

2017 ANNUAL REPORT



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LETTER FROM THE CHAIRMAN & THE PRESIDENT



We want to begin our annual letter acknowledging the many contributions of Roy Willis, PERC's president and CEO from its beginnings through his retirement in July 2017. Roy was an exceptional leader and friend. We remain grateful for his 20 years of dedicated service.

With the support of the Council, we spent the first four months visiting and listening to marketers, state executives, suppliers, and end users as we shape how PERC needs to evolve to meet the propane industry's rising expectations for market growth, transparency, and customer service.

Our work at PERC is guided by three tenets: we represent the interests of propane retailers, suppliers, and their customers; we must invest the industry's assessment dollars responsibly; and we need to collaborate with state, regional, and national propane associations as well as other industry allies to magnify our efforts to increase propane demand.

Together, we plan to develop regional strategies to address market growth, supply dynamics, and workforce recruitment and development. We think a regional approach will increase our effectiveness in these areas and provide more targeted messages to consumers about making the smart choice to use propane.

We have made major strides in how we communicate with retailers and the public about our work. Today, we are committed to getting even better at it. That's why we are preparing a more streamlined digital program centered on a single website: propane.com. And we're embracing cost-effective digital

platforms and processes that will allow us to give our audiences the information they want when they want it — without sending them email messages they don't want or need.

We are taking steps to make PERC resources in safety, training, and marketing easier to find, easier to use, and easier to incorporate into propane company programs. And we're stepping up our customer service. We want every marketer and propane organization in the country to feel confident reaching out to PERC staffers who can help propane marketers achieve their goals.

The staff is going into the field with propane marketers, riding in bobtails, making service calls with technicians, setting tanks, and shadowing customer service representatives. Getting to know propane professionals and observing their work firsthand is essential to better serving the propane industry and the public. It's equally important that propane professionals take part in our work. We hope every marketer will consider attending a PERC event, getting involved with one of our many project teams, or lending their expertise to the critical mission of our Advisory Committee.

We are excited to build on this new foundation and make 2018 our most successful year serving the propane industry. Please let us know how we are doing.

THANK YOU FOR YOUR SUPPORT.



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Immediate Past Chairman



TUCKER PERKINS
Propane Education & Research Council
President & CEO

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PAULA WILSON

Director of Industry Engagement

GRACE WILLIS

Director of Strategic Operations

JEREMY WISHART

Director of Off-Road Business Development

RESEARCH & DEVELOPMENT

Study Proves Propane's Significant Emissions Advantages.

Emissions standards are becoming more stringent, every year. It's due in part to states and municipalities setting higher standards, but also to ordinary people who just want a cleaner, healthier environment. While other fuels struggle to keep pace with these changes, propane is becoming more and more important as a clean, powerful fuel source for homes, businesses, fleets, and farms.

To show just how well propane stacks up against these other fuel sources in terms of emissions, the Propane Education & Research Council commissioned the Gas Technology Institute (GTI) to perform an emissions study. From August 2016 through January 2017, GTI reviewed the full-fuel-cycle energy consumption, greenhouse gas emissions (GHG), and criteria pollutant emissions (NOx, SOx) of targeted applications in key propane markets including residential applications, commercial buildings, transportation, off-road applications, and agriculture.

The results speak for themselves. GTI's study showed that propane-powered technologies offered significant reductions in GHG and criteria pollutants compared with other fuel sources, across a wide range of applications. Here are some highlights from the report.

RESIDENTIAL AND COMMERCIAL

Residential and commercial water heating are key markets where propane equipment offers marked energy and environmental benefits compared with electric or oil-powered water heating.

- Propane water heaters use less source energy and generate fewer GHG, NOx, and SOx emissions than conventional electric resistance water heaters.
- Compared with electric water heaters, propane water heaters have comparable source energy and GHG emissions with significant reductions in SOx.
- Compared with oil water heaters, propane water heaters have lower GHG emissions and significantly reduce NOx emissions.

Propane furnaces reduce GHG emissions by up to 50 percent compared with electric resistance heat for both residential and commercial space heating.

- Propane options have significantly fewer SOx emissions than both electric furnaces and electric heat pumps.
- Compared with heating oil furnaces, propane reduces NOx emissions by as much as 79 percent.
- Electric heat pumps generate over three times more SOx emissions compared with baseline propane furnaces.



RESEARCH & DEVELOPMENT

ON ROAD VEHICLES

Propane autogas vehicles offer significant advantages for fleets including economic benefits, reliable performance, onsite fueling, and reduced maintenance. Another benefit revealed in the report is that propane autogas produces significantly fewer emissions than conventional fuels.

- Compared with diesel, propane autogas vehicles have lower NOx emissions.
- Propane autogas school buses reduce NOx emissions by 5 to 15 percent compared with diesel. For Type C school buses, propane autogas have 6 percent fewer GHG emissions than diesel.
- Use of LPG Type A school buses in place of gasoline reduces source energy use by 18 percent, along with 12 percent fewer GHG emissions, 15 percent fewer NOx emissions, and 37 percent SOx emissions.
- Compared with gasoline, propane autogas light-duty vehicles reduce source energy use by 18 percent, along with 12 percent fewer GHG emissions, 5 percent fewer NOx emissions, and 37 percent fewer SOx emissions.

AGRICULTURE

The agriculture industry has long been a champion of propane due to its power and portability. As emissions standards for ag applications become more stringent, propane can take on a more prominent role.

- Propane irrigation engines have 8 percent lower GHG and 9 percent lower NOx emissions compared with diesel.
- Compared with gasoline, propane irrigation engines reduce source energy use by 21 percent, along with 18 percent fewer GHG emissions, 20 percent fewer NOx emissions, and 17 percent fewer SOx emissions.
- Electric irrigation engines have more than three times higher SOx emissions than propane irrigation engines.

OFF-ROAD AND MATERIAL HANDLING

Greater productivity and ease of refueling will still be strong messages for the off road market. These results show that emissions messages, like lower source energy use are just as strong.

- Propane commercial lawn mowers reduce source energy use by 20 percent, with 17 percent lower GHG, 19 percent lower NOx, and 16 percent lower SOx emissions compared with gasoline.
- Propane forklifts reduce source energy use and all emissions by about 15 percent to 19 percent compared with gasoline forklifts.
- Compared with diesel, propane has about 4 percent lower GHG and 6 percent lower NOx emissions.
- Electric forklifts produce over four times higher SOx emissions compared with propane forklifts.

The results of GTI's study were so significant, PERC created infographics specific to each market to highlight the results, updated materials to reflect the new findings, and incorporated the updated numbers into new materials throughout 2017.



“More and more, business owners and homeowners are prioritizing efficiency and sustainability in their decisions,” said Jesse Marcus, PERC director of residential & commercial business development. “The data from this study reinforces propane’s use as a relevant and progressive energy solution.”

SAFETY & TRAINING

Safety isn't a sometimes thing. In the propane industry, safety is top of mind every day. To promote the safe use of propane in 2017, PERC released six new consumer safety videos, new training for propane autogas technicians, and a new course on propane cylinder requalification.

CONSUMER SAFETY VIDEO SERIES

"Can I convert an appliance to propane?" "What's the safest way to transport propane?" "How do I shut off my tank if I smell gas?" These are some of the most common questions propane users ask. Now they're addressed in a series of informative videos produced by PERC and available on YouTube and Propane.com.

The Consumer Safety Video Series covers topics every propane user should know, including what to do if you suspect a leak, leaving propane conversions to professionals, inspections, safe handling and transportation of propane, how to read a tank gauge, and how to turn a tank off. These are valuable tools everyone from propane marketers and state executives, to plumbers, HVAC professionals, and instructors can share with homeowners.

PROPANE AUTOGAS TECHNICIAN TRAINING

If we want more propane in the marketplace, we have to support the education and training of more propane proficient professionals. Propane autogas is no exception to that rule. So in 2017, PERC partnered with the National Alternative Fuels Training Consortium (NAFTC) to develop and provide Propane Autogas Vehicle Technician Training nationwide.

There was a need for qualified technicians who can adapt, service, and maintain propane autogas fuel systems. With this new training, PERC and NAFTC can give automotive service technicians the in-depth knowledge they need to service and maintain propane autogas-powered vehicles.

THE PROPANE CYLINDER REQUALIFICATION PROGRAM

Propane cylinders are one of the most common ways that users experience propane, and they can be found everywhere from gas stations to professional landscape companies. Prior to refilling cylinders, they must be inspected. Part of that process is identifying cylinders that are due for requalification before they can be returned to service.

