

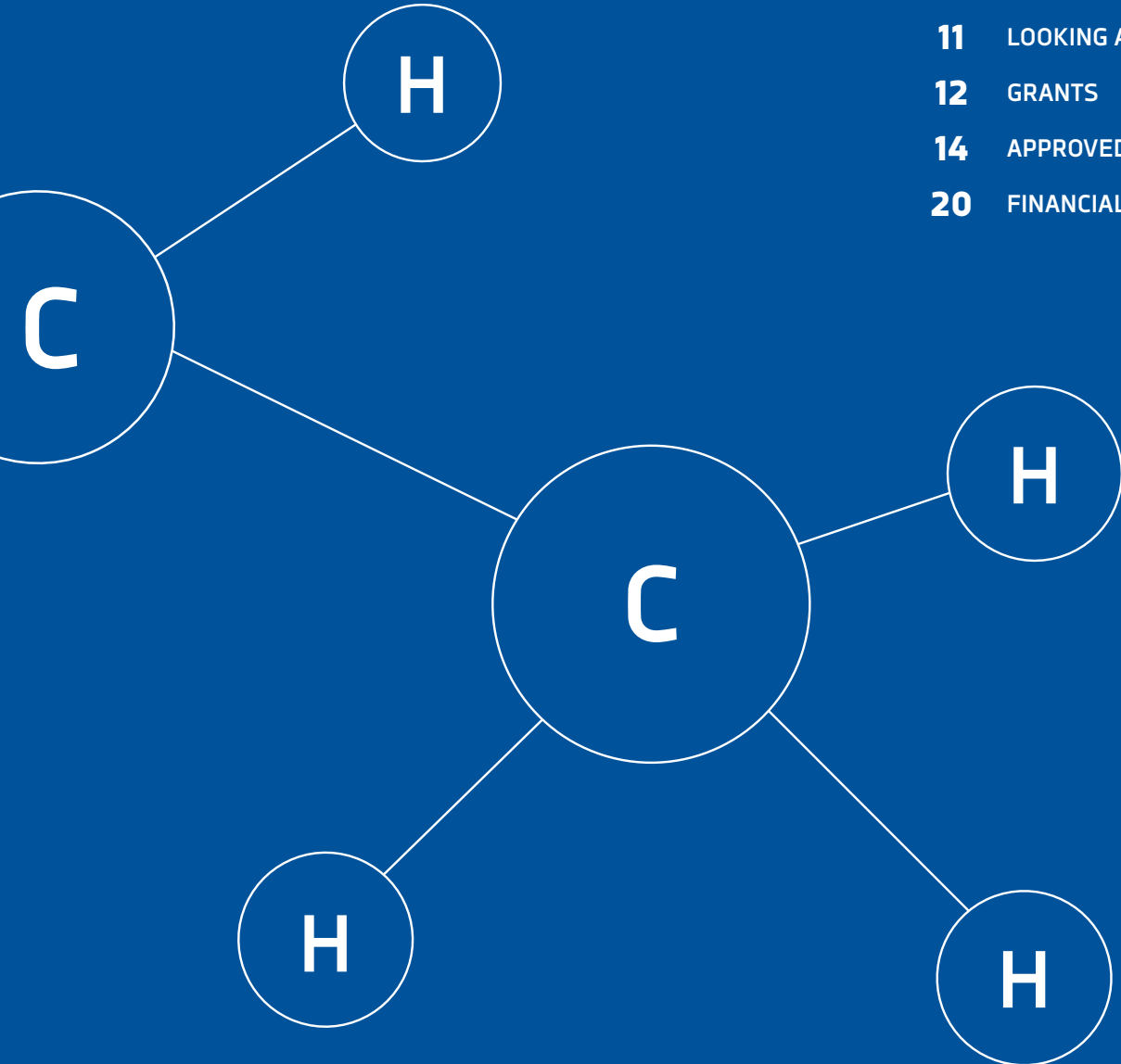


2013

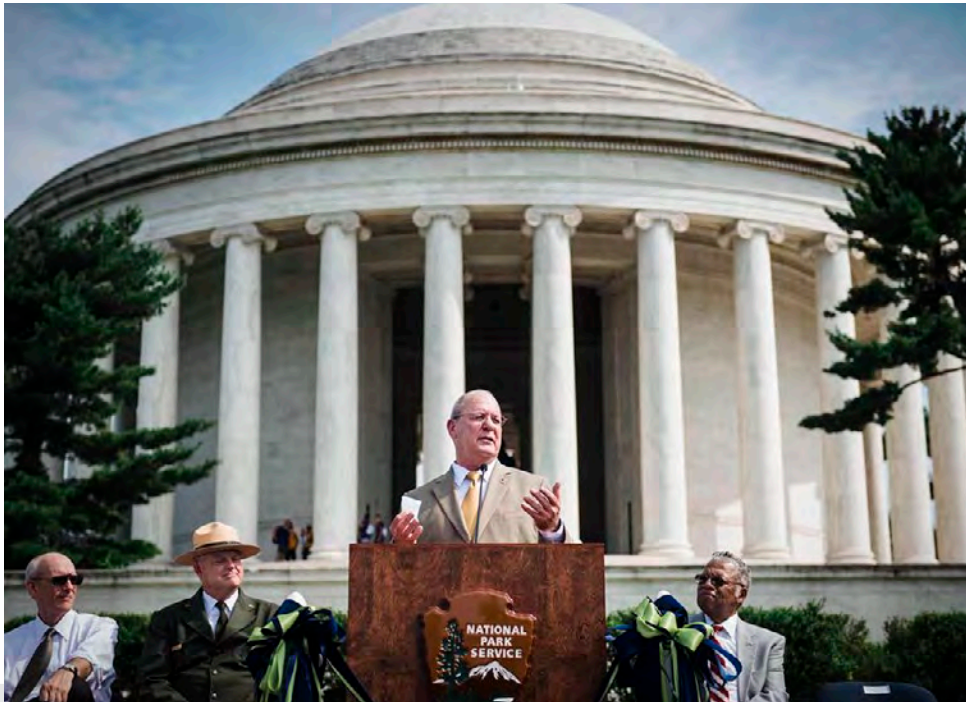
ANNUAL REPORT

TABLE *of* CONTENTS

- 3** LETTER FROM THE CHAIRWOMAN AND THE PRESIDENT
- 5** COUNCIL OFFICERS AND MEMBERS
- 6** PERC STAFF
- 7** RESEARCH AND DEVELOPMENT
- 8** SAFETY
- 9** TRAINING
- 10** VALUE
- 11** LOOKING AHEAD
- 12** GRANTS
- 14** APPROVED REBATES
- 20** FINANCIAL STATEMENTS



LETTER FROM THE CHAIRWOMAN & THE PRESIDENT



The propane industry in 2013 built on its successful expansion in several markets and reinvigorated its outreach in traditional sectors. The Propane Education & Research Council helped lead these efforts with investments in research and development, and in its communications with media, our targeted market sectors, and the propane industry.

The foundation for PERC remains its substantial and vital safety and training programs developed with our industry. All new products and marketing efforts, and any change in safety rules or procedures, are carefully checked and checked again before being rolled out.

Any briefing on our industry should begin with our largest market, residential. PERC strengthened its relationships with such makers of residential appliances and equipment as Kohler, Generac, Rinnai, and Yanmar America to name just a few.

Our residential efforts are coalescing around the Propane Energy Pod, a model for new home construction that merges five propane applications — space heating, water heating, cooking, fireplaces, and clothes drying — into an integrated, whole-home energy package.

The energy pod is linked to a website, classes, and an interactive online tool that is used by construction professionals and marketers.

The residential market was affected beginning in December when record cold temperatures, low inventory because of heavy grain-drying usage, and increased propane exports made propane hard to come by in some places and drove a temporary surge in prices all along the supply chain. The supply and distribution problems occurred despite the great growth in propane supply in recent years.

We cannot allow these challenges to slow down our residential programs. As 2013 gave way to 2014, PERC helped propane marketers and their customers make sense of the events of an unusually challenging winter. PERC also served as a resource for the National Propane Gas Association and others

as they coordinated with government officials, railroads, and pipeline operators to make sure that propane has its rightful place in the fuel transportation infrastructure.

The work reminds us of the necessity of growing markets so propane is in demand year round, not just the cold months.

One aspect of that is developing new products and convincing users of their value. We do that with programs that offer a financial incentive to the purchaser of propane technology in return for usage data on the product. The information helps PERC and its manufacturing partners identify training needs, among other things.

