

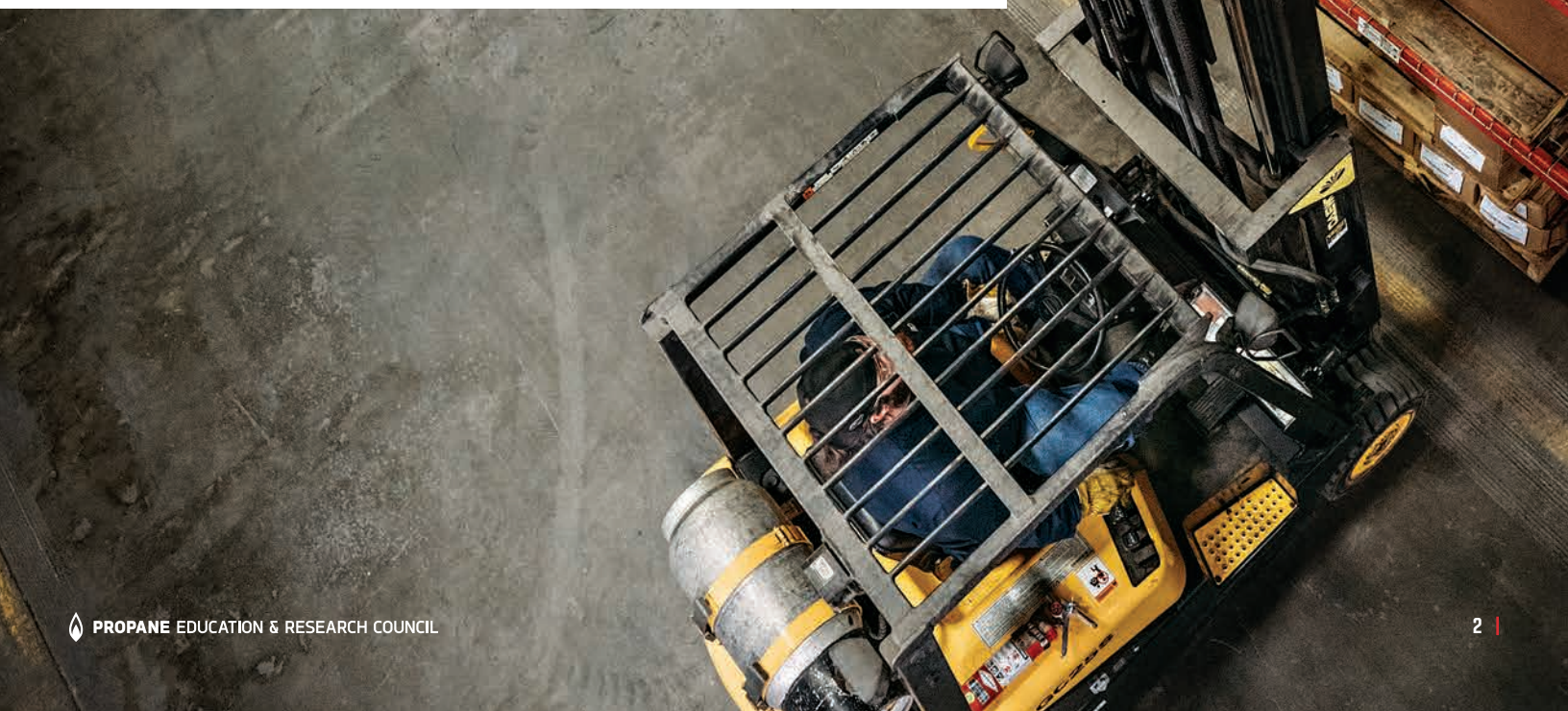
# 2019 | ANNUAL REPORT



# CONTENTS

---

<b>LETTER FROM THE CHAIRMAN &amp; THE PRESIDENT</b>	<b>3</b>
<b>COUNCIL OFFICERS &amp; MEMBERS</b>	<b>4</b>
<b>PERC STAFF</b>	<b>5</b>
<b>SAFETY &amp; TRAINING</b>	<b>6</b>
<b>RESEARCH &amp; DEVELOPMENT</b>	<b>8</b>
<b>CONSUMER EDUCATION</b>	<b>10</b>
<b>INDUSTRY ENGAGEMENT</b>	<b>13</b>
<b>GRANTS</b>	<b>16</b>
<b>APPROVED REBATES</b>	<b>17</b>
<b>FINANCIAL STATEMENTS</b>	<b>26</b>



# FROM THE CHAIRMAN & THE PRESIDENT

As we prepare this report, a global pandemic continues to dramatically shift most everything we considered normal to some new normal. It has been a pleasure to watch as propane providers across the county adapted to deliver outstanding customer service in this new environment with thoughtful solutions for both employee and customer health.

