitive retail power supply. Distribution services (metering, billing, maintenance of the transmission and distribution system) will continue as the function of the local distribution company. The local distribution company shall also be the “provider of last resort” for consumers not participating in the Aggregation Program who have no other competitive supplier. The NOPEC Aggregation Program has been undertaken as an “opt-out” program that requires authorization of communities and their constituents in a public process. All eligible consumers will be included in the Aggregation Program unless they choose to “opt-out” as described in section 2.4.1 of this Plan.

The Aggregation Program has been undertaken at two levels. At the local level, communities wishing to be government aggregators have authorized the Aggregation Program in a public process as required by law and outlined below in section 1.3. At the regional level, communities wishing to proceed jointly with an Aggregation Program have formed NOPEC as a regional council of government under Chapter 167 of the Ohio Revised Code, which the communities have authorized to perform as their agent for development and implementation of



the Aggregation Program. The operations of the Aggregation Program are described in section 2 of the Plan, and the governance of the program is described in section 3 of the Plan.

### **1.3 Steps Required by the Law**

The process of establishing government aggregation involves a multi-step public process undertaken by the member communities or jointly through NOPEC on their behalf:

- 1.3.1** Local legislative body passes ordinance or resolution authorizing aggregation program for consumers;
- 1.3.2** The ordinance or resolution must authorize the local board of elections to submit the question of whether to aggregate to the electors at a special election on the day of the next primary or general election, and be submitted to the local Board of Elections not less than 90 days before the day of the special election;
- 1.3.3** The ordinance or resolution authorizing opt-out aggregation is placed before voters at a special election, or in a referendum petition; approval of a majority of electors voting on the ordinance or resolution is required; or if by petition, signatures of not less than ten percent of the total number of electors in the respective community who voted for the office of Governor in the preceding general election;
- 1.3.4** Develop a plan of operation and governance and submit the plan of operation and governance to the PUCO for certification;
- 1.3.5** Publish notice of public hearing on the initial plan of operation and governance once a week for two consecutive weeks before the first public hearing on initial plan of operation and governance (providing summary of initial plan of operation and governance and the date, time, and location of each hearing);
- 1.3.6** Hold two public hearings on the initial plan of operation and governance;
- 1.3.7** Adopt initial plan of operation and governance;
- 1.3.8** Notify eligible consumers of automatic enrollment and opt-out period prior to service under the Aggregation Program (notification is to state the rates, charges, and other terms and conditions of enrollment);
- 1.3.9** Any enrolled consumer participating in the Aggregation Program will have the opportunity to opt-out of the Program every three years, without paying a switching fee; and
- 1.3.10** Notify eligible customers as part of the opt-out notice of the terms and calculation of any applicable deferral-recovery surcharge and NOPEC's process for electing not to receive standby service.

### **1.4 Practical Steps and Requirements of the Competitive Market**



Practical steps and requirements of acquiring power supply in the competitive market include the following activities to be undertaken by NOPEC acting as agent for member communities, and the contracted NOPEC Aggregation Program retail electric suppliers (the "Suppliers"):

- 1.4.1 NOPEC development and release of Request for Proposals;
- 1.4.2 Proposals submitted by Suppliers and negotiations undertaken with Suppliers by NOPEC and legal and technical advisors;
- 1.4.3 NOPEC selection of Supplier(s) and execution of Supply Contract(s);
- 1.4.4 Acquisition of electronic list of eligible customers in member communities from the distribution utility;
- 1.4.5 Notification of opt-out process undertaken by NOPEC and selected Supplier(s) via U.S. mail and utilizing electronic customer list addresses;
- 1.4.6 Electronic customer list revised by NOPEC Supplier(s) who removes responding opt-out customers from the list;
- 1.4.7 Revised electronic customer list transmitted back to the distribution utility for customer transfer;
- 1.4.8 The distribution utility completes administrative transfer of participating customers (via revised electronic list) to NOPEC Supplier(s);
- 1.4.9 Firm all-requirements retail electric supply service initiated to participating consumers based on terms and conditions of Supply Contract(s);
- 1.4.10 NOPEC and legal and technical advisors monitor contract for compliance;
- 1.4.11 NOPEC acts to protect interests of participating consumers in member communities.

## **2.0 Description of Aggregation Program Goals and Operation**

### **2.1 Aggregation Program Goals**

The NOPEC member community goals for the Aggregation Program are stated below. These goals guide the decisions of the NOPEC Assembly and Board of Directors:

- To provide an option for aggregation of all eligible consumers on a non-discriminatory basis;
- To allow those eligible consumers who choose not to participate to opt-out;
- To acquire the best market rate available for electricity supply;

- To provide consumer education and enhance consumer protection and options for service under contract provisions;
- To provide managerial, technical, and financial resources to acquire service and financial guarantees sufficient to protect consumers and the electric distribution utility;
- To improve quality and reliability of service;
- To encourage environmental protection through contract provisions;
- To utilize and encourage renewable energy development if and to the extent practicable through contract provisions and voluntary programs;
- To utilize and encourage demand-side management and other forms of energy efficiency through contract provisions and organizational policies;
- To advance specific community goals that may be selected from time to time;
- To provide full public accountability to consumers, and;
- To utilize local government powers and authorities to achieve these goals.

## **2.2 Aggregation Program Operations**

The Aggregation Program is designed to reduce the amount participating consumers pay for electric energy, and to gain other favorable economic and non-economic terms in service contracts, including financial guarantees to protect consumers and the distribution utility. NOPEC shall seek fixed energy prices for each class of customers lower than the comparable price available from the local distribution company. Large, commercial and industrial customers, due to the varying characteristics of their electric consumption, may receive individual prices from the selected Supplier(s).

As agent for its members, NOPEC does not buy and resell power, but represents consumer interests as a master purchasing agent to set the terms for electricity supply and service from a competitive Supplier(s). Through a request for proposals and negotiation process, NOPEC develops a contract with a competitive Supplier for firm, all-requirements retail electric supply service. The contract is expected to be for a fixed term. NOPEC may contract with one or more Suppliers to meet the needs of participating consumers in member communities.

## **2.3 Aggregation Program Funding**

NOPEC offers member communities the opportunity to gain market leverage, share resources, and reduce administrative and other costs for developing, implementing and providing oversight for the Aggregation Program. Funding for these activities is anticipated to be provided by the selected Supplier(s) with an appropriate kilowatt hour charge to all participating consumers to cover costs of the program. This charge will be a fraction of a mill (less than one tenth of one cent) per kilowatt hour. Such funds will be collected by the Supplier and paid to NOPEC. In the event additional funding for NOPEC is required, each NOPEC member may be assessed an annual fee pursuant to the agreement establishing NOPEC. The funding will be utilized for all Aggregation Program Operations.

## 2.4 Consumer Participation

An “eligible customer” constitutes a customer eligible under utility or PUCO rules and which NOPEC and its Supplier have elected to serve. Customers that shall not be included in a governmental aggregation program pursuant to utility or PUCO rules include the following:

- A customer located in the certified territory of a non-profit electric supplier;
- A customer served by transmission or distribution facilities of a municipal electric utility;
- A customer that affirmatively chooses to be included on the PUCO’s “do not aggregate” list;
- A “mercantile customer” (defined as a commercial or industrial customer that consumes more than seven hundred thousand kilowatt hours per year or is part of a national account involving multiple facilities in one or more states) that fails to affirmatively elect to participate in an aggregation program;
- A customer already in contract with another competitive retail electric service supplier;
- A customer that has opted out of the governmental aggregation program;
- A customer enrolled in the percentage of income payment plan (PIPP);
- A customer that has a special arrangement with the distribution utility; and
- A customer not located within the boundaries of the governmental aggregator’s member communities.

Eligible consumers shall be notified of the Aggregation Program and terms and conditions of participation prior to initiation of services and be provided an opportunity to “opt-out” at no cost during a 21-day period specified in the terms and conditions of the Supply Contract(s). (See section 2.4.1 below for details of the notification and opt-out process.) During this 21 day period consumers may choose another competing Supplier, or receive from their local distribution company. Participating consumers will be given the opportunity ever three years after the initiation of service to opt-out. Participating consumers who choose to opt-out of the Aggregation Program after the initial 21 day period, but prior to the next three-year opt-out opportunity, may face an exit charge which will be described in the opt-out notification.

Consumers who move to a NOPEC member community (including those who move from another NOPEC member community), and are considered by the distribution utility to be new electric customers, may participate in the Aggregation Program at the existing price and terms offered for that customer class, or other terms specified under the Supply Contract. Such new electric consumer can also choose to opt-out of the Aggregation Program at no charge during the initial 21 day period after the relocation and at subsequent opt-out periods of every three years.



New member communities may also join the NOPEC Aggregation Program, under prices and terms contained in an existing Supply Contract, however such prices may be higher than for those communities which have joined at the outset of the contract.

#### **2.4.1 Notification of Consumers**

Prior to initiation of service, all eligible consumers shall be notified of the opt-out terms. The process of notification shall be as follows:

- (1) separate mailings;
- (2) newspaper notices;
- (3) public service announcements; and
- (4) posting of prominent notice in the local government office building in each member community.

Prior to enrollment, the notification shall be mailed in a timely manner for receipt by consumers prior to their start-of-service day. The opt-out period shall be 21 days from the notice's postmarked date (or, if none, the mailing date). The notification shall include:

- (A) A summary of all actions taken by NOPEC to authorize the aggregation;
- (B) A description of the services offered by the Aggregation Program;
- (C) Disclosure of the price to be charged (which may be a fixed price stated in cents per kilowatt-hour);
- (D) A statement informing customers of their the right to opt-out under the Aggregation Program every three years, without interruption of their current service, or payment of a penalty or switching fee;
- (E) A statement indicating that any customer returning to the distribution utility after commencement of the Aggregation Program may pay the market price for power;
- (F) A statement informing customers that returning to the distribution utility may not result in that customer being served under the same rates, terms, and conditions as other customers served by the distribution utility;
- (G) An itemized list and explanation of all fees and charges not incorporated in the base Aggregation Program rates but that will be charged for participation in the Aggregation Program (e.g. early termination penalties and surcharges);
- (H) Disclosure of the dates covered by the Aggregation Program, including the estimated start date;
- (I) Disclosure of any credit and/or deposit requirements;
- (J) Disclosure of any limitations or conditions on customer acceptance into the Aggregation Program;

- (K) If applicable, inform consumers whether NOPEC elected in the best interest of the Aggregation Program not to receive standby service from the electric utility under an approved electric security plan, and inform consumers that non-standard service offer rates and conditions may apply if the consumer returns to the electric utility after the opt-out period;
- (L) A description of the opt-out process and statement that the opt-out period will last for 21 days from the date of the postmark on the written notice; and
- (M) A customer-friendly opt-out form (e.g. a postcard) to return to NOPEC indicating whether the customer has opted out of the Aggregation Program. Customers who do not return the opt-out form shall be automatically included in the Aggregation Program.

