

# 2018 | ANNUAL REPORT



# CONTENTS

LETTER FROM THE CHAIRMAN & THE PRESIDENT	3
COUNCIL OFFICERS AND MEMBERS	4
PERC STAFF	5
RESEARCH & DEVELOPMENT	6
SAFETY & TRAINING	12
INDUSTRY ENGAGEMENT	13
MARKET OUTREACH	14
GRANTS	21
APPROVED REBATES	23
FINANCIAL STATEMENTS	30

## FROM THE CHAIRMAN & THE PRESIDENT

Never before in the 100+ year history of the propane industry have we witnessed anything like the drastic changes that we face today. The effects of these changes run deep, seeping into every aspect of today's retail propane business: supply, distribution, operations, staffing, competition, government regulation, marketing, struggles with customer service, and more. The sobering reality is the comfortable business model that proved successful for generations must evolve to survive the latest challenges and thrive on beckoning new opportunities.

It won't be easy. Today's propane marketers are inundated with all-too-real threats from natural gas expansion, worker shortages, dwindling weather demand, customer and employee retention, and efforts to eliminate the use of fossil fuels altogether.

Marketers are also blessed with some unique opportunities. They can leverage robust product supply and enhanced public support for both energy independence and a cleaner, greener environment. What better time to promote a clean, abundant, versatile, domestic, and portable fuel that allows consumers to live how and where they want?

The Propane Education & Research Council (PERC) likewise must evolve to effectively position the industry against both competitive challenges and fast-changing consumer expectations. In 2018, under new CEO Tucker Perkins, PERC forged bold paths away from the status quo, toward innovation with fresh eyes and the same optimistic, can-do spirit that pioneered the propane industry more than a century ago.

In renewed collaboration with state, regional, and national propane associations as well as other industry allies, we bucked the notion that propane is an irrelevant fossil fuel, to be discarded in favor of clean energies such as renewable electricity or hydrogen. We resolved to champion propane's value as an energy that benefits both users and the environment — often for a fraction of the investment of the alternatives.

This year we launched a new integrated marketing campaign about propane's role as a part of the nation's total energy solution. The Propane Can Do That® campaign leverages the

powerful influence of digital media to tell the propane story, raise public awareness, and provide fresh opportunities for marketers to extend the reach and effectiveness of their marketing dollars.

We created smart tools to help retailers make the case for propane in their local coffee shops, at civic clubs, or to the local media. We consolidated ten separate PERC websites into a single, easy-to-use resource for the entire industry. The new **Propane.com** has everything marketers and their customers need to discover all the ways propane can make their lives better. It's one way we promote the fuel, so marketers can promote their companies.

We're busy redesigning our safety and sales training programs to make it more convenient than ever for the industry workforce to get high-end training tailored to their professional needs. This year's inaugural Can-Do Conference rallied nearly 200 bright, young industry sales and marketing professionals keen to unlock the untapped potential of digital marketing.

We accelerated investments in new technologies to capture opportunities in growing markets such as outdoor power equipment, school buses, and high-tech stationary engines for our farms. Those promising applications will produce value in all market segments for years to come.

For the first time ever, we're addressing head-on the industry's nationwide shortage of drivers, technicians, and customer service representatives. Collaborating with our National Propane Gas Association colleagues, we delivered professional marketing resources and planned grants to fund creative regional initiatives that enhance industry workforce recruitment.

Finally, we're delving deeper into the viability and role of renewable propane to satisfy growing demand for a high-performance, clean fuel that's even kinder to the environment.

We have the right fuel to compete and thrive in ways unseen by previous generations. Together, we valiantly embrace the challenge to make propane the smarter energy choice today, tomorrow and beyond.

THANK YOU  
FOR YOUR SUPPORT



**ROBERT CHALMERS**  
Meritum Energy Holdings  
Chairman



**TUCKER PERKINS**  
Propane Education & Research Council  
President & CEO

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*Director of Off-Road Business Development*

# WORKFORCE DEVELOPMENT

Propane marketers increasingly report their greatest employee-related challenge is finding qualified workers to replace an aging workforce. And many now rate employee retention as their most pressing business concern overall.

This year, working with the National Propane Gas Association and a task force of industry volunteers, PERC has stepped in to address this challenge. Together, we're arming propane companies with the tools they need to recruit new hires for those hard-to-fill driver, technician, and customer service positions.

A collection of professionally designed videos, brochures, handouts, and photography was developed and made available on the PERC website. The promotional materials can be used by state associations and individual propane companies to distribute at vocational schools, job fairs, and targeted career recruitment programs that are already underway in many states. These materials include:

- A brochure that marketers, state executives, recruiters, and others can use at events and career fairs to showcase the benefits and opportunities with the propane industry. This piece includes job descriptions, benefits of joining the industry, on-the-job imagery, insight from employees, and more.
- A handout that highlights in-demand careers in the propane industry, and the benefits of joining. This can be shared at various events, with high school students, trade school students, CDL students, transitioning military veterans and more. Marketers can add their own contact information by attaching a business card to the back of the piece.

- Videos highlighting transport driver, bobtail driver, service technician, and customer service representative positions in the propane industry. These can be used to show a day-in-the-life of various industry team members, and explain why a prospect would want to join the industry.
- A microsite, **CareersInPropane.com**, that uses the videos to give visitors a closer look at the different career paths available in the propane industry. Through the site, visitors will also find links to job openings in the industry, and resources to connect veterans to technical careers.
- Fresh photography of workers in assorted propane jobs for use in print or online.

Planning also is underway for a new Workforce Recruitment Pilot Program to support creative initiatives that enhance regional workforce recruitment efforts. This initiative, which will launch in 2019, will award 10 grants of up to \$50,000 for programs that target external audiences and focus on training, partnerships, creating awareness of opportunities in the propane industry, and support efforts to secure a sustainable workforce.

**PROPANE MARKETERS INCREASINGLY REPORT THEIR GREATEST EMPLOYEE-RELATED CHALLENGE IS FINDING QUALIFIED WORKERS TO REPLACE AN AGING WORKFORCE. AND MANY NOW RATE EMPLOYEE RETENTION AS THEIR MOST PRESSING BUSINESS CONCERN OVERALL.**

# PROPANE CAN DO THAT® INTEGRATED MARKETING CAMPAIGN

Propane professionals know the many ways that clean propane can make a house a home and sharpen the bottom line for all types of businesses. This year marked an important step in spreading that awareness to consumers most likely to search out a nearby propane provider for new or expanded service.

Throughout 2018 a project team of propane professionals from PERC's Advisory Committee developed a fresh, new integrated marketing campaign that speaks to the practical and emotional reasons people make energy choices. The seasonally and regionally targeted messages, carrying the PROPANE Clean American Energy® brand and using our new, Propane Can Do That® theme, were set to run in all market segments throughout 2019.

The campaign messages are designed to help consumers fall in love with all the practical and emotional benefits of the fuel by guiding them to a rebuilt PERC website at **Propane.com**. The objectives of the digitally dominant campaign, which will feature national advertising and social media promotions are:

- Build awareness of propane's uses and benefits.
- Educate residential customers on safety topics and grow the perception of propane as a safe fuel.
- Drive engagement to create a database of personal profiles for individual users for outreach.
- Increase awareness and consideration of specific propane applications.

The campaign reflects a singular strategic vision, a consistent look and feel for all audiences and all markets, persuasive messaging, and attractive offers for end-users of propane.

PERC also prepared a full suite of matching, customizable marketing materials (including print, radio, digital, and video) that propane retailers and states associations are encouraged to use in their own marketing initiatives. As we consolidated our websites, we reviewed, updated, and reorganized all materials in the catalog, which contains over 1,200 products. By year's end the resource catalog was integrated into the new **Propane.com** website with improved search function, making it easier for industry members to find what they need.

The ultimate goal of the campaign is getting consumers to continue to engage with PERC-created content and to find a propane supplier. Today's consumers use Google to search for nearly everything, including propane retailers. When Google users search for "propane suppliers," Google's local business listings show up ahead of all other listings in the results. That's why PERC replaced its Find a Propane Retailer tool on **Propane.com** with the Google search tool.

To facilitate this change, we spent months working with propane industry members to claim and manage their Google My Business listing. In addition to a steady stream of messages about the change in PERC and trade publications, we hosted several instructional webinars, and we created a how-to video and downloadable guides, to make creating a listing as easy as possible for marketers.



RESEARCH & DEVELOPMENT

# FOCUS GROUPS: LEARNING FROM HOMEOWNERS

Tankless water heaters and backup generators rank high on homeowners' wish lists, according to focus groups we convened in the Midwest and on the West Coast in 2017.

The research was designed to help us identify effective ways to promote the benefits of propane-powered appliances to homeowners. Talking about these popular applications might be one way to reach them.

Users of propane tankless water heaters rave about the convenience and cost savings. "I just put in a tankless water heater and I love it," a propane customer in California told us.

Frequent and prolonged power outages create interest in propane-powered generators among both users and nonusers of propane, with some owners of all-electric homes saying they would be willing to add a propane tank to their yard to get all the benefits of reliable backup power.

The research also confirmed for us that homeowners, like business owners, respond favorably to the theme Propane Can Do That®, because it engenders curiosity about propane's benefits and keeps the fuel top of mind.

**ACCORDING TO 2017 FOCUS GROUPS, TANKLESS WATER HEATERS AND BACKUP GENERATORS RANK HIGH ON HOMEOWNERS' WISH LISTS.**



RESEARCH & DEVELOPMENT

# THE CAN-DO CONFERENCE

PERC's first-ever Can-Do Conference brought together 118 propane retailers from 30 states with national marketing experts to help strengthen sales with better digital outreach and smarter marketing. The dynamic, two-day symposium featured 20 digital outreach, sales, and marketing sessions for propane retailers to learn fresh tactics and new strategies to attract customers and grow gallons.

Session topics ranged from sales and marketing alignment and brand building to paid advertising and Google, providing retailers the opportunity to learn marketing tactics that could be employed immediately at their operations. The event, held in Chicago, was exceptionally well received by attendees. Many said they were not familiar with PERC programs or resources and had not previously been engaged. Most indicated a desire and need for ongoing guidance and tools as they implement the concepts learned at the conference.

Plans to expand the reach of the popular event in 2019 include a monthly series of webinars hosted by the same presenters, and a series of market-specific conferences held in a variety of regions across the country.

Additionally, PERC held a pilot sales summit that tied online sales training with the type of in-person, market-specific training that the industry has often requested. Twenty-eight propane industry members tested this new approach, which will be used for PERC's sales training program beginning in 2019. It will include an easy-to-use online learning experience, hosted on PERC's Digital Learning Hub, with a day of in-person workshops, lectures, and discussions led by a master sales trainer and industry insiders.



# VIDEOS

## NEW STRAIGHT TALK VIDEOS

Propane’s unique ability to reliably heat water that is critical for businesses in remote locations was highlighted in two new Straight Talk videos released in 2018.

H&H Game Birds in South Dakota depends on propane to run the boilers that provide radiant floor heating in barns where 15,000 delicate pheasants are being raised. Owners of this fifth-generation business say propane’s cost-effective reliability and clean emissions gives them the peace of mind and productivity they need to succeed.