In acquiring the Certified Employee Training Program [CETP] from the National Propane Gas Association, we are responsible for world class safety and training programs. Our staff has risen to meet this challenge, and we are excited to deliver the first modules in the new style of training, with emphasis on digital, task-specific training, and options for online or classroom training. Beyond internal industry training, we initiated new workforce outreach programs and training programs for our allies in the plumbing and HVAC trades.

We entered 2020 with a new online Learning Center that is a vital tool for the nation's propane companies in meeting their training and certification needs. Created long before social distancing was common, the Learning Center has accelerated the adoption of virtual learning for both propane providers and our partners. We expect this tool to be readily used by thousands allied with our industry, such as builders, dispenser operators, and first responders.

PERC continues with digital transformation, as we evolve in training, marketing, and outreach that is increasingly accomplished in a virtual environment. After a great deal of study on improving the user experience for our customers, we began to dismantle 20 years of legacy infrastructure while at the same time laying the foundation of open, modular, agile platforms. We are transforming virtually every part of our digital system — and simultaneously modifying processes — an unprecedented digital transformation.

Given the challenges our industry faces in 2020, we are especially proud of the close working relationships we forged in 2019 with national, regional, and state propane organizations. We value their cooperation, collaboration, and support as never before.

Looking ahead is a core function here. It is why the Council in 2019 developed a new strategic plan to guide our work in 2020 and beyond.

At the heart of the plan is a simple aspiration: to increase uses and users of propane. The future of the propane industry hangs on our ability to grow uses and users, and in doing so, to tell the story of how a low carbon fuel used directly for a variety of markets is good for users, communities, and the environment. A worldwide pandemic brings a new awareness of the link between health and the environment, and we have an excellent story to tell, not only for today but for the future, with continuous innovation in applications, renewable fuels, and environmental benefits.

Specifically, the 2020-2022 strategic plan identifies four strategic priorities:

**Develop professional, informed, and skilled workforce and trade allies through world-class safety and technical training.**

We now offer task-based training for propane professionals; that means they can focus on training that matches their job tasks and company requirements. And we began developing new workforce outreach programs and training programs for our allies in the trades.

**Increase propane's voice in the national energy conversation through data-driven, provocative, and assertive messaging.**

Our work in this area starts with a nationwide perception study that will establish a baseline for Americans' views of propane, the environment, and the challenges facing our nation and our world. From there we'll revise and refine our messages to help our audience, including current and prospective propane users, understand how propane can solve some of our greatest environmental problems.

**Grow the autogas market through industry adoption and the development of certified applications and service networks.**

In our ongoing product development program, we will focus on vehicle platforms that propane companies can use in their fleets, with crossover opportunities in other markets.

**Engage in commercialization efforts to create market growth opportunities.**

Here is where we really get down to increasing uses and users in every market we serve. We will focus on commercializing new products in such categories as outdoor living, material handling, and mobile agriculture, among others.

In 2020 and beyond, these strategic priorities will guide the work of our volunteers, including members of the Council and the Advisory Committee; our staff members; and our many partners inside and outside the propane industry. Together we can help make life better for our customers, our communities, and our country.