In commercial landscaping, the mower incentive has helped to make propane a leading alternative fuel. More than 1,000 mower fleets in 39 states used the incentive to purchase a new propane-powered mower, or convert an existing mower to propane. By year's end there were 16 mower manufacturers offering propane models.

In June, the National Park Service began using them on the National Mall in Washington, D.C., generating national media coverage. A typical story noted that the

LETTER FROM THE CHAIRWOMAN & THE PRESIDENT



propane mowers “are about 25 percent more fuel efficient and will reduce greenhouse gas emissions by 50 percent” compared with standard commercial mowers.

In the farming sector, more than 200 producers saved more than \$600,000 by using the Propane Farm Incentive Program, buying mainly irrigation engines.

Propane autogas saw success in 2013 as fleets took to alternative fuels. The satellite television firm DirectTV announced it would expand its fleet of 77 propane-autogas-powered Ford E-250 service vans. Meanwhile, hundreds of local governments and firms operating school buses, cabs, shuttle vans, and delivery, maintenance, and service vehicles invested in propane autogas.

In the safety area, PERC took the lead in creating training materials for new rules on railcar product transfers, mobile crane

safety, and chemical labeling. Programs were launched on personal safety in our industry, propane autogas repair and maintenance facility requirements, and dispensing propane autogas. We also assisted in the publication of a Spanish-language version of the essential Dispensing Propane Safely program, and the 2014 NFPA 58 LP-Gas Code Handbook.

The safety team also held several Industry Responders’ Conferences last year. These two-day sessions consistently receive great reviews from propane professionals and emergency responders, and lead to networking among these groups.

Under training, we re-launched the Marketer Technology and Sales Training [MTST] program, holding 40 seminars for more than 750 students. The seminars offer a full day of training on propane technology and sales techniques.

Communications are part and parcel of all of PERC’s growth efforts. PERC promoted its Propane MaRC website that offered safety, training, and marketing collateral.

The Thought Leadership campaign encompasses much of PERC’s outreach to media of all shapes and sizes. PERC executives conducted dozens of interviews with trade outlets in our target sectors, and there were a series of interviews with radio stations across the country covering issues specific to that locale.

Last year was a busy one for PERC. We aggressively sought to build awareness and market share, and our safety and training efforts are arguably among the best among national industry associations. We plan to continue those efforts as our industry’s product increasingly becomes a year-round fuel.

THANK YOU FOR YOUR SUPPORT.



PAULA WILSON
AmeriGas
Chairwoman



ROY W. WILLIS
Propane Education & Research Council
President & CEO

COUNCIL OFFICERS & MEMBERS

TROY ANDREWS

Aux Sable Midstream
Tulsa, Okla.

MICHAEL E. BARNES

Vice-Chair, Producers
BP Energy Co.
Houston, Tex.

ROBERT BARRY

Treasurer
Bergquist Inc.
Toledo, Ohio

SHARON BEEMER

DCP Midstream
Houston, Tex.

ERIC BENSON

JS West & Co.
Modesto, Calif.

EUGENE BISSELL

Gladwyne, Pa.

STEVEN BRECKON

Lone Star NGL
Houston, Tex.

ROBERT CHALMERS

JP Energy Partners
Irving, Tex.

DREW COMBS

CHS Inc.
Inver Grove Heights, Minn.

GREGG DIGHERO

EnCana Oil and Gas USA Inc.
Denver, Colo.

ROXANNE FOWLES

MarkWest Energy Partners LP
Friendswood, Tex.

SAM HAWLEY

Enterprise Products Operating LLC
Houston, Tex.

GERRY MISEL

Georgia Gas Distributors
Sandy Springs, Ga.

DAVID REGAN

Targa Resources Inc.
Houston, Tex.

DOUGLAS RINKE

Columbia, Mo.

MICHAEL SHEEHAN

Sheehan's Gas Co.
Bird Island, Minn.

JOHN SIMCOX

Secretary
Thompson Gas & Electric Service
Mechanicsburg, Pa.

THOMAS VAN BUREN

Vice Chairman, Marketers
Ferrell North America
Overland Park, Kans.

RICHARD WILLIAMS

Suburban Propane Partners LP
Whippany, N.J.

PAULA WILSON

Chairwoman
AmeriGas
King of Prussia, Pa.

DAVID WISEMAN

Williams Energy Resources LLC
Tulsa, Okla.

EXECUTIVE MANAGEMENT TEAM

ROY W. WILLIS

President and Chief Executive Officer

TUCKER PERKINS

Chief Business Development Officer

KAY HOWELL

Chief Information Officer

JAMES HARRIS

*Chief Financial Officer and Vice President
of Administration*

STAFF

INGRID BECHARD

Deputy Communications Director

ASHLEY BENTZ

Programs Analyst

TAMEKA BIAS

IT Analyst

SARAH EWING

*Executive Assistant to the Chief Business
Development Officer*

STUART FLATOW

Vice President, Safety and Training

COURTNEY GENDRON

Certified Employee Training Program Manager

RACHEL GREENBERG

Market Research Analyst

MARISSA GRIBB

Office Assistant

DAVID HARRIS

Web Architect

PATRICK HYLAND

Director of Industry Programs

JOHN L. KERKES

Senior Contracts Manager and Counsel

GREGORY KERR

Director of Research and Development

BRIDGET KIDD

Director of Residential and Commercial Programs

ANNA W. LOMBARDO

Meetings Manager

JESSE MARCUS

Projects Manager

EMILY MCCOMAS

Communications Manager

J.J. MCCOY

Editorial and Publications Manager

GINNA MOSELEY

Projects Coordinator

CINCH MUNSON

Director of Agriculture Business Development

KRISTEN RICE

Projects Manager

THERESA RYAN

*Office Manager/Executive Assistant to the President
and Chief Executive Officer*

MICHAEL TAYLOR

Director of Autogas Business Development

JAHNISSI TIRADO

Projects Coordinator

AMBROSE WALKER

Database Manager

GREGG WALKER

Director of Communications

GRACE WILLIS

Process Manager

JEREMY WISHART

Senior Programs Manager



The Council's growing investment in the development of new propane-fueled products has made it an incubator of technology that helps Americans save money and cut emissions while contributing to the nation's energy security.

One new product developed with PERC funding is designed to help propane marketers save money, too: a bobtail that runs on propane autogas. The product of a partnership of Freightliner Custom Chassis Corp., Powertrain Integration, and CleanFuel USA, the Freightliner S2G bobtail was undergoing field-testing in the hands of propane companies as 2013 drew to a close. The S2G propane chassis, which delivers power and performance, is also used in the new C-class bus from Thomas Built Buses.

In March 2013, Dish Network announced the addition of 200 Roush CleanTech propane autogas-fueled Ford E-250 cargo vans to its company fleet, citing four advantages of autogas over other alternative fuels: cost savings, national availability of a domestic fuel, on-site fueling benefits, and OEM choices that meet service requirements.

The satellite-TV company expected its new propane-autogas-powered vehicles to lower carbon dioxide emissions by 12.5 million pounds compared with gas-powered counterparts over the lifetime of the fleet's operation. Dish Network's new alternative fuel vehicles are intended to support residential and commercial customer service in Atlanta, Chicago, Detroit, Los Angeles, and San Francisco.

In June, the National Mall and Memorial Parks fired up the engines on its first alternative-fuel lawn mowers after a donation from PERC of six Exmark Lazer Z S-Series mowers with Kohler Command Pro Propane EFI engines — a technology that was developed and commercialized through PERC funding. In total, PERC's donation amounted to about \$70,000 in equipment.

In the Midwest, the transportation provider for the public schools in Omaha, Neb., took delivery in 2013 on more than 400 buses that run on propane autogas. At year's end school officials remained thrilled with the performance and reliability of the buses. On bitterly cold mornings, when diesel buses

can be hard to start and even harder to warm up, Omaha's propane autogas buses fired up right away and were ready to go in no time.

The Council and its manufacturing partners continue to pursue opportunities in equipment that uses smaller engines. In November, Morbark and Vermeer separately showcased dual-fuel brush chipper models at the Tree Care Industry Expo '13 in Charlotte, N.C. Each chipper could consume an estimated 1,000 to 2,000 gallons of propane annually. The Vermeer chipper features a 3-Liter engine from Power Solutions International, developed with funding from the Propane Education & Research Council. The chippers are marketed to local governments and the landscape industry.