#### **2.4.2 Activation of Customer Service in a Member Community**

The process of activation is an administrative function with four parts: 1) Data preparation: On an electronic list consistent with Electronic Data Interface protocols, the distribution utility will identify all eligible customers in the member community (including names, addresses, account numbers, rate codes, percentage of income payment plan codes, and other relevant customer information); 2) Data verification: To the extent needed, if not inherent in data preparation, the distribution utility shall check customer meter numbers and other codes to verify proper eligible customer identification; 3) List Adjustment: Following the opt-out process, the selected Supplier(s) shall remove all customers who choose to opt-out from the electronic customer list 4) Automatic Enrollment: The revised electronic customer list shall be transmitted back to the distribution utility for customer transfer to the selected Supplier(s).

Eligible customers on all billing cycles will be enrolled with the selected Supplier(s) consistent with the beginning of a new billing cycle. Service under the selected Supplier(s) shall begin at the start of the billing period following transfer. Service starts that do not match the billing cycle may be requested by a consumer, but may incur additional charges from the local distribution company.

#### **2.4.3 New Individual Customers**

Eligible customers who relocate to a NOPEC member community shall be included in the Aggregation Program, subject to their opportunity to opt-out. New customers shall be informed of this opt-out opportunity by the distribution utility when they sign-up for new service. The distribution utility shall notify the selected Supplier(s) of the new request for service, and the selected Supplier(s) shall provide standard opt-out notification materials to the new customer. The new customer may participate in the Aggregation Program at the existing price and terms offered for that customer class. Any such new or otherwise eligible electric customer can also choose to opt-out of the Aggregation Program at no charge during any other required opt-out period.

#### **2.4.4 Customer Switching Fee**



Supplier(s) may pass through any switching fees to NOPEC Aggregation members. Under standard procedure for manual sign-up of each individual customer, First Energy requires a \$5 initial switching fee. NOPEC will endeavor to have First Energy eliminate the initial \$5 customer switching fee, given the electronic nature of the transfer of large numbers of customers. If NOPEC is not successful, the selected Supplier(s) shall be responsible for payment of the customer switching fee to First Energy.

#### **2.4.5 Election of Standby Service**

If standby service is approved by the PUCO, Ohio law allows NOPEC to decide whether receiving and paying for standby service is in the best interest of the participating Aggregation Program customers. If NOPEC elects not to receive and pay for standby service from the distribution utility, NOPEC will inform customers of its decision through an opt-out notice. The opt-out notice also must inform customers that when they return to the distribution utility, they will be charged the market price of power plus any amount attributable to the distribution utility's compliance with the State of Ohio's alternative energy portfolio standards. The market price and alternative energy amount will continue to be charged until the end of the approved electric security plan, or as otherwise approved by the PUCO.

#### **2.4.6 Phase-In Generation Deferral Surcharge**

If the PUCO authorizes a phase-in of electric generation rates under R.C. 4928.144 and a corresponding deferral of incurred costs, Ohio law allows the distribution utility to recover a portion of this amount from the Aggregation Program customers through a surcharge. The amount of the surcharge will be proportionate to the benefits Aggregation Program customers receive, and will be charged to each Aggregation Program customer while they remain a participant. For customers leaving the Aggregation Program, the otherwise applicable surcharge will apply. NOPEC will inform consumers through the opt-out notification process of the potential terms and calculation of any deferral surcharge approved by the PUCO.

#### **2.4.7 Individual Customer Termination of Participation**

In addition to the opportunity to opt-out of the Aggregation Program prior to start up of service, an individual consumer will be given an opportunity to opt-out at no charge every three years after start up of service. Consumers who move from a member community will have no penalties or exit fees. However, an individual consumer who chooses to opt-out after the 21-day opt-out period and before the three year opportunity to opt-out may be required to pay an exit fee.

#### **2.4.8 Service Termination by Supplier**

Consistent with the requirements of Ohio law and the regulations of the PUCO, termination of service may take place for non-payment of bills. Customers whose power supply is terminated by a selected Supplier will receive electric supply from their local distribution



company, unless the local distribution company has also met state requirements to terminate service. Customers may be considered for re-enrollment in the Aggregation Program once they have met the requirements of law and are current on bill payment.

#### **2.4.9 Termination of the NOPEC member Aggregation Program**

The NOPEC Aggregation Program may be terminated for participating consumers in two ways:

- (1) Upon the termination or expiration of the power supply contract for all member communities without any extension, renewal, or subsequent supply contract being negotiated; or
- (2) At the decision of an individual member community to cancel its membership in NOPEC.

In any event of termination, each individual customer receiving power supply services under the Aggregation Program will receive notification of termination of the program ninety (90) days prior to such termination. Customers who are terminated from the Aggregation Program shall receive power supply from the local distribution company unless they choose an alternative supplier.

NOPEC shall utilize appropriate processes for entering, modifying, enforcing, and terminating agreements pertinent to the Aggregation Program consistent with the requirements of local ordinances or resolutions, state and federal law. Other agreements shall be entered, modified, or terminated in compliance with the law and according to the express provisions of any negotiated agreements.

### **2.5 Customer Care**

#### **2.5.1 Universal Access**

“Universal access” is a term derived from the traditional regulated utility environment in which all customers desiring service receive that service. For the purposes of the NOPEC Aggregation Program, this will mean that all eligible customers within the borders of a member community, and all new customers in a member community, shall be eligible for service from the contracted supplier under the terms and conditions of the Supply Contract.

#### **2.5.2 Rates**

Under PUCO orders, the local distribution company assigns the customer classification and corresponding character of service and associated regulated rates. These rates include a monthly customer charge, a distribution charge, a transmission charge, and an access charge. Although NOPEC may participate in regulatory proceedings and represent the interests of consumers regarding these regulated rates, it will not assign or alter existing customer classifications without the approval of the PUCO.

The focus of the NOPEC Aggregation Program, as noted above, will be acquisition of competitive prices and terms for power supply. The prices will be set through a competitive request for proposals and contract and negotiation process, and will be indicated on the consumer bill as the "generation charge." Ohio law requires that a government aggregator separately price competitive retail electric services and that the prices be itemized on the bill of a customer or otherwise disclosed to the customer. The generation charge for each customer class, or any customer grouping by load factor or other appropriate pricing category, is expected to be lower than the utility's standard offer generation charge. All Supplier charges to the customer will be fully and prominently disclosed under the notification process.

### **2.5.3 Costs to Consumers**

Consumer bills will reflect all charges for the administrative costs of the Aggregation Program. As noted in section 2.3, the program is expected to be funded by a mills per kilowatt hour charge. This charge will cover program costs for any necessary technical or legal assistance for the program. Determination of the amount of this charge will be voted upon by the NOPEC Assembly.

Additional charges may be levied by the selected Supplier(s), the local distribution company, or PUCO-approved local distribution tariffs.

### **2.5.4 Consumer Protections**

Regarding all issues of consumer protection (including provisions relating to slamming and blocking), NOPEC will ensure that the selected Supplier(s) comply with all statutes, rules and regulations currently in place and as may be amended from time to time. NOPEC will provide on-going consumer education in member communities through public service announcements, posting of information, media press releases, advertising, and direct mailing depending upon the subject and appropriate venue. NOPEC will also assist member communities with all required notifications, information, and public hearings.

#### **2.5.4.1 Contract Disclosure**

NOPEC will ensure that consumers are provided with adequate, accurate and understandable pricing and terms and conditions of service.

#### **2.5.4.2 Billing and Service Assistance**

The selected Supplier(s) shall utilize the billing services of the local distribution company to render timely billings to each participating consumer. Separate bills from the selected Supplier(s) and the local distribution company may also be requested for large commercial and industrial customers, but such separate bills may incur an additional charge from the selected Supplier(s).

All bills at a minimum shall include the following information: (1) price and total billing units for the billing period and historical annual usage; (2) to the maximum extent practicable, separate listing of each service component to enable a consumer to recalculate its bill for



accuracy; (3) highlighted and clear explanations, for two consecutive billing periods, of any changes in the rates, terms, and conditions of service; (4) identification of the supplier of each service; (5) statement of where and how payment may be made and (6) a toll-free or local customer assistance and complaint number for the Supplier, as well as a consumer assistance telephone numbers for state agencies, such as the PUCO, the Office of the Consumers' Counsel, and the Attorney General's Office, with the available hours noted.

Credit, deposit, and collection processes concerning billing will remain the sole responsibility of the selected Supplier(s) and the local distribution company as provided by state law. Under no circumstances shall NOPEC have any responsibility for payment of any bills.

Unless otherwise specified in the Supply Contract, all billing shall be based on the meter readings generated by meters of the distribution company at the consumer facilities. Consumer bills shall be rendered monthly. Customers are required to remit and comply with the payment terms of the distribution utility and/or the Supplier. Billing may take place through the distribution company, at the Supplier's option, in the event that necessary billing data is not received from the distribution company in time to prepare monthly bills, the Supplier reserves the right to issue a bill based on an estimate of the participating consumer's usage for that billing period. Any over-charge or under-charge will be accounted for in the next billing period for which actual meter data is available.

#### **2.5.4.3 Standard Terms and Conditions Pertaining to Individual Account Service**

The following consumer protection provisions are anticipated to be contained in a Supply Contract.

**A. Title:** Title to and risk of loss with respect to the electric energy will transfer from Supplier to participating consumers at the Point-of-Sale which is the customer side of the meter.

**B. Initiation of Supply Service:** Energy deliveries pursuant to the Supply Contract will begin on the first meter reading date following the scheduled initiation of service date for each rate class or customer group, or individual customer as described in the Supply Contract, or as soon as necessary arrangements can be made with the distribution company thereafter and will end on the last meter reading date prior to the expiration date. The Supplier has the right to request a "special" meter reading by the distribution company to initiate energy delivery and agrees to accept all costs (if any) for such meter reading. The participating customer also has such a right, and similarly would bear the costs (if any) of such special meter reading.

**C. Standard Limitation of Liability:** Recognizing that electricity provided under the Supply Contract shall be ultimately delivered by the distribution company, to the extent permitted by law, the Supplier shall not be liable for any damage to a participating consumer's equipment or facilities, or any economic losses, resulting directly or indirectly from any service interruption, power outage, voltage or amperage fluctuations, discontinuance of service, reversal of service, irregular service or similar problems beyond the Supplier's reasonable control. To the extent permitted by law, except as expressly stated in the Supply Contract, the Supplier will



make no representation or warranty, express or implied (including warranty of merchantability or of fitness for a particular purpose), with respect to the provision of services and electric energy.