And in the Sandhills prairie region of central Nebraska, Bolo Beer Co. has turned a dirty old diesel repair shop into a hip, local craft brewery. The owners chose propane over electricity and fuel oil to precisely control the boiling of pure aquifer water used as the signature ingredient in their brewing process.

**PROPANE’S UNIQUE ABILITY TO RELIABLY HEAT WATER IS CRITICAL FOR BUSINESSES IN REMOTE LOCATIONS.**

## RUBY’S INN VIDEO

In June, we launched a new video featuring Ruby’s Inn, a motel complex in Bryce Canyon, Utah. The video tells a compelling story about how a propane provider, manufacturer, and commercial building owner worked together to install propane-powered tankless water heating systems throughout multiple buildings, to give motel customers better hot water performance, and to lower fuel costs.

The video shows that this type of project can be achieved at any commercial facility with proper planning and partnerships. The Ruby’s Inn video lives on its own page on **Propane.com** and can also be found on **YouTube**. We promoted the content to construction professionals and propane industry members through PR, paid advertising, social media, the Propane Energy Update newsletter, co-marketing with relevant parties, and in all PERC communication channels.

# SCHOOL BUS MOMENTUM & PARTNER EFFORTS

## SCHOOL BUS MOMENTUM

More and more school districts across the country are switching to clean, efficient, low-maintenance propane autogas school buses. What better way to build awareness of this trend than a video featuring the nation’s leading propane school bus manufacturer, Blue Bird, and the delivery of its 10,000th propane school bus at Fulton County Schools near Atlanta.

In September, PERC President and CEO Tucker Perkins took part in a two-day satellite media and radio tour talking about the benefits of propane school buses for local communities. Nearly 50 media outlets hosted the tour. The promotion followed the release of a report using IHS Polk new registration data that shows propane buses are transporting 928,000 students to and from school every day at more than 840 public and private school districts in 48 states. Propane school bus registrations have increased by 700 percent in the last five years.

## PERC HONORS PARTNER EFFORTS

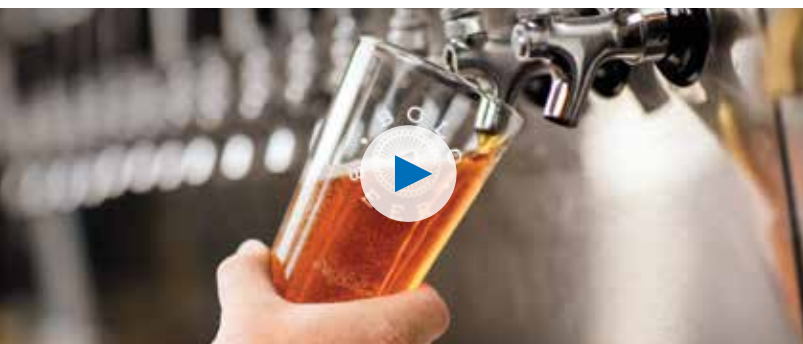
PERC continued to spotlight the efforts of companies across the country who are using propane to improve their business operations while creating healthier environments for their communities.

Transit fleets in South Carolina, Connecticut, and North Carolina received the PERC Top User of Propane Autogas Award at the BusCon Expo held this year in Indianapolis. The award celebrates fleets creating healthier environments for riders and communities by using clean, domestically produced propane autogas. This year’s recipients are Spartanburg Regional Healthcare in Spartanburg, S.C.; Carteret County Area Transportation System in Morehead City, N.C.; Charlevoix County Transit in Charlevoix County, Mich.; and Yale University in New Haven, Conn.

The Propane Leadership Award was presented to Texas-based turf equipment dealer Austin Turf & Tractor and landscape contractor Pacific Landscape Management located in Oregon. They were honored in the PERC booth during Dealer Day at GIE+EXPO in Louisville, Kentucky.

PERC recognized the city of Louisville with its 2018 Green Leadership City Award, recognizing the city’s commitment to a healthier environment and community. Louisville added 11 propane mowers to its fleet in 2018 to lower emissions while cutting operating costs by 25 percent over the life of the equipment. Along with the award, PERC presented Mayor Greg Fischer with a \$5,000 donation to support the city as it continues to transition its entire mower fleet to propane, a move outlined in its sustainability plan.

## STRAIGHT TALK VIDEOS



# SAFETY & TRAINING

Safety is an unwavering commitment across the propane industry, and to do it right, we have to lower the barrier for propane marketers to train their employees on safety matters, as well as talk safety with their customers. PERC's contributions to that end in 2018 included hosting its annual National Trainer's Conference, extending the use of CETP and blended learning, rolling out the new stand-alone Cylinder Requalification Program, and updating consumer safety/duty to warn materials.

## 2018 NATIONAL TRAINER'S CONFERENCE

More than 80 trainers, insurance professionals, marketers, and suppliers participated in this year's version of the popular annual event in San Antonio. Focusing on the best strategies for training employees at propane operations, the two-day conference highlighted state association training challenges, safety and liability issues, and new training technologies, techniques, and PERC resources.

## CETP ONLINE AND BLENDED LEARNING

Propane marketers large and small continue to make substantial investment in safety training for their employees. Delivery of that content is changing, however, and the way the next generation of propane professionals learn the material is changing, too.

Blended learning combines classroom training with online learning to help business managers use their time more efficiently. Before classroom training, students complete online courses – CETP or other PERC e-learning offerings – at their own pace to jumpstart their knowledge of the subject matter. This approach allows instructors to spend valuable classroom time providing demonstrations and reviewing more technical topics. Blended learning is a win-win for everyone.

In 2018, PERC saw significant growth in the use of online training and blended learning to maximize worker safety training. CETP online users jumped about 90 percent from 2017 to 3,657 in 2018; the number of blended learning classes delivered rose from 35 to 55.

## CYLINDER REQUALIFICATION

The surge in popularity of outdoor living amenities has placed a growing number of propane cylinders in backyards across America, fueling a steady increase in refill and exchange sales. Before those cylinders can be refilled, however, each must be inspected to ensure they are safe to return to service.

PERC recently created the Propane Cylinder Requalification Program to provide inspectors with the most current information, practices, and procedures to safely and efficiently perform DOT cylinder requalification. It provides

information about the properties and characteristics of propane, the different types of DOT cylinders requiring periodic requalification, and in-depth procedures for requalifying DOT cylinders using the external visual inspection method.

The updated course, which used to be a component of the larger Plant Operations curriculum, is now a stand-alone unit that can be ordered online from the PERC resource catalog.

## UPDATED CONSUMER SAFETY/DUTY TO WARN MATERIALS

Propane marketers have a legal obligation to make users aware of the dangers inherent with gas appliances. For years, PERC's duty-to-warn brochure has been a staple to deliver that crucial message to customers, and limit liability for propane providers. Some of the topics covered include:

- What to do if you smell gas.
- Odor fade.
- Propane gas detectors.
- Carbon monoxide safety.
- Lighting pilots.
- Appliance maintenance.
- General safety tips.

Redesigned in 2018 to be more user friendly, the comprehensive brochure also covers new topics, such as uncapped lines, which have been a factor in incidents.

## HURRICANE RESPONSE

With deadly Hurricanes Michael and Florence slamming Southeastern states in August and October 2018, PERC distributed vital consumer safety materials about hurricanes, floods, power outages, and more to marketers and state associations along the Gulf and East Coasts. Those vital messages reminded consumers to have their systems checked by a qualified professional if they suspect that components had been under water, and urged them to avoid carbon monoxide poisoning by keeping outdoor appliances like grills and generators outdoors.

# INDUSTRY ENGAGEMENT

## REGIONAL MEETINGS

In 2018, we achieved our goal of personally engaging state executives and propane marketers in eight regions across the country. Four hours of roundtable sessions were held in Indianapolis, Ind.; Prattville, Ala.; Baltimore, Md.; Oklahoma City, Okla.; Oakland, Calif.; Salt Lake City, Utah; Minneapolis, Minn.; and Mt. Washington, N.H. The sessions were used to identify regional opportunities and hurdles and to align PERC resources.

Participants in all regions offered a consistent request to provide a series of messages on propane versus electricity, winter preparation tips, and helping make state association leaders and marketers better prepared to discuss propane in a world consumed by sustainability. Targeted messaging with links to PERC resources for various audiences in each region were developed and will be distributed and reviewed in follow-up meetings throughout 2019.

## ZERO NET ENERGY SUMMIT

In December, PERC staff met with propane retailers from California for our first-ever Zero Net Energy (ZNE) Virtual Summit. ZNE refers to a home or building that produces as much energy as it uses through a combination of tight, well-insulated building envelopes, highly efficient mechanical systems, and on-site renewable energy.

Originating in California and quickly spreading, ZNE is a trend that has potential to produce many gallons for our industry. The summit resulted in feedback about how PERC can best support helping builders realize propane's potential for these homes.

## WORLD LP GAS FORUM

Two PERC research projects were recognized for innovation at the World LP Gas Forum, which is generally regarded as the premier annual global event for the propane industry. One was for a heavy-duty, high-output, low-emissions propane engine developed by Zenith Power Products. The other was a propane cogeneration boiler from Enviro Power designed to provide low-cost electricity and backup power for residential and light commercial applications.

Other PERC-funded projects presented during the Global Technology Conference included propane-solar hybrid applications, a near-zero-emissions propane system for forklifts, and in-use emissions and performance testing of propane-fueled engines. This year's event was held in Houston.



MARKET OUTREACH  
RESIDENTIAL

Much of the continued uptick in market conditions and activity in home construction during 2018 happened outside the footprint of natural gas lines, due to the location of available land for development. Unfortunately, some builders think that limits their energy options to electricity.

That’s why PERC reinvigorated efforts to engage national builders to raise awareness about how using propane can add amenities that buyers are looking for and willing to pay extra to get – like gas fireplaces, tankless water heaters, outdoor living accessories and backup power. We used targeted digital advertising and one-on-one meetings with prominent national builders like D.R. Horton, Lennar Homes and Ryan Homes to raise awareness that propane can offer the same luxury and convenience of natural gas in metered systems scalable from a few homes to several hundred.

Those meetings underscored the need for marketers to engage much earlier in the building process than commonly believed. Using public data commonly available on government websites, marketers can find land development plans before energy sources are finalized. Establishing business relationships with developers and other project decision makers helps overcome misperceptions, resolves questions about how it integrates into the building process, and raises awareness of available national and state incentives.

**STUDY: MORE HOMEOWNERS WANT ENERGY EFFICIENCY**

New research conducted in the fall of 2018 found that a large majority of residential customers – who are driven by cost savings and environmental impact – are prioritizing energy efficiency in home projects, and even willing to pay more to achieve those energy goals. The findings underscore the importance of builders and remodelers educating themselves about how a home’s energy systems and appliances affect the overall efficiency of a home.

**Notable findings include:**

- Seventy-eight percent of remodelers, 87 percent of buyers, and 89 percent of builders said it was a “very high or somewhat high priority” for their new home or remodel to be energy efficient.
- Eighty-one percent of remodelers, 88 percent of buyers, and 96 percent of builders stated willingness to pay more to make their building or remodeling project more energy efficient.
- Roughly 90 percent of professional builders and remodelers reported that clients “always or sometimes” ask about energy-efficient construction methods.
- Two-thirds of construction professionals expect the demand for “green”, sustainable, or energy-efficient homes will “significantly increase” over the next five to 20 years. This represents a 124 percent increase over those who said the demand had increased “significantly over the past couple of years.”