In 2017, PERC created the Propane Cylinder Requalification Program to provide anyone inspecting cylinders with the most current information, practices, and procedures to safely and efficiently perform DOT cylinder requalification. The course, which includes a textbook, PowerPoint presentation, and videos, explains properties of propane, the different types of DOT cylinders requiring requalification, and in-depth procedures for requalifying cylinders. The course can be downloaded from PropaneCouncil.org.



MARKET OUTREACH

PERC is proud to work closely with state and regional propane gas associations from coast to coast. In 2017, PERC partnered with state associations to promote projects across multiple industries.

THE PROPANE INDUSTRY

Propane Responds After Houston Hurricane

PERC served as a clearinghouse for some of the top feel-good stories of 2017. One of them was the way propane delivered in the aftermath of big storms like Hurricane Harvey, in Texas.

Operation BBQ Relief, for instance, served more than 25,000 meals a day in downtown Houston — and propane helped make it happen. CEO Stan Hays told PERC that his group used 133 propane cylinders to power eight commercial smokers and other cooking equipment in the heart of Houston to feed emergency workers and displaced Houstonians.

Mobile kitchens running on propane fed thousands of people at HEB grocery store locations in some of the hardest-hit areas, like Rockport, Texas, where residents were without power for weeks.

And propane delivers more than hot food in an emergency, as we were reminded after Harvey. When the Spring Fire Department near Houston lost power, they turned to a local propane marketer for help. The company quickly installed two cylinders with remote monitors to help make sure the fire department could continue around-the-clock operations.

WORKING WITH STATES

\$8.7 MILLION TO 263 PROGRAMS
IN STATE REBATE FUNDS + **\$1.7 MILLION** IN PARTNERSHIP
WITH STATES FUNDS = **\$10.5 MILLION**
TOTAL

ON ROAD

Propane Autogas Refueling E-Newsletter Launches in 2017

PERC launched The Autogas Refuel in February, 2017. This is an e-newsletter for transportation professionals interested in propane autogas. The quarterly news digest delivers the most current information to propane autogas public and private transportation fleets.

“We take only the most important must-have news and information, and package it in an easy-to-consume format every quarter,” said Michael Taylor, director of autogas business development for PERC. “The Autogas Refuel has material relevant to fleet owners and managers, whether they currently have propane autogas vehicles in their fleet or if they’re just now considering transitioning their vehicles.”

Back To School Campaign Stresses Safety

For the second year, PERC was excited to have Jenna Bush Hager as the spokesperson for the 2017 Back To School campaign for propane autogas school buses. As a mother of two, “Today” show correspondent, and former teacher, Hager was the perfect choice to speak to parents and educators about how propane autogas buses reduce emissions, increase student safety with noticeably quieter engines, and have the lowest total cost-of-ownership.

In addition to editor events with Jenna in New York City, PERC also partnered with AdoptAClassroom.org, to donate funds to teachers at Elk Grove Unified School District in Sacramento, CA, and Humble Independent School District near Houston, TX. Both events were used to drive exposure for propane autogas buses.



MARKET OUTREACH

RESIDENTIAL/COMMERCIAL

Pull the Plug Campaign Gets Important Updates

Water heaters are one of the hardest working appliances in a home, so upgrading to the performance and efficiency of a propane-powered water heater can make a significant impact for homeowners.

That's the message behind PERC's Pull the Plug on Electric Water Heaters campaign, now in its fourth year. The campaign educates plumbers, builders, remodelers, and homeowners about replacing old, inefficient electric water heaters with high-efficiency propane models.

To give the Pull the Plug campaign a boost for 2017, KnowYourWaterHeater.com — a microsite that plumbers and construction pros can share with homeowners — was updated with new information and new graphics. A video explaining the benefits of getting customers to make the switch to propane was also added to the site.

KnowYourWaterHeater.com is also the home of a quiz that homeowners can take to learn how much life is left in their old water heaters: information they can share on Facebook and Twitter. In 2017 alone, more than 2,500 took the "How Well Do You Know Your Water Heater" quiz.

"Propane-powered water heaters deliver performance that's really second to none," said Jesse Marcus, PERC director of residential & commercial business development. "By getting more of these high-efficiency units into homes, we're helping homeowners save money and reduce their carbon footprint, we're developing better relationships with plumbers, construction professionals, and realtors, and we're helping our marketers grow their residential gallons. The Pull the Plug on Electric Water Heaters campaign is a huge part of that effort."

Training A New Generation Of Propane Professionals

Getting more propane appliances into homes will require more propane-qualified professionals. To help create more plumbing and HVAC professionals who are comfortable working with the fuel, PERC developed a training course: *Overview of Propane Distribution Systems for HVAC and Plumbing Professionals*.

Designed as a turnkey course for plumbing and HVAC instructors, the eight-hour block of curriculum covers all the fundamentals of working with propane, from installation through final tests and checks. To make the training as effective as possible, the course includes five videos to illustrate important principles, a PowerPoint presentation, instructor guide, and quizzes.

A special Train the Trainer event at Rinnai's facilities in Peachtree City, Georgia was the prize in a contest sponsored by PERC for plumbing and HVAC instructors. Just under 20 instructors from around the country were chosen from more than 100 entries to attend this special event where they were shown how to teach *Overview of Propane Distribution Systems for HVAC and Plumbing Professionals*.

"The more students know about propane, the more they'll feel comfortable working with propane," said Kevin Livingston, an instructor from Columbus, Georgia. "This curriculum is very thorough, and I think I've learned about everything."



MARKET OUTREACH



OFF-ROAD

The Cut, A New Landscape Industry E-Newsletter Launches

To speak directly to landscape contractors and lawn care professionals interested in propane commercial mowers, PERC created *The Cut*, an e-newsletter tailored specifically to this unique audience. This quarterly digest provides the latest news, information, and tips designed to help landscape professionals maximize their experience with propane, whether they are a private contractor, public agency, or outdoor power equipment dealer.

“We know how busy those who make their living in the commercial landscape industry are, so only the most useful news and information makes *The Cut* each issue,” said Jeremy Wishart, deputy director of business development for PERC. “Whether readers currently operate a commercial propane mower fleet or simply want to learn more about how propane equipment can lower fuel costs and increase productivity, *The Cut* will deliver.”

Miami-Dade County Wins PERC’s First Green Leadership City Award

The Miami-Dade County Parks, Recreation, & Open Spaces Department was the first-ever winner of PERC’s Green Leadership City Award. PERC created the award to encourage more municipalities, counties, and public agencies to become aware of the benefits of switching to propane-powered mowing equipment — including reduced greenhouse gas, NOx, and SOx emissions; increased productivity; and lower fuel costs.

“Using propane mowers has allowed our department to set a new standard of environmental stewardship for our community,” said Miami-Dade Parks Director Maria I. Nardi. “The financial benefits we’ve enjoyed because of lower fuel costs and an increase in crew productivity while operating with propane is just icing on the cake.”

Miami-Dade County Parks, Recreation, & Open Spaces began using propane mowers in 2008 and now runs 95 percent of its fleet on propane. As part of the award designation, PERC donated \$5,000 to the Parks Foundation of Miami-Dade.



MARKET OUTREACH

AGRICULTURE

PERC Kicks off the Propane Can Do That Campaign

To showcase the can-do nature of propane and the farmers who rely on it every day, PERC launched the Propane Can Do That campaign in 2017. The campaign, which included a new microsite, regionally targeted print ads, and digital advertising, highlights the experience of real producers using propane in a wide range of applications.

“Our research revealed that to a lot of farmers, propane was an old fuel, that powered antiquated technology,” said Cinch Munson, senior vice president of business development at PERC. “We created to this campaign to prove to them that not only is propane powering some of the most cutting-edge technology in the field, its low emissions, portability, and other advantages make it the farm fuel of the future.”

PERC, Origin Partner On High-Efficiency Propane Irrigation Engines

Origin Engines released new 5.7- and 6.2- liter propane-powered engines, EPA-certified and optimized for industrial applications like irrigation and power generation. PERC invested in the research and development of the new engines by providing industry expertise and financial support through the research, development, and testing process for the new technology.

“Propane is an excellent fuel choice for irrigation engines because it is more stable, accessible, consistent, and environmentally friendly when compared to electricity or diesel,” said Munson. “These advantages, combined with the optimal efficiency of new propane engine technology, provide several benefits to farmers. If they’re wondering what propane can do to benefit their operation, these engines are a very good example.”