**D. Service Reliability and Related Supplier Obligations:** Given the increasing interest in and need for high levels of reliability, the Supply Contract will help assure that participating consumers in NOPEC member communities receive power supply with reliability equal to that of native load customers of the distribution company. The Supplier is providing generation and transmission services, and participating consumers must rely upon the distribution company for regional transmission, and local transmission and distribution services for ultimate delivery of electricity where reliability problems commonly occur. However, within the scope of electric energy supplier obligations, the Supplier shall take or adopt all reasonable steps or measures to avoid any unnecessary outages, service interruptions, capacity shortages, curtailments of power supply, voltage reductions, and any other interference or disruption of electric supply to the Point-of-Delivery, and shall give the highest priority of supply to the electricity made available under the Supply Contract consistent with the requirements of law and equivalent to network service available to native load customers.

In addition to language to be included in the Supply Contract NOPEC will help to assure reliability through participation in proceedings related to the distribution utility or its operating companies' regulated transmission and distribution services and through direct discussions with the distribution utility and its operating companies concerning specific or general problems related to quality and reliability of transmission and distribution service.

**E. Marketing and Solicitation Limitations:** Participating consumers will be protected from unwanted marketing solicitations by: (a) a prohibition that the selected Supplier(s) may not sell or exchange the consumer's name/address/or other identifying information to third parties without NOPEC's prior written consent; (b) an opportunity for each participating consumer to check off a box rejecting additional mail solicitations from the Supplier (if the solicitation is via U.S. mail or other printed means) or an opportunity to request removal from a telephone solicitation list

#### **2.5.4.4 Protection of Consumers and Risk Associated with Competitive Market**

In a competitive market it is possible that the failure of a power supplier to deliver service may result in the need for consumers to acquire alternative power supply, or for consumers to receive power at default service prices, if the SSO is no longer available. NOPEC will seek to minimize this risk by recommending only reputable Suppliers which, demonstrate financial strength and the highest probability of reliable service. NOPEC also intends to include provisions in its contract with selected Supplier(s) that will protect consumers against risks or problems with power supply service.

#### **2.5.4.5 Resolution of Consumer Complaints**

It is important that consumer complaints be directed to the proper party. The selected Supplier(s) shall ensure that each participating consumer receives a printed copy of a toll-free number to call regarding service problems or billing questions. The Supplier shall refer

reliability, line repair, or service interruption, and billing issues to the local distribution company. The Supplier shall handle all complaints in accordance with applicable laws and regulations. Problems regarding the selected Supplier(s) can be directed to NOPEC or the PUCO. Customers may contact the Public Utilities Commission of Ohio for assistance at 1-800-686-7826 (toll free) or for TTY at 1-800-686-1570 (toll free) from 8:00 a.m. to 5:00 p.m. weekdays, or at [www.PUCO.ohio.gov](http://www.PUCO.ohio.gov). Residential customers may also contact the Ohio Consumers' Counsel for assistance with complaints and utility issues at 1-877-742-5622 (toll free) from 8:00 a.m. to 5:00 p.m. weekdays, or at [www.pickocc.org](http://www.pickocc.org). NOPEC's website is [www.nopecinfo.org](http://www.nopecinfo.org). As noted below, NOPEC will continue to monitor the selected Supplier(s) for compliance with consumer protection provisions in the Supply Contract and timely resolution of consumer problems.

#### **2.5.4.6 Periodic Reports on Consumer Complaints**

NOPEC shall act to monitor and enforce consumer protection provisions included in the Supply Contract. At the request of NOPEC, true selected Supplier(s) shall provide a periodic summary of the number and types of customer service issues and complaints that arose to date, and the status of resolution of those issues and complaints. If such reports indicate problems in the selected Supplier's service, NOPEC will pursue timely remedial action, or consider the Supplier in breach of Supply Contract terms.

#### **2.5.4.7 Modifications to NOPEC's Plan**

All material modifications to the NOPEC Plan shall be approved by majority vote of the NOPEC Board of Directors and ratified by a majority vote of the NOPEC General Assembly. By adopting this Plan, NOPEC member communities agree that future modifications to the Plan resulting from changes in law or regulations may be made automatically by NOPEC without further action of the NOPEC members or General Assembly.

### **2.6 Rights and Responsibilities of Program Participants**

#### **2.6.1 Rights**

All Aggregation Program participants shall enjoy the protections of consumer law as they currently exist or as they may be amended from time to time. Under protocols developed by the PUCO, problems related to billing or service shall be directed to the appropriate parties: the distribution utility or the selected Supplier(s).

#### **2.6.2 Responsibilities**

All Aggregation Program participants shall meet all standards and responsibilities required by the PUCO, including timely payment of billings and access to essential metering and other equipment to carry out utility operations.



### **2.6.2.1 Taxes**

The selected Supplier(s) shall include on the participating consumer's bill and remit to the appropriate authority all sales, gross receipts, or excise or similar taxes imposed with respect to the consumption of electricity. Participating consumers shall be responsible for all taxes (except for taxes on the Supplier's income). Participating consumers shall be responsible for identifying and requesting any applicable exemption from the collection of any tax by providing appropriate documentation to the Supplier.

## **3.0 Organizational Structure and Governance of the Aggregation Program**

### **3.1 Description of Organization and Management of Aggregation Program**

Each NOPEC member community has one representative on the NOPEC Assembly, which serves as the legislative body for the organization. Assembly members from each county represented in the membership of NOPEC elect a member to the Board of Directors.

NOPEC acts as agent for member communities to establish the Aggregation Program in accordance with law and to provide managerial, technical, and financial resources to acquire service and financial guarantees sufficient to protect consumers and the electric distribution utility. NOPEC has developed a firmly based organization and employed legal and technical assistance from experienced and highly reputable firms.

NOPEC's legal counsel, Bricker & Eckler LLP, handles the legal needs of energy producers, energy consumers in both the public and private sector, as well as new energy marketers, providing legal services ranging from representation in regulatory proceedings, to negotiating new contractual relationships, to handling the acquisition, disposition and financing of energy businesses and facilities. Bricker & Eckler LLP has advised numerous Ohio political subdivisions in connection with the deregulation of energy markets in Ohio, and developed particular expertise in issues facing governmental aggregators.

The Board of Directors of NOPEC oversees the implementation and operation of the Aggregation Program consistent with the provisions of R.C. 4928.20 and the Bylaws of the NOPEC organization. The Board of Directors, with the approval of the Assembly, may also develop additional programs for members. The organization may employ a Fiscal Agent and Executive Director and staff, if such are determined to be necessary by the Board, and sufficient budget has been provided.

### **3.2 Outline of Structure**

The following chart represents the organizational structure for the NOPEC Aggregation Program as indicated in the organizational chart. The function of each level is described in section 3.3.



### **3.3 Description of Program Organizational Structure**

#### Member Community Participating Consumers

Consumers can influence their respective community and its functions. They can elect candidates to local legislative boards who may take positions regarding the government aggregation program. They can express their views to their local elected officials. They can participate in local and state meetings and hearings regarding issues related to the member community's Aggregation Program.

#### Member Community Legislative Body

Local officials may act on program and policy issues. They may individually choose to participate in additional NOPEC programs. In addition, they may provide instructions to their NOPEC General Assembly representative. They may also raise issues directed to them by residents for the NOPEC Assembly or Board of Directors to address.

#### NOPEC General Assembly

The NOPEC General Assembly acts as the legislative body of NOPEC, including decisions on budget, and other matters directed to it by the NOPEC Board of Directors.

#### NOPEC Board of Directors

The NOPEC Board of Directors oversees the implementation and operation of all aspects of the Aggregation Program. The NOPEC Board of Directors provides recommendations regarding budgets to the NOPEC General Assembly; it approves purchases of equipment, facilities or services within the approved budgets and employs and provides instruction to the Fiscal Agent, Executive Director, Staff, Legal Counsel and Consultants.

#### Executive Director, Staff, Legal Counsel and Consultants

The Executive Director, Staff, Legal Counsel and Consultants act upon the instructions of the NOPEC Board of Directors to carry out the development and implementation of programs, contracts monitoring, and reporting on program statuses.

#### Service Supplier(s)

Service suppliers contract with NOPEC to provide firm, all requirements retail electric supply to participating consumers in member communities, or other specified services.

### Member Community Participating Consumers

Participating consumers in NOPEC member communities will benefit from the market leverage of the NOPEC aggregation group, and the professional representation and consumer protections provided under the negotiated service contracts. Individual consumers may opt-out of participation in the NOPEC aggregation program and may also bring issues before their local legislative bodies.

RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

## NOPEC Exhibit 3.2



# NEXT STEPS FOR CLEVELAND – FOR JULY 2017 ENROLLMENT START

**Apr'17**

- Decision to expand NOPEC membership to include electricity
- Publish 2 consecutive weeks of public hearing notices
- Conduct 2 public hearings on NOPEC electric plan of operation and governance
- Opt-Out Process:
  - Request eligibility lists from utility in late April/early May

**May'17**

- Hold hearings and pass ordinance approving NOPEC electric POG before Opt-Outs mailed
- Pass Ordinance accepting NOPEC grant
- Opt-Out Process:
  - Receive Lists mid-May; verify eligible boundaries
  - Submit PUCO filing by 2<sup>nd</sup> week in May
  - Mail Opt Outs by 4<sup>th</sup> week in May

**Jun'17**

- Opt-Out Process:
  - Opt-Out Period end May/ beginning June
  - Enroll accounts (12 days prior to cycle 1 read date)