The findings were part of a study commissioned by PERC and conducted by a third-party research firm, Harris Insights & Analytics LLC. The survey reached 2,200 U.S. residents who were self-described as soon-to-be purchasing, remodeling, or building a home. Of them, 1,000 expected to purchase a home in the next two years; another 1,000 expected to remodel one or more rooms in their home in the next two years; and 200 were likely to build a home in the next two years [builders]. Additionally, 200 construction professionals offered input.

“We were thrilled to see that an overwhelming majority of homeowners are placing a priority on energy efficiency because propane can deliver so many solutions that homeowners are looking for,” said Jesse Marcus, director of residential and commercial business development at PERC. “Builders and remodelers who are well-versed in how propane can enhance a home’s energy efficiency will be at an advantage, especially as this trend continues to grow.”



MARKET OUTREACH  
TRAINING

**PROFESSIONAL BUILDER TRAINING**

Keeping home builders and remodelers up to speed on fast-changing regulations, technology, and customer demands is crucial to earning their support. PERC’s accredited training program delivers those messages to building professionals who also earn required continuing education credits.

This year we introduced three new courses on the **PropaneTraining.com** platform:

**Introduction to Zero Net Energy** – This course provides an overview of residential Zero Net Energy (ZNE) homes and gives designers a sense of key issues and strategies for ZNE projects. Students can explore how ZNE projects may be defined, along with implications of the different definitions of “zero.” The course also characterizes the current ZNE housing market in the U.S., the general design approach to ZNE homes, and the opportunities to integrate mixed-fuel home designs in ZNE projects.

**A Comparative Analysis of Residential Heating Systems** – Sorting out the best choices requires taking a close look at system costs, efficiency levels, energy prices, comfort impacts, the severity of the climate, and any applicable incentives. This course summarizes the key findings from an extensive technical analysis of the energy, economic, and environmental results of using various heating systems in different locations throughout the United States.

**Adding Value and Innovation to Remodeling Projects with Propane** – This course addresses the recent boom in the remodeling industry as millennials are buying fixer uppers, families are staying in their homes longer, and 55+ targets are

aging in place. It provides an overview of the home remodeling industry, including industry growth trends, demographic insights, and typical project types. It explores the potential role of propane technologies in different remodeling applications, illustrating key performance characteristics and how they can add value to remodeling projects. It also includes descriptions of the options for propane storage in residential applications.

**TRAIN-THE-TRAINER EVENT**

Plumbers and HVAC professionals have significant influence on whether propane appliances are installed in new homes and renovations. Plumbing and HVAC trainers showed high interest for our second annual train-the-trainer event teaching, Overview of Propane Distribution Systems for HVAC and Plumbing Professionals, held in Chicago. More than 150 trainers from across the country submitted an application to attend the all-expenses paid trip. Of those, 20 were selected to attend. The trainers came from vocational-technical schools, community colleges, universities, and private organizations. The purpose of the event is for attendees to share what they learned with other trainers and to implement the coursework into their local and regional curriculums.

**OUTDOOR LIVING RESOURCES**

To capitalize on the surge in demand for enhanced outdoor living spaces, we armed marketers with new resources to share with homebuilders and remodelers about the benefits of propane outdoor kitchens, fire pits, flame lighting, and more. This collection includes a new outdoor living video, new reference card, training course, and residential propane applications brochure. The promotional campaign continued through 2019.





## MARKET OUTREACH

# AUTOGAS

Adding 3,000 new units this year, the total number of propane autogas school bus registrations surged past the 15,000 mark – a whopping 700 percent increase since 2012. More than 900,000 students now ride those clean, reliable and cost-efficient buses to school each day in 48 states. And that trend promises to accelerate, as dollars from the Volkswagen Mitigation Trust Fund this year began to flow from the federal government.

The VW Settlement provides a whopping \$2.7 billion over 10 years to support the reduction of nitrogen oxide (NOx) emissions in a wide variety of vehicles: school buses, transit buses, and class 4-7 medium-duty trucks. Distribution varies by state, and each decides how its portion of the settlement fund gets allocated.

Because propane autogas offers the greatest NOx reduction per dollar invested of any fuel, PERC is working to help state associations, marketers, OEMs, and school districts educate state energy officials on how propane autogas school buses fit into their VW settlement spending plans to replace dirty diesels.

That support includes PERC research that shows that by replacing all diesel school buses older than model year 2007 with new propane autogas buses, NOx emissions could be reduced by more than 92 percent. A new propane autogas bus

even lowers NOx emissions by 96 percent versus a clean-diesel bus, according to a 2018 study that looked at both bus types in real world operation.

We also created a comprehensive website, **PropaneSchoolBuses.com**, with fact sheets, videos, testimonials, and other state-specific marketing tools that promote the many benefits that come with using propane autogas buses, including:

- The lowest total cost-of-ownership from reduced fuel costs and no need for additional fluids or filters.
- More uptime due to less maintenance requirements and unexpected repairs.
- Noticeably quieter operation compared to diesel vehicles.
- Affordable infrastructure with both private and public refueling options.
- Greater energy independence, with 90 percent of propane produced in America.
- No modifications are required if the facility is code compliant for conventional fuels.

## MARKET OUTREACH

# VEHICLE & ENGINE DEVELOPMENT

PERC also partnered in the development, certification, and deployment of several other on-road vehicles and engines, including work with PSI on a General Motors 6.0-liter engine for type A buses. That offering now provides a strong product line for cutaway type A chassis to go with the popular Ford E-450.

Our work with CHS and Roush CleanTech helped deliver a new generation of delivery trucks for Schwan's food delivery business. The iconic Minnesota-based company has long relied on propane vehicles in its fleet, but began moving to gasoline in recent years. In May, the company announced it would deploy 200 Roush CleanTech E-450 cutaways with plans to lease an additional 400 units by the end of the year. Each frozen-food delivery truck is equipped with a Ford 6.8-liter V10 engine and a Roush CleanTech propane autogas fuel system.

"Propane-powered vehicles have played a key role in Schwan's product delivery for more than 40 years," noted Danielle Stariha, senior manager of fleet and procurement for Schwan's Home Service. "Total cost of ownership for propane autogas is much lower than traditional fuels and other alternative technologies, which is why we are continually implementing the newest propane technology."

Alternative fuel usage helps Schwan's meet its corporate environmental objectives. Each propane truck emits about 91,000 less pounds of carbon dioxide emissions over its lifetime than a gasoline-powered vehicle. The new trucks also offer drivers increased comfort due to their quieter engines, which leads to greater driver satisfaction according to Ron Moore, vice president of warehouse and fleet operations for Schwan's Home Service.

Michael Taylor, director of autogas development for PERC, says the company plans to replace 3,000 of its vehicles over the next five years.

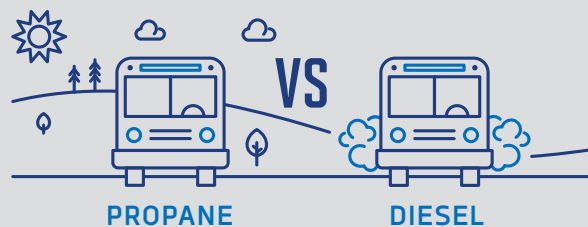
"Schwan's long-time investment in propane autogas is a testament to the staying power of this economical and domestically produced transportation fuel," he added.

**"SCHWAN'S LONG-TIME INVESTMENT IN PROPANE AUTOGAS IS A TESTAMENT TO THE STAYING POWER OF THIS ECONOMICAL AND DOMESTICALLY PRODUCED TRANSPORTATION FUEL."**

MICHAEL TAYLOR  
DIRECTOR, AUTOGAS DEVELOPMENT  
PROPANE EDUCATION AND RESEARCH COUNCIL

# 96%

## NOx REDUCTION VERSUS CLEAN DIESEL BUS



MARKET OUTREACH

# OUTDOOR POWER EQUIPMENT

Off-road engines of less than 1.5 liter are used in many applications, from heavy-duty utility carts and low-speed vehicles to light-duty mobile construction equipment and forestry products. Those opportunities cover a broad spectrum of horsepower and torque applications. PERC continues to develop, test, and commercialize new off-road products and engage the propane industry in marketing and sales opportunities in the outdoor power equipment markets.

As we evaluate the detailed market size, buying procedures, purchase drivers, and consumption rates for engines in the 725-996 cc size, we're also driving the development of new electronic fuel injection aftermarket systems for these engines. These modern systems can monitor engine operations, adjust for optimal fuel mix throughout the operational cycle, and improve fuel consumption and emissions.

Aided by the highest gasoline and diesel prices seen in the last seven years, propane this year gained traction in several outdoor power market segment applications. Light-duty construction equipment — such as concrete finishing tools, polishers, grinders and buffers — are benefitting from newly introduced propane engines that align with those market needs. A recent Briggs and Stratton propane engine platform was adopted by

several equipment manufacturers, including some that had historically offered only electric-powered tools.

John Deere's propane-powered Gator HPX utility vehicle launched this year and saw widespread acceptance with municipalities and universities, which typically incorporate sustainability into their corporate goals. These low-speed, off-highway vehicles, featuring the Kawasaki FD 620 engine, consume an average 800-850 gallons annually.

Meanwhile, an estimated 20,000 propane-powered commercial propane mowers are operated by landscape contractors across the United States. With more than 150 propane mower models produced by 14 manufacturers, traditionally brand-loyal landscape contractors have a growing variety of zero-turn, wide-area walk behind, and stand-on unit options to choose from.

**PERC CONTINUES TO DEVELOP, TEST, AND COMMERCIALIZE NEW OFF-ROAD PRODUCTS AND ENGAGE THE PROPANE INDUSTRY IN MARKETING AND SALES OPPORTUNITIES IN THE OUTDOOR POWER EQUIPMENT MARKETS.**

MARKET OUTREACH

# MATERIAL HANDLING

Propane is already known to be the leader for facility operations managers who demand reliability and versatility from their forklift fuel. Now, a new study of forklift emissions shows that companies using propane-powered units can also significantly reduce greenhouse gas emissions and pollutants.