In December, the Council approved funding for the development of an 8.8-Liter propane-powered engine that shows promise in both on-road and off-road sectors. Other research and development projects funded during 2013 included an effort build and test a propane-powered heat-pump air-conditioner that could be suitable for residential and light commercial applications and a demonstration project featuring a high-efficiency water heater.

SAFETY

CONSUMER SAFETY IN 2013

3,132

CONSUMER SAFETY
ORDERS/DOWNLOADS

OF

104

DIFFERENT
PRODUCTS

BY

1,398

DIFFERENT
COMPANIES

PLUS
7 NEW
PRODUCT ADDITIONS
IN 2013



A top priority of the Propane Education & Research Council is making sure that propane companies have resources that teach customers how to use propane safely.

These resources include electronic customer safety modules, booklets, brochures, and downloadable newsletters on topics such as carbon monoxide safety, recognizing the smell of propane, weather-related emergencies, and small cylinder safety. All of the products are available from the Propane Marketer Resource Catalog. Online at propanemarc.com. In 2013 about 1,400 distinct propane companies downloaded or ordered 104 different consumer-safety products, with a total of 3,132 product orders.

A propane safety website for children at propanekids.com is another popular tool that marketers can use to share important safety information with customers and their families. The site features games and activities, lesson plans for teachers, and informational materials to use at home. There are also downloadable resources for marketers to distribute safety material by email, by standard mail, and at community events.

As a way to engage customers, marketers have the option to customize propane safety modules with a company logo, contact information, and a brief message. These resources can then be easily emailed to customers and posted on company websites. The Consumer E-learning Custom Module Center, available through propanecouncil.org, can supplement a marketer's safety and

duty-to-warn program while providing a concise brand message.

In 2013, a new brochure covering safety procedures at propane autogas repair and maintenance shops is available on the Propane MaRC from the Propane Education & Research Council. The Propane Autogas Repair and Maintenance Facility Requirements guide helps mechanics as they work on the growing number of vehicles powered by autogas. The free brochure addresses garage ventilation, gas detection, ignition, possible facility modifications, and offers a list of helpful websites.

Like Council's training resources, PERC safety materials are developed by industry professionals. The Safety and Training Working Group of the Council's Advisory Committee works with marketers, the National Propane Gas Association, and state propane gas associations to provide leadership, vision, and resources for ongoing safety and training efforts. Produced under the working group's supervision, PERC safety materials for consumers on the safe handling of propane help make a safe fuel safer.



The Council's commitment to workforce training remains steadfast. At the core of the of the program is the Certified Employee Training Program (CETP), which is used by propane marketers nationwide.

CETP E-Learning, an interactive computer-based course that is available on DVD, can be used as a standalone training piece or as a supplement to traditional classroom instruction. E-learning modules cover basic principles, cylinder delivery, bobtail and transport operations, vapor distribution systems, and more.

At PERC, training goes beyond the propane workforce. Especially important are training programs designed to support the widespread adoption of new appliances, equipment, and vehicles that run on propane.

For instance, the accelerating growth in fleet adoption of propane autogas is spurring the need for a better trained and more sophisticated fleet staff. One priority is to expand the pool of qualified service managers and technicians to work on the autogas engines and ensure they keep running at their optimum level. That's why PERC invested in 2013 in the Roush CleanTech Propane Autogas Fuel System Technical Training Program, an interactive online program for technicians.

The PERC Dispensing Propane Autogas training program is for fleet operators and their employees. It features an overview of propane autogas properties and the operations of autogas dispensers, a demonstration on using the dispenser, a performance test, and a program certificate of completion. The program includes an instructor guide, a PowerPoint presentation, and a reference card called How to Refuel a Vehicle with Autogas.

In 2013 PERC helped bring propane training to firefighters and other first responders at events in Texas, Oklahoma, and Georgia. The two-day events typically include live-fire demonstrations, classroom training, and propane autogas demonstrations with ride-and-drive activities.

As part of its ongoing program to bring propane training to construction professionals, PERC updated the Propane Technical Pocket Guide to include information and tips on propane installations for both residential and commercial building projects. It covers such propane topics for builders as determining the total load, vaporization rates, storage tank location and installation, site diagrams, and pipe and tube sizing. Also new for 2013 were an updated residential edition of the Build with Propane Guide and an edition of the Build with Propane Guide for construction pros who build or work on commercial properties.

PERC also does in-person training for construction professionals at selected trade shows. In 2013, when Philadelphia hosted the Greenbuild International Conference and Expo, bringing together more than 20,000 building professionals, PERC presented five training sessions that covered a variety of propane systems for both residential and commercial builders.

We're training commercial construction professionals online, too, at buildwithpropane.com and propanetrainingacademy.com. A new course for 2013, Propane Gas Systems: Considerations for Commercial Construction, explores how propane is used in six major interior applications: space heating, water heating, clothes drying, cooking, fireplaces, and dehumidification. The commercial construction market is an important one for our industry, and the success stories are inspiring. For instance, a 2013 case study explains how a YMCA in Sanford, Maine, is saving \$23,500 annually after installing a propane-fueled space and water heating system. Even better, the Y reduced its carbon dioxide emissions and can take advantage of a \$50,000 state incentive for using systems that cut pollutants.

VALUE

2013 PROPANE EDUCATION & RESEARCH COUNCIL FUND DISTRIBUTION



The Propane Education & Research Council puts a great value on its relationship with state organizations as the industry works to ensure the safe and efficient use of propane, while growing the market for this American-made fuel.

PERC operates two programs that distribute funds to state organizations so they can independently manage the programs to best meet their own needs.

The state rebate program awards to the state and regional councils and foundations 20 percent of the revenue that comes from the assessment levied on each gallon of propane gas at the point it is odorized or imported into the U.S. In 2013 the assessment was four-tenths of a cent per gallon.

The PERC Partnership with States program provides matching funds to states for programs that energize our collaborative efforts in safety, training, and research and development.

In 2013, PERC distributed over \$6.8 million to 221 programs in state rebate funds and \$1.4 million in Partnership with States funds, for a total of \$8.2 million.

Last year states could choose from eight non-restricted activities in the Partnership with States program: engine fuel road shows, on-road vehicle purchase rebates, demonstration vehicle data collection, commercial mower purchase rebates, external professional training, propane emergencies training program, consumer safety messages, and safe appliance installation rebates.

PERC also provides value is through its financial incentive programs that both encourage the purchase of qualified propane technology and gather data on the real-world use of the technology. In 2013 these programs — the Propane Farm Incentive Program, the Propane Mower Incentive Program, and the Propane Heat and Power Incentive Programs — addressed some of the propane industry's major segments.

In 2013 in the Propane Farm Incentive Program, PERC distributed more than \$627,000 in purchase incentives to 219 farmers who bought irrigation engines, grain dryers, and other equipment. In the mower program, more than 1,000 landscape contractors in 39 states took part and saved nearly \$650,000 on purchases of propane-powered mowers by the end of 2013. Meanwhile, the heat and power incentive is being recharged to better educate customers on such new products as hybrid light towers and combined heat and power units.

The PERC Marketer Resource Catalog, or Propane MaRC, provides the industry with a convenient way to access safety and training material, along with collateral that can help marketers build their business.

The Propane MaRC is available in a hard copy or online version and offers hundreds of case

studies, fact sheets, videos, ads, and a lot more, on the market sectors that are seeing growing use of propane. Year-after-year, the most sought after items are those related to safety and training for industry staff.

Also in the training area, PERC operated its Marketer Technology & Sales Training program. The full-day classes combine a focus on one major sector, like mowers, autogas, residential, and agricultural, with an intensive introduction to sales advice and techniques. The MTST team put on more than 40 seminars for 750 students across the country.

PERC continued in 2013 its Thought Leadership Campaign, with President and CEO Roy Willis serving as a leading voice for the industry with the goal of educating the public on propane's benefits, and positioning it as an alternative fuel to gasoline and diesel.

The most successful event under this rubric last year was Mowers on Mall, where PERC donated six propane-powered commercial mowers to the National Park Service for use on the National Mall in Washington, D.C. Roy was interviewed by trade and consumer media, and stories on the event ran nationally with coverage by hundreds of media outlets. The online stories saw millions of clicks with many readers learning of the benefits of using propane mowers for the first time.