**Jul'17**

- Enrollment completed for July 2017 meter read date



RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

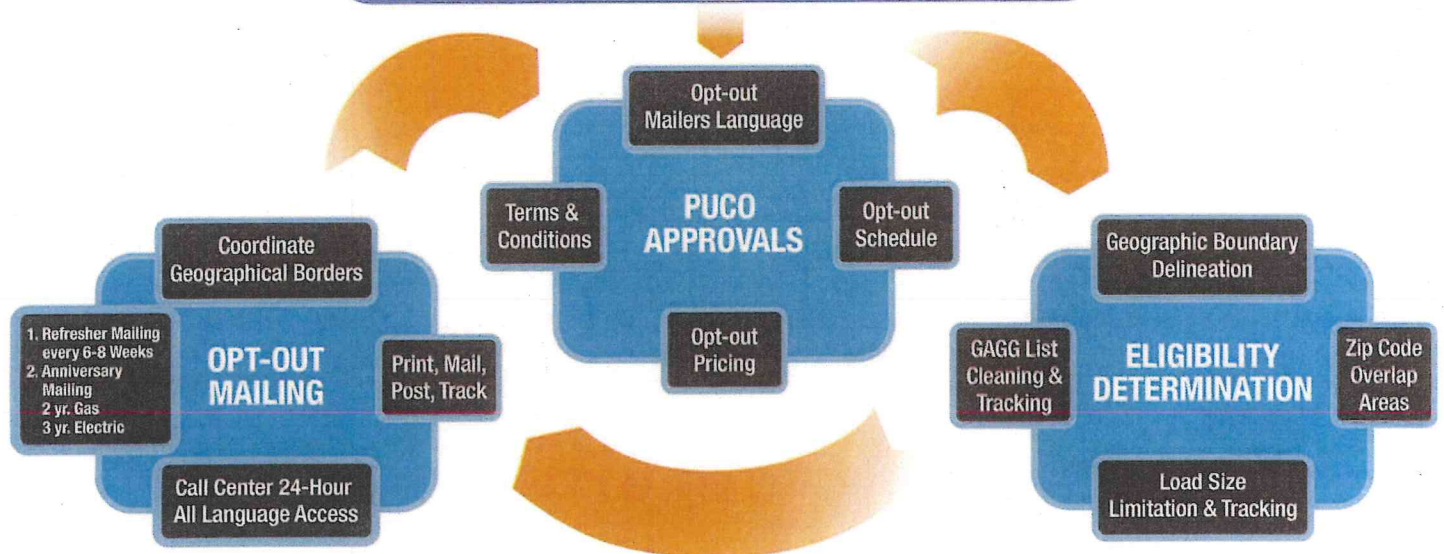
## NOPEC Exhibit 3.3



Repeats based on Market Conditions Change

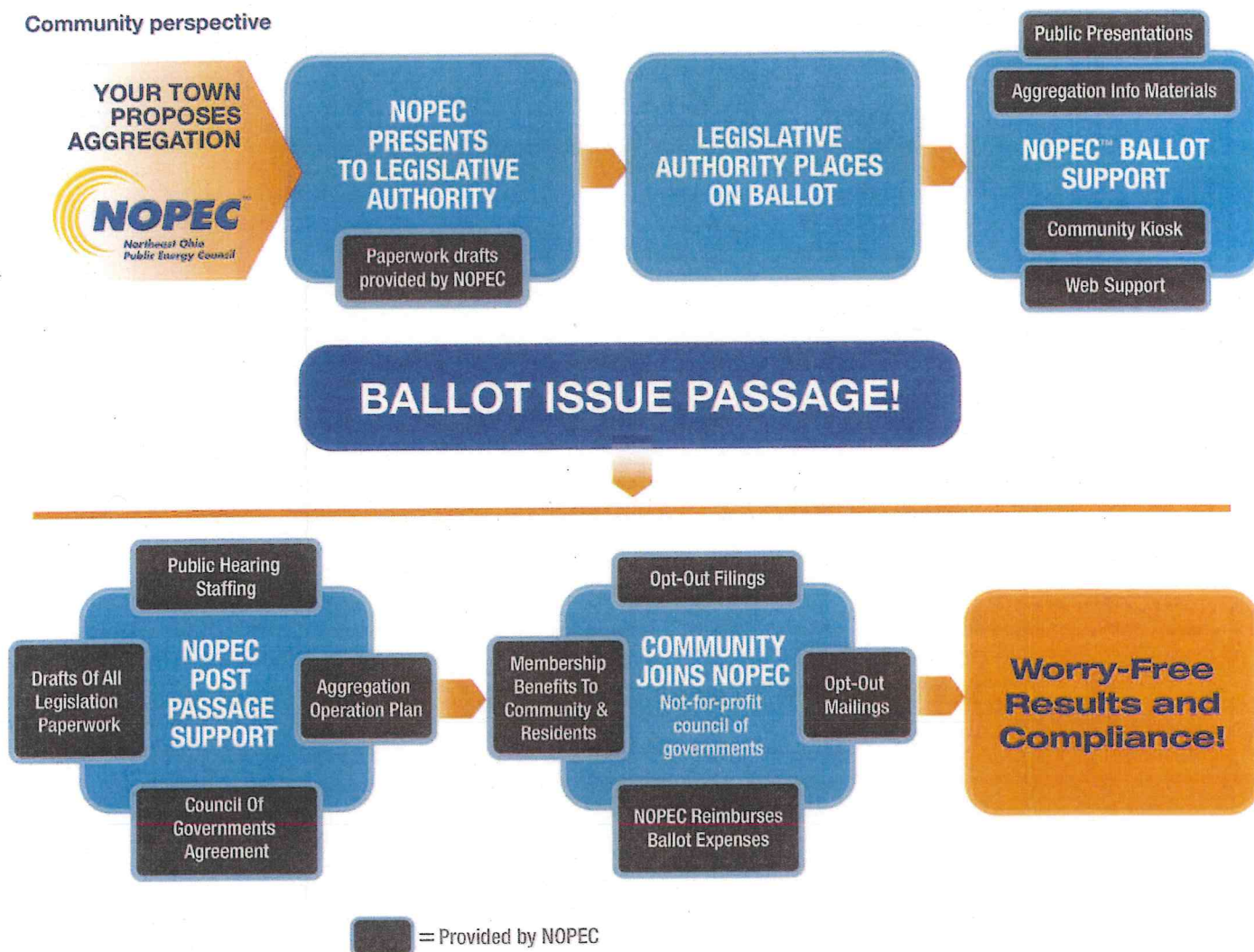


## SUPPLY CONTRACT



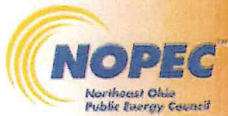


Community perspective



Resident perspective

**YOUR TOWN  
PROPOSES  
AGGREGATION**



**DISCUSSED BY YOUR  
LOCAL LEADERS**

**LEADERS VOTE TO  
PLACE AGGREGATION  
ON BALLOT**

**YOU VOTE!**

**AGGREGATION PASSES!**

**PUBLIC HEARINGS**

**COMMUNITY  
JOINS NOPEC**  
Not-for-profit  
council of  
governments

**OPT-OUT PROCESS**

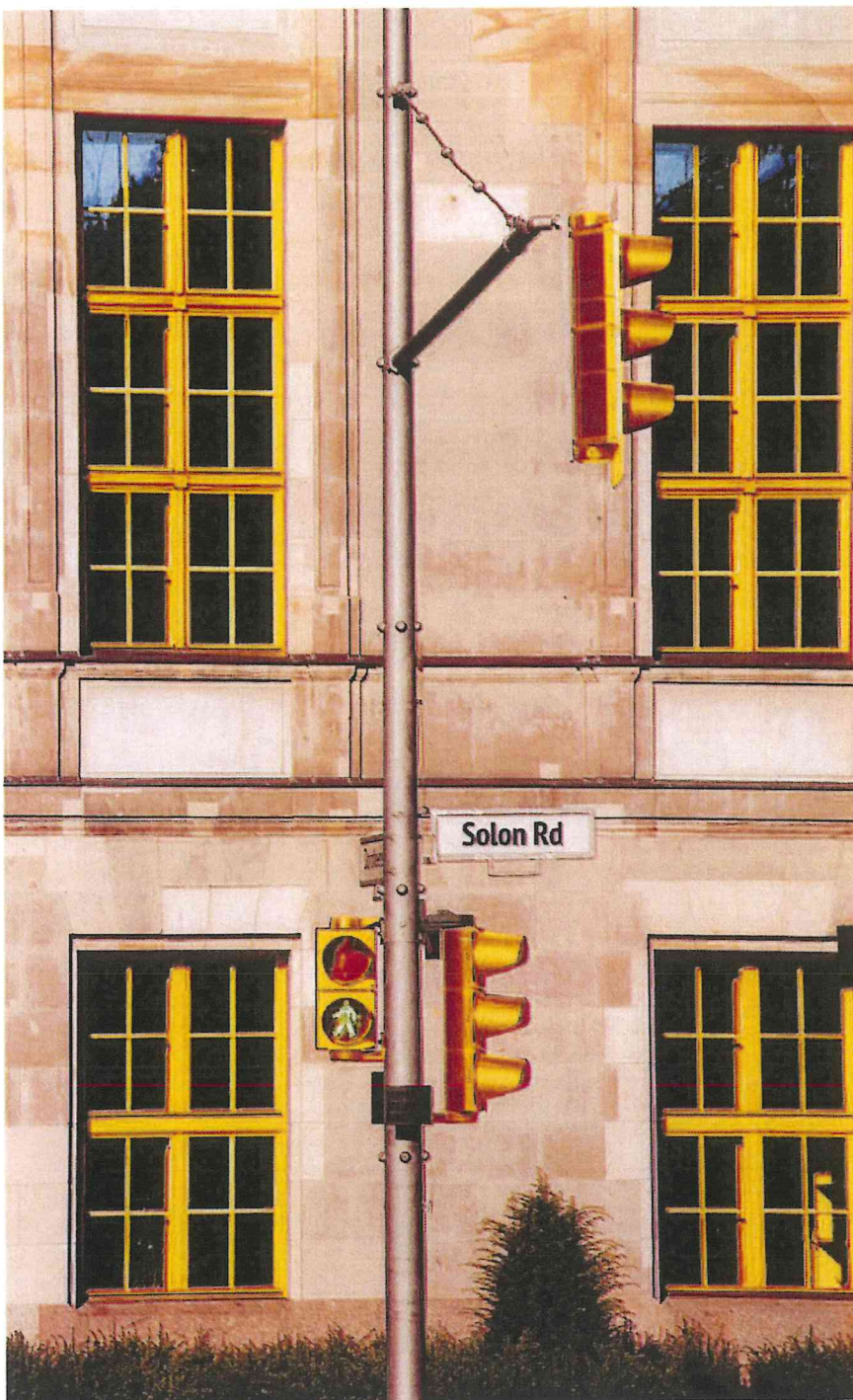
**You're Worry Free!**

1. NOPEC™ Helps You Save
2. NOPEC Helps You Learn
3. NOPEC Helps Protect You

RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

## NOPEC Exhibit 3.14





# 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 Indian's playoffs and World Series 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. We're buying power of 200 communities, we give you competitive rates electric rates month after month. Plus, we provide tools to monitor your energy usage, tips to help you conserve all year round, an

\*Offer subject to applicable local gas and electric utilities. © NOPEC member community.