The Gas Technology Institute (GTI) study, commissioned by PERC and released in 2018, analyzed greenhouse gases (GHG), Nitrogen Oxides (NOx), and Sulfur Oxides (SOx) produced by propane, gasoline, diesel, and electric forklifts based on the full-fuel cycle of each. The analysis found the following emissions reductions with propane forklifts:

**(GHG):** 16 percent less than gasoline forklifts and 11 percent less than natural gas.

**(NOx):** 17 percent less than gasoline forklifts.

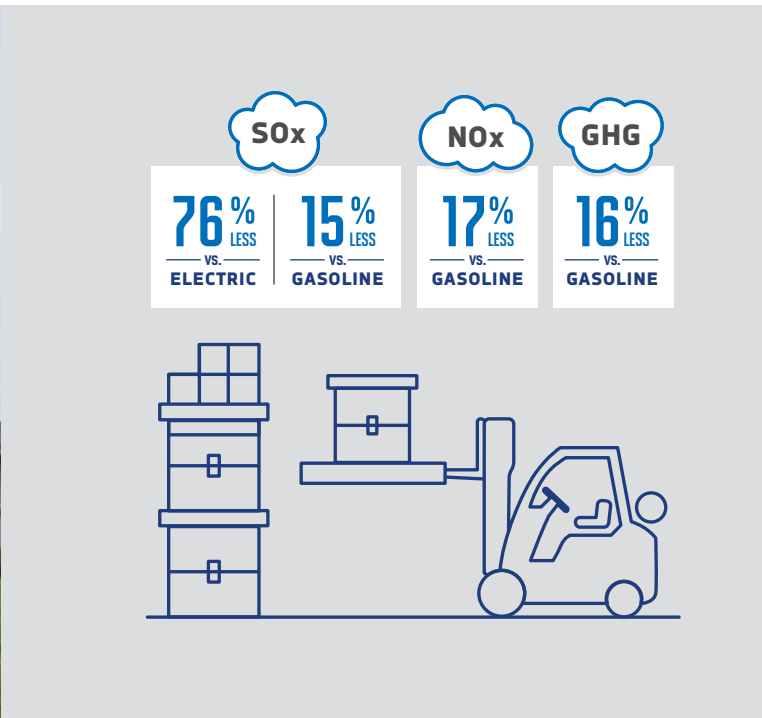
**(SOx):** 76 percent less than electric forklifts and 15 percent less than gasoline forklifts.

"The results of this study further reinforce the green advantages of a propane forklift as part of its long list of benefits, which includes a lower purchase price, inexpensive fuel costs, and increased productivity because the equipment never needs to stop working to recharge," said Jeremy Wishart, PERC director of off-road business development.

Throughout 2018, PERC promoted those insights to its partners with the Industrial Truck Association and the Material Handling Equipment Distributor Association. It also strengthened our Lifting America Higher outreach campaign messages to fleet managers, whether for displacing diesel in the higher capacity Class 5 applications, or providing an alternative to expensive or complicated battery infrastructure. Soon to follow will be opportunities for propane to compete with or work alongside electric models through development of new hybrid drive technology applications.

**"THE RESULTS OF THIS STUDY FURTHER REINFORCE THE GREEN ADVANTAGES OF A PROPANE FORKLIFT AS PART OF ITS LONG LIST OF BENEFITS, WHICH INCLUDES A LOWER PURCHASE PRICE, INEXPENSIVE FUEL COSTS, AND INCREASED PRODUCTIVITY BECAUSE THE EQUIPMENT NEVER NEEDS TO STOP WORKING TO RECHARGE,"**

JEREMY WISHART  
DIRECTOR, OFF-ROAD BUSINESS DEVELOPMENT  
PROPANE EDUCATION AND RESEARCH COUNCIL



MARKET OUTREACH  
**AGRICULTURE**

This year PERC introduced Michael Newland as its director of agriculture business development. The Ohio resident brings more than 20 years of experience in sales, sales management, project management, and brand development in the agriculture market. Most recently he served as national sales manager for business development for AgYield.

Newland's experience working with equipment manufacturers carried over to exploring new uses for propane in agricultural markets, as well as some sectors of the industrial and off-road engine markets.

Newland spearheaded PERC's effort to connect state associations and marketers with farmers at trade shows across the country. Those sessions validated growing interest and sales of new propane stationary engine offerings in the 300 hp range for power generation and pumping. They also provided a platform for introducing the agriculture community to new products, including:

- Origin Engines 5.7- and 6.2- liter propane-powered engines, EPA-certified and optimized for industrial applications like irrigation and power generation.
- Fuel-efficient grain dryers that PERC developed with three different agricultural companies.
- 2 Fuel Technology's dual-fuel system that displaces up to 50 percent of an engine's end-of-day diesel consumption with clean-burning propane to meet Tier 4- or CARB-emissions standards without replacing current diesel engines.

"I believe there are a lot of great things happening in agriculture that propane can be a part of, and if we work together, we can make it happen," Newland said.

**"I BELIEVE THERE ARE A LOT OF GREAT THINGS HAPPENING IN AGRICULTURE THAT PROPANE CAN BE A PART OF, AND IF WE WORK TOGETHER, WE CAN MAKE IT HAPPEN."**

MICHAEL NEWLAND  
 DIRECTOR, AGRICULTURE BUSINESS DEVELOPMENT  
 PROPANE EDUCATION AND RESEARCH COUNCIL



**2018 GRANTS**

MISSION AREA	DOCKET #	TITLE	PARTNER	FUNDING AMOUNT
Autogas	20016	ICOM JT6hp High Pressure Liquid Propane Direct Injection System	ICOM	\$0 [Change Order]
Material Handling	20665	Ultra Low Emission Propane Fork Truck	Tecogen, Inc	\$0 [Change Order]
Propane Industry	20876	Establishing Service Life ACME Transfer Hose Couplings	National Propane Gas Association	\$20,700
Autogas	20972	2017 Autogas Technician Training	National Alternative Fuels Training Consortium	\$0 [Change Order]
Propane Industry	20973	2017 MTST		\$0 [Change Order]
Propane Industry	20975	2017 CETP Maintenance		\$50,000
Propane Industry	20978	2017 Industry Outreach		\$0 [Change Order]
Material Handling	21115	UK LP Hybrid Forklift Demonstration	University of Kentucky Research Foundation	\$0 [Change Order]
Propane Industry	21212	Updating Selected Consumer Safety/ "Duty to Warn" Materials		\$99,675
Propane Industry	21213	CETP NFPA 58 Update		\$65,000.00
Propane Industry	21257	Fuel Sampling Program - 2017		\$0 [Change Order]
Off Road	21259	John Deere Gator HPX Propane Development	John Deere Turf and Utility	\$0 [Change Order]
First Responder	21301	Online Propane Autogas First Responder Safety Training	International Association of Fire Chiefs National Alternative Fuels Training Consortium	\$71,900
Propane Industry	21302	Task-Based Training Roadmap	Bray Strategies	\$150,000
Propane Industry	21310	2018 Propane Industry Trainer's Conference		\$30,000
Off Road	21342	2018 OPE Outreach & Marketing	Swanson Russell	\$930,000
Autogas	21343	2018 Propane Autogas Marketing & Outreach Program	Swanson Russell	\$1,300,000
Material Handling	21344	2018 Material Handling Outreach and Marketing	Swanson Russell	\$300,000
Propane Industry	21355	2018 Industry Outreach		\$440,000
Propane Industry	21356	2018 Partnership with States		\$1,500,000
Autogas	21357	2018 Propane Autogas Technician Training	National Alternative Fuels Training Consortium	\$107,446
Residential & Commercial	21375	2018 Residential & Commercial Market Outreach	Hanley Wood Swanson Russell	\$2,149,800
Agriculture	21377	2018 Agriculture Market Outreach Program	Swanson Russell	\$1,100,000
Propane Industry	21379	CETP NFPA 58 2017 Updates E-Learning and Refresher Training	Dashe & Thomson Rickards Consulting	\$143,017
Propane Industry	21384	2018 CETP Support	Dashe & Thomson	\$81,465
Propane Industry	21385	Learning Management System	eLogic Learning	\$142,411
Propane Industry	21436	2018 Advisory Committee and Program Support		\$490,000

# 2018 GRANTS

MISSION AREA	DOCKET #	TITLE	PARTNER	FUNDING AMOUNT
Propane Industry	21437	2018 Partnership with NPGA and GPA Midstream	Gas Processors Association National Propane Gas Association	\$1,319,500
Propane Industry	21441	2018 Propane Market Intelligence and Assessment Program	Stratas Advisors	\$305,000
Propane Industry	21461	2017 US Sales of Odorized Propane Survey & Report	ICF International	\$299,547
Residential & Commercial	21493	2018 Propane Construction Incentive Program	Swanson Russell	\$275,000
Off Road	21493	Propane Construction Incentive Program		\$275,000
Propane Industry	21562	Professional and Support Services		\$485,420
Government/Agency	21570	DOE Open and Competitive Solicitation Consultation	Leibman & Associates	\$8,000
On Road	21599	Air Toxic Measurement on Roush 6.8L Propane Engine	Southwest Research Institute	\$10,400
Residential & Commercial	21600	Light Commercial / Residential DG-enabled SmartWatt Boiler	Enviro Power	\$45,000
Propane Industry	21630	Safety & Training Materials Compliance Update Review	Logica 3 Rickards Consulting	\$42,250
Propane Industry	21631	Website Consolidation & Redesign	Swanson Russell	\$475,000
Residential Consumer	21633	2018 Integrated Marketing Communications: Homeowner Outreach	Swanson Russell	\$3,100,000
Propane Industry	21634	2018 Corporate Communications		\$950,000
Propane Industry	21635	Carbon Management Information Center Consortium 2018	Gas Technology Institute	\$50,000
Propane Industry	21638	2018 Marketer Sales Training Program Development	GP Strategies	\$450,000
Propane Industry	21658	2019 Propane Industry Trainers' Conference		\$47,800
Residential & Commercial	21663	Residential Gas Heat Pump Water Heater	Rinnai Corporation	\$200,000
Off Road	21670	2019 Propane Mower Incentive Program	TSN Communications	\$375,000
Propane Industry	21707	Industry Workforce Development and Recruitment Consultant	Warner C3H8 Consulting	\$205,000
Commercial	21710	Customer Safety Awareness Materials for Industrial & Commercial Markets	McCoy, Levitt, & Laskey, LLC Swanson Russell	\$212,910
Agriculture	21722	Soil Steaming Propane Conversion	University of California Woerner AgriBusiness	\$35,000
Propane Industry	21740	2018 Workforce Recruitment	Swanson Russell	\$250,000
Off Road	21752	John Deere Gator TX Propane Development (Phase 2)	John Deere LEHR	\$90,000
Off Road	21761	Briggs & Stratton/PPS Propane EFI Engine Development Program	Impco Technologies Propane Power Systems R & R Products	\$90,000
Propane Industry	21792	NC Training and Education Center Pilot	NC Propane Gas Association	\$250,000
Propane Industry	21817	Fuel Sampling and Troubleshooting Program (2018)	Southwest Research Institute	\$50,000
Propane Industry	21867	E-commerce Integration on propane.com		\$75,000
Autogas	21878	FCCC 8.0L Training	Freightliner Custom Chassis Corporation	\$100,000