THANK YOU  
FOR YOUR  
SUPPORT



**ROBERT FREEMAN**  
Freeman Gas Co.  
Chairman



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

# COUNCIL OFFICERS & MEMBERS

---

## **KASIB ABDULLAH**

*Treasurer*

BP  
Houston, Texas

## **DAVE K. BERTELSEN**

Matheson Gas  
Hamilton, Ohio

## **NICHOLAS CALABRETTI**

Energy Transfer  
Newtown Square, Pennsylvania

## **KEVIN COBB**

Suburban Propane Partners LP  
Eagle, Idaho

## **CASEY CRAMTON**

Dead River Co.  
South Portland, Maine

## **MICHAEL DICKINSON**

Williams  
Tulsa, Oklahoma

## **DANIEL DIXON**

*Vice Chairman, Marketers*  
AmeriGas Propane LP  
Florence, Alabama

## **MARK DONAHUE**

MarkWest Energy  
Denver, Colorado

## **RANDALL DOYLE**

*Secretary*  
Edinburg, Virginia

## **PHIL FARRIS**

3eightEnergy  
Denver, North Carolina

## **GARY FRANCE**

France Propane Service Inc.  
Schofield, Wisconsin

## **ROBERT FREEMAN**

*Chairman*  
Freeman Gas Co.  
Spartanburg, South Carolina

## **JAY FURMAN**

DCP Midstream  
Houston, Texas

## **JEFF KERNS**

ThomsonGas LLC  
Frederick, Maryland

## **BRUCE LEONARD**

*Vice Chairman, Producers*  
Targa Resources  
Houston, Texas

## **DUNCAN MCGINNIS**

Aux Sable Liquid Products  
Morris, Illinois

## **JOSEPH ROSE**

Loudon, New Hampshire

## **MARK SUTTON**

Wagoner, Oklahoma

## **STUART WEIDIE**

Blossman Gas  
Swannanoa, North Carolina

## **MARK ZIMORA**

Energy Distribution Partners  
Greencastle, Pennsylvania

# PERC STAFF

---

## EXECUTIVE MANAGEMENT TEAM

### TUCKER PERKINS

President and Chief Executive Officer

### MICHAEL EASON

Senior Vice President,  
Administration and Finance

### BRIDGET KIDD

Senior Vice President, Industry Relations

### ERIC KUSTER

Vice President of Safety,  
Education, and Compliance

### CINCH MUNSON

Senior Vice President, Business Development

### TINA WILSON

Senior Vice President, Communications

## STAFF

### INGRID BECHARD

Director of Market Communications

### TAMEKA BIAS

IT Analyst

### JOSEPH CALHOUN

Associate Director of Business Development

### BRYAN CORDILL

Director of Residential and Commercial  
Business Development

### SARAH EWING

Executive Assistant to  
the President and CEO

### RACHEL GREENBERG

Senior Market Research Analyst

### CHRISTOPHER HANSON

LMS Administrator

### RACHEL HRABIK

Business Development Coordinator

### PATRICK HYLAND

Director of Industry Communications

### CLIFTON IGNACIO

Marketing Communications Coordinator

### DOMINICK KEARNEY

Office Assistant

### EDWARD KENT

Finance Operations Manager

### JOHN L. KEREKES

Senior Contracts Manager and Counsel

### GREG KERR

Director of Research and Development

### ERIN LEE

Industry Relations Coordinator

### ANNA LOMBARDO

Director, Meetings and Events

### EMILY MCCOMAS

Communications Manager

### GINNA MOSELEY

Projects Coordinator, Demonstrations  
& Trade Shows

### MICHAEL NEWLAND

Director of Agriculture Business Development

### KRISTEN RICE

Projects Manager, Industry Programs

### LYNDON RICKARDS

Director of Safety and Compliance

### THERESA RYAN

Director of Administration and  
Human Resources

### SOPHI SANDOVAL

Office Assistant

### ELENA SCOTT

Sr. Administrative Assistant

### GREGG WALKER

Director of External Communications

### STEPHEN WHALEY

Director of Autogas Business Development

### GRACE WILLIS

Director of Strategic Operations

### PAULA WILSON

Director of Industry Engagement

### JEREMY WISHART

Director of Off-Road Business Development

### EMILY WOOD

Educational Content Development Coordinator



# SAFETY & TRAINING

The propane industry is committed to doing every job safely every day. The nation's propane companies turn to us for technical training for propane professionals and consumer safety products, like our best-selling brochure, *Important Safety Information for You and Your Family*.

## TRAINING FOR THE TRADES

As part of our ongoing commitment to delivering training to our partners in the trades, we unveiled a new train-the-trainer course called *Overview of Propane Distribution Systems for Plumbing and HVAC Professionals*. The program allowed propane marketers to nominate a plumber or HVAC instructor to win a free trip to an upcoming offering of the class. The course is designed for adoption by junior colleges and vocational schools in existing training about natural gas and electric systems. This year, we trained 25 lucky winners in Austin, Texas.

## CONSUMER SAFETY

Propane professionals count on our consumer safety materials, including printed material, videos, and radio public service announcements, to help them keep their customers safe. In 2019, more than 5.5 million printed consumer safety brochures were distributed through the Resource Catalog.

Winter safety messages are particularly important for propane customers. We unveiled new materials to help them get ready for the heating season, including a print ad, brochure, one-sheet guide, bill stuffer, newspaper ad template, social posts, fact sheet, radio spot, and videos — plus newsletter content and a PowerPoint for state executives.

Propane can help California homeowners stay safe and comfortable during power outages. That's the message of a public service announcement and website content developed by the Western Propane Gas Association with help from PERC. The 60-second PSA draws attention to the planned utility power shutoffs that began in 2019 and offers ways propane generators can help homeowners.