LOOKING AHEAD



In 2014, the propane industry faces serious challenges: greater competition for energy transportation infrastructure including railcars and pipelines; rising propane exports; and negative media stories about propane deliverability problems and a temporary spike in both wholesale and retail propane prices.

America's propane producers make more than enough product to meet the domestic demand for propane; as a byproduct of natural gas processing, supplies have been increasing with the gas extraction of shale formations across the U.S. Yet it is in the interest of propane producers to export the fuel because it is more profitable and because there are no limits on exports at this time.

Facilities to export propane continue to be built while a large supply of natural gas and crude oil from the Bakken Formation put pressure on America's aging and outdated energy infrastructure. The Cochin Pipeline is also scheduled to stop transporting propane to carry instead light condensate from Illinois to Canada. This will reduce propane supplies coming to Minnesota, North Dakota, Indiana and Iowa. Those states will have to use other

means of transportation to get their propane supplies next winter.

To help our industry have more influence on infrastructure changes, the Propane Education & Research Council will focus on developing more applications for propane in irrigation, landscaping, combined heat and power, generators, and autogas. Having the ability to use propane all year-round will allow our industry to stay competitive and grow demand in the domestic propane market.

PERC will also use the national spotlight on our industry to do more outreach to state energy officials in 2014 to work together to make improvements to America's infrastructure and keep propane in the forefront as a great choice in alternative fuel.

As we work with manufacturers to develop new propane products, PERC plans to promote those partnerships and why propane is a strong business investment through a testimonial video series modeled on the popular Straight Talk videos, which feature testimony from fleet managers, landscape professionals, and others talking about the benefits of propane. The Straight Talk series will eventually include companies from off-road, on-road, residential, and commercial landscape markets.

The Council also plans to develop more tools that can help customers understand the business case for switching to clean propane technology from conventional fuels such as diesel and gasoline. And through it all we will devote considerable resources to supporting the widespread adoption of new products with safety and training programs.

2013 GRANTS

MISSION AREA	DOCKET#	TITLE	PARTNER	FUNDING AMOUNT
Agriculture	18256	Propane Farm Incentive Program	"Nexight Group LLC	\$735,263
Agriculture	19136	Irrigation Engine Market Development	Swanson Russell"	\$191,500
Agriculture	19179	Origin Engines 9.1L Industrial Engine	"Dunlap Group	\$100,000
Agriculture	19200	2014 Propane Farm Incentive Program	Eidson & Partners	\$895,600
Agriculture	19229	SRC 8.8L Industrial Engine	Western Propane Gas Association"	\$100,000
Commercial	16939	11RT Propane Packaged Engine Driven Heat Pump	Origin Engines	\$1,991,469
Engine Fuel	19014	CARB Certification Road Map 2013	Nexight Group LLC	\$60,000
Off Road	19054	PSI 8.8L Off Highway Engine Development	SRC Power Systems	\$1,038,800
Off Road	19180	Optimizing Operating Parameters for Propane Fueled Air Cooled Engines	"Blue Mountain Energy	\$135,000
Off Road	19190	2014 Off_Road Market Outreach	IntelliChoice Energy	\$995,000
Off Road	17443	Commercial Mower Dealer Demonstration Program	Oak Ridge National Laboratory"	\$788,900
Off Road	18160	Performance and Durability Validation of Propane-Diesel Dual-Fuel Retrofit System[DFRS]	Dunlap Group	\$80,000
On Road	18368	PSI Integration and Installation of 6.0L Bi-Phase System on AMP Workhorse Chassis	Power Solutions, Inc.	\$500,000
On Road	19035	8.0L Product Launch Support	Rochester Institute of Technology	\$355,705
On Road	19051	Propane Basics for Propane Autogas Vehicle Operators Brochure	"Swanson Russell	\$31,500
On Road	19073	Roush CleanTech Demonstrator Loaner Vehicle Program	The Sales Network"	\$100,000
On Road	19093	Development of Freightliner MT 45/55 with GM 6.0L	The Sales Network	\$385,000
On Road	19135	Autogas Aftermarket Support Strategy	California Clean Air Technologies, LLC	\$500,000
On Road	19169	NAFTC Autogas Training and Certification	Power Solutions, Inc.	\$112,000
On Road	19152	AFV Validation Study ð Phase I Feasibility Study	"Freightliner Custom Chassis Corporation	\$10,000
Operations	18304	2013 Advisory Committee and Program Support	Thomas Built Bus, Corp."	\$497,000
Operations	19155	Professional and Support Services	"Logica 3	\$237,900
Other	19013	Carbon Management Information Center Consortium 2013	Swanson Russell"	\$50,000
Other	18271	2013 Corporate Communications	Roush	\$2,384,735
Other	18282	Propane Marine Market Study	"CleanFUEL USA	\$30,900
Other	19176	Digital Assessment & Strategy Development	Freightliner Custom Chassis Corporation	\$36,000
Other	19227	Crisis Communications 2013	Powertrain Integration"	\$35,000
Propane Industry	18298	2012 API Survey and Report		\$177,382
Propane Industry	18299	2013 Propane Market Research Initiative	National Alternative Fuels Training Consortium	\$409,580
Propane Industry	19165	Update ðPropane Reduces Greenhouse Gas Emissions: A Comparative Analysisð	CarbonBLU	\$131,000
Propane Industry	15938	LPG Additive & Filter Effectiveness Studies		\$449,300
Propane Industry	18170	A Different Approach to Providing Protection from Vehicle Impact-Phase 2	"Consulting Solutions, LLC	\$154,600
Propane Industry	18246	2013 Marketer Technology and Sales Training	The Sales Network"	\$575,000
Propane Industry	18261	Industry Outreach 2013	Gas Technology Institute	\$286,000
Propane Industry	18306	2013 Partnership Agreement Between PERC, GPA and NPGA	"Hiltzik Strategies	\$1,369,500
Propane Industry	19139	PERC Websites Consolidation	Swanson Russell"	\$315,510
Propane Industry	19284	NYPGA Disaster/Emergency Management Plan	ICF International	\$25,000
Residential & Commercial	17181	Propane Heat and Power Incentive Program	ATomik Creative Solutions, Hanley Wood, Nexight Group LLC, Swanson Russell	
Residential & Commercial	19189	2014 Residential & Commercial Market Outreach	ATomik Creative Solutions, Hanley Wood, JG Energy Solutions, Newport Partners, Swanson Russell	
Residential & Commercial	19278	Cabinet Heater Technical Support	Sam McTier and Charlie Olds	\$48,800
Residential & Commercial	17449	YANMAR 5kW micro-CHP development and commercialization	YANMAR AMERICA CORPORATION	\$495,000

2013 GRANTS

MISSION AREA	DOCKET	TITLE	PARTNER	FUNDING AMOUNT
Safety & Training	16958	Curriculum Alignment and Textbook for 4.4: Appliance Service	Dashe & Thomson	\$806,628
Safety & Training	19016	Development of Safety Meetings Materials for Propane Marketers	Logica 3	\$35,400
Safety & Training	19071	2014 CETP Updates and Help Desk Support	Dashe & Thomson	\$87,905
Safety & Training	19075	2013 Propane Emergencies Project	Strategic Communications	\$98,000
Safety & Training	19170	Dispensing Propane Safely Program: Third Edition	Logica 3	\$127,600
Safety & Training	19177	Gas Check Update	Logica 3	\$179,750
Safety & Training	19213	Plant Operations E_Learning	Dashe & Thomson	\$259,830
Safety & Training	19214	Plant Emergency Response Guide	Dashe & Thomson	\$85,830
Safety & Training	19351	Modification of Chapter 11 of NFPA 58	"Steven E. Younis, P.E.,Inc., Parafour Innovations, LLC	\$92,830