# 2018 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21610	2018 Alaska Safety, Training, and Education Projects	Pacific Propane Education and Research Foundation	AK	\$34,000.00	\$2,300.00	\$36,300.00
21695	2018 Propane Web Services - Alaska	Pacific Propane Education and Research Foundation	AK	\$125.00		\$125.00
21678	2018 Propane Web Services - Alabama	Propane Education Foundation of Alabama	AL	\$500.00		\$500.00
21742	Reimbursement Request - Form 990 Prep Fees	Propane Education Foundation of Alabama	AL	\$900.00		\$900.00
21780	2018-19 Safe Installation of Appliances Program	Propane Education Foundation of Alabama	AL	\$70,086.00	\$17,214.00	\$87,300.00
21661	Regulator Rebates 2018	Arkansas PERC	AR	\$22,360.00		\$22,360.00
21662	2018 APGA Magazine	Arkansas PERC	AR	\$20,180.00		\$20,180.00
21680	2018 Propane Web Services - Arkansas	Arkansas PERC	AR	\$500.00		\$500.00
21727	Safety Training Courses 2018	Arkansas PERC	AR	\$31,166.00		\$31,166.00
21728	2018 Arkansas PERC Foundation Costs	Arkansas PERC	AR	\$6,505.00		\$6,505.00
21823	2018-19 Safe Installation of Appliances Program	Arkansas PERC	AR	\$20,016.00	\$13,484.00	\$33,500.00
21308	2018 Arizona Safe Installation of Propane Appliances Program	Arizona Propane Education & Research Foundation	AZ	\$37,644.00	\$17,356.00	\$55,000.00
21542	Travel to Industry Meetings	Arizona Propane Education & Research Foundation	AZ	\$9,000.00		\$9,000.00
21679	2018 Propane Web Services - Arizona	Arizona Propane Education & Research Foundation	AZ	\$500.00		\$500.00
21737	Maricopa County Propane Fire Pit Program (NOT REPLICABLE)	Arizona Propane Education & Research Foundation	AZ	\$30,555.56		\$30,555.56
21788	2019 Arizona Propane Safety Day	Arizona Propane Education & Research Foundation	AZ	\$18,000.00		\$18,000.00
21484	California Training and Safety Ed. Consultant 2018	Western PERC	CA	\$91,800.00		\$91,800.00
21523	California Autogas Rebate Program 2018	Western PERC	CA	\$35,000.00		\$35,000.00
21524	2018 Workforce Recruitment Program	Western PERC	CA	\$3,000.00		\$3,000.00
21681	2018 Propane Web Services - Western	Western PERC	CA	\$500.00		\$500.00
21759	2018 Western Convention Reimbursement _California	Western PERC	CA	\$19,445.71		\$19,445.71
21786	California Driver Simulator Safety Program 2018	Western PERC	CA	\$11,000.00		\$11,000.00
21819	WPERC Directors & Officers Insurance 2016-2017	Western PERC	CA	\$2,643.00		\$2,643.00
21820	2017 Audit Fees	Western PERC	CA	\$4,050.00		\$4,050.00
21852	California Training and Safety Ed. Consultant 2019	Western PERC	CA	\$83,800.00	\$8,000.00	\$91,800.00
21856	World Ag Expo 2019	Western PERC	CA	\$7,300.00	\$7,300.00	\$14,600.00
21601	2018 Travel for Industry Meetings and Events_CO	Colorado PERC	CO	\$9,550.00		\$9,550.00
21604	2017 Colorado Safe Appliance Installation Rebates Additional Funds	Colorado PERC	CO	\$17,692.00	\$15,308.00	\$33,000.00
21605	2018 Colorado Autogas Project	Colorado PERC	CO	\$17,500.00	\$17,500.00	\$35,000.00
21606	2018 Colorado Employee Training Program	Colorado PERC	CO	\$35,000.00		\$35,000.00
21614	2018 Colorado Fire Training	Colorado PERC	CO	\$67,045.00		\$67,045.00
21643	"Colorado Propane Education Research Council Administrative Expense Recovery Project"	Colorado PERC	CO	\$11,108.11		\$11,108.11
21645	2018 Colorado Safety, Educational Materials and Training Project	Colorado PERC	CO	\$35,000.00		\$35,000.00
21682	2018 Propane Web Services - Colorado	Colorado PERC	CO	\$500.00		\$500.00
21825	2018 Energy Outreach Colorado	Colorado PERC	CO	\$15,020.00		\$15,020.00
21847	2019 Travel for Industry Meetings and Events_CO	Colorado PERC	CO	\$7,750.00		\$7,750.00
21527	Propane Safety and Training 2018 - DE	Mid-Atlantic PREF	DE	\$30,132.00		\$30,132.00
21529	External Professional Training Partnership 2018 - DE	Mid-Atlantic PREF	DE	\$3,225.00	\$3,225.00	\$6,450.00
21531	2018 MAPGA Safe Appliance Rebate Program (DE)	Mid-Atlantic PREF	DE	\$3,000.00	\$3,000.00	\$6,000.00
21533	MAPGA 2018 Consumer Education Campaign (DE)	Mid-Atlantic PREF	DE	\$13,250.00	\$2,950.00	\$16,200.00

# 2018 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21555	Propane Education Foundation of Florida Operating Expense Reimbursement	Propane Education Foundation of Florida	FL	\$3,351.39		<b>\$3,351.39</b>
21684	2018 Propane Web Services - Florida	Propane Education Foundation of Florida	FL	\$500.00		<b>\$500.00</b>
21746	Hurricane Wind and Flood Zone Tank Tie Down Engineering	Propane Education Foundation of Florida	FL	\$7,500.00		<b>\$7,500.00</b>
21762	Safe Installations of Residential Appliances Program	Propane Education Foundation of Florida	FL	\$38,886.00	\$38,886.00	<b>\$77,772.00</b>
21870	2018 Leadership Summit	Propane Education Foundation of Florida	FL	\$1,165.86		<b>\$1,165.86</b>
21556	Safety Training for Georgia Propane Industry Workers	Georgia PERC	GA	\$72,300.00		<b>\$72,300.00</b>
21557	2016 & 2017 Foundation Costs - Insurance Only	Georgia PERC	GA	\$11,395.20		<b>\$11,395.20</b>
21581	2016 Leadership Summit	Georgia PERC	GA	\$387.62		<b>\$387.62</b>
21603	2018 Foundation Costs-Insurance Only	Georgia PERC	GA	\$6,669.60		<b>\$6,669.60</b>
21636	2018 Safe Installations of Propane Appliances Program	Georgia PERC	GA	\$40,000.00	\$36,493.00	<b>\$76,493.00</b>
21654	2017 Leadership Summit	Georgia PERC	GA	\$696.23		<b>\$696.23</b>
21655	Operating Expenses - PERC Advisory Meeting in Scottsdale, AZ and Detroit, MI	Georgia PERC	GA	\$706.21		<b>\$706.21</b>
21703	2018 Propane Web Services - Georgia	Georgia PERC	GA	\$500.00		<b>\$500.00</b>
21824	2018 Safe Installations of Propane Appliances Program (continued)	Georgia PERC	GA	\$52,000.00		<b>\$52,000.00</b>
21611	2018 Hawaii Safety, Training, and Education Projects	Pacific Propane Education and Research Foundation	HI	\$107,000.00	\$6,100.00	<b>\$113,100.00</b>
21696	2018 Propane Web Services - Hawaii	Pacific Propane Education and Research Foundation	HI	\$125.00		<b>\$125.00</b>
21774	2016-17 Hawaii Fire Training Cost Overrun	Pacific Propane Education and Research Foundation	HI	\$8,771.22		<b>\$8,771.22</b>
21507	Operating Expenses - Leadership Summit 2017 & Pre Audit	Iowa PERC	IA	\$1,787.73		<b>\$1,787.73</b>
21508	Safe High Efficiency Furnace/Boilers Appliance Installation Program	Iowa PERC	IA	\$4,287.89	\$4,287.89	<b>\$8,575.78</b>
21511	2018 Newsletter	Iowa PERC	IA	\$15,000.00		<b>\$15,000.00</b>
21512	2018 CETP and Safety Refresher Classes	Iowa PERC	IA	\$140,000.00		<b>\$140,000.00</b>
21513	2018 District Meetings	Iowa PERC	IA	\$25,000.00		<b>\$25,000.00</b>
21514	2018 Propane Piping Classes	Iowa PERC	IA	\$12,500.00		<b>\$12,500.00</b>
21552	2017-2018 Safe High Efficiency Furnace/Boilers Appliance Installation Program - continuation of current project	Iowa PERC	IA	\$63,961.02	\$63,783.00	<b>\$127,744.02</b>
21615	2018 Duty to Warn Project	Iowa PERC	IA	\$10,000.00		<b>\$10,000.00</b>
21616	Iowa PERC Consumer Education Campaign	Iowa PERC	IA	\$77,000.00		<b>\$77,000.00</b>
21617	2018 Iowa Autogas Technician Project	Iowa PERC	IA	\$2,500.00		<b>\$2,500.00</b>
21642	Reimbursement of 2017 Audit Fees	Iowa PERC	IA	\$1,625.00		<b>\$1,625.00</b>
21657	Southeastern Convention 2018 Reimbursement	Iowa PERC	IA	\$740.18		<b>\$740.18</b>
21665	Operating Expenses - West Midwest Regional Meeting in Minneapolis	Iowa PERC	IA	\$737.53		<b>\$737.53</b>
21671	Reimbursement of 2017 Audit Fees - 990	Iowa PERC	IA	\$535.00		<b>\$535.00</b>
21686	2018 Propane Web Services - Iowa	Iowa PERC	IA	\$500.00		<b>\$500.00</b>
21705	Operating Expenses - PERC Advisory Meeting in St. Louis	Iowa PERC	IA	\$409.45		<b>\$409.45</b>
21745	Reimbursement of 2017 Audit Fees - 990	Iowa PERC	IA	\$350.00		<b>\$350.00</b>
21753	Travel Reimbursement for PERC and Industry Meetings	Iowa PERC	IA	\$1,148.58		<b>\$1,148.58</b>
21766	Travel Reimbursement for PERC and Industry Meetings	Iowa PERC	IA	\$905.05		<b>\$905.05</b>
21767	Reimbursement of 2017 Audit Fees - 990	Iowa PERC	IA	\$150.00		<b>\$150.00</b>
21800	Iowa PERC Consumer Education Campaign - Warm Thoughts FB Page	Iowa PERC	IA	\$26,400.00		<b>\$26,400.00</b>
21806	2018 Safe High Efficiency Furnace/Boilers Appliance Installation Program - continuation of current project	Iowa PERC	IA	\$50,000.00		<b>\$50,000.00</b>
21811	Operating Expenses - PERC Advisory Meeting in Kansas City	Iowa PERC	IA	\$560.93		<b>\$560.93</b>