Three Grain Dryer Manufacturers Team Up With PERC On New Tech

To help ag producers increase fuel efficiency and savings, PERC partnered with three different agricultural companies to develop new fuel-efficient grain drying technologies released in 2017.

PERC invested in the research and development of GSI’s heat reclamation system, Mathews Company’s redesigned Legacy Series grain dryers, and Sukup Manufacturing Co.’s new burner design. PERC provided industry expertise and financial support through the research, development, and testing process for the new technologies.

“By working with leading agricultural manufacturers to advance efficient grain drying technologies, we can help ensure that farmers operate as cost-effectively as possible,” said Cinch Munson.



“Propane is an excellent fuel choice for irrigation engines because it is more stable, accessible, consistent, and environmentally friendly when compared to electricity or diesel.”

– CINCH MUNSON



2017 GRANTS

MISSION AREA	DOCKET#	TITLE	PARTNER	FUNDING AMOUNT
Agriculture	18126	Propane-Powered Tractor Proof of Concept Development	Fiat Industrial New Holland Agriculture/CNH	\$0 [Change Order]
Agriculture	20244	Propane Irrigation Engine Market Development, Phase 2	Eidson & Partners	\$0 [Change Order]
Autogas	20249	Department of Defense Autogas Program	National Center for Manufacturing Sciences Office of the Deputy Assistant Secretary of Defense	\$0 [Change Order]
Autogas	20492	Low Emission Autogas Refueling Equipment Replacement Program	None	\$0 [Change Order]
Propane Industry	20621	2016 CETP Maintenance	Dashe & Thomson	\$59,474
Propane Industry	20625	MTST Digital Training	GP Strategies	\$0 [Change Order]
Propane Industry	20636	Cylinder Requalification	Dashe & Thomson	\$25,000
Material Handling	20665	Ultra-low Emission Propane Fork Truck	Tecogen	\$0 [Change Order]
Autogas	20835	Low NOx Ford 6.8L Engine Development	Roush	\$0 [Change Order]
Autogas	20884	Propane Autogas Fuel Tank Purging and Decommissioning	National Alternative Fuels Training Consortium	\$0 [Change Order]
Autogas	20888	Propane Autogas Conversion, Repair	National Alternative Fuels Training Consortium	\$0 [Change Order]
Propane Industry	20890	Propane Greenhouse Gas and Criteria Pollutant Emissions Comparative Analysis	Gas Technology Institute	\$0 [Change Order]
Propane Industry	20893	In-Use Emissions and Performance Testing of Propane-Fueled Engines	WVU - CAFEE	\$199,200
Autogas	20905	High Efficiency, High Performance, Ultra-Low NOx Medium Duty Propane Engine	Cummins, Inc.	\$1,500,000
Autogas	20969	2017 Propane Autogas Marketing & Outreach Program	Swanson Russell	\$1,303,000
Off Road	20970	2017 Outdoor Power Equipment Outreach & Marketing	Swanson Russell	\$1,032,500
Material Handling	20971	2017 Material Handling Outreach & Marketing	Swanson Russell	\$470,000
Autogas	20972	2017 Propane Autogas Technician Training	National Alternative Fuels Training Consortium	\$101,296
Propane Industry	20973	2017 Marketer Technology & Sales Training	GP Strategies	\$700,000
Propane Industry	20975	2017 CETP Maintenance	Dashe & Thomson	\$96,846
Propane Industry	20976	2017 Safety & Training Blended Learning	ITS Consulting	\$143,000
Propane Industry	20977	2017 Partnership with States Program	None	\$1,500,000
Propane Industry	20978	2017 Industry Outreach	None	\$340,000 [Change Order]
Residential Consumer	20982	Development of Consumer Safety Videos	Swanson Russell	\$63,820
Agriculture	20983	2017 Agriculture Market Outreach Program	Swanson Russell	\$896,000
Agriculture	20987	2017 Propane Farm Incentive Program	None	\$300,000
Residential & Commercial	20988	2017 Residential & Commercial Market Outreach	Swanson Russell	\$1,809,800
Residential Consumer	20995	2017 Consumer Education Campaign	The Richards Group	\$8,240,000
Propane Industry	20997	2017 Corporate Communications	Swanson Russell	\$1,085,000
Operations & Program Support	21036	2017 Advisory Committee and Program Support		\$490,000
Propane Industry	21037	2016 API Survey and Report	American Petroleum Institute (API)	\$186,080
Propane Industry	21038	2017 Propane Market Research Initiative	ICF International	\$344,580

2017 GRANTS

MISSION AREA	DOCKET#	TITLE	PARTNER	FUNDING AMOUNT
Propane Industry	21039	2017 Partnership Agreement between PERC, GPA, and NPGA	Gas Processors Association National Propane Gas Association	\$1,394,500
Residential & Commercial	21043	Electric Heat Pump Backup Market Development Plan	Rinnai, First Company, NCPGA, North Carolina Propane Education and Research Foundation, and various NC propane marketers	\$0 [Change Order]
Operations & Program Support	21190	2017 Professional and Support Services	Consulting Solutions, LLC Spencil Hill Consulting	\$243,000
Residential & Commercial	21200	2017 Propane Energy Pod Builder Incentive Program	Swanson Russell	\$324,000 [Change Order]
Residential Consumer	21212	Updating Selected Consumer Safety/ Duty to Warn Materials	Logica 3	\$99,675
Propane Industry	21213	CETP NFPA 58 - 2017 Updates	Dashe & Thomson	\$65,000 [Change Order]
Propane Industry	21241	Propane Cost Calculator, Industrial Case Study, and Emissions Mapping	ICF International National Propane Gas Association	\$62,000
Propane Industry	21243	Carbon Management Information Center Consortium 2017	Gas Technology Institute	\$50,000
Propane Industry	21244	Usable Claims Handbook Update	Nexight Group LLC	\$50,000
Propane Industry	21257	Fuel Sampling Program - 2017	Southwest Research Institute	\$100,000
Off Road	21259	John Deere Gator HPX Propane Development [Phase 1]	LEHR	\$90,000 [Change Order]
Residential & Commercial	21261	Laboratory Evaluation of the M-Trigen Micro-Combined Cooling, Heating and Power System (mCCHP)	Gas Technology Institute	\$50,000
Residential & Commercial	21267	Commercialization of Thermally Driven Heat Pumps for Residential Space & Water Heating	Stone Mountain Technologies	\$75,000
Autogas	21309	Propane Autogas Retention Strategy	Schwan's Food	\$100,000
Off Road	21387	2017-2018 Mower Incentive Program	None	\$500,000
Propane Industry	21433	Propane Catalog (MaRC) Maintenance & Support 2017	None	\$225,872
Propane Industry	21494	Propane Inventory Trends Analysis 2017-2020	IHS Markit	\$99,000