**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

electricity rates. Plus, we provide tools to monitor your energy usage, tips to help you conserve all year round, 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

gas, come back to NOPEC today. Visit [backtonopec.com](http://backtonopec.com)



Video





# 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.



# Understanding Mail Offers

Mail offers from electric companies can be misleading. Follow these tips to make informed choices when choosing your electricity supplier.

- A** Know who you are doing business with.
  - Is this a local company?
  - How long have they been doing business in Northeast Ohio?
  - Does the company have a good reputation?
  - Is the company a non-profit organization or a for profit entity?
- B** Beware of misleading offers.
  - What is the rate?
  - How long is the rate good for?
  - What happens after the "Special Offer" period?
- C** Are there hidden terms and conditions?
  - Read the fine print to find out the terms and conditions.
  - How do you need to enroll to qualify for the offer? Online, by phone?
  - Is there an early termination fee?
- D** Is this offer really the best?
 

Don't take their word for it. Compare this offer to similar offers in the market to make an informed choice. Be sure to compare contract lengths as well as rates.

**electric COMPANY**

Current Resident  
123 Main Street  
Anytown, OH 44000-0000

**LOWER RATES THAN OHIO EDISON**  
**6.59¢** FOR YOUR ELECTRIC SUPPLY!

**B** Dear Resident,

We're very excited to offer you this opportunity to take more control over your energy bills by locking in a low rate of 6.59¢ per kWh for 12 months on your electric supply—that's lower than Ohio Edison's current Price-to-Compare!

**TIMING IS EVERYTHING.**

While it may seem odd to think about electricity rates before the extreme heat of summer hits, our 25+ years of experience in purchasing energy has taught us that when air conditioners are off, electric costs tend to be lower—making now a great time to take advantage of this low rate to help control your energy budget.

**SAME SERVICE. MORE CONTROL.**

When you purchase your power from Electric Company, you take charge of your energy supply with a supplier awarded "Highest in Residential Customer Satisfaction." For over 25 years we've been purchasing energy for customers like you, and delivering it directly to the utility who continues to provide expert distribution, metering, and billing services.

Be sure to enroll by Friday, May 20, 2016 to secure this rate for the year. If you have any questions, please contact our Solutions Center at 1.800.555.1234 or visit us online.

Sincerely,  
*Bob Smith*  
Bob Smith | Chief Marketing Officer

**C** TO REDEEM YOUR OFFER  
USE THIS CODE:  
EGC1234567

\*Based on Ohio Edison's Price to Compare as approved by the Public Utilities Commission of Ohio effective 1/1/2014 for customers in rate class RS. \$100 early termination fee applies to Electric Company's product offering.

Watch out for high early termination fees!

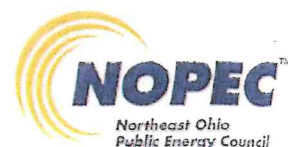
**Three Easy ways to enroll**

**ENROLL BY MAIL**  
Send in the enclosed enrollment card.

**ENROLL ONLINE**  
Enter your validation code.

**ENROLL BY PHONE**  
Call 1.800.555.1234  
Mon-Fri 8am-5pm • Sat 9am-3pm

Go to [nopecinfo.org](http://nopecinfo.org) to compare offers and check rates.



RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

## NOPEC Exhibit 3.14A



# Comparing your Electric Bill to Other Mail Offers



Bill Based On: Actual Meter Reading

Page 1 of 2

Billing Period: Mar 1 to Mar 30, 2016 for 30 days  
Bill For: JOHN O. CUSTOMER  
123 ANY STREET  
CLEVELAND, OH 00000-0000

April 2, 2016  
Account Number: 123 456 789 000  
Amount Due: \$190.04  
Due Date: April 16, 2016

To report an emergency or outage, call 24 hours a day 1-800-000-0000. For Customer Service, call 1-888-000-0000. For Payment Options, call 1-800-0000. Pay your bill online at [www.firstenergycorp.com](http://www.firstenergycorp.com)

Messages		Account Summary		Amount Due
To avoid a Late Payment Charge being added to your bill, please pay the Amount Due by the Due Date.		Previous Balance		159.72
Your current PRICE TO COMPARE for generation and transmission from The Illuminating Company is listed below. For you to save, a supplier's price must be lower. To obtain an "Applies to Apples" comparison of available competitive electric supplier offers, visit the PUCO web site at <a href="http://www.PUCO.ohio.gov">www.PUCO.ohio.gov</a> .		Payments/Adjustments		-159.72
Residential Service - 1770100197 - 7.35 cents per KWH		Balance at Billing on April 2, 2016		00.00
Additional messages, if any, can be found on back.		The Illuminating Company		87.68
Usage History		FE/OHIO EDISON/ILLUMINATING COMPANY - CONSUMPTION		114.93
Jul 15	2,756	Jan 16	1,774	
Aug 15	2,159	Feb 16	1,199	
Sep 15	2,082	Mar 16	1,052	
Oct 15	1,746	Apr 16	1,503	
Nov 15	1,453	May 16	821	
Dec 15	678	Jun 16	1,347	
		Jul 16	1,482	
A-Actual E-Estimate C-Customer N-No Usage		Total Current Charges		202.61
Comparisons		Amount Due by April 16, 2016		\$202.61
Average Daily Use (KWH)	89	This Year	46	
Average Daily Temperature	74		71	
Days in Billing Period	31		32	
Last 12 Months Use (KWH)			17,296	
Average Monthly Use (KWH)			1,441	

Supply Charges

Current supplier rate.  
\* Use this to compare offers.

Types of Supply Charge Offers

The Illuminating Company	87.68
NOPEC-NextEra - CONSUMPTION	108.36
Total Current Charges	190.04
Amount Due by April 16, 2016	\$190.04

## Aggregation Program Rate (i.e. NOPEC)

An aggregation program brings citizens and small businesses together to gain group buying power for the purchase of competitively priced electric from a retail electric supplier certified by the Public Utilities Commission of Ohio (PUCO).

The Illuminating Company	87.68
FE/OHIO EDISON/ILLUMINATING COMPANY - CONSUMPTION	114.93
Total Current Charges	202.61
Amount Due by April 16, 2016	\$202.61

## The Price to Compare

The Price to Compare is calculated by your utility company by taking the amount of your Bypassable Generation and Transmission Related Component and dividing it by the total number of kilowatt-hours used for the month. An alternative supplier's price for generation and transmission must be lower than your price to compare for you to save money with that supplier.

The Illuminating Company	87.68
ABC ELECTRIC SUPPLIER	122.93
Total Current Charges	210.61
Amount Due by April 16, 2016	\$210.61

## Retail Supply

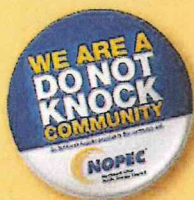
An energy supplier of your choice that is not part of an aggregation program.



RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

## **NOPEC Exhibit 3.14B**

# 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."

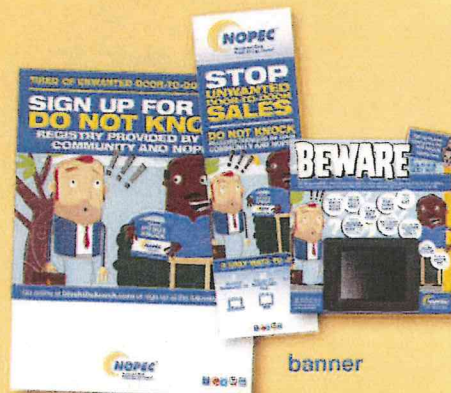
The DNK program applies to for-profit solicitors and does not interfere with nonprofit organizations, such as the Girl Scouts, Boy Scouts, school and church groups, from knocking on a DNK registered address. For more information or to view the Block the Knock Video, visit [blocktheknock.com](http://blocktheknock.com).



t-shirts

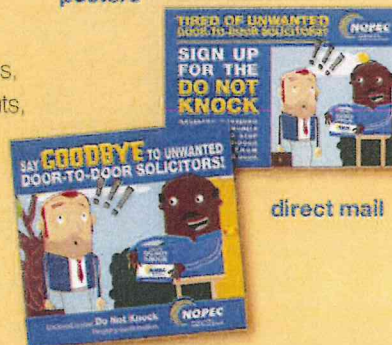


window cling



banner

posters



direct mail



## 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 while 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

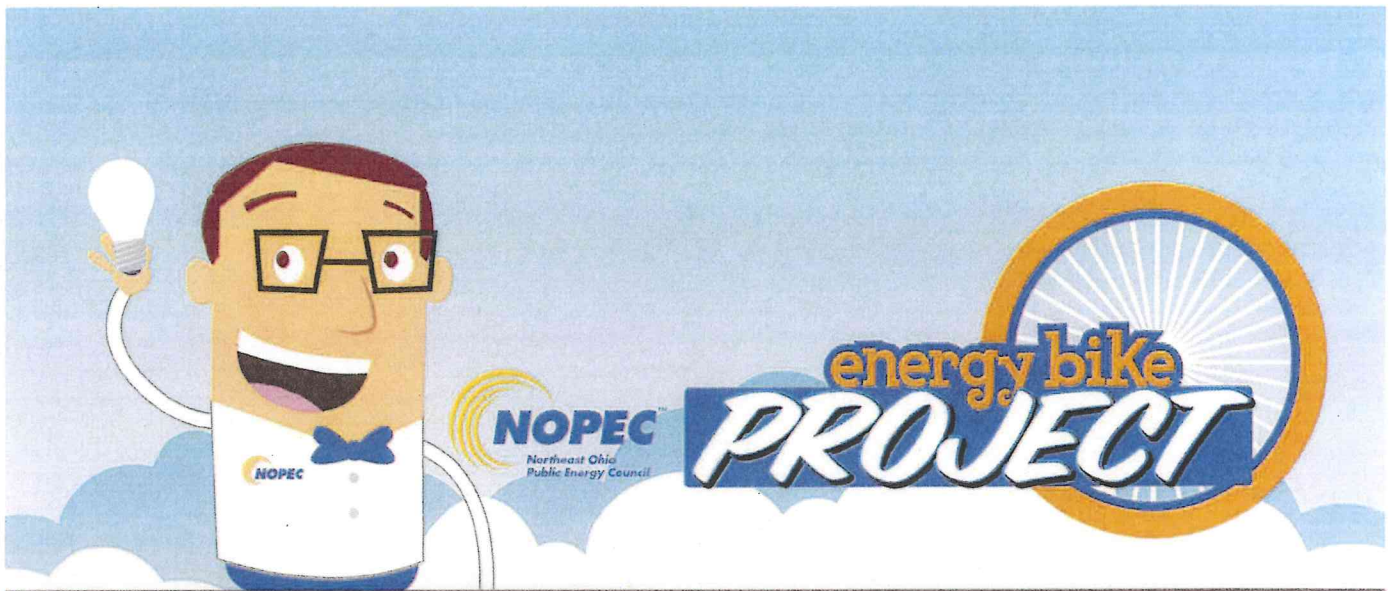
and math (STEM) careers talked to the girls about how they ended up in their fields, the education they needed to enter those fields and what it is like to be a woman working in their roles. This was a great opportunity for the students to interact with awesome women role models.