# 2018 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21846	2018 District Meetings - Additional Funding to complete project	Iowa PERC	IA	\$5,000.00		<b>\$5,000.00</b>
21877	Reimbursement of 2018 Audit Fees	Iowa PERC	IA	\$725.00		<b>\$725.00</b>
21884	Operating Expenses - Leadership Summit 2018	Iowa PERC	IA	\$914.87		<b>\$914.87</b>
21445	2018 ID Safe Appliance Rebates	Rocky Mountain PERC	ID	\$51,000.00	\$4,000.00	<b>\$55,000.00</b>
21446	2018 Idaho Employee Training	Rocky Mountain PERC	ID	\$30,800.00		<b>\$30,800.00</b>
21660	2018 ID Regulator Replacement Rebate Program	Rocky Mountain PERC	ID	\$55,000.00		<b>\$55,000.00</b>
21699	2018 Propane Web Services - Rocky Mountain (ID)	Rocky Mountain PERC	ID	\$125.00		<b>\$125.00</b>
21793	2018-2019 ID Consumer Safety Material Distribution	Rocky Mountain PERC	ID	\$9,436.00	\$6,514.00	<b>\$15,950.00</b>
21828	2018 Idaho High School Rodeo Association Consumer Education Campaign	Rocky Mountain PERC	ID	\$34,178.18		<b>\$34,178.18</b>
21833	Clean American Energy Items for Outreach Efforts	Rocky Mountain PERC	ID	\$5,236.00		<b>\$5,236.00</b>
21685	2018 Propane Web Services - Illinois	Illinois PERC	IL	\$500.00		<b>\$500.00</b>
21782	2018 Propane Appliance Program	Illinois PERC	IL	\$313,464.00	\$57,412.00	<b>\$370,876.00</b>
21571	2018 Indiana Safety and Training Program	Indiana Propane Gas Foundation	IN	\$193,059.00	\$36,941.00	<b>\$230,000.00</b>
21546	Safe Installations of Appliances Program Phase 10	Propane Foundation of Kansas	KS	\$24,165.00	\$18,215.00	<b>\$42,380.00</b>
21781	Safe Installations of Appliances Program Phase 11	Propane Foundation of Kansas	KS	\$26,366.00		<b>\$26,366.00</b>
21818	Safe Installations Of Appliances Program Phase 12	Propane Foundation of Kansas	KS	\$30,000.00		<b>\$30,000.00</b>
21569	2018 Propane Appliance Safe Installation Rebate Program	Kentucky Propane Education and Research Council	KY	\$91,631.00	\$18,369.00	<b>\$110,000.00</b>
21516	Consumer Safety Radio Advertising	Louisiana Propane Gas Foundation	LA	\$8,300.00	\$7,045.00	<b>\$15,345.00</b>
21595	Reimbursement for 2017 Leadership Summit	Louisiana Propane Gas Foundation	LA	\$1,070.32		<b>\$1,070.32</b>
21673	LPGF Partnership with LA Clean Cities Coalition 2018	Louisiana Propane Gas Foundation	LA	\$1,500.00	\$1,500.00	<b>\$3,000.00</b>
21739	CETP Classroom Training Summer 2018	Louisiana Propane Gas Foundation	LA	\$12,057.52		<b>\$12,057.52</b>
21810	CETP Classroom Training Fall 2018	Louisiana Propane Gas Foundation	LA	\$9,668.48		<b>\$9,668.48</b>
21528	Propane Safety and Training 2018 - MD	Mid-Atlantic PREF	MD	\$70,308.00		<b>\$70,308.00</b>
21530	External Professional Training Partnership 2018 - MD	Mid-Atlantic PREF	MD	\$7,525.00	\$7,525.00	<b>\$15,050.00</b>
21532	2018 MAPGA Safe Appliance Rebate Program (MD)	Mid-Atlantic PREF	MD	\$7,000.00	\$7,000.00	<b>\$14,000.00</b>
21534	MAPGA 2018 Consumer Education Campaign (MD)	Mid-Atlantic PREF	MD	\$29,348.00	\$8,452.00	<b>\$37,800.00</b>
21644	2018 MAPGA Summer Meeting Speaker	Mid-Atlantic PREF	MD	\$5,250.00		<b>\$5,250.00</b>
21758	2018 MAPGA Annual Meeting Speaker	Mid-Atlantic PREF	MD	\$4,500.00		<b>\$4,500.00</b>
21868	2018 Leadership Summit Reimbursement	Mid-Atlantic PREF	MD	\$651.88		<b>\$651.88</b>
21573	2018 Michigan Propane Safety, Training & Education Programs	MI PERC	MI	\$486,952.00	\$89,498.00	<b>\$576,450.00</b>
21729	2018 Michigan Alternative Fuels Project Supplemental	MI PERC	MI	\$48,875.00		<b>\$48,875.00</b>
21656	2018 Safe Appliance Rebate Program	MNPEPSC	MN	\$326,413.00	\$69,450.00	<b>\$395,863.00</b>
21751	Missouri Safe Appliance Installation Program	Missouri PERC	MO	\$222,443.00	\$43,968.00	<b>\$266,411.00</b>
21618	State Wide Communications Campaign	Mississippi Propane Education and Research Council	MS	\$130,000.00		<b>\$130,000.00</b>
21845	New Customer Kits	Mississippi Propane Education and Research Council	MS	\$48,954.33		<b>\$48,954.33</b>
21434	2018 Montana Energy Share	Rocky Mountain PERC	MT	\$25,500.00		<b>\$25,500.00</b>
21448	2018 Montana Employee Training	Rocky Mountain PERC	MT	\$43,060.00		<b>\$43,060.00</b>
21608	2018 MT Propane Gas Employee Guide	Rocky Mountain PERC	MT	\$5,500.00		<b>\$5,500.00</b>
21648	2018 MT Safe Appliance Rebate Program	Rocky Mountain PERC	MT	\$21,050.00	\$7,500.00	<b>\$28,550.00</b>
21652	2018 MT Regulator Replacement Rebate Program	Rocky Mountain PERC	MT	\$57,500.00		<b>\$57,500.00</b>
21700	2018 Propane Web Services - Rocky Mountain (MT)	Rocky Mountain PERC	MT	\$125.00		<b>\$125.00</b>
21790	2018-2019 MT Consumer Safety Material Distribution	Rocky Mountain PERC	MT	\$24,358.00	\$8,642.00	<b>\$33,000.00</b>
21837	Clean American Energy Items for Outreach Efforts	Rocky Mountain PERC	MT	\$5,236.00		<b>\$5,236.00</b>
21677	Travel Reimbursement for PERC Advisory Committee Meeting	North Carolina PERF	NC	\$1,073.71		<b>\$1,073.71</b>
21689	2018 Propane Web Services - North Carolina	North Carolina PERF	NC	\$500.00		<b>\$500.00</b>
21776	Audit Fees, Property Taxes, Tax Prep Reimb.	North Carolina PERF	NC	\$9,847.24		<b>\$9,847.24</b>

# 2018 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21777	Travel Reimbursement for PERC Can-Do-Conference	North Carolina PERF	NC	\$1,140.92		\$1,140.92
21778	2018/19 Training & Safety Package	North Carolina PERF	NC	\$153,000.00		\$153,000.00
21784	Safe Installations of Appliances 2017-2018 Program	North Carolina PERF	NC	\$79,075.00	\$60,925.00	\$140,000.00
21812	Travel Reimbursement for PERC Advisory Committee Meeting - KS City	North Carolina PERF	NC	\$1,025.24		\$1,025.24
21585	2017 Leadership Summit	North Dakota Propane Gas Foundation	ND	\$1,812.06		\$1,812.06
21586	Travel Reimbursement for PERC 2018 National Trainer's Conference	North Dakota Propane Gas Foundation	ND	\$1,730.54		\$1,730.54
21587	CETP & Safety Training	North Dakota Propane Gas Foundation	ND	\$93,000.00		\$93,000.00
21690	2018 Propane Web Services - North Dakota	North Dakota Propane Gas Foundation	ND	\$500.00		\$500.00
21715	West Midwest Regional PERC Meeting - Travel Reimbursement	North Dakota Propane Gas Foundation	ND	\$1,016.74		\$1,016.74
21718	Filing of IRS Tax Form 990 Year End 2017	North Dakota Propane Gas Foundation	ND	\$995.00		\$995.00
21536	2017 Duty to Warn Project	Nebraska PERC	NE	\$5,000.00	\$5,000.00	\$10,000.00
21537	Husker Harvest Days 2018	Nebraska PERC	NE	\$15,225.00	\$14,775.00	\$30,000.00
21669	2019 CETP and Safety Refresher Classes	Nebraska PERC	NE	\$133,000.00		\$133,000.00
21704	2018 Propane Web Services - Nebraska	Nebraska PERC	NE	\$500.00		\$500.00
21470	MEMA Education Foundation Propane Training Facility	New England Propane Foundation	New England	\$55,000.00		\$55,000.00
21574	Safe Appliance Installation Rebates 2018	New England Propane Foundation	New England	\$124,904.00	\$124,904.00	\$249,808.00
21687	2018 Propane Web Services - New England	New England Propane Foundation	New England	\$500.00		\$500.00
21719	2018 Consumer Safety Public Relations Program	New England Propane Foundation	New England	\$16,000.00		\$16,000.00
21720	2018 VFEC Required Technical Training	New England Propane Foundation	New England	\$7,000.00		\$7,000.00
21721	Safe Appliance Installation Rebates 2018 #2	New England Propane Foundation	New England	\$250,000.00		\$250,000.00
21743	2018 PGANE Motor Fuel Demonstration	New England Propane Foundation	New England	\$60,000.00		\$60,000.00
21830	2019 CETP Rebate Program	New England Propane Foundation	New England	\$75,000.00		\$75,000.00
21832	2019 Foundation Administration	New England Propane Foundation	New England	\$25,000.00		\$25,000.00
21834	2019 Travel Reimbursement for PERC and Industry Meetings	New England Propane Foundation	New England	\$6,000.00		\$6,000.00
21835	2019 PGANE Technical Training Funding	New England Propane Foundation	New England	\$25,000.00		\$25,000.00
21841	2019 PGANE Emergency Response Projects	New England Propane Foundation	New England	\$50,000.00		\$50,000.00
21842	2018 - 2019 Autogas Promotion Project	New England Propane Foundation	New England	\$15,000.00		\$15,000.00
21843	Safe Appliance Installation Rebates 2018-2019	New England Propane Foundation	New England	\$250,000.00		\$250,000.00
21844	2019 Consumer Safety Public Relations Program	New England Propane Foundation	New England	\$16,000.00		\$16,000.00
21538	NJPGA Partnership with NJ Clean Cities Coalition 2018	New Jersey Propane Education and Research Foundation	NJ	\$1,250.00	\$1,250.00	\$2,500.00
21539	NJPGA Booth at 2018 NJ School Board Association's Workshop in association with Bluebird, Hoover, and Roush	New Jersey Propane Education and Research Foundation	NJ	\$4,215.49	\$4,215.49	\$8,430.98
21544	Safety Training Courses 2018	New Jersey Propane Education and Research Foundation	NJ	\$62,557.50		\$62,557.50
21559	Operating Expenses (Filing of IRS 990) - 2016 tax year	New Jersey Propane Education and Research Foundation	NJ	\$3,000.00		\$3,000.00
21560	2017 Travel for Industry Meetings and Event_NJ	New Jersey Propane Education and Research Foundation	NJ	\$1,021.45		\$1,021.45
21577	NJPGA Alternative Transportation Fuels Subcommittee Report 2016 Update - Additional Costs	New Jersey Propane Education and Research Foundation	NJ	\$235.45		\$235.45
21613	2018 Tri-State meeting	New Jersey Propane Education and Research Foundation	NJ	\$3,500.00		\$3,500.00
21627	NJPGA Booth at 2018 NJ School Board Association's Workshop, Part 2	New Jersey Propane Education and Research Foundation	NJ	\$4,784.51	\$4,784.51	\$9,569.02