2017 REBATES

DOCKET	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21251	2017 Alaska On-Road Autogas Incentives	Pacific PERF	AK	\$5,000.00	\$2,000.00	\$7,000.00
21346	2016 & 2017 Propane Web Services - Alaska	Pacific PERF	AK	\$250.00		\$250.00
21304	Reimbursement Request - Form 990 Prep Fees	Propane Education Foundation of Alabama	AL	\$900.00		\$900.00
21311	2017 Propane Web Services - Alabama	Propane Education Foundation of Alabama	AL	\$500.00		\$500.00
21405	Safe Installation of Appliances Program	Propane Education Foundation of Alabama	AL	\$47,000.00	\$15,979.00	\$62,979.00
21406	2018 Safety & Training Program	Propane Education Foundation of Alabama	AL	\$43,000.00		\$43,000.00
21231	2017 APGA Magazine	Arkansas PERC	AR	\$28,400.00		\$28,400.00
21315	2017 Propane Web Services - Arkansas	Arkansas PERC	AR	\$500.00		\$500.00
21354	Safety Training Courses 2017	Arkansas PERC	AR	\$30,100.00		\$30,100.00
21424	Regulator Rebates 2017	Arkansas PERC	AR	\$19,600.00		\$19,600.00
21463	2017 Arkansas PERC Costs	Arkansas PERC	AR	\$5,725.00		\$5,725.00
20915	2017 Arizona Dispensing Propane Safely	Arizona Propane Education & Research Foundation	AZ	\$3,575.00		\$3,575.00
21216	2017 Arizona Propane Safety Day reimbursement	Arizona Propane Education & Research Foundation	AZ	\$28,820.00		\$28,820.00
21260	2017 Travel Reimbursement for Industry Meetings	Arizona Propane Education & Research Foundation	AZ	\$7,500.00		\$7,500.00
21280	2015 & 2016 Western Convention Reimbursement_AZ	Arizona Propane Education & Research Foundation	AZ	\$3,925.53		\$3,925.53
21314	2016 & 2017 Propane Web Services - Arizona	Arizona Propane Education & Research Foundation	AZ	\$1,000.00		\$1,000.00
21390	2017 Arizona Training Program	Arizona Propane Education & Research Foundation	AZ	\$47,278.00		\$47,278.00
21455	Arizona Consumer Outreach Rebate	Arizona Propane Education & Research Foundation	AZ	\$116,124.00	\$13,876.00	\$130,000.00
21472	2016 Arizona CETP classes	Arizona Propane Education & Research Foundation	AZ	\$1,222.50		\$1,222.50
21103	California Propane Forklift Safety Incentive Program 2017	Western PERC	CA	\$6,000.00	\$6,000.00	\$12,000.00
21104	California Safe Installation of Appliance Rebates 2017	Western PERC	CA	\$20,000.00	\$20,000.00	\$40,000.00
21136	Western Propane Gas Association Fire Training 2017	Western PERC	CA	\$12,500.00	\$12,500.00	\$25,000.00
21137	California Propane Vehicle Demonstration Program 2017	Western PERC	CA	\$3,500.00	\$3,500.00	\$7,000.00
21139	California Irrigation Engine Rebate Program 2017	Western PERC	CA	\$10,000.00	\$10,000.00	\$20,000.00
21145	Western Propane Gas Association Consumer Website Update	Western PERC	CA	\$3,000.00		\$3,000.00
21147	WPERC Consumer Incentive/Rebate Awareness Program	Western PERC	CA	\$2,000.00	\$2,000.00	\$4,000.00
21168	WPERC Strategic Regulatory Consultants	Western PERC	CA	\$50,000.00		\$50,000.00
21180	California Safe Installation of Appliance Rebates Part II 2017	Western PERC	CA	\$5,000.00	\$5,000.00	\$10,000.00
21181	California Irrigation Engine Rebate Program Part II 2017	Western PERC	CA	\$10,000.00	\$10,000.00	\$20,000.00
21339	2017 Propane Web Services - Western	Western PERC	CA	\$500.00		\$500.00
21393	2017 Western Convention Reimbursement _California	Western PERC	CA	\$20,100.21		\$20,100.21
21451	2016 Audit Fees	Western PERC	CA	\$3,925.00		\$3,925.00
21452	WPERC Directors & Officers Insurance 2016-17	Western PERC	CA	\$2,644.00		\$2,644.00
21482	California Certified Employee Training Program [CETP] 2018	Western PERC	CA	\$12,500.00		\$12,500.00
21483	California Propane Emergency Response/HazMat Training 2018	Western PERC	CA	\$141,225.00		\$141,225.00
21485	WPERC Strategic Regulatory Consultants 2018	Western PERC	CA	\$41,000.00	\$24,000.00	\$65,000.00
21486	World Ag Expo 2018	Western PERC	CA	\$9,500.00	\$5,500.00	\$15,000.00
21487	California Propane Forklift Safety Rebate Program 2018	Western PERC	CA	\$10,000.00	\$10,000.00	\$20,000.00
21488	Western Propane Gas Association Fire Training 2018	Western PERC	CA	\$8,000.00	\$7,000.00	\$15,000.00
21489	California Safe Installation of Appliance Rebates 2018	Western PERC	CA	\$20,000.00	\$15,000.00	\$35,000.00
21490	California Irrigation Engine Rebate Program 2018	Western PERC	CA	\$20,000.00	\$5,000.00	\$25,000.00
21491	California Propane Shows 2018	Western PERC	CA	\$2,700.00	\$2,300.00	\$5,000.00
21492	California LIHEAP Consumer Safety Education Program 2018	Western PERC	CA	\$1,000.00		\$1,000.00
21112	2017 Colorado Safe Appliance Installation Rebates	Colorado PERC	CO	\$31,259.00	\$21,241.00	\$52,500.00

2017 REBATES

DOCKET	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21169	2017 Colorado Autogas Project	Colorado PERC	CO	\$40,844.00	\$30,756.00	\$71,600.00
21179	NFPA 54 & 58 for Colorado Marketers 2017	Colorado PERC	CO	\$33,720.00		\$33,720.00
21227	2017 Colorado Fire Training	Colorado PERC	CO	\$67,045.00		\$67,045.00
21228	2017 Travel for Industry Meetings and Events_CO	Colorado PERC	CO	\$7,400.00		\$7,400.00
21269	2017 Colorado Employee Training Program	Colorado PERC	CO	\$58,800.00		\$58,800.00
21277	2017 Traditional Basic and Bobtail Classes - Pueblo West	Colorado PERC	CO	\$8,030.00		\$8,030.00
21290	2017 Colorado Safety and Educational Materials Project	Colorado PERC	CO	\$41,250.00		\$41,250.00
21317	2017 Propane Web Services - Colorado	Colorado PERC	CO	\$500.00		\$500.00
21500	2017 Energy Outreach Colorado	Colorado PERC	CO	\$25,750.00		\$25,750.00
21158	Propane Safety and Training 2017 - DE	Mid-Atlantic PREF	DE	\$29,673.00		\$29,673.00
21160	Consumer Education Campaign 2017 - DE	Mid-Atlantic PREF	DE	\$7,650.00	\$7,650.00	\$15,300.00
21162	External Professional Training Partnership 2017 - DE	Mid-Atlantic PREF	DE	\$6,409.00		\$6,409.00
21164	Engine Fuel Road Shows 2017 - DE	Mid-Atlantic PREF	DE	\$2,520.00		\$2,520.00
21166	2017 MAPGA Safe Appliance Rebate Program - DE	Mid-Atlantic PREF	DE	\$4,475.00	\$1,525.00	\$6,000.00
21123	2016 Leadership Summit	Propane Education Foundation of Florida	FL	\$981.39		\$981.39
21138	Gas Safety Training Classes	Propane Education Foundation of Florida	FL	\$20,000.00		\$20,000.00
21188	Propane Education Foundation of Florida Operating Expense Reimbursement	Propane Education Foundation of Florida	FL	\$14,196.31		\$14,196.31
21285	Southeastern Convention 2017 Reimbursement	Propane Education Foundation of Florida	FL	\$669.47		\$669.47
21319	2017 Propane Web Services - Florida	Propane Education Foundation of Florida	FL	\$500.00		\$500.00
21397	Safe Installations of Residential Appliances Program	Propane Education Foundation of Florida	FL	\$368,908.00	\$31,092.00	\$400,000.00
21398	Hurricane Wind and Flood Zone Tank Tie Down Engineering	Propane Education Foundation of Florida	FL	\$10,000.00		\$10,000.00
21143	2016/2017 Safe Installations of Propane Appliances Program	Georgia PERC	GA	\$41,600.00	\$41,600.00	\$83,200.00
21197	Safety Training for Georgia Propane Industry Workers	Georgia PERC	GA	\$73,768.00		\$73,768.00
21233	2017 Sunbelt Ag Expo	Georgia PERC	GA	\$7,500.00		\$7,500.00
21262	2017 Safe Installations of Propane Appliances Program	Georgia PERC	GA	\$64,202.00	\$15,798.00	\$80,000.00
21320	2017 Propane Web Services - Georgia	Georgia PERC	GA	\$500.00		\$500.00
21476	2017 - 2018 Safe Installations of Propane Appliances Program	Georgia PERC	GA	\$70,000.00		\$70,000.00
21252	2017 Hawaii Safety, Training, and Education Projects	Pacific PERF	HI	\$110,100.00	\$5,900.00	\$116,000.00
21347	2016 & 2017 Propane Web Services - Hawaii	Pacific PERF	HI	\$250.00		\$250.00
21133	2016 - 2017 Safe High Efficiency Furnace/Boilers Appliance Installation Program	Iowa PERC	IA	\$70,000.00	\$70,000.00	\$140,000.00
21152	Operating Expenses - Leadership Summit 2016	Iowa PERC	IA	\$990.72		\$990.72
21170	Reimbursement of 2016 Pre Audit Fees	Iowa PERC	IA	\$1,150.00		\$1,150.00
21175	2017 CETP and Safety Refresher Classes	Iowa PERC	IA	\$140,000.00		\$140,000.00
21176	2017 District Meetings	Iowa PERC	IA	\$25,000.00		\$25,000.00
21177	2017 Propane Piping Classes	Iowa PERC	IA	\$12,500.00	\$12,500.00	\$25,000.00
21178	2017 Newsletter	Iowa PERC	IA	\$15,000.00		\$15,000.00
21264	2017 Duty to Warn Project	Iowa PERC	IA	\$5,000.00	\$5,000.00	\$10,000.00
21284	Southeastern Convention 2017 Reimbursement	Iowa PERC	IA	\$1,686.19		\$1,686.19
21291	Reimbursement of 2016 Audit Fees	Iowa PERC	IA	\$2,410.00		\$2,410.00
21297	Operating Expenses - PERC Advisory Meeting in Detroit, MI	Iowa PERC	IA	\$905.82		\$905.82
21323	2017 Propane Web Services - Iowa	Iowa PERC	IA	\$500.00		\$500.00
21341	Reimbursement of 2016 Audit Fees - 990	Iowa PERC	IA	\$187.50		\$187.50
21402	2016-2017 Safe High Efficiency Furnace/Boilers Appliance Installation Program - continuation of current project	Iowa PERC	IA	\$42,115.00	\$42,115.00	\$84,230.00
21404	Iowa PERC Consumer Education Campaign	Iowa PERC	IA	\$33,000.00	\$9,000.00	\$42,000.00
21415	Reimbursement of 2016 Audit Fees - 990 Add'l Funds	Iowa PERC	IA	\$342.50		\$342.50
21430	Operating Expenses - PERC Advisory Meeting in Scottsdale, AZ	Iowa PERC	IA	\$712.31		\$712.31