2013 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
18292	2012 Colorado Propane Safety Coloring Book Program	Colorado PERC	CO	\$30,085.00		\$30,085.00
18293	2013 Colorado Safe Appliance Installation Rebates	Colorado PERC	CO	\$10,000.00	\$10,000.00	\$20,000.00
18294	2013 Colorado Fire Training	Colorado PERC	CO	\$45,200.00	\$45,200.00	\$90,400.00
18296	2013 Colorado Propane Tank Shut-off Safety Disk	Colorado PERC	CO	\$18,225.00		\$18,225.00
18342	2012 Somerset County Emergency Training	Pennsylvania Propane Foundation	PA	\$900.00	\$750.00	\$1,650.00
18343	2012 Butler County Community College Emergency Training	Pennsylvania Propane Foundation	PA	\$2,200.00	\$2,200.00	\$4,400.00
18344	2012 RF OHL Emergency Training	Pennsylvania Propane Foundation	PA	\$150.00	\$150.00	\$300.00
18349	2012/2013 Radio Campaign	Pennsylvania Propane Foundation	PA	\$34,375.00	\$34,375.00	\$68,750.00
18350	2012/2013 Website Maintenance	Pennsylvania Propane Foundation	PA	\$2,356.20		\$2,356.20
18351	2012/2013 Multi-Media Safety and Training Communications	Pennsylvania Propane Foundation	PA	\$19,800.00		\$19,800.00
18361	California Low-Emission Equipment Rebate 2013	Western PERC	CA	\$150,000.00		\$150,000.00
18371	Directors & Officers Insurance #10	Ohio PERC	OH	\$1,044.00		\$1,044.00
18373	Wisconsin Safety & Training, including CETP 2013	Wisconsin PERC	WI	\$210,000.00		\$210,000.00
18374	CETP Classroom Training 2013	South Dakota PERC	SD	\$130,000.00		\$130,000.00
18375	2013 Training Site Costs	Minnesota PEPSC	MN	\$60,763.00		\$60,763.00
18376	2013 Trainer Contract	Minnesota PEPSC	MN	\$79,000.00		\$79,000.00
18377	2013 Community College Scholarship Program - HVAC Students	New York PERC	NY	\$23,100.00	\$23,100.00	\$46,200.00
18378	2013 Community College Scholarship Program - Fire Sciences	New York PERC	NY	\$36,300.00	\$36,300.00	\$72,600.00
18379	2013 Emergency Response	New York PERC	NY	\$19,250.00	\$19,250.00	\$38,500.00
18380	2013 Statewide Safety and Training - Public Relations Services	New York PERC	NY	\$12,000.00		\$12,000.00
18381	2013 NYPGA Scholarship Program - Public Relations Services	New York PERC	NY	\$4,000.00		\$4,000.00
18382	2013 NYPGA CETP Classes	New York PERC	NY	\$121,000.00		\$121,000.00
18383	2012 CETP and Safety Refresher Classes	Iowa PERC	IA	\$110,000.00		\$110,000.00
18384	2013 District Meetings	Iowa PERC	IA	\$25,000.00		\$25,000.00
18385	2013 Propane Piping Classes	Iowa PERC	IA	\$12,500.00	\$12,500.00	\$25,000.00
18386	2013 Texas Propane Magazine	ProCOT	TX	\$45,902.00		\$45,902.00
18387	2013 Hawaii safety training	Interwest PERC	HI	\$79,570.00		\$79,570.00
18389	Propane Safety and Training 2013 - DE	Mid Atlantic PREF	DE	\$43,765.00		\$43,765.00
18390	Propane Safety and Training 2013 - MD	Mid Atlantic PREF	MD	\$87,527.00		\$87,527.00
18391	Consumer Safety Messaging 2013 - DE	Mid Atlantic PREF	DE	\$6,000.00	\$6,000.00	\$12,000.00
18392	Consumer Safety Messaging 2013 - MD	Mid Atlantic PREF	MD	\$12,500.00	\$12,500.00	\$25,000.00
18393	Engine Fuel Road Shows 2013 - DE	Mid Atlantic PREF	DE	\$7,937.00	\$2,187.00	\$10,124.00
18394	Engine Fuel Road Shows 2013 - MD	Mid Atlantic PREF	MD	\$2,188.00	\$2,188.00	\$4,376.00
18395	Commercial Mower Purchase/Conversion Data Collection - DE	Mid Atlantic PREF	DE	\$4,250.00	\$4,250.00	\$8,500.00
18396	Commercial Mower Purchase/Conversion Data Collection - MD	Mid Atlantic PREF	MD	\$8,250.00	\$8,250.00	\$16,500.00
18397	Mower & Vehicle Data Collection Program	Wisconsin PERC	WI	\$70,000.00	\$70,000.00	\$140,000.00
18399	2013 VAPGA Safe Appliance Installation Rebate Program	Virginia PREF	VA	\$12,500.00	\$12,500.00	\$25,000.00
18400	2013 VAPGA Commercial Mower Data Collection Program	Virginia PREF	VA	\$12,500.00	\$12,000.00	\$24,500.00
19000	2013 HBA Tradeshows	Louisiana Propane Foundation	LA	\$51,739.20		\$51,739.20
19001	2013 Propane Appliance Safe Installation Rebate Program	Kentucky PERC	KY	\$52,500.00	\$52,500.00	\$105,000.00
19002	On-Road Vehicle Purchase/Placement Data Collection	Mississippi PERC	MS	\$33,500.00	\$33,500.00	\$67,000.00
19003	2012 Nevada Educational Seminar Reimbursement	Interwest PERC	NV	\$8,205.52		\$8,205.52
19004	2013 Propane Training	West Virginia PERC	WV	\$45,000.00		\$45,000.00

2013 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
19005	2013 Nebraska Irrigation Engine Incentive Program	Nebraska PERC	NE	\$55,622.00	\$24,378.00	\$80,000.00
19006	Dispensing Propane Safely - Trade Show Booth	Wisconsin PERC	WI	\$1,084.00	\$1,084.00	\$2,168.00
19007	Foundation Trailer	North Carolina PERC	NC	\$6,500.00		\$6,500.00
19008	2010 Directors & Officers Insurance	New Jersey PERC	NJ	\$1,099.29		\$1,099.29
19009	Conversion of State Trucks to Propane & Data Collection	Mississippi PERC	MS	\$27,034.00	\$13,966.00	\$41,000.00
19011	Virginia Safety Training and Education 2013	Virginia PREF	VA	\$136,500.00	\$51,500.00	\$188,000.00
19015	Safety Spots on Miss State, Ole Miss, Miss Southern baseball	Mississippi PERC	MS	\$26,675.00		\$26,675.00
19017	Duty to Warn Project	Propane Council of Texas	TX	\$8,260.00		\$8,260.00
19018	Certified Employee Training Program - 2013	Kentucky PERC	KY	\$42,000.00		\$42,000.00
19022	MN Public Propane Refueling Safety Incentive Program	Minnesota PERC	MN	\$50,000.00		\$50,000.00
19024	Supplemental Funding - 17207 2011 Colorado Fire Training	Colorado PERC	CO	\$638.34		\$638.34
19025	Supplemental Funding - 17590 CO Dispensing Propane Safely	Colorado PERC	CO	\$1,112.59		\$1,112.59
19026	Educational Seminars 2012 CO NM Convention Reimbursement	Colorado PERC	CO	\$36,681.55		\$36,681.55
19027	MN Propane Industry Related Events Participation	Minnesota PERC	MN	\$17,500.00	\$17,500.00	\$35,000.00
19028	Reimbursement of PreAudit Fees	Iowa PERC	IA	\$670.00		\$670.00
19029	2013 Colorado Employee Training Program	Colorado PERC	CO	\$35,425.00		\$35,425.00
19033	Safety, CETP & Propane Fire Training - 2013	North Dakota PERC	ND	\$63,338.92		\$63,338.92
19039	2013 D&O Liability Insurance Reimbursement	Pennsylvania Propane Foundation	PA	\$1,329.00		\$1,329.00
19047	2013 Iowa Duty to Warn Project	Iowa PERC	IA	\$12,500.00	\$12,500.00	\$25,000.00
19050	Reimbursement - Colorado Consumer Safety Tips & Cookbook	Colorado PERC	CO	\$882.01		\$882.01
19055	VFEC Required Technical Training	New England Propane Foundation	New England	\$6,000.00		\$6,000.00
19056	2013 CETP Rebate Program	New England Propane Foundation	New England	\$50,000.00		\$50,000.00
19058	California Vehicle Certification Emissions Research	Western PERC	CA	\$119,000.00		\$119,000.00
19059	MTEC Propane Mower Promotion	New England Propane Foundation	New England	\$5,000.00		\$5,000.00
19060	California Propane Vehicle Data Collection 2012-13, part2	Western PERC	CA	\$25,000.00	\$25,000.00	\$50,000.00
19061	PGANE Emergency Response Projects 2013	New England Propane Foundation	New England	\$35,000.00		\$35,000.00
19062	2013 California Propane Forklift Safety Flip Chart	Western PERC	CA	\$10,000.00		\$10,000.00
19063	Autogas and Commercial Mower Project 2013	New England Propane Foundation	New England	\$15,000.00		\$15,000.00
19064	Technical Training Funding	New England Propane Foundation	New England	\$25,000.00		\$25,000.00
19065	PGANE Residential Propane Training	New England Propane Foundation	New England	\$10,000.00		\$10,000.00
19070	2013 Hawaii Safe Appliance Installation Rebates	Interwest PERC	HI	\$17,548.00	\$12,452.00	\$30,000.00
19074	California Propane Vehicle/Mower Demonstration Program 2013	Western PERC	CA	\$40,000.00	\$20,000.00	\$60,000.00
19076	2013 Colorado Autogas Project	Colorado PERC	CO	\$60,000.00		\$60,000.00
19081	Southeastern Convention 2013 Reimbursement	Iowa PERC	IA	\$512.88		\$512.88
19082	2012 Colorado Employee Training Program - Supplemental Funding	Colorado PERC	CO	\$1,943.62		\$1,943.62
19095	Colorado Demonstration Vehicle Data Collection	Colorado PERC	CO	\$61,890.00	\$6,610.00	\$68,500.00
19096	2013 Colorado Heavy Snowfall Safety Brochures	Colorado PERC	CO	\$29,036.43		\$29,036.43
19097	Safety Videos for Propane Safety Meeting Program	ProCOT	TX	\$35,400.00		\$35,400.00
19098	2013 Propane Web Services - Colorado	Colorado PERC	CO	\$500.00		\$500.00
19099	2013 Propane Web Services - Alaska	Interwest PERC	AK	\$125.00		\$125.00
19100	2013 Propane Web Services - Arizona	Interwest PERC	AZ	\$500.00		\$500.00