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 the 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



# Ready to start a *Do Not Knock Registry* in your community?

NOPEC makes it easy.

## NOPEC Provides:

**1** Resolution language to adopt the *Do Not Knock Registry* in your community

**2** Marketing materials

- Do Not Knock brochures to leave out at libraries, city hall or community centers
- Do Not Knock t-shirts
- *Do Not Knock Registry* community badge for your website
- Posters to advertise sign-up events



web badge

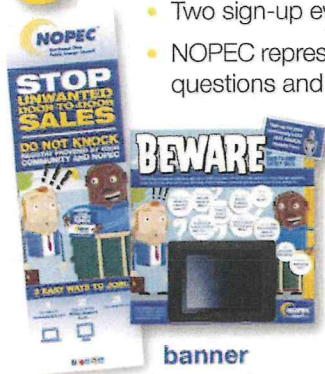
t-shirts

brochures

posters

**3** Sign-up events

- Two sign-up events per year
- NOPEC representative at events to answer questions and help residents sign up
- Sign-up kiosk with banner (available one week prior to sign-up events)



banner

sign-up kiosk

**6** Annual list renewal

- NOPEC will contact registry members annually to remind them to re-register in order to remain active on the *Do Not Knock Registry*.

**7** Window clings

- Residents will receive a window cling at sign-up events. If they register by mail, it will be mailed to them.



window cling

direct mail

**4** Registry sign-up online or by mail

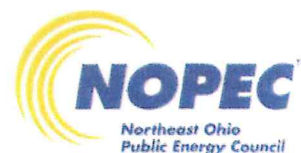
- Residents can sign up online at [blocktheknock.com](http://blocktheknock.com)
- Or by mailing back the registry card



registry card

**5** *Do Not Knock Registry* list maintenance

- NOPEC manages updating the *Do Not Knock Registry*
- Updated registry is provided to your community monthly and can be accessed on the Ambassador Portal



RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

## NOPEC Exhibit 3.14C



## Ambassador Portal FAQs

### How do I sign up for access to the Ambassador Portal?

Go to [nopecinfo.org](http://nopecinfo.org) and click on the Ambassador Portal link in the top right corner.

### Why do I need to sign up for access to the Ambassador Portal?

This Portal is provided solely for registered members in NOPEC community governments for their use in educating their constituents.

### How do I download a file from the Ambassador Portal?

Click the Download File or Download PDF link that is under the file you want to download.

### How do I share the infographics?

Click the download button under the infographic that you wish to share. The infographic will open up in a new window. Left click and select Save As from the menu. This will allow you to name the infographic and save it onto your computer so you can upload it to Facebook, Twitter, a blog or website.

### I'm having trouble logging into the Ambassador Portal. What should I do?

If you forgot your password, click the "I forgot my password" link on the Ambassador Sign-In page. Type in your username or email to receive a link to set up a new password.

If you are having trouble logging in to the Ambassador Portal, email [marketing@nopecinfo.org](mailto:marketing@nopecinfo.org).

USERNAME \_\_\_\_\_

PASSWORD \_\_\_\_\_



## NOPEC Ambassador Portal

Your resource for everything you need to know about  
NOPEC for your community and your residents.  
Log in at [nopecinfo.org](http://nopecinfo.org).

## NOPEC Ambassador Portal



To share on social media,  
blogs and in newsletters

Free content and copy – Videos,  
infographics, newsletter articles  
and energy tips

Answers to questions  
from your residents

Get the information your residents want  
to know—including answers to Frequently  
Asked Questions about NOPEC and our  
electric or natural gas programs.



Get information  
about programs for  
your community

Find out about the programs NOPEC offers that  
benefit your community:

**Energy Advisor Program** – The tools and  
information needed to make educated decisions  
for your community

**Funding Main\$pring** – Funding opportunities  
available for your community



Logos for your  
community's website

NOPEC works hard to ensure member  
communities get better rates, better  
choices and better representation for  
their residents. Show your residents that you are a NOPEC  
community by adding the NOPEC Proud Member Logo to your  
community's website. (Don't forget to link to [nopecinfo.org](http://nopecinfo.org)!)



Also find **sample energy bills**, **how to compare a mail offer**,  
information on **opt-out mailings** and more on the NOPEC  
Ambassador Portal.

RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

## NOPEC Exhibit 3.14D





## myNOPEC

myNOPEC is an exclusive online site for NOPEC customers. Members have access to expert advice on energy conservation, can earn rewards points to use in the rewards store, and compete for valuable prizes, too. NOPEC has helped our customers save \$260 million dollars. Join myNOPEC and learn how to save even more!

## Shop with myNOPEC Rewards Points

At the myNOPEC online store, you can use your rewards points towards energy-saving products. NOPEC gear, gift cards and more!

## Compete and Save

When it comes to saving energy, we're all in favor of a little friendly competition. We developed myDashboard – a great tool that allows members to compare their energy usage with other NOPEC members. It's easy. Members just link their gas and electric accounts to myNOPEC so they can see how they stack up to other households on their street, in the neighborhood or in the whole NOPEC community. It's valuable information that clearly shows where and how your energy consumption can be reduced so you can save even more!

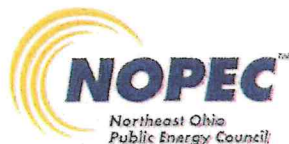
## Become a myNOPEC Member Today

Ready to join in the savings and the winning? Members can register for myNOPEC, following these 4 easy steps:

1. Go to [myNOPECinfo.org/mynopec](http://myNOPECinfo.org/mynopec).
2. Sign in using a social media account or email.
3. Have your utility bills ready and link.

Once registered, there are further instructions on how to access the different programs that myNOPEC offers.

**To learn more, visit [nopecinfo.org](http://nopecinfo.org) or call (440) 248-1992.**



RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

## NOPEC Exhibit 3.19A



# PACE Program

## Property Assessed Clean Energy (PACE)

In Ohio, property owners can use PACE to finance qualifying energy efficiency projects by petitioning the local community to create an ESID (Energy Special Improvement District) and to levy a special assessment on the project site(s) to finance improvement costs. Multiple sites – with the same owner and within the same community – do not have to be contiguous.

The NOPEC PACE Program will provide up-front capital, repaid over time as part of the property tax bill. A special assessment may be levied for up to 30 years. The assessment period will be based, in part, on the projected savings (verified by an energy audit) and useful-life of the planned improvements.

### Eligible Projects:

- Energy Efficiency Improvements (HVAC, windows, doors, roof, lighting)
- Geothermal Energy projects
- Solar-photovoltaic (roof-top and ground-mounted solar arrays)
- Solar-thermal (solar water heating systems)
- Wind Energy Projects
- Biomass Energy or Gasification Projects

### Eligible Properties:

- Government
- Commercial
- Industrial
- Multi-family housing (e.g. apartment buildings)

## What is PACE Financing?

- A mechanism that allows a property owner to finance energy efficiency and renewable energy improvement projects through assessments on their real property tax bills

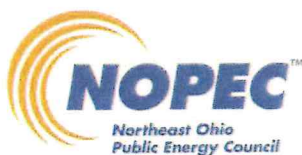
## Why PACE?

- Assessments are used to secure local government financing to fund improvements without requiring the borrower or the sponsoring local government to pledge its credit
- Can allow for investment with zero up-front cash
- Long-term off balance sheet financing
- Assessment stays with the property upon sale
- Ability to pass payments through to tenants
- Competitive interest rates and access to capital without impacting other borrowing limits
- Higher rents and greater long-term property value because of the energy efficiency improvements
- Preservation of borrowing capacity through off-balance-sheet financing

## PACE in the State of Ohio

- Established in 2009 (HB 01 - only solar improvements)
- Expanded in 2010 (SB 232 - to include energy efficiency and renewable energy improvement projects)

**For more information about PACE financing, contact Norma Fox Horwitz at 440-249-7829 or [nfhorwitz@nopecinfo.org](mailto:nfhorwitz@nopecinfo.org).**





# 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!

RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

## **NOPEC Exhibit 3.19B**



# Funding Main\$pring Program

## Funding Main\$pring Program by NOPEC

Energy inefficiency costs your businesses and residents money every day. We know that energy efficiency improvements are a priority for you, but those improvements do not come without costs. Fortunately, there are many funding programs available to pay for these improvements or to defray the costs. As your trusted energy advisor, NOPEC will connect you to these opportunities to reduce energy costs and reduce your carbon footprint.

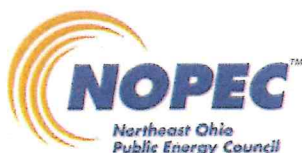
The **Funding Main\$pring Program** is an exclusive service for NOPEC member communities. The Funding Main\$pring will highlight the latest energy-focused funding opportunities available to your community and funding opportunities and incentives you may wish to pass along to your constituent businesses 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.



NOPEC's **Funding Main\$pring Program** will provide you a synopsis of one or more funding programs. It's up to you to decide if a funding opportunity is a good fit for your community or your constituents. If an opportunity interests you, NOPEC can refer qualified grant writers and resource development experts to advise you.\*

The **Funding Main\$pring Program** not only connects you with the latest energy-focused funding programs, but provides you the opportunity to make real change in your community. And that's just the beginning. Our job is to help you achieve reliable, stable, and lower energy costs. Providing you with this tool is just one more way your NOPEC membership pays.

**For more information about the Funding Main\$pring Program, contact Norma Fox Horwitz at 440-249-7829 or [nfhorwitz@nopecinfo.org](mailto:nfhorwitz@nopecinfo.org).**



\*additional cost may apply based on the level of support required.

RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

## NOPEC Exhibit 13.1

# 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  
Hanover Township  
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





RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

## NOPEC Exhibit 13.2

FILE

Ohio

**Public Utilities  
Commission**

John Kasich, Governor  
Asim Z. Haque, Chairman

Commissioners  
Lynn Slaby  
M. Beth Trombold  
Thomas W. Johnson  
M. Howard Petricoff

4

**PUBLIC UTILITIES COMMISSION OF OHIO**

*Certified as a Competitive Retail Electric Service Provider*

**RENEWAL**

Certificate Number:

**08-145E (5)**

Issued Pursuant to Case Number(s):

**08-1081-EL-CRS**

A certificate as a Competitive Retail Electric Service Provider is hereby granted to **NextEra Energy Services Ohio, LLC** whose office or principal place of business is located at **20455 State Highway 249, Suite 200, Houston, TX 77070** to provide **power marketer** services within the State of Ohio effective **October 16, 2016**.