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DOCKET	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21481	Operating Expenses - Leadership Summit 2017	Iowa PERC	IA	\$919.69		\$919.69
21263	NFPA 58 2017 Handbook Distribution_Idaho	Rocky Mountain PERC	ID	\$22,000.00		\$22,000.00
21333	2016 & 2017 Propane Web Services - Rocky Mountain [ID]	Rocky Mountain PERC	ID	\$250.00		\$250.00
21369	2017 Idaho Employee Training	Rocky Mountain PERC	ID	\$8,250.00		\$8,250.00
21382	RMPA Idaho Consumer Education Campaign	Rocky Mountain PERC	ID	\$5,500.00	\$5,500.00	\$11,000.00
21312	2017 Propane Appliance Program	Illinois PERC	IL	\$285,936.00	\$64,829.00	\$350,765.00
21321	2017 Propane Web Services - Illinois	Illinois PERC	IL	\$500.00		\$500.00
21195	2017 Indiana Safety and Training Program	Indiana Propane Gas Foundation	IN	\$210,300.00	\$43,000.00	\$253,300.00
21322	2017 Propane Web Services - Indiana	Indiana Propane Gas Foundation	IN	\$500.00		\$500.00
21146	Safe Installations of Appliances Program Phase 7	Kansas PERC	KS	\$21,190.00	\$21,190.00	\$42,380.00
21278	Safe Installations of Appliances Program Phase 8	Kansas PERC	KS	\$14,150.00		\$14,150.00
21431	Safe Installations of Appliances Program Phase 9	Kansas PERC	KS	\$50,000.00		\$50,000.00
21473	Reimbursement of 2016 Audit Fees	Kansas PERC	KS	\$5,130.00		\$5,130.00
21474	Kansas State Fair Sponsorship 2017	Kansas PERC	KS	\$13,627.18		\$13,627.18
21193	2017 Propane Appliance Safe Installation Rebate Program	Kentucky Propane Education and Research Council	KY	\$84,336.76	\$21,788.00	\$106,124.76
21124	CETP Classroom Training Spring 2016	Louisiana Propane Gas Foundation	LA	\$4,126.10		\$4,126.10
21131	Reimbursement for 2016 Leadership Summit	Louisiana Propane Gas Foundation	LA	\$1,312.33		\$1,312.33
21292	LPGF Partnership with LA Clean Cities Coalition 2017	Louisiana Propane Gas Foundation	LA	\$1,500.00	\$1,500.00	\$3,000.00
21413	CETP Classroom Training Spring 2017	Louisiana Propane Gas Foundation	LA	\$11,736.24		\$11,736.24
21477	CETP Classroom Training Fall 2017	Louisiana Propane Gas Foundation	LA	\$10,962.45		\$10,962.45
21118	2016 Leadership Summit Reimbursement	Mid-Atlantic PREF	MD	\$564.73		\$564.73
21159	Propane Safety and Training 2017- MD	Mid-Atlantic PREF	MD	\$69,237.00		\$69,237.00
21161	Consumer Education Campaign 2017 - MD	Mid-Atlantic PREF	MD	\$17,850.00	\$17,850.00	\$35,700.00
21163	External Professional Training Partnership 2017 - MD	Mid-Atlantic PREF	MD	\$14,956.00		\$14,956.00
21165	Engine Fuel Road Shows 2017 - MD	Mid-Atlantic PREF	MD	\$5,880.00		\$5,880.00
21167	2017 MAPGA Safe Appliance Rebate Program - MD	Mid-Atlantic PREF	MD	\$8,873.00	\$5,127.00	\$14,000.00
21499	2017 Leadership Summit Reimbursement	Mid-Atlantic PREF	MD	\$709.55		\$709.55
21249	2016 Michigan Propane Safety & Training Programs	MI PERC	MI	\$461,166.00	\$84,250.00	\$545,416.00
21236	2017 Safe Appliance Rebate Program	MNPEPSC	MN	\$396,504.55	\$76,163.00	\$472,667.55
21111	Missouri Safe Appliance Installation Program FY17	Missouri PERC	MO	\$248,047.00	\$51,241.00	\$299,288.00
21324	2017 Propane Web Services - Missouri	Missouri PERC	MO	\$500.00		\$500.00
21240	State Wide Advertising Campaign	Mississippi Propane Education and Research Council	MS	\$151,761.00	\$20,239.00	\$172,000.00
21332	2016 & 2017 Propane Web Services - Rocky Mountain [MT]	Rocky Mountain PERC	MT	\$250.00		\$250.00
21363	2017 Montana Energy Share	Rocky Mountain PERC	MT	\$25,500.00		\$25,500.00
21366	NFPA 58 Handbook and Proudly Propane Samples_Montana	Rocky Mountain PERC	MT	\$11,000.00		\$11,000.00
21372	2017 Montana Employee Training	Rocky Mountain PERC	MT	\$42,060.00		\$42,060.00
21381	RMPA Montana Consumer Education Campaign	Rocky Mountain PERC	MT	\$5,500.00	\$5,500.00	\$11,000.00
21417	2017 MT Safe Appliance Rebate	Rocky Mountain PERC	MT	\$20,013.00	\$9,987.00	\$30,000.00
21109	Clean Fuel Advanced Technology [CFAT] Project 2015-17	North Carolina PERF	NC	\$20,000.00		\$20,000.00
21148	Audit Fees, Property Taxes, Tax Prep Reimb.	North Carolina PERF	NC	\$9,607.78		\$9,607.78
21296	Travel Reimbursement for PERC and Industry Meetings	North Carolina PERF	NC	\$1,205.32		\$1,205.32
21329	2017 Propane Web Services - North Carolina	North Carolina PERF	NC	\$500.00		\$500.00
21422	Audit Fees, Property Taxes, Tax Prep Reimb.	North Carolina PERF	NC	\$7,037.96		\$7,037.96
21427	2017/18 Training & Safety Package	North Carolina PERF	NC	\$149,000.00		\$149,000.00
21454	Safe Installations of Appliances 2017-2018 Program	North Carolina PERF	NC	\$130,292.00	\$69,708.00	\$200,000.00
21460	NC Consumer Safety Education Project/Duty to Warn	North Carolina PERF	NC	\$35,000.00		\$35,000.00
21478	Travel Reimbursement for PERC SE Regional Meeting Alabama	North Carolina PERF	NC	\$794.58		\$794.58