# 2018 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21688	2018 Propane Web Services - New Jersey	New Jersey Propane Education and Research Foundation	NJ	\$500.00		\$500.00
21872	Operating Expenses (Filing of IRS 990) - 2017 tax year	New Jersey Propane Education and Research Foundation	NJ	\$3,000.00		\$3,000.00
21876	Directors & Officers Insurance	New Jersey Propane Education and Research Foundation	NJ	\$1,222.08		\$1,222.08
21597	2016 NM Employee Training and Fire Training, Reimbursement	New Mexico Propane Education and Research Foundation	NM	\$43,791.59		\$43,791.59
21602	2018 Travel for Industry Meetings and Events_NM	New Mexico Propane Education and Research Foundation	NM	\$9,500.00		\$9,500.00
21629	New Mexico Propane Education Foundation Operating Expense Reimbursement	New Mexico Propane Education and Research Foundation	NM	\$3,225.00		\$3,225.00
21639	2018 New Mexico Technical Training	New Mexico Propane Education and Research Foundation	NM	\$8,150.00		\$8,150.00
21683	2018 Propane Web Services - New Mexico	New Mexico Propane Education and Research Foundation	NM	\$500.00		\$500.00
21713	2018 New Mexico Employee Training Program	New Mexico Propane Education and Research Foundation	NM	\$49,447.20		\$49,447.20
21757	2018 New Mexico Fire Training	New Mexico Propane Education and Research Foundation	NM	\$10,035.00	\$10,035.00	\$20,070.00
21848	2019 Travel for Industry Meetings and Events_NM	New Mexico Propane Education and Research Foundation	NM	\$10,000.00		\$10,000.00
21594	2018 Nevada Safe Appliance Installation Program	Nevada Propane Education and Research Foundation	NV	\$17,422.00	\$7,688.00	\$25,110.00
21596	2018 Nevada Propane Dealers Association Certified Employee Training Program	Nevada Propane Education and Research Foundation	NV	\$23,000.00		\$23,000.00
21675	2018 Propane Web Services - Nevada	Nevada Propane Education and Research Foundation	NV	\$500.00		\$500.00
21741	2018 Nevada Propane Dealers Association Educational Seminar	Nevada Propane Education and Research Foundation	NV	\$15,000.00		\$15,000.00
21813	2018 Western Convention Reimbursement_Nevada	Nevada Propane Education and Research Foundation	NV	\$2,828.47		\$2,828.47
21525	2017 Emergency Response	New York PERC	NY	\$13,685.31	\$13,685.30	\$27,370.61
21545	2017 NYPGA CETP Classes - Supplemental	New York PERC	NY	\$13,664.76		\$13,664.76
21620	2018 Emergency Response	New York PERC	NY	\$31,800.00	\$26,500.00	\$58,300.00
21621	2018 NYPGA CETP Classes	New York PERC	NY	\$172,700.00		\$172,700.00
21622	2018 New York Propane Autogas Program	New York PERC	NY	\$31,315.00	\$14,685.00	\$46,000.00
21623	2018 New York Propane Marketing Program	New York PERC	NY	\$69,585.00	\$22,415.00	\$92,000.00
21625	2018 Statewide Safety Communications Campaign PR	New York PERC	NY	\$13,200.00		\$13,200.00
21572	2018 Ohio Safety, Training, Education and Enrichment Projects	Ohio Propane Education & Research Council	OH	\$280,500.00	\$53,000.00	\$333,500.00
21612	2018 Oregon Safety, Training, and Education Projects	Pacific Propane Education and Research Foundation	OR	\$99,000.00	\$12,500.00	\$111,500.00
21697	2018 Propane Web Services - Oregon	Pacific Propane Education and Research Foundation	OR	\$125.00		\$125.00
21589	Reimbursement Request - 2018 D&O Liability Insurance	Pennsylvania Propane Foundation	PA	\$1,604.00		\$1,604.00
21590	2018 Multi-Media Safety and Training Communications	Pennsylvania Propane Foundation	PA	\$22,000.00		\$22,000.00
21591	2018 PA Plumbing Heating Cooling Contractors (PA PHCC) Partnership	Pennsylvania Propane Foundation	PA	\$4,400.00		\$4,400.00
21592	2018 Training Program	Pennsylvania Propane Foundation	PA	\$84,500.00		\$84,500.00
21598	2018 PA Manufactured Housing Association Partnership	Pennsylvania Propane Foundation	PA	\$11,000.00		\$11,000.00
21653	2018 Somerset County Emergency Training	Pennsylvania Propane Foundation	PA	\$1,650.00		\$1,650.00
21672	2018 Tri-State Meeting	Pennsylvania Propane Foundation	PA	\$2,750.00		\$2,750.00
21716	Reimbursement Request - Form 990 Prep Fees	Pennsylvania Propane Foundation	PA	\$650.00		\$650.00

# 2018 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21772	2018 PERC Can Do Conference Reimbursement	Pennsylvania Propane Foundation	PA	\$1,016.19		<b>\$1,016.19</b>
21796	2018 Radio PSAs with Penn State Sports Properties	Pennsylvania Propane Foundation	PA	\$84,775.00	\$31,000.00	<b>\$115,775.00</b>
21797	2018 Radio PSAs with Radio PA/Benchmarking Strategic Partners, Inc.	Pennsylvania Propane Foundation	PA	\$74,466.00	\$30,034.00	<b>\$104,500.00</b>
21849	2018 PERC Regional Meeting Reimbursement	Pennsylvania Propane Foundation	PA	\$392.66		<b>\$392.66</b>
21691	2018 Propane Web Services - South Carolina	South Carolina Propane Education and Research Foundation	SC	\$500.00		<b>\$500.00</b>
21730	2018 Historical Records and Safety Literature Storage	South Carolina Propane Education and Research Foundation	SC	\$2,192.00		<b>\$2,192.00</b>
21731	2018 Duty to Warn Notification	South Carolina Propane Education and Research Foundation	SC	\$4,000.00	\$4,000.00	<b>\$8,000.00</b>
21733	2018 Publication of SCPGA News Magazine	South Carolina Propane Education and Research Foundation	SC	\$25,790.00		<b>\$25,790.00</b>
21734	Professional Speakers at 2018 SCPGA / GPGA Convention	South Carolina Propane Education and Research Foundation	SC	\$9,065.00		<b>\$9,065.00</b>
21735	2018 CETP and Safety Training	South Carolina Propane Education and Research Foundation	SC	\$45,500.00		<b>\$45,500.00</b>
21736	2018 Serviceman's Technical Training	South Carolina Propane Education and Research Foundation	SC	\$16,000.00		<b>\$16,000.00</b>
21874	Reimbursement Request for SE Convention	South Carolina Propane Education and Research Foundation	SC	\$525.79		<b>\$525.79</b>
21875	Leadership Conference Nov 2018 - Reimbursement	South Carolina Propane Education and Research Foundation	SC	\$1,162.92		<b>\$1,162.92</b>
21517	CETP Classroom Training 2018	SD PERC Foundation	SD	\$90,000.00		<b>\$90,000.00</b>
21640	2018 Appliance Rebate Program	Tennessee Propane Education and Research Council	TN	\$24,737.00	\$19,263.00	<b>\$44,000.00</b>
21641	2018 Training	Tennessee Propane Education and Research Council	TN	\$78,500.00		<b>\$78,500.00</b>
21692	2018 Propane Web Services - Tennessee	Tennessee Propane Education and Research Council	TN	\$500.00		<b>\$500.00</b>
21706	2019 Consumer Safety Tip & Recipe Calendar	Propane Council of Texas	TX	\$62,566.40		<b>\$62,566.40</b>
21712	2018 Travel for Industry Meetings & Events	Propane Council of Texas	TX	\$8,000.00		<b>\$8,000.00</b>
21717	Propane Customer Newsletter	Propane Council of Texas	TX	\$100,000.00		<b>\$100,000.00</b>
21726	2018 Duty to Warn Project	Propane Council of Texas	TX	\$36,568.47	\$36,568.46	<b>\$73,136.93</b>
21732	Market Outreach & Road Shows	Propane Council of Texas	TX	\$12,328.52	\$11,271.48	<b>\$23,600.00</b>
21738	Propane Emergencies Training	Propane Council of Texas	TX	\$21,605.07	\$21,605.06	<b>\$43,210.13</b>
21785	Texas Commercial Propane Mower & Vehicle Rebate Program	Propane Council of Texas	TX	\$88,500.00		<b>\$88,500.00</b>
21449	2018 Utah Employee Training	Rocky Mountain PERC	UT	\$21,720.00		<b>\$21,720.00</b>
21509	Maverik Center Standard Marketing Agreement 2017-2018	Rocky Mountain PERC	UT	\$24,800.00		<b>\$24,800.00</b>
21646	Reimbursement for RMPERC 2018 Spring, Summer, Fall Conference	Rocky Mountain PERC	UT	\$5,090.35		<b>\$5,090.35</b>
21701	2018 Propane Web Services - Rocky Mountain [UT]	Rocky Mountain PERC	UT	\$125.00		<b>\$125.00</b>
21750	2018 UT Safe Appliance Rebate Program	Rocky Mountain PERC	UT	\$32,250.00		<b>\$32,250.00</b>
21791	2018-2019 UT Consumer Safety Material Distribution	Rocky Mountain PERC	UT	\$3,875.00	\$3,000.00	<b>\$6,875.00</b>
21798	2018 UT Propane Emergencies Training	Rocky Mountain PERC	UT	\$12,100.00		<b>\$12,100.00</b>
21799	Leadership Conference Nov 16 & 17 - Reimbursement	Rocky Mountain PERC	UT	\$4,511.00		<b>\$4,511.00</b>
21836	Clean American Energy Items for Outreach Efforts	Rocky Mountain PERC	UT	\$5,236.00		<b>\$5,236.00</b>
21840	2018-2019 UT Grizzlies Maverik Center Consumer Safety Campaign	Rocky Mountain PERC	UT	\$35,139.00	\$5,641.00	<b>\$40,780.00</b>
21518	2018 Virginia External Safety, Training and Education	Virginia Propane Research and Education Foundation	VA	\$45,000.00		<b>\$45,000.00</b>
21519	2018 Virginia Safety and Training	Virginia Propane Research and Education Foundation	VA	\$125,000.00		<b>\$125,000.00</b>
21520	2018 Virginia Fire Training	Virginia Propane Research and Education Foundation	VA	\$11,000.00		<b>\$11,000.00</b>