2013 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
19101	2013 Propane Web Services - Hawaii	Interwest PERC	HI	\$125.00		\$125.00
19102	2013 Propane Web Services - Idaho	Interwest PERC	ID	\$125.00		\$125.00
19103	2013 Propane Web Services - Montana	Interwest PERC	MT	\$125.00		\$125.00
19104	2013 Propane Web Services - New Mexico	Interwest PERC	NM	\$500.00		\$500.00
19105	2013 Propane Web Services - Nevada	Interwest PERC	NV	\$500.00		\$500.00
19106	2013 Propane Web Services - Oregon	Interwest PERC	OR	\$125.00		\$125.00
19107	2013 Training Program	Pennsylvania Propane Foundation	PA	\$77,000.00		\$77,000.00
19108	2013 Propane Web Services - Utah	Interwest PERC	UT	\$125.00		\$125.00
19109	2013 Southeast Propane Expo Reimbursement	Pennsylvania Propane Foundation	PA	\$1,129.26		\$1,129.26
19110	2013 Propane Web Services - Washington	Interwest PERC	WA	\$125.00		\$125.00
19111	2013 Propane Web Services - Wyoming	Interwest PERC	WY	\$125.00		\$125.00
19112	2013 Propane Web Services - Georgia	Georgia PERC	GA	\$500.00		\$500.00
19113	2013 Propane Web Services - Indiana	Indiana Propane Gas Foundation	IN	\$500.00		\$500.00
19114	2013 Propane Web Services - Iowa	Iowa PERC	IA	\$500.00		\$500.00
19115	2013 Propane Web Services - Missouri	MO-PERC	MO	\$500.00		\$500.00
19116	2013 Propane Web Services - Nebraska	Nebraska PERC	NE	\$500.00		\$500.00
19117	2013 Propane Web Services - New England	New England PERF	New England	\$500.00		\$500.00
19118	2013 Propane Web Services - New York	New York PERC	NY	\$500.00		\$500.00
19119	2013 Propane Web Services - Florida	Propane Education Foundation of Florida	FL	\$500.00		\$500.00
19120	2013 Propane Web Services - South Carolina	South Carolina PERC	SC	\$500.00		\$500.00
19121	2013 Propane Web Services - Western	Western PERC	CA	\$500.00		\$500.00
19122	2013 Propane Web Services - Wisconsin	Wisconsin PERC	WI	\$500.00		\$500.00
19124	2013 Propane Web Services - Alabama	Propane Education Foundation of Alabama	AL	\$500.00		\$500.00
19127	2013 PA Manufactured Housing Association Partnership	Pennsylvania Propane Foundation	PA	\$5,500.00	\$5,500.00	\$11,000.00
19128	2013 PA Plumbing Heating Cooling Contractors Partnership	Pennsylvania Propane Foundation	PA	\$2,200.00	\$2,200.00	\$4,400.00
19130	Duty to Warn Project	ProCOT	TX	\$62,141.75		\$62,141.75
19131	Propane Customer Newsletter	ProCOT	TX	\$46,728.00		\$46,728.00
19132	2014 Consumer Safety Tip & Recipe Calendar	ProCOT	TX	\$54,630.22		\$54,630.22
19133	2013 Emergency Response Training	Propane Council of Texas	TX	\$17,704.72		\$17,704.72
19134	Southeast Propane Convention 2013	South Dakota PERC Foundation	SD	\$1,313.45		\$1,313.45
19137	2012 Eddinger Propane Emergency Training	Pennsylvania Propane Foundation	PA	\$935.00	\$935.00	\$1,870.00
19138	2013 Alaska Safe Appliance Rebate Program	Interwest PERC	AK	\$5,617.00	\$5,383.00	\$11,000.00
19140	2013 Historical Records and Safety Literature Storage	South Carolina PERC	SC	\$1,350.00		\$1,350.00
19141	2013 Publication of SCPGA News Magazine	South Carolina PERC	SC	\$23,133.00		\$23,133.00
19142	2013 Duty to Warn Notification	South Carolina PERC	SC	\$6,000.00		\$6,000.00
19143	2013 CETP & Technical Training	South Carolina PERC	SC	\$46,500.00		\$46,500.00
19144	Supplemental 2013 VAPGA Commercial Mower Data Collection	Virginia PREF	VA	\$9,000.00	\$9,000.00	\$18,000.00
19145	Educational Seminars 2013 Virginia PGA Summer Meeting	Virginia PREF	VA	\$12,323.80		\$12,323.80
19146	2012 SCPGA / GPGA Convention Training Seminars	Georgia PERC	GA	\$7,109.52		\$7,109.52
19147	Safety Training for Georgia Propane Industry Workers	Georgia PERC	GA	\$61,500.00		\$61,500.00
19148	2013 SCPGA / GPGA Convention Training Seminars	Georgia PERC	GA	\$5,000.00		\$5,000.00
19149	Sunbelt Ag Expo 2013	Georgia PERC	GA	\$13,700.00		\$13,700.00