2017 REBATES

DOCKET	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21127	2016 Leadership Summit	North Dakota Propane Gas Foundation	ND	\$1,221.12		\$1,221.12
21215	CETP & Safety Training	North Dakota Propane Gas Foundation	ND	\$97,000.00		\$97,000.00
21294	2017 Southeast Propane Expo Reimbursement	North Dakota Propane Gas Foundation	ND	\$2,309.88		\$2,309.88
21306	Filing of IRS Tax Form 990 Year End 2016	North Dakota Propane Gas Foundation	ND	\$995.00		\$995.00
21330	2017 Propane Web Services - North Dakota	North Dakota Propane Gas Foundation	ND	\$500.00		\$500.00
21191	2017 CETP and Safety Refresher Classes	Nebraska PERC	NE	\$175,000.00		\$175,000.00
21325	2016 & 2017 Propane Web Services - Nebraska	Nebraska PERC	NE	\$1,000.00		\$1,000.00
21496	2017 CETP and Safety Refresher Classes	Nebraska PERC	NE	\$117,000.00		\$117,000.00
21092	Carbon Monoxide Education and Prevention	New England Propane Foundation	New England	\$25,000.00		\$25,000.00
21142	2016 NPGA/PERC Leadership Summit Reimbursement	New England Propane Foundation	New England	\$826.64		\$826.64
21275	Safe Appliance Installation Rebates 2017-2018	New England Propane Foundation	New England	\$122,243.00	\$122,243.00	\$244,486.00
21276	2017 VFEC Required Technical Training	New England Propane Foundation	New England	\$7,000.00		\$7,000.00
21331	2017 Propane Web Services - New England	New England Propane Foundation	New England	\$500.00		\$500.00
21351	2017 PGANE Motor Fuel Demonstration	New England Propane Foundation	New England	\$50,000.00		\$50,000.00
21352	2017 VFDA Safety and Training Programs	New England Propane Foundation	New England	\$2,000.00		\$2,000.00
21464	2018 CETP Rebate Program	New England Propane Foundation	New England	\$75,000.00		\$75,000.00
21465	2018 Foundation Administration	New England Propane Foundation	New England	\$25,000.00		\$25,000.00
21466	2018 Travel Reimbursement for PERC and Industry Meetings	New England Propane Foundation	New England	\$6,000.00		\$6,000.00
21467	2018 PGANE Emergency Response Projects	New England Propane Foundation	New England	\$55,000.00		\$55,000.00
21468	2018 PGANE Technical Training Funding	New England Propane Foundation	New England	\$25,000.00		\$25,000.00
21469	2017 - 2018 Autogas Promotion Project	New England Propane Foundation	New England	\$6,500.00		\$6,500.00
21505	2017 NPGA/PERC Leadership Summit Reimbursement	New England Propane Foundation	New England	\$981.16		\$981.16
21224	NJPGA Alternative Transportation Fuels Subcommittee Report 2016 Update	New Jersey Propane Education and Research Foundation	NJ	\$3,500.00		\$3,500.00
21248	NJPGA Partnership with NJ Clean Cities Coalition 2017	New Jersey Propane Education and Research Foundation	NJ	\$1,250.00	\$1,250.00	\$2,500.00
21255	Safety Training Courses 2017	New Jersey Propane Education and Research Foundation	NJ	\$64,000.00		\$64,000.00
21327	2017 Propane Web Services - New Jersey	New Jersey Propane Education and Research Foundation	NJ	\$500.00		\$500.00
21345	NJPGA Booth at 2017 NJ School Board Association's Workshop in association with Bluebird, Hoover, and Roush	New Jersey Propane Education and Research Foundation	NJ	\$10,000.00	\$10,000.00	\$20,000.00
21425	Directors & Officers Insurance	New Jersey Propane Education and Research Foundation	NJ	\$1,211.01		\$1,211.01
21238	2017 Travel for Industry Meetings and Events_NM	New Mexico PERF	NM	\$7,400.00		\$7,400.00
21246	2014/2015 Rodeo de Santa Fe Sponsorship	New Mexico PERF	NM	\$24,750.00		\$24,750.00
21247	2015 New Mexico Training Classes	New Mexico PERF	NM	\$85,627.00		\$85,627.00
21318	2016 & 2017 Propane Web Services - New Mexico	New Mexico PERF	NM	\$1,000.00		\$1,000.00
21388	2017 New Mexico Employee Training Program	New Mexico PERF	NM	\$87,886.00		\$87,886.00
21394	2017 New Mexico Fire Training	New Mexico PERF	NM	\$25,390.34		\$25,390.34
21395	2017 New Mexico Technical Training	New Mexico PERF	NM	\$7,212.18		\$7,212.18
21396	Wrap Existing Association Pick Up Truck	New Mexico PERF	NM	\$3,782.75		\$3,782.75
21407	NFPA 54 & 58 for New Mexico LP Gas Bureau Inspectors	New Mexico PERF	NM	\$3,880.00		\$3,880.00
21187	2016 Western Convention Reimbursement _Nevada	Nevada Propane Education and Research Foundation	NV	\$2,409.65		\$2,409.65
21189	2017 Nevada Safe Appliance Installation Program	Nevada Propane Education and Research Foundation	NV	\$17,404.00	\$7,706.00	\$25,110.00
21245	2017 Nevada Propane Dealers Association Certified Employee Training Program	Nevada Propane Education and Research Foundation	NV	\$23,000.00		\$23,000.00
21326	2016 & 2017 Propane Web Services - Nevada	Nevada Propane Education and Research Foundation	NV	\$1,000.00		\$1,000.00
21429	2017 Nevada Propane Dealers Association Educational Seminar Reimbursement	Nevada Propane Education and Research Foundation	NV	\$13,385.91		\$13,385.91

2017 REBATES

DOCKET	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21432	2017 Western Convention Reimbursement _Nevada	Nevada Propane Education and Research Foundation	NV	\$2,512.53		\$2,512.53
21184	2016 NY Vehicle Data Collection Program Final Payments	New York PERC	NY	\$3,000.00	\$1,400.00	\$4,400.00
21258	2017 Vehicle Data Collection Autogas-Engine Fuel Program	New York PERC	NY	\$34,022.00	\$26,478.00	\$60,500.00
21270	2017 NYPGA CETP REBATE Program	New York PERC	NY	\$6,600.00		\$6,600.00
21271	2017 NYPGA CETP Classes	New York PERC	NY	\$115,500.00		\$115,500.00
21272	2017 New York Propane Pull The Plug Water Heater Safe Installation Rebates	New York PERC	NY	\$35,750.00	\$35,750.00	\$71,500.00
21273	2017 Statewide Safety Communications Campaign PR	New York PERC	NY	\$13,200.00		\$13,200.00
21274	2017 NYPGA CETP Classes supplemental request to 20960 for 2016	New York PERC	NY	\$7,649.74		\$7,649.74
21328	2017 Propane Web Services - New York	New York PERC	NY	\$500.00		\$500.00
21497	2016 Emergency Response - Add'l Funds	New York PERC	NY	\$4,738.19	\$4,738.19	\$9,476.38
21498	NYPERC Propane Emergencies Books & Materials	New York PERC	NY	\$33,825.00	\$33,825.00	\$67,650.00
21141	2017 Ohio Safety, Training, Education and Enrichment Projects	Ohio Propane Education & Research Council	OH	\$284,500.00	\$52,000.00	\$336,500.00
21253	2017 Oregon Safety, Training, and Education Projects	Pacific PERF	OR	\$115,150.00	\$11,150.00	\$126,300.00
21348	2016 & 2017 Propane Web Services - Oregon	Pacific PERF	OR	\$250.00		\$250.00
21134	Reimbursement Request - Form 990 Prep Fees	Pennsylvania Propane Foundation	PA	\$715.00		\$715.00
21135	2016 Leadership Summit Reimbursement	Pennsylvania Propane Foundation	PA	\$733.27		\$733.27
21222	2017 Poultry Progress Day Partnership	Pennsylvania Propane Foundation	PA	\$1,100.00		\$1,100.00
21232	2017 D&O Liability Insurance Reimbursement	Pennsylvania Propane Foundation	PA	\$1,644.00		\$1,644.00
21234	2017 PA PHCC Partnership	Pennsylvania Propane Foundation	PA	\$4,400.00		\$4,400.00
21235	2017 Training Program	Pennsylvania Propane Foundation	PA	\$88,000.00		\$88,000.00
21265	2017 PA Manufactured Housing Association Partnership	Pennsylvania Propane Foundation	PA	\$11,000.00		\$11,000.00
21266	2017 Multi-Media Safety and Training Communications	Pennsylvania Propane Foundation	PA	\$22,000.00		\$22,000.00
21389	2017 Southeast Propane Expo Reimbursement	Pennsylvania Propane Foundation	PA	\$1,465.93		\$1,465.93
21399	2017 Radio PSAs with Radio PA/Benchmarking Strategic Partners, Inc.	Pennsylvania Propane Foundation	PA	\$85,900.00	\$29,600.00	\$115,500.00
21400	2017 Radio PSAs with Penn State Sports Properties	Pennsylvania Propane Foundation	PA	\$92,742.00	\$29,758.00	\$122,500.00
21412	AMERIGreen Energy Propane Emergency Training	Pennsylvania Propane Foundation	PA	\$1,300.00		\$1,300.00
21501	2017 Leadership Summit Reimbursement	Pennsylvania Propane Foundation	PA	\$823.15		\$823.15
21503	2018 Poultry Progress Day Partnership	Pennsylvania Propane Foundation	PA	\$1,100.00		\$1,100.00
21504	Logo Items to Promote the Propane Industry	Pennsylvania Propane Foundation	PA	\$7,700.00		\$7,700.00
21336	2017 Propane Web Services - South Carolina	South Carolina Propane Education and Research Foundation	SC	\$500.00		\$500.00
21359	Leadership Conference Nov 2016 - Reimbursement	South Carolina Propane Education and Research Foundation	SC	\$878.28		\$878.28
21360	Reimbursement Request for SE Convention	South Carolina Propane Education and Research Foundation	SC	\$1,261.90		\$1,261.90
21361	2017 Historical Records and Safety Literature Storage	South Carolina Propane Education and Research Foundation	SC	\$2,081.36		\$2,081.36
21362	2017 Publication of SCPGA News Magazine	South Carolina Propane Education and Research Foundation	SC	\$25,101.00		\$25,101.00
21364	2017 Duty to Warn Notification	South Carolina Propane Education and Research Foundation	SC	\$4,000.00	\$4,000.00	\$8,000.00
21368	2017 CETP and Safety Training	South Carolina Propane Education and Research Foundation	SC	\$43,000.00		\$43,000.00
21391	2017 Propane Emergencies Training	South Carolina Propane Education and Research Foundation	SC	\$12,000.00	\$12,000.00	\$24,000.00
21392	Professional Speakers at 2017 SCPGA / GPGA Convention	South Carolina Propane Education and Research Foundation	SC	\$7,293.00		\$7,293.00
21186	CETP Classroom Training 2017	SD PERC Foundation	SD	\$90,000.00		\$90,000.00
21182	2017 Appliance Rebate Program	Tennessee PERC	TN	\$4,951.00	\$4,951.00	\$9,902.00
21286	2017 Training	Tennessee PERC	TN	\$27,500.00		\$27,500.00
21287	2017 Water Heater / Propane Gas Furnace Appliance Rebate Program	Tennessee PERC	TN	\$18,750.00	\$18,750.00	\$37,500.00