The certification of competitive retail electric suppliers is governed by Section 4901:1-24-(01-13) of the Ohio Administrative Code, Section 4901:1-21-(01-15) of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) are not met.

Subject to all rules and regulations of the Commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio.

Dated: **October 20, 2016**

By Order of

PUBLIC UTILITIES COMMISSION OF OHIO



Barcy F. McNeal, Secretary

Tanowa M. Troupe, Acting Secretary

Felecia D. Burdett, Acting Secretary

**Certificate Expires: October 16, 2018**

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.

Technician SMK

Date Processed **OCT 20 2016**

## **CRES AUTOMATIC CASE ACTION FORM**

Date: **10-17-16**

Case Number: **08-1081-EL-CRS**

Company Name and Company Name d/b/a: **NextEra Energy Services Ohio, LLC**

Company Address: **20455 State Highway 249 Suite 200**

Company City/State/Zip: **Houston TX 77070**

Regulatory Contact: **Aundrea Williams**

Regulatory Email: **aundrea.williams@nexteraenergyservices.com**

Regulatory Phone: **713-401-5936**

☒ Renewal

### **Action Needed:**

☐ Issue Certificate Number to:

☒ Renew Certificate Number from: **08-154E (4) to: 08-154E (5)**

Effective Date of Certificate: **10-16-16** Certificate Expires: **10-16-18**

☒ Certified To Provide the Following Services:

- ☐ Retail Generation
- ☐ Aggregation
- ☒ Power Marketer
- ☐ Power Broker
- ☐ Governmental Aggregation

☐ Revise Certificate Number: \_\_\_\_\_ to (check all applicable):

- ☐ Reflect name change from: \_\_\_\_\_ to \_\_\_\_\_
- ☐ Reflect address change from: \_\_\_\_\_ to \_\_\_\_\_
- ☐ Correct Administrative Error:
- ☐ Reflect Change of Ownership to:

☐ Cancel Certificate Number:

☐ Protect Un-redacted copies until:

☐ Close Case File, Case Withdrawn at Applicant's Request

☐ Close Case File



**CASE NUMBER:** 08-1081-EL-CRS  
**CASE DESCRIPTION:** NEXTERA ENERGY SERVICES OHIO LLC  
**DATE OF SERVICE:** 10/20/2016  
**DOCUMENT SIGNED ON:** 10/17/16

**Sign Here:** \_\_\_\_\_ 

**APPLICANT****PARTY OF RECORD****ATTORNEY**

NEXTERA ENERGY SERVICES OHIO LLC SR REG ANALYST  
EDWIN DEARMAN  
20455 STATE HIGHWAY 249  
SUITE 200  
HOUSTON, TX 77070  
Phone: (713) 401-5542  
Fax: (866) 651-4392  
Email: EDWIN.DEARMAN@GEXAENERGY.COM

NONE

**ATTORNEY****PARTY OF RECORD****ATTORNEY**

none

\*Howard, Stephen M Mr.  
Vorys, Sater, Seymour and Pease LLP  
52 E. Gay Street  
Columbus, OH 43215  
Phone: 614-464-5401  
Fax: 614-719-4772  
Email: smhoward@vorys.com

none

\*Lockett, Paige J Mr.  
Gexa Energy Ohio, LLC  
20 E. Greenway Plaza  
Suite 600  
Houston, TX 77046  
Phone: (713) 401-5645  
Email: paige.lockett@gexaenergy.com

none

KNAPP, GARSON  
20455 STATE HIGHWAY 249  
SUITE 200  
HOUSTON ,TX 77070  
Phone:713-401-5557  
Fax:713-401-5852  
Email:garson.knapp@gexaenergy.com

none

\*Dearman, Edwin J. Mr.  
NextEra Energy Services Ohio, LLC  
20455 State Highway 249, Suite 200  
Houston,TX 77070  
Phone:713-401-5542  
Fax:866-651-4392  
Email:edwin.dearman@gexaenergy.com

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RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

## **NOPEC Exhibit 14.4 Financial Statement**



# 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>

# Northeast Ohio Public Energy Council

## Balance Sheets

As of January 31, 2017

Accrual Basis

	Jan 31, 17	Jan 31, 16
<b>ASSETS</b>		
Current Assets		
Checking/Savings		
Dollar Bank #.....7575	5,400,000	0
Dollar Bank new cking	525,749	9,863,779
Total Checking/Savings	5,925,749	9,863,779
Accounts Receivable		
Accounts Receivable	417,442	1,258,888
Total Accounts Receivable	417,442	1,258,888
Other Current Assets		
Dollar Bank-Vendor Clearing	0	0
Investment-Star Ohio 0.68%	1,490,367	179,812
Investment Acct - Meeder Inv Mg	34,407,251	26,286,616
Prepaid expenses	16,702	1,343,519
Total Other Current Assets	35,914,320	27,809,947
Total Current Assets	42,257,511	38,932,614
Fixed Assets		
Buildings	790,772	790,772
Equipment summary	196,455	153,191
X Accum Depreciation	(136,947)	(136,947)
Total Fixed Assets	850,280	807,016
Other Assets		
PACE Note Receivable - VIg of N	325,000	0
Total Other Assets	325,000	0
<b>TOTAL ASSETS</b>	<b>43,432,792</b>	<b>39,739,630</b>
<b>LIABILITIES &amp; EQUITY</b>		
Liabilities		
Current Liabilities		
Credit Cards		
American Express	(6,134)	5,199
Total Credit Cards	(6,134)	5,199
Other Current Liabilities		
Accrued liabilities	68,827	0
Deferred Revenue	1,750,000	3,320,503
Payroll withholdings	(1,065)	11,762
Total Other Current Liabilities	1,817,762	3,332,264
Total Current Liabilities	1,811,628	3,337,463
Total Liabilities	1,811,628	3,337,463
Equity		
Cash to accrual adjustment	0	0
Fund bal, orig cash basis	1,902,547	1,902,547
Retained Earnings	39,705,510	34,427,615
Net Income	13,107	72,006
Total Equity	41,621,163	36,402,167
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>43,432,792</b>	<b>39,739,630</b>

RFP: CCDPS-2017-001 Residential and Small Commercial Electric Aggregation

## **NOPEC Exhibit 14.5 Additional Documents**



## Request for Taxpayer Identification Number and Certification

Give form to the  
requester. Do not  
send to the IRS.

Print or type  
See Specific Instructions on page 2.

Name (as shown on your income tax return) <b>Northeast Ohio Public Energy Council</b>	
Business name, if different from above	
Check appropriate box: <input type="checkbox"/> Individual/ Sole proprietor <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input checked="" type="checkbox"/> Other <b>Govt Entity</b> <input type="checkbox"/> Exempt from backup withholding	
Address (number, street, and apt. or suite no.) <b>31320 Solon Road - Suite 20</b>	Requester's name and address (optional)
City, state, and ZIP code <b>Solon, Ohio 44139</b>	
List account number(s) here (optional)	

### Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

**Note.** If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number								
or								
Employer identification number								
<b>314719740143</b>								

### Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. person (including a U.S. resident alien).

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. (See the instructions on page 4.)

Sign Here	Signature of U.S. person <b>Charles W. Kiper Jr.</b>	Date <b>January 21, 2013</b>
-----------	--	------------------------------

### Purpose of Form

A person who is required to file an information return with the IRS, must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

**U.S. person.** Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee.

In 3 above, if applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

**Note.** If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

For federal tax purposes, you are considered a person if you are:

- An individual who is a citizen or resident of the United States,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States, or
- Any estate (other than a foreign estate) or trust. See Regulations sections 301.7701-6(a) and 7(a) for additional information.

**Special rules for partnerships.** Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

The person who gives Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity,

## NORTHERN IRELAND FAIR EMPLOYMENT PRACTICES DISCLOSURE

INSTRUCTIONS: ☐ Pursuant to Codified Ordinance Sec. 181.36, the information requested on this page must be supplied by all contractors and any subcontractors having more than a fifty percent (50%) interest in the proposed contract prior to any contract being awarded by the City of Cleveland. Any contractor or subcontractor who is deemed to have made a false statement shall be declared to have acted in default of its contract and shall be subject to the remedies for default contained in its contract. For failure to cure such a default, the contractor or subcontractor shall be automatically excluded from bidding for the supply of any goods or services for use by the City for a period of two (2) years.

CHECK WHICHEVER IS APPLICABLE:

☐ A. ☐ ☒ The undersigned or any controlling shareholder,\* subsidiary, or parent corporation of the undersigned is **NOT ENGAGED IN ANY BUSINESS OR TRADING FOR PROFIT IN NORTHERN IRELAND.** (if paragraph A. is checked, proceed to the signature line.)

☐ B. ☐ ☐ The undersigned or any controlling shareholder,\* subsidiary, or parent corporation **IS ENGAGED IN ANY BUSINESS OR TRADING FOR PROFIT IN NORTHERN IRELAND.** (if paragraph B. is checked, please either check the stipulation contained in paragraph C. or attach documentation that shows that the undersigned has complied with the stipulation contained in paragraph C.)

☐ C. ☐ ☐ The undersigned and all enterprises identified in paragraph B. are **TAKING LAWFUL AND GOOD FAITH STEPS TO ENGAGE IN FAIR EMPLOYMENT PRACTICES WHICH ARE RELEVANT TO THE STANDARDS EMBODIED IN THE "MacBRIDE PRINCIPLES FOR FAIR EMPLOYMENT IN NORTHERN IRELAND."** A copy of the MacBride Principles can be obtained from the Office of the Commissioner of Purchases and Supplies. In lieu of checking this paragraph, the undersigned must attach documentation which the undersigned believes shows compliance with the stipulation contained in this paragraph C.

Northeast Ohio Public Energy Council (NOPEC)

Name of Contractor or Subcontractor

By: Chuck Keiper

Title: Executive Director

☐ \* "Controlling shareholder" means any shareholder owning more than fifty percent (50%) of the stock in the corporation or more than twenty-five percent (25%) of the stock in the corporation if no other shareholder owns a larger share of stock in the corporation.