2013 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
19150	2011 & 2012 Tax Returns and 2011, 2012, 2013 insurance	Georgia PERC	GA	\$10,772.00		\$10,772.00
19151	2013 Emergency Response	Wisconsin PERC	WI	\$11,600.00	\$11,600.00	\$23,200.00
19153	Reimbursement of 2012 Audit Fees	Iowa PERC	IA	\$3,150.00		\$3,150.00
19154	2013 Nevada Safe Appliance Installation Program	Interwest PERC	NV	\$24,538.00	\$17,712.00	\$42,250.00
19156	2013 Propane Web Services - Virginia	Virginia PREF	VA	\$500.00		\$500.00
19157	2013 Propane Web Services - Tennessee	Tennessee PERC	TN	\$500.00		\$500.00
19158	Propane Safety Awareness Campaign 2013	Kansas PERC	KS	\$25,074.00	\$9,426.00	\$34,500.00
19159	Football Radio #17 - Consumer Safety Messaging	Ohio Propane Education & Research Council	OH	\$23,000.00	\$23,000.00	\$46,000.00
19160	Basketball radio #8	Ohio Propane Education & Research Council	OH	\$22,425.00	\$22,425.00	\$44,850.00
19161	Ohio News Network Radio Safety #2	Ohio Propane Education & Research Council	OH	\$46,345.00	\$46,345.00	\$92,690.00
19162	Emergency Responder Education Program #7	Ohio Propane Education & Research Council	OH	\$24,480.00	\$24,480.00	\$48,960.00
19166	Safe Use of Propane for Marine Use	New England Propane Foundation	New England	\$4,000.00		\$4,000.00
19167	Water Heater and Central Heating System Safe Installation Rebates	New England Propane Foundation	New England	\$125,000.00	\$74,009.00	\$199,009.00
19168	Training Seminars at 2013 SCPGA / GPGA Convention	South Carolina PERF	SC	\$3,650.00		\$3,650.00
19171	Louisiana Propane Road Show 2013	Louisiana Propane Foundation	LA	\$2,406.00	\$2,406.00	\$4,812.00
19173	School Bus Road Shows / Propane Village event 2013 - NC	North Carolina PERF	NC	\$3,382.00	\$3,382.00	\$6,764.00
19181	2013-14 Virginia Propane On-Road Vehicle Purchase/ Placement	Virginia PREF	VA	\$23,000.00	\$23,000.00	\$46,000.00
19183	Mower & Vehicle Data Collection Program	ProCOT	TX	\$79,060.00	\$79,060.00	\$158,120.00
19193	2013 Western Convention Reimbursement _California	Western PERC	CA	\$20,809.59		\$20,809.59
19195	2012 Colorado Commercial Mower Data Collection - Add'l Funds	Colorado PERC	CO	\$62,417.85		\$62,417.85
19198	Safe Installations of Appliances 2012-2013 Program	North Carolina PERF	NC	\$7,000.00	\$7,000.00	\$14,000.00
19203	Kansas State Fair Sponsorship 2013	Kansas PERC	KS	\$43,341.00		\$43,341.00
19204	2013-2014 Safe Installation of Water Heaters	Propane Education Foundation of Alabama	AL	\$35,402.00	\$32,098.00	\$67,500.00
19205	2013-2014 Regulator Rebate	Propane Education Foundation of Alabama	AL	\$17,800.00		\$17,800.00
19206	2013-2014 Commercial Mower Data Collection	Propane Education Foundation of Alabama	AL	\$18,700.00		\$18,700.00
19207	2013 Autogas Ad	New Jersey PERF	NJ	\$3,000.00		\$3,000.00
19209	2013 Safe Installation of Propane Appliances Program	Illinois PERC	IL	\$287,683.35		\$287,683.35
19210	Arkansas PGA 2013 Safety Projects	Arkansas PERC	AR	\$95,000.00		\$95,000.00
19211	NJPGA Booth at 2013 League of Municipalities Conference	New Jersey PERF	NJ	\$4,500.00	\$4,500.00	\$9,000.00
19212	Operating Expenses (Filing of IRS 990) - 2012	New Jersey PERF	NJ	\$3,000.00		\$3,000.00
19215	2013 New Mexico Training Classes	Interwest PERC	NM	\$145,805.00		\$145,805.00
19216	2013 New Mexico Hazmat & DOT Training Reimbursement	Interwest PERC	NM	\$6,770.32		\$6,770.32
19219	New Mexico Demonstration Vehicle Data Collection Reimburseme	Interwest PERC	NM	\$16,654.00	\$12,625.00	\$29,279.00
19223	13-14 Consumer Safety Radio Campaign	Natural Resources Education Foundation	OK	\$79,409.00	\$45,314.00	\$124,723.00
19224	Educational Training Facility	Iowa PERC	IA	\$143,000.00		\$143,000.00
19225	Dispensing Propane Safely - Trade Show Booth	Wisconsin PERC	WI	\$710.88	\$710.88	\$1,421.76
19228	WPGA /WPERC District Meetings 2013	Wisconsin PERC	WI	\$7,000.00		\$7,000.00
19230	Educational Training Facility	North Carolina PERF	NC	\$83,000.00		\$83,000.00
19231	SE Convention, Audit Fees, Property Taxes, Tax Prep Reimb.	North Carolina PERF	NC	\$6,000.00		\$6,000.00

2013 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
19232	Propane Safety Awareness Campaign 2013- 2014	Wisconsin PERC	WI	\$22,000.00	\$22,000.00	\$44,000.00
19244	Directors & Officers Insurance #11	Ohio PERC	OH	\$1,140.00		\$1,140.00
19249	Reimbursement for 2013 Leadership Summit	Louisiana Propane Gas Foundation	LA	\$983.69		\$983.69
19250	Foundation Admin 2014	New England Propane Foundation	New England	\$25,000.00		\$25,000.00
19251	2013 Propane Piping Classes - additional funding	Iowa PERC	IA	\$2,500.00		\$2,500.00
19252	Safe Installations of Appliances 2013-2014 Program	North Carolina PERF	NC	\$100,000.00	\$100,000.00	\$200,000.00
19253	NC Consumer Safety Education Project/Duty to Warn	North Carolina PERF	NC	\$10,000.00	\$10,000.00	\$20,000.00
19254	2014 External Professional Training	North Carolina PERF	NC	\$2,000.00	\$2,000.00	\$4,000.00
19261	Consumer Safety Radio Advertising	Louisiana Propane Gas Foundation	LA	\$19,587.18	\$19,412.82	\$39,000.00
19263	2013 Nevada Educational Seminar Reimbursement	Interwest PERC	NV	\$11,088.97		\$11,088.97
19264	2013 Nevada CETP Reimbursement	Interwest PERC	NV	\$21,186.82		\$21,186.82
19265	2013 Western Convention Reimbursement _Arizona	Interwest PERC	AZ	\$1,058.11		\$1,058.11
19266	2013 Western Convention Reimbursement _Nevada	Interwest PERC	NV	\$2,116.23		\$2,116.23
19271	2013 Western Convention Reimbursement _Oregon	Interwest PERC	OR	\$3,350.69		\$3,350.69
19273	2014 Statewide Safety Awareness and Intervention	New Jersey PERF	NJ	\$7,000.00		\$7,000.00
19276	Midwest Convention Expense Reimbursement 2013	Ohio PERC	OH	\$600.56		\$600.56
19279	2013/14 Training & Safety Package	North Carolina PERF	NC	\$136,000.00		\$136,000.00
19280	Propane Safety Awareness Campaign	Ohio Propane Education & Research Council	OH	\$1,170.14	\$828.00	\$1,998.14
19281	2013 Midwest Propane Gas Convention	Kentucky PERC	KY	\$814.95		\$814.95
19282	2013 Propane Appliance Safe Installation Rebate Program	Kentucky PERC	KY	\$1,266.00	\$1,266.00	\$2,532.00
19286	Tennessee Propane Gas Association Road Show 2013/2014	Tennessee Propane Education and Research Council	TN	\$4,675.00	\$4,675.00	\$9,350.00
19287	2013-14 Georgia Propane On-Road Vehicle Purchase/ Placement	Georgia PERC	GA	\$10,000.00	\$10,000.00	\$20,000.00
19288	Mower & Data Collection Incentive Program	Georgia PERC	GA	\$10,000.00	\$10,000.00	\$20,000.00
19289	Reimbursement for 2013 Leadership Summit	Iowa PERC	IA	\$863.46		\$863.46
19296	2014 Tri-State Meeting	New Jersey PERF	NJ	\$2,500.00		\$2,500.00
19297	2013 National PERC Leadership Summit	Kentucky PERC	KY	\$911.08		\$911.08
19298	2013 Leadership Summit Reimbursement	New England Propane Foundation	New England	\$609.01		\$609.01
19301	California Propane Emergency Response/HazMat Training 2014	Western PERC	CA	\$134,500.00		\$134,500.00
19302	California Training and Safety Ed. Consultant 2014	Western PERC	CA	\$85,000.00		\$85,000.00
19303	California Fuel Quality and Supply Consultant 2014	Western PERC	CA	\$30,000.00		\$30,000.00
19304	World Ag Expo 2014	Western PERC	CA	\$15,000.00		\$15,000.00
19305	California Certified Employee Training Program (CETP) 2014	Western PERC	CA	\$12,500.00		\$12,500.00
19306	California Low-Emission Equipment Rebate 2014	Western PERC	CA	\$100,000.00		\$100,000.00
19307	California Regulator Rebate 2014	Western PERC	CA	\$10,000.00		\$10,000.00
19308	California LIHEAP Consumer Safety Education Program 2014	Western PERC	CA	\$500.00	\$500.00	\$1,000.00
19309	California Propane Road Shows 2014	Western PERC	CA	\$2,500.00	\$2,500.00	\$5,000.00
19310	Western Propane Gas Association Fire School 2014	Western PERC	CA	\$7,500.00	\$7,500.00	\$15,000.00
19311	California Propane Forklift Safety Incentive Program 2014	Western PERC	CA	\$25,000.00		\$25,000.00
19314	California Commercial Mower Data Collection 2014	Western PERC	CA	\$5,000.00	\$5,000.00	\$10,000.00
19315	2013 Leadership Summit	Propane Education Foundation of Florida	FL	\$849.10		\$849.10
19318	Gas Safety Training Classes	Propane Education Foundation of Florida	FL	\$50,000.00		\$50,000.00