2017 REBATES

DOCKET	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21337	2017 Propane Web Services - Tennessee	Tennessee PERC	TN	\$500.00		\$500.00
21462	Tennessee PERC Consumer Education Campaign	Tennessee PERC	TN	\$78,001.00	\$749.00	\$78,750.00
21211	Market Outreach & Road Shows	Propane Council of Texas	TX	\$23,600.00		\$23,600.00
21250	Propane Customer Newsletter	Propane Council of Texas	TX	\$62,392.94		\$62,392.94
21281	Texas Consumer Education Campaign	Propane Council of Texas	TX	\$115,399.28	\$115,399.28	\$230,798.56
21288	Propane Vehicle Incentive Program	Propane Council of Texas	TX	\$23,600.00	\$23,600.00	\$47,200.00
21289	2018 Consumer Safety Tip & Recipe Calendar	Propane Council of Texas	TX	\$57,672.97		\$57,672.97
21293	2017 Duty To Warn	Propane Council of Texas	TX	\$46,034.30	\$22,465.70	\$68,500.00
21334	2016 & 2017 Propane Web Services - Rocky Mountain [UT]	Rocky Mountain PERC	UT	\$250.00		\$250.00
21365	NFPA 58 Handbook and Proudly Propane Samples_Utah	Rocky Mountain PERC	UT	\$11,000.00		\$11,000.00
21376	RMPA Utah Consumer Education Campaign	Rocky Mountain PERC	UT	\$5,500.00	\$5,500.00	\$11,000.00
21386	2017 Utah Safe Grilling Campaign at Rocky Mountain Raceway	Rocky Mountain PERC	UT	\$18,841.00	\$3,159.00	\$22,000.00
21414	Propane Emergencies Training	Rocky Mountain PERC	UT	\$6,218.27		\$6,218.27
21126	2016 Virginia Energy, Sustainability and Resiliency Conference Sponsorship	Virginia Propane Research and Education Foundation	VA	\$3,750.00		\$3,750.00
21157	2017 Virginia Safety and Training	Virginia Propane Research and Education Foundation	VA	\$124,505.00		\$124,505.00
21202	2017 Virginia Safe Appliance Rebate Program	Virginia Propane Research and Education Foundation	VA	\$27,500.00	\$27,500.00	\$55,000.00
21206	2017 Virginia Propane On-Road Vehicle Purchase/Placement	Virginia Propane Research and Education Foundation	VA	\$20,151.00	\$12,849.00	\$33,000.00
21207	2017 Virginia External Safety, Training and Education	Virginia Propane Research and Education Foundation	VA	\$55,000.00		\$55,000.00
21208	2017 Virginia Fire Training	Virginia Propane Research and Education Foundation	VA	\$55,000.00		\$55,000.00
21209	2017 VAPGA Commercial Mower Data Collection	Virginia Propane Research and Education Foundation	VA	\$12,000.00		\$12,000.00
21338	2017 Propane Web Services - Virginia	Virginia Propane Research and Education Foundation	VA	\$500.00		\$500.00
21401	2016/17 Virginia Safe Appliance Rebate Program	Virginia Propane Research and Education Foundation	VA	\$12,000.00		\$12,000.00
21428	2013-14 Virginia Propane On-Road Vehicle Purchase/Placement	Virginia Propane Research and Education Foundation	VA	\$17,027.60	\$17,027.60	\$34,055.20
21254	2017 Washington Safety, Training, and Education Projects	Pacific PERF	WA	\$203,650.00	\$28,250.00	\$231,900.00
21349	2016 & 2017 Propane Web Services - Washington	Pacific PERF	WA	\$250.00		\$250.00
21116	2017 Wisconsin Regulator Replacement Rebate Program	Wisconsin PERC	WI	\$18,000.00		\$18,000.00
21117	2017 Emergency Response Live Fire Training	Wisconsin PERC	WI	\$13,250.00	\$13,250.00	\$26,500.00
21119	Mower & Vehicle Data Collection Program	Wisconsin PERC	WI	\$30,000.00	\$30,000.00	\$60,000.00
21120	Propane Safety Awareness Campaign - WBA Winter 2016	Wisconsin PERC	WI	\$15,000.00	\$15,000.00	\$30,000.00
21121	2017 Wisconsin Duty to Warn Project	Wisconsin PERC	WI	\$3,500.00	\$3,500.00	\$7,000.00
21122	Wisconsin Demonstration Vehicle Data Collection	Wisconsin PERC	WI	\$31,000.00	\$31,000.00	\$62,000.00
21154	WI Safety Training and Service Agreement 2017	Wisconsin PERC	WI	\$225,000.00		\$225,000.00
21340	2017 Propane Web Services - Wisconsin	Wisconsin PERC	WI	\$500.00		\$500.00
21409	Safety Awareness Campaign - WBA Summer 2017	Wisconsin PERC	WI	\$7,500.00	\$7,500.00	\$15,000.00
21410	Safety Awareness Campaign - WBA Winter 2017	Wisconsin PERC	WI	\$15,000.00	\$15,000.00	\$30,000.00
21411	WPGA/WiPERC District Meetings 2017	Wisconsin PERC	WI	\$16,998.34		\$16,998.34
21156	Propane Training 2017	West Virginia Propane Research and Education Foundation	WV	\$40,000.00		\$40,000.00
21242	Propane Emergencies Training	West Virginia Propane Research and Education Foundation	WV	\$4,000.00	\$4,000.00	\$8,000.00
21335	2016 & 2017 Propane Web Services - Rocky Mountain [WY]	Rocky Mountain PERC	WY	\$250.00		\$250.00
21367	NFPA 58 Handbook and Proudly Propane Samples_Wyoming	Rocky Mountain PERC	WY	\$11,000.00		\$11,000.00
21371	2017 Wyoming Employee Training	Rocky Mountain PERC	WY	\$17,020.00		\$17,020.00
21380	RMPA Wyoming Consumer Education Campaign	Rocky Mountain PERC	WY	\$5,500.00	\$5,500.00	\$11,000.00
Total	263			\$8,721,215.36	\$1,748,552.77	\$10,469,768.13