**NON-COMPETITIVE BID CONTRACT  
STATEMENT FOR CALENDAR YEAR 2017  
(ALL DEPARTMENTS/OFFICES)**

This statement, properly executed and containing all required information must be completed. **IF YOU FAIL TO COMPLY, YOUR PROPOSAL WILL NOT BE CONSIDERED.**

Entity Name: Northeast Ohio Public Energy Council  
Entity's Mailing Address: info@nopecinfo.org

COMPLETE SECTION I, II, OR III BELOW, WHICHEVER IS APPROPRIATE, AND SECTION IV.

NOTE: For purposes of this Statement, the "Mayor" and "Mayor's Committee" means Frank G. Jackson and the Frank G. Jackson For A Better Cleveland Committee, respectively.

**SECTION I. TO BE COMPLETED BY NON-PROFIT CORPORATIONS AND GOVERNMENTAL ENTITIES.**

If you are recognized by the IRS as a non-profit corporation or are a governmental entity, mark the appropriate designation below and proceed to the indicated section(s).

- ☐ NON-PROFIT CORPORATION GO TO SECTIONS III and IV.  
☒ GOVERNMENTAL ENTITY GO TO SECTION IV.

**SECTION II. TO BE COMPLETED BY INDIVIDUALS, SOLE PROPRIETORSHIPS, PARTNERSHIPS, INCORPORATED PROFESSIONAL ASSOCIATIONS, UNINCORPORATED ASSOCIATIONS, ESTATES AND TRUSTS.**

The above-named entity is a (Please mark appropriate designation):

- |  |  |
|--|--|
| <input type="checkbox"/> SOLE PROPRIETORSHIP                   | <input type="checkbox"/> TRUST         |
| <input type="checkbox"/> INCORPORATED PROFESSIONAL ASSOCIATION | <input type="checkbox"/> ESTATE        |
| <input type="checkbox"/> UNINCORPORATED ASSOCIATION            | <input type="checkbox"/> PARTNERSHIP   |
| <input type="checkbox"/> LIMITED LIABILITY COMPANY             | <input type="checkbox"/> JOINT VENTURE |

For purposes of Section II, a "principal" means an individual, an owner, a partner, a shareholder, a member, an administrator, an executor or trustee connected with the above-named entity, or the spouse of any of them.

PLEASE READ PARAGRAPHS ( A ) and ( B ) and mark the appropriate paragraph. If paragraph ( B ) is checked, the City of Cleveland is prohibited by Section 3517.13 of the Revised Code from awarding a non-competitively bid contract over \$500.00 to the entity during calendar year 2017 unless Council makes a direct award.

- ☐ ( A ) NO ONE PRINCIPAL of the above named entity made one or more contributions to the Mayor or the Mayor's Committee between January 1, 2015 and December 31, 2016 that totaled in excess of \$1,000.00 per individual. (This paragraph also applies if no principal of the above-named entity made any contributions to the Mayor or the Mayor's Committee).
- ☐ ( B ) ONE OR MORE PRINCIPALS of the above named entity made, as individual(s), one or more contributions to the Mayor or the Mayor's Committee between January 1, 2015 and December 31, 2016 that totaled in excess of \$1,000.00.



**SECTION III. TO BE COMPLETED BY NON- PROFIT AND FOR-PROFIT CORPORATIONS AND BUSINESS TRUSTS.**

☐  
☐

NON-PROFIT CORPORATION

☐

FOR-PROFIT CORPORATION

BUSINESS TRUST (OTHER THAN INCORPORATED PROFESSIONAL ASSOCIATIONS)

For purposes of Section III, a "principal" means an individual or an entity owning more than 20% of the corporation or business trust or the spouse of any such individual.

PLEASE READ PARAGRAPHS ( A ) ( B ) ( C ) and ( D ) and mark the appropriate paragraph. If paragraph ( C ) is checked, the City of Cleveland is prohibited by Section 3517.13 of the Revised Code from awarding a non-competitively bid contract over \$500.00 to the entity during calendar year 2017 unless Council makes a direct award. If paragraph ( D ) is checked, the City of Cleveland is prohibited by Section 3599.03 from awarding a contract to the non-profit corporation.

☐

( A ) NO INDIVIDUAL or entity owned more than 20% of the corporation or business trust between January 1, 2015 and December 31, 2016.

☐

( B ) NO PRINCIPAL of the above named entity made, as an individual, one or more contributions to the Mayor or the Mayor's Committee between January 1, 2015 and December 31, 2016 that totaled in excess of \$1,000.00. (This paragraph also applies if no principal of the above-named entity made any contributions to the Mayor or the Mayor's Committee).

☐

( C ) ONE OR MORE PRINCIPALS of the above named entity made one or more contributions to the Mayor or the Mayor's Committee between January 1, 2015 and December 31, 2016 that totaled in excess of \$1,000.00 individual.

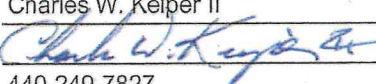
☐

( D ) FUNDS OF THE NON-PROFIT CORPORATION were contributed to the Mayor or the Mayor's Committee at any time.

GO TO SECTION IV.

**SECTION IV. TO BE COMPLETED BY ALL ENTITIES.**

I do hereby state that I have legal authority to complete this statement on behalf of the above-named entity and to the best of my knowledge and belief the answers herein are true and complete.

Print Name Charles W. Keiper II Print Title Executive Director  
Signature  Date 3/8/17  
Telephone No. 440-249-7827  
(Area Code)

STATE OF Ohio )  
COUNTY OF Cuyahoga County )

SS:

Before me, a Notary Public in and for said County and State, personally appeared the above-named \_\_\_\_\_, who acknowledged that (he/she) did sign the foregoing statement and that the same is (his/her) free act deed, personally and as duly authorized representative of \_\_\_\_\_, and the free act and deed of the entity on whose behalf (he/she) signed.

Notary Public \_\_\_\_\_

Date \_\_\_\_\_

FOR MAYOR'S OFFICE USE ONLY

\_\_\_\_\_ ELIGIBLE \_\_\_\_\_

\_\_\_\_\_ INELIGIBLE \_\_\_\_\_

DATE \_\_\_\_\_



**NON-COMPETITIVE BID CONTRACT  
STATEMENT FOR CALENDAR YEAR 2017  
(ALL DEPARTMENTS/OFFICES)**

This statement, properly executed and containing all required information must be completed. **IF YOU FAIL TO COMPLY, YOUR PROPOSAL WILL NOT BE CONSIDERED.**

Entity Name: Northeast Ohio Public Energy Council  
Entity's Mailing Address: info@nopecinfo.org

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The above-named entity is a (Please mark appropriate designation):

- |  |  |
|--|--|
| <input type="checkbox"/> SOLE PROPRIETORSHIP                   | <input type="checkbox"/> TRUST         |
| <input type="checkbox"/> INCORPORATED PROFESSIONAL ASSOCIATION | <input type="checkbox"/> ESTATE        |
| <input type="checkbox"/> UNINCORPORATED ASSOCIATION            | <input type="checkbox"/> PARTNERSHIP   |
| <input type="checkbox"/> LIMITED LIABILITY COMPANY             | <input type="checkbox"/> JOINT VENTURE |

For purposes of Section II, a "principal" means an individual, an owner, a partner, a shareholder, a member, an administrator, an executor or trustee connected with the above-named entity, or the spouse of any of them.

**PLEASE READ PARAGRAPHS ( A ) and ( B ) and mark the appropriate paragraph. If paragraph ( B ) is checked, the City of Cleveland is prohibited by Section 3517.13 of the Revised Code from awarding a non-competitively bid contract over \$500.00 to the entity during calendar year 2017 unless Council makes a direct award.**

- ☐ ( A ) NO ONE PRINCIPAL of the above named entity made one or more contributions to the Mayor or the Mayor's Committee between January 1, 2015 and December 31, 2016 that totaled in excess of \$1,000.00 per individual. (This paragraph also applies if no principal of the above-named entity made any contributions to the Mayor or the Mayor's Committee).
- ☐ ( B ) ONE OR MORE PRINCIPALS of the above named entity made, as individual(s), one or more contributions to the Mayor or the Mayor's Committee between January 1, 2015 and December 31, 2016 that totaled in excess of \$1,000.00.



**SECTION III. TO BE COMPLETED BY NON- PROFIT AND FOR-PROFIT CORPORATIONS AND BUSINESS TRUSTS.**

☐ NON-PROFIT CORPORATION ☐ FOR-PROFIT CORPORATION  
☐ BUSINESS TRUST (OTHER THAN INCORPORATED PROFESSIONAL ASSOCIATIONS)

For purposes of Section III, a "principal" means an individual or an entity owning more than 20% of the corporation or business trust or the spouse of any such individual.

PLEASE READ PARAGRAPHS ( A ) ( B ) ( C ) and ( D ) and mark the appropriate paragraph. If paragraph ( C ) is checked, the City of Cleveland is prohibited by Section 3517.13 of the Revised Code from awarding a non-competitively bid contract over \$500.00 to the entity during calendar year 2017 unless Council makes a direct award. If paragraph ( D ) is checked, the City of Cleveland is prohibited by Section 3599.03 from awarding a contract to the non-profit corporation.

- ☐ ( A ) NO INDIVIDUAL or entity owned more than 20% of the corporation or business trust between January 1, 2015 and December 31, 2016.
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- ☐ ( C ) ONE OR MORE PRINCIPALS of the above named entity made one or more contributions to the Mayor or the Mayor's Committee between January 1, 2015 and December 31, 2016 that totaled in excess of \$1,000.00 individual.
- ☐ ( D ) FUNDS OF THE NON-PROFIT CORPORATION were contributed to the Mayor or the Mayor's Committee at any time.

GO TO SECTION IV.

**SECTION IV. TO BE COMPLETED BY ALL ENTITIES.**

I do hereby state that I have legal authority to complete this statement on behalf of the above-named entity and to the best of my knowledge and belief the answers herein are true and complete.

Print Name Charles W. Keiper II Print Title Executive Director  
Signature *Charles W. Keiper II* Date 3/8/27  
Telephone No. 440-248-7827  
(Area Code)

STATE OF OHIO )  
COUNTY OF Cuyahoga ) SS:

Before me, a Notary Public in and for said County and State, personally appeared the above-named individual, who acknowledged that (he/she) did sign the foregoing statement and that the same is (his/her) free act deed, personally and as duly authorized representative of NOPEC, and the free act and deed of the entity on whose behalf (he/she) signed.

Notary Public  
Date

*Julius A. Rembert*  
3/8/17 exp. 6/28/2020

FOR MAYOR'S OFFICE USE ONLY

\_\_\_\_ ELIGIBLE \_\_\_\_\_

\_\_\_\_ INELIGIBLE \_\_\_\_\_

DATE \_\_\_\_\_