2013 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
19319	2014/2015 Safe Installations of Water Heaters Program	Propane Education Foundation of Florida	FL	\$200,000.00		\$200,000.00
19320	Florida Commercial Propane Mower Data Collection Program	Propane Education Foundation of Florida	FL	\$50,000.00		\$50,000.00
19322	2013-2014 Safe Installations of Propane Appliances Program	Georgia PERC	GA	\$35,000.00	\$10,264.00	\$45,264.00
19323	Dispensing Propane Safely - Trade Show Booth	Wisconsin PERC	WI	\$1,000.00	\$1,000.00	\$2,000.00
19324	2014 Community College Scholarship Program - HVAC [1]	New York PERC	NY	\$11,076.00	\$11,076.00	\$22,152.00
19325	2014 Community College Scholarship Program - Fire Sciences	New York PERC	NY	\$33,000.00	\$33,000.00	\$66,000.00
19327	Publication of NCPGA Magazine	North Carolina PERF	NC	\$18,000.00		\$18,000.00
19328	CETP Classroom Training 2014	South Dakota PERC	SD	\$130,000.00		\$130,000.00
19333	2014 Indiana Safety and Training Program	Indiana Propane Gas Foundation	IN	\$210,000.00	\$41,200.00	\$251,200.00
19336	External Professional Training Partnership 2014 - MD	Mid-Atlantic PREF	MD	\$10,695.00	\$10,695.00	\$21,390.00
19337	Wisconsin Safety & Training, including CETP 2013	Wisconsin PERC	WI	\$225,900.00		\$225,900.00
19342	2014 CETP and Safety Refresher Classes	Iowa PERC	IA	\$110,000.00		\$110,000.00
19343	Mower & Vehicle Data Collection and Technology Demonstration	Propane Council of Texas	TX	\$85,728.96	\$63,036.00	\$148,764.96
19344	2014 Propane Piping Classes	Iowa PERC	IA	\$12,500.00	\$12,500.00	\$25,000.00
19345	2014 Newsletter	Iowa PERC	IA	\$15,000.00		\$15,000.00
TOTAL				\$6,826,336.21	\$1,425,253.70	\$8,251,589.91

STATEMENTS OF FINANCIAL POSITION

December 31	2013	2012
ASSETS		
CURRENT ASSETS		
Cash & Cash Equivalents	\$999,738	\$935,456
Accounts Receivable	\$18,508	\$23,969
Investments, Current Portion	\$16,893,597	\$12,968,458
Assessments Receivable	\$5,222,000	\$4,200,383
Inventory, Net	\$574,273	\$665,960
Prepaid Expenses	\$364,191	\$355,336
TOTAL CURRENT ASSETS	\$24,072,307	\$19,149,562
PROPERTY & EQUIPMENT		
Office Equipment	\$34,696	\$31,653
Office Furniture	\$180,436	\$178,009
Computer Hardware & Software	\$4,317,504	\$3,969,489
Leasehold Improvements	\$321,912	\$321,912
Less: Accumulated Depreciation	[\$4,102,566]	[\$3,451,075]
TOTAL PROPERTY & EQUIPMENT, NET	\$751,982	\$1,049,988
OTHER ASSETS		
Other	\$282,405	\$224,511
Investments, Net of Current Portion	\$15,531,342	\$17,493,799
TOTAL OTHER ASSETS	\$15,813,747	\$17,718,310
TOTAL ASSETS	\$40,638,036	\$37,917,860

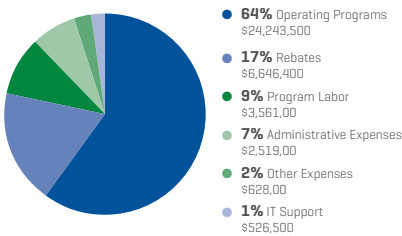
December 31	2013	2012
LIABILITIES & NET ASSETS		
CURRENT LIABILITIES		
Accrued Expenses	\$2,551,807	\$3,552,079
State Rebate Obligation	\$9,184,076	\$7,859,559
TOTAL CURRENT LIABILITIES	\$11,735,883	\$11,411,638
Deferred Rent	\$121,914	\$157,876
TOTAL LIABILITIES	\$11,857,797	\$11,569,514
NET ASSETS		
Undesignated	\$8,471,573	\$2,946,465
Designated	\$20,308,666	\$23,401,881
TOTAL NET ASSETS	\$28,780,239	\$26,348,346
TOTAL LIABILITIES & NET ASSETS	\$40,638,036	\$37,917,860

The Propane Education & Research Council's (PERC) 2012 and 2013 financial statements were audited and found in conformance with generally accepted accounting principles (GAAP) and an unqualified opinion was issued by Aronson LLC, of Rockville, Md. To request a copy of this report, contact PERC in writing at 1140 Connecticut Ave. NW, Suite 1075, Washington, DC 20036.

STATEMENTS OF ACTIVITIES & CHANGES IN NET ASSETS

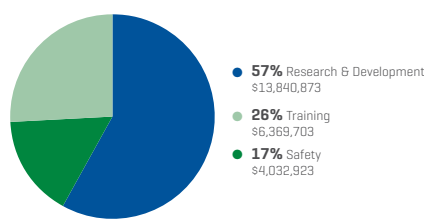
Years ended December 31	2013	2012
REVENUE		
Assessment Revenue	\$36,365,175	\$29,929,913
Less: State Rebates	[\$7,273,032]	[\$5,985,979]
Net Assessment Revenue	\$29,092,143	\$23,943,934
Investment Income	\$257,080	\$337,426
Fulfillment Sales	\$1,413,364	\$1,420,947
Less: Costs of Goods Sold	[\$1,323,429]	[\$1,423,910]
Net Fulfillment Income (Cost)	\$89,935	[\$2,963]
TOTAL REVENUE	\$29,439,158	\$24,278,397
EXPENSES		
PROGRAMS		
Residential & Commercial	\$4,218,815	\$4,027,651
Safety & Training	\$2,013,845	\$2,371,083
Research & Development	\$1,743,734	\$3,538,379
Engine Fuel	\$7,742,718	\$7,732,232
Industry	\$5,937,452	\$4,079,440
Agriculture	\$2,170,202	\$1,617,853
TOTAL PROGRAM EXPENSES	\$23,826,766	\$23,366,638
GENERAL & ADMINISTRATIVE		
Administrative Costs	\$2,390,210	\$2,553,515
Collection Costs	\$138,798	\$145,741
Depreciation	\$651,491	\$797,481
TOTAL GENERAL & ADMINISTRATIVE EXPENSES	\$3,180,499	\$3,496,737
TOTAL EXPENSES	\$27,007,265	\$26,863,375
Changes in Net Assets	\$2,431,893	[\$2,584,978]
NET ASSETS AT BEGINNING OF YEAR	\$26,348,346	\$28,933,324
NET ASSETS AT END OF YEAR	\$28,780,239	\$26,348,346

2014 OPERATING EXPENDITURE BUDGET



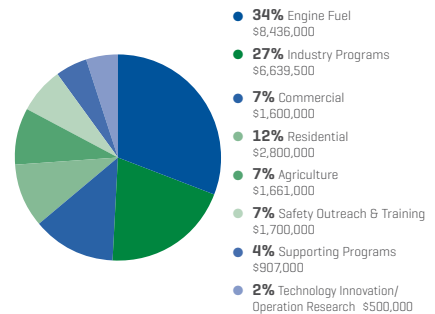
TOTAL \$38,124,400

2014 BUDGETED OPERATING PROGRAMS BY FUNCTION



TOTAL \$24,243,500

2014 BUDGETED OPERATING PROGRAMS INITIATIVES



TOTAL \$24,243,500

© 2014 by the Propane Education & Research Council

The Propane Education & Research Council was authorized by the U.S. Congress with the passage of Public Law 104-284, the Propane Education and Research Act [PERA], signed into law on October 11, 1996. The mission of the Propane Education & Research Council is to promote the safe, efficient use of odorized propane gas as a preferred energy source.



1140 Connecticut Ave. NW, Suite 1075 / Washington, DC 20036 / P 202-452-8975 / F 202-452-9054 / propanecouncil.org