STATEMENTS OF FINANCIAL POSITION

December 31	2013	2014	2015	2016	2017
ASSETS					
CURRENT ASSETS					
Cash & Cash Equivalents	\$999,738	\$2,113,792	\$2,614,909	\$504,530	\$2,791,609
Accounts Receivable	\$18,508	\$32,727	\$89,505	\$302,894	\$108,577
Investments, Current Portion	\$16,893,597	\$9,904,085	\$7,490,420	\$2,612,386	\$6,281,483
Assessments Receivable	\$5,222,000	\$4,715,000	\$3,673,100	\$5,583,000	\$6,138,000
Inventory, Net	\$574,273	\$528,520	\$638,865	\$1,175,612	\$1,250,971
Prepaid Expenses	\$364,191	\$192,934	\$422,398	\$594,068	\$323,360
TOTAL CURRENT ASSETS	\$24,072,307	\$17,487,058	\$14,929,197	\$10,772,490	\$16,894,000
PROPERTY & EQUIPMENT					
Office Equipment	\$34,696	\$36,476	\$68,426	\$71,801	\$71,801
Office Furniture	\$180,436	\$180,436	\$183,435	\$183,435	\$183,435
Computer Hardware & Software	\$4,317,504	\$4,583,015	\$4,467,585	\$4,621,684	\$4,683,759
Leasehold Improvements	\$321,912	\$321,912	\$327,162	\$351,422	\$355,522
Less: Accumulated Depreciation	[\$4,102,566]	[\$4,507,310]	[\$4,496,130]	[\$4,731,488]	[\$5,136,773]
TOTAL PROPERTY & EQUIPMENT, NET	\$751,982	\$614,529	\$550,478	\$496,854	\$157,744
OTHER ASSETS					
Other	\$282,405	\$345,277	\$363,654	\$418,143	\$371,680
Investments, Net of Current Portion	\$15,531,342	\$18,714,230	\$18,401,841	\$12,394,592	\$6,473,929
TOTAL OTHER ASSETS	\$15,813,747	\$19,059,507	\$18,765,495	\$12,812,735	\$6,845,609
TOTAL ASSETS	\$40,638,036	\$37,161,094	\$34,245,170	\$24,082,079	\$23,897,353

December 31	2013	2014	2015	2016	2017
LIABILITIES & NET ASSETS					
CURRENT LIABILITIES					
Accrued Expenses	\$2,551,807	\$3,779,401	\$6,975,215	\$4,065,648	\$3,908,602
State Rebate Obligation	\$9,184,076	\$9,872,794	\$9,322,001	\$9,920,831	\$9,897,484
TOTAL CURRENT LIABILITIES	\$11,735,883	\$13,652,195	\$16,297,216	\$13,986,479	\$13,806,086
Deferred Rent	\$121,914	\$61,281	\$285,078	\$306,142	\$317,148
TOTAL LIABILITIES	\$11,857,797	\$13,713,476	\$16,582,294	\$14,292,621	\$14,123,234
NET ASSETS					
Undesignated	\$8,471,573	\$5,930,961	\$7,592,232	\$1,297,931	\$1,440,064
Designated	\$20,308,666	\$17,516,657	\$10,070,644	\$8,491,527	\$8,334,055
TOTAL NET ASSETS	\$28,780,239	\$23,447,618	\$17,662,876	\$9,789,458	\$9,774,119
TOTAL LIABILITIES & NET ASSETS	\$40,638,036	\$37,161,094	\$34,245,170	\$24,082,079	\$23,897,353

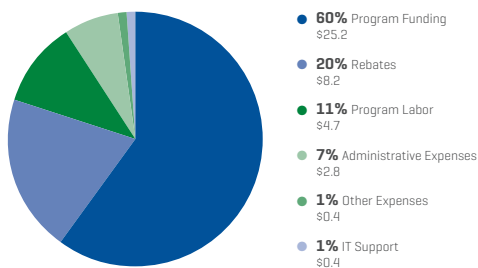
The Propane Education & Research Council's (PERC) 2012, 2013 and 2014 financial statements were audited and found in conformance with generally accepted accounting principles (GAAP) and an unqualified opinion was issued by Aronson LLC, of Rockville, Md. To request a copy of this report, contact PERC in writing at 1140 Connecticut Ave. NW, Suite 1075, Washington, DC 20036.

STATEMENTS OF ACTIVITIES & CHANGES IN NET ASSETS

Years ended December 31	2013	2014	2015	2016	2017
REVENUE					
Assessment Revenue	\$36,365,175	\$37,236,466	\$33,270,666	\$33,706,918	\$39,046,939
Less: State Rebates	[\$7,273,032]	[\$7,447,291]	[\$6,654,136]	[\$6,741,387]	[\$7,809,385]
Net Assessment Revenue	\$29,092,143	\$29,789,175	\$26,616,530	\$26,965,531	\$31,237,554
Investment Income	\$257,080	\$305,286	\$230,282	\$255,611	\$122,481
Fulfillment Sales	\$1,413,364	\$1,581,606	\$1,615,896	\$1,284,135	\$1,241,673
Less: Costs of Goods Sold	[\$1,323,429]	[\$1,581,707]	\$1,615,896	\$1,284,135	\$1,241,673
Net Fulfillment Income (Cost)	\$89,935	[\$101]	[\$0]	[\$0]	[\$0]
TOTAL REVENUE	\$29,439,158	\$30,094,360	\$26,846,812	\$27,221,142	\$31,360,035
EXPENSES					
PROGRAMS					
Residential & Commercial	\$4,218,815	\$3,717,038	\$5,122,394	\$3,657,605	\$3,738,302
Safety & Training	\$2,013,845	\$7,890,499	\$2,379,703	\$2,109,508	\$1,530,876
Consumer Education			\$99,381	\$10,828,482	\$7,202,074
Research & Development	\$1,743,734	\$3,081,990	\$2,040,360	\$764,844	\$543,149
Engine Fuel	\$7,742,718	\$7,502,218	\$9,437,323	\$5,960,242	\$7,966,462
Industry	\$5,937,452	\$6,984,350	\$8,211,318	\$6,409,996	\$5,297,450
Agriculture	\$2,170,202	\$3,322,752	\$2,395,203	\$2,410,859	\$1,900,542
TOTAL PROGRAM EXPENSES	\$23,826,766	\$32,498,847	\$29,685,682	\$32,141,536	\$28,178,855
GENERAL & ADMINISTRATIVE					
Administrative Costs	\$2,390,210	\$2,402,333	\$2,560,325	\$2,612,512	\$2,633,402
Collection Costs	\$138,798	\$121,057	\$96,664	\$78,000	\$74,261
Depreciation	\$651,491	\$404,744	\$288,883	\$262,512	\$488,856
TOTAL GENERAL & ADMINISTRATIVE EXPENSES	\$3,180,499	\$2,928,134	\$2,945,872	\$2,953,024	\$3,196,519
TOTAL EXPENSES	\$27,007,265	\$35,426,981	\$32,631,554	\$35,094,560	\$31,375,374
Changes in Net Assets	\$2,431,893	[\$5,332,621]	[\$5,784,742]	[\$7,873,418]	[\$15,339]
NET ASSETS AT BEGINNING OF YEAR	\$26,348,346	\$28,780,239	\$23,447,618	\$17,662,876	\$9,789,458
NET ASSETS AT END OF YEAR	\$28,780,239	\$23,447,618	\$17,662,876	\$9,789,458	\$9,774,119

2018 OPERATING EXPENDITURE BUDGET

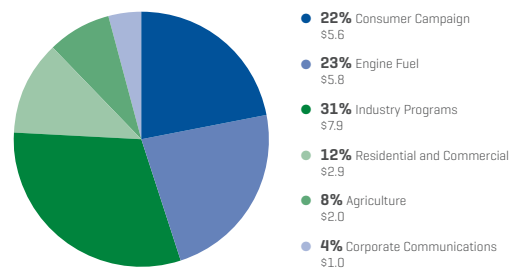
(\$ IN MILLIONS)



TOTAL \$41.7 MILLION

2018 BUDGETED OPERATING PROGRAMS

INITIATIVES (\$ IN MILLIONS)



TOTAL \$25.2 MILLION

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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.



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