# 2018 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21575	2018 Virginia Safe Appliance Rebate Program	Virginia Propane Research and Education Foundation	VA	\$62,710.00	\$37,290.00	<b>\$100,000.00</b>
21576	2018 Virginia Propane On-Road Vehicle Purchase/Placement	Virginia Propane Research and Education Foundation	VA	\$5,500.00	\$5,500.00	<b>\$11,000.00</b>
21607	Propane Industry Research & Presentation for the 2018 VAPGA Spring Meeting	Virginia Propane Research and Education Foundation	VA	\$5,000.00		<b>\$5,000.00</b>
21693	2018 Propane Web Services - Virginia	Virginia Propane Research and Education Foundation	VA	\$500.00		<b>\$500.00</b>
21535	2018 Smart-Hose Safety System Program	Pacific Propane Education and Research Foundation	WA	\$28,200.00		<b>\$28,200.00</b>
21609	2018 Washington Safety, Training, and Education Projects	Pacific Propane Education and Research Foundation	WA	\$210,000.00	\$33,000.00	<b>\$243,000.00</b>
21698	2018 Propane Web Services - Washington	Pacific Propane Education and Research Foundation	WA	\$125.00		<b>\$125.00</b>
21521	WI Safety Training and Service Agreement 2018	Wisconsin PERC	WI	\$225,000.00		<b>\$225,000.00</b>
21522	2017 Vehicle Data Collection Program	Wisconsin PERC	WI	\$16,203.00	\$16,203.00	<b>\$32,406.00</b>
21558	2018 Wisconsin Regulator Replacement Rebate Program	Wisconsin PERC	WI	\$20,000.00		<b>\$20,000.00</b>
21563	2018 Emergency Response Live Fire Training	Wisconsin PERC	WI	\$13,000.00	\$13,000.00	<b>\$26,000.00</b>
21565	WPGA /WiPERC District Meetings 2018	Wisconsin PERC	WI	\$10,000.00		<b>\$10,000.00</b>
21674	Consumer Education Campaign - WBA 2018	Wisconsin PERC	WI	\$17,500.00	\$17,500.00	<b>\$35,000.00</b>
21676	2018 Vehicle Data Collection Program, part 2	Wisconsin PERC	WI	\$13,797.00	\$13,797.00	<b>\$27,594.00</b>
21694	2018 Propane Web Services - Wisconsin	Wisconsin PERC	WI	\$500.00		<b>\$500.00</b>
21775	2018 Emergency Response Live Fire Training, Part 2	Wisconsin PERC	WI	\$4,000.00	\$4,000.00	<b>\$8,000.00</b>
21850	2019 Wisconsin Regulator Replacement Rebate Program	Wisconsin PERC	WI	\$34,000.00		<b>\$34,000.00</b>
21851	2019 Wisconsin Propane Safety & Training Program	Wisconsin PERC	WI	\$140,000.00		<b>\$140,000.00</b>
21880	2019 Wisconsin Emergency Response Training Program	Wisconsin PERC	WI	\$57,000.00		<b>\$57,000.00</b>
21881	2019 On-Road Vehicle Data Collection Incentive Program	Wisconsin PERC	WI	\$73,823.00	\$16,677.00	<b>\$90,500.00</b>
21882	2019 Wisconsin Consumer Education & Safety Mailing Program	Wisconsin PERC	WI	\$14,000.00		<b>\$14,000.00</b>
21549	Propane Training 2018	West Virginia Propane Research and Education Foundation	WV	\$47,000.00		<b>\$47,000.00</b>
21442	2018 Wyoming Employee Training	Rocky Mountain PERC	WY	\$24,420.00		<b>\$24,420.00</b>
21480	2017 Wyoming Fire Training	Rocky Mountain PERC	WY	\$5,627.26		<b>\$5,627.26</b>
21548	2018 WY Regulator Replacement Rebate Program	Rocky Mountain PERC	WY	\$35,000.00		<b>\$35,000.00</b>
21650	2018 Wyoming Energy Share	Rocky Mountain PERC	WY	\$25,500.00		<b>\$25,500.00</b>
21651	2018 WY Safe Appliance Rebate	Rocky Mountain PERC	WY	\$25,000.00	\$3,050.00	<b>\$28,050.00</b>
21702	2018 Propane Web Services - Rocky Mountain [WY]	Rocky Mountain PERC	WY	\$125.00		<b>\$125.00</b>
21794	2018-2019 WY Consumer Safety Material Distribution	Rocky Mountain PERC	WY	\$10,810.00	\$5,140.00	<b>\$15,950.00</b>
21827	2018 Wyoming Pro Rodeo Consumer Education Campaign	Rocky Mountain PERC	WY	\$7,428.60		<b>\$7,428.60</b>
21838	Clean American Energy Items for Outreach Efforts	Rocky Mountain PERC	WY	\$5,236.00		<b>\$5,236.00</b>
<b>TOTAL</b>				<b>\$8,947,349.14</b>	<b>\$1,353,120.19</b>	<b>\$10,300,469.33</b>

# STATEMENTS OF FINANCIAL POSITION

December 31	2016	2017	2018
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash & Cash Equivalents	\$504,530	\$2,791,609	<b>\$3,849,973</b>
Accounts Receivable	\$302,894	\$108,577	<b>\$116,718</b>
Investments, Current Portion	\$2,612,386	\$6,281,483	<b>\$20,294,101</b>
Assessments Receivable	\$5,583,000	\$6,138,000	<b>\$6,705,086</b>
Inventory, Net	\$1,175,612	\$1,250,971	<b>\$533,110</b>
Prepaid Expenses	\$594,068	\$323,360	<b>\$356,619</b>
<b>TOTAL CURRENT ASSETS</b>	<b>\$10,772,490</b>	<b>\$16,894,000</b>	<b>\$31,855,607</b>
<b>PROPERTY &amp; EQUIPMENT</b>			
Office Equipment	\$71,801	\$71,801	<b>\$50,911</b>
Office Furniture	\$183,435	\$183,435	<b>\$183,435</b>
Computer Hardware & Software	\$4,621,684	\$4,683,759	<b>\$4,728,065</b>
Leasehold Improvements	\$351,422	\$355,522	<b>\$355,522</b>
Less: Accumulated Depreciation	[\$4,731,488]	[\$5,136,773]	<b>[\$5,215,542]</b>
<b>TOTAL PROPERTY &amp; EQUIPMENT, NET</b>	<b>\$496,854</b>	<b>\$157,744</b>	<b>\$102,391</b>
<b>OTHER ASSETS</b>			
Other	\$418,143	\$371,680	<b>\$426,594</b>
Investments, Net of Current Portion	\$12,394,592	\$6,473,929	<b>\$3,659,307</b>
<b>TOTAL OTHER ASSETS</b>	<b>\$12,812,735</b>	<b>\$6,845,609</b>	<b>\$4,085,901</b>
<b>TOTAL ASSETS</b>	<b>\$24,082,079</b>	<b>\$23,897,353</b>	<b>\$36,043,899</b>

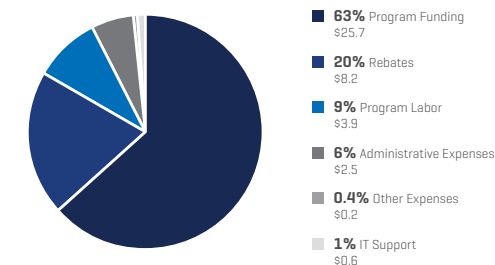
December 31	2016	2017	2018
<b>LIABILITIES &amp; NET ASSETS</b>			
<b>CURRENT LIABILITIES</b>			
Accrued Expenses	\$4,065,648	\$3,908,602	<b>\$2,795,995</b>
State Rebate Obligation	\$9,920,831	\$9,897,484	<b>\$12,025,348</b>
<b>TOTAL CURRENT LIABILITIES</b>	<b>\$13,986,479</b>	<b>\$13,806,086</b>	<b>\$14,821,343</b>
Deferred Rent	\$306,142	\$317,148	<b>\$317,847</b>
Deferred Revenue	-	-	<b>\$12,200</b>
<b>TOTAL NONCURRENT LIABILITIES</b>	<b>\$306,142</b>	<b>\$317,148</b>	<b>\$330,047</b>
<b>TOTAL LIABILITIES</b>	<b>\$14,292,621</b>	<b>\$14,123,234</b>	<b>\$15,151,390</b>
<b>NET ASSETS</b>			
Undesignated	\$1,297,931	\$1,440,064	<b>\$10,851,904</b>
Designated	\$8,491,527	\$8,334,055	<b>\$10,040,605</b>
<b>TOTAL NET ASSETS</b>	<b>\$9,789,458</b>	<b>\$9,774,119</b>	<b>\$20,892,509</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$24,082,079</b>	<b>\$23,897,353</b>	<b>\$36,043,899</b>

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

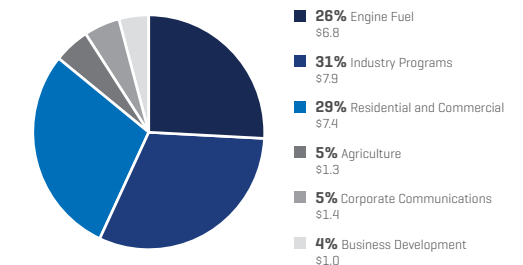
Years ended December 31	2016	2017	2018
<b>REVENUE</b>			
Assessment Revenue	\$33,706,918	\$39,046,939	<b>\$48,164,580</b>
Less: State Rebates	[\$6,741,387]	[\$7,809,385]	<b>[\$9,632,916]</b>
<b>NET ASSESSMENT REVENUE</b>	<b>\$26,965,531</b>	<b>\$31,237,554</b>	<b>\$38,531,664</b>
<b>INCOME</b>			
Investment Income	\$255,611	\$122,481	<b>\$373,138</b>
Fulfillment Sales	\$1,284,135	\$1,241,673	<b>\$977,544</b>
Less: Costs of Goods Sold	[\$1,284,135]	[\$1,241,673]	<b>[\$2,332,786]</b>
<b>NET FULFILLMENT INCOME (COST)</b>	<b>[\$0]</b>	<b>[\$0]</b>	<b>[\$1,355,242]</b>
<b>TOTAL REVENUE</b>	<b>\$27,221,142</b>	<b>\$31,360,035</b>	<b>\$37,549,560</b>
<b>EXPENSES</b>			
<b>PROGRAMS</b>			
Residential & Commercial	\$3,657,605	\$3,738,302	<b>\$ 3,420,548</b>
Safety & Training	\$2,109,508	\$1,530,876	<b>\$1,408,849</b>
Consumer Education	\$10,828,482	\$7,202,074	<b>\$3,777,115</b>
Research & Development	\$764,844	\$543,149	<b>\$596,606</b>
Engine Fuel	\$5,960,242	\$7,966,462	<b>\$6,399,580</b>
Industry	\$6,409,996	\$5,297,450	<b>\$6,725,327</b>
Agriculture	\$2,410,859	\$1,900,542	<b>\$1,964,973</b>
<b>TOTAL PROGRAM EXPENSES</b>	<b>\$32,141,536</b>	<b>\$28,178,855</b>	<b>\$24,292,998</b>
<b>GENERAL &amp; ADMINISTRATIVE</b>			
Administrative Costs	\$2,612,512	\$2,633,402	<b>\$ 1,955,973</b>
Collection Costs	\$78,000	\$74,261	<b>\$82,459</b>
Depreciation	\$262,512	\$488,856	<b>\$99,740</b>
<b>TOTAL GENERAL &amp; ADMINISTRATIVE EXPENSES</b>	<b>\$2,953,024</b>	<b>\$3,196,519</b>	<b>\$2,138,172</b>
<b>TOTAL EXPENSES</b>	<b>\$35,094,560</b>	<b>\$31,375,374</b>	<b>\$26,431,170</b>
Changes in Net Assets	[\$7,873,418]	[\$15,339]	<b>\$11,118,390</b>
Net Assets at Beginning of Year	\$9,789,458	\$9,774,119	<b>\$9,774,119</b>
<b>NET ASSETS AT END OF YEAR</b>	<b>\$9,789,458</b>	<b>\$9,774,119</b>	<b>\$20,892,509</b>

## 2019 OPERATING EXPENDITURE BUDGET (\$ IN MILLIONS)



**TOTAL \$41.0 MILLION**

## 2019 BUDGETED OPERATING PROGRAMS INITIATIVES (\$ IN MILLIONS)



**TOTAL \$25.7 MILLION**