The industry's abiding interest in our safety and training products is evident in the list of top downloads from Propane.com in 2019:

1. Dispensing Propane Safely.
2. Underground Propane Tank Fact Sheet.
3. CETP 1.0 Instructor Tools.
4. Fire Safety Analysis Manual.
5. CETP 1.0 Refresher Training.

Our safety and training program underwent substantial improvements in 2019, as we laid the groundwork for more advancements in the years to come.





## WORKFORCE TRAINING

In a major development, the National Propane Gas Association transferred the certification assets of the Certified Employee Training Program to PERC in 2019. The transfer included all training records, tests, and skills evaluations for more than 100,000 propane professionals who have gained certification since the program began in 1987.

The transfer will help improve safety and training for our industry by moving all assets under one roof. The change brings both components of workforce education back together in one place so that our team of experts can create innovative training and safety materials and new innovative ways to deploy those materials and access the training, according to Eric Kuster, PERC's Vice President of Safety, Education, and Compliance.

**THE PROPANE INDUSTRY IS COMMITTED TO DOING EVERY JOB SAFELY EVERY DAY. THE NATION'S PROPANE COMPANIES TURN TO US FOR TECHNICAL TRAINING FOR PROPANE PROFESSIONALS AND CONSUMER SAFETY PRODUCTS, LIKE OUR BEST-SELLING BROCHURE, IMPORTANT SAFETY INFORMATION FOR YOU AND YOUR FAMILY.**

"Our goal is to make workforce training and certification better, faster, and cheaper," Kuster says. "Today's workforce learns differently than previous generations, so we are designing a more flexible system that better serves current and future hires alike."

PERC has been providing online accessibility to CETP courses through a vendor, with 2,198 courses completed in 2019. Building on this trend, we completed preparations for the January 1, 2020 launch of a new, PERC managed, online learning center that could revolutionize the way the propane industry trains. At launch, the Learning Center had 114 separate modules in the CETP program and 12 separate non-CETP safety and technical training modules available, making targeted training accessible to propane retailers at Propane.com.

In other workforce training highlights, more than 125 propane trainers, safety managers, state and local officials, insurance agents, state association executives, attorneys, and equipment dealers gathered for the 2019 Propane Industry National Safety and Trainer's Conference. Industry experts taught on topics including crisis communications, natural disaster preparedness, static electricity hazards, state regulatory and code changes, learning management systems, leak checks, and more.

At the NPGA Southeastern Convention, we offered a session for propane leaders on how to train customer service representatives on out-of-gas and odor complaint calls. Attendees saw a mock deposition on a case where a wrong response resulted in devastating consequences. They also took part in mock odor complaint calls to help prepare CSRs for the real thing.

We published newly updated compliance guides that provide concise regulatory information from the Department of Transportation, the Occupational Safety & Health Administration, and the Environmental Protection Agency. And to help propane retailers make sense of a code change to NFPA 58 that requires face seal inspection, we developed a one-sheet inspection guide to help identify cylinder valve defects.

And we added to our lineup of technical and safety products for the workplace with a new forklift cylinder poster that helps technicians fill forklift cylinders based on weight and by volume.





# RESEARCH & DEVELOPMENT



We help develop new and improved products that help American businesses and homeowners save money, reduce their emissions, and contribute to America's energy security. We also carry out research that helps American manufacturers and others better understand the markets for propane.

## PRODUCT DEVELOPMENT

We have invested in technology-development projects across all markets, including agriculture, commercial, material handling, on-road, off-road, power generation, and residential. Investments in engines have generated the most total gallons for the industry.

Here's a look at the results of our technology development through 2019:

- Our investments in new technology have resulted in about half a billion new gallons to the industry.
- About 90 percent of the gallons generated from our investment portfolio were either year-round or counter-seasonal products.
- Each dollar we invested in product development projects has generated roughly \$32 back to the industry in margins on propane sold for those applications.
- Over the useful life of the products we invested in, we project the return on investment to the industry will be around \$83 per dollar of investment.
- Our investments in new technology have generated more than a billion dollars for the industry.
- Over the useful life of the current product development investments, we project these investments will return about \$2.7 billion to the industry.

In 2019, one of our manufacturing partners, Industrial Irrigation Services, launched its new EPA-certified Reliable Horsepower engine line, featuring new efficiencies, reduced maintenance

time, and a complete electronic fuel control system for simplified monitoring. The new line features five different EPA-certified engines, including 5.7-liter, 6.2-liter, 8-liter, 9.1-liter, and 10.3-liter sizes, and includes propane-dedicated engines, engines that run on either propane or natural gas, and bi-fuel engines.

The Environmental Protection Agency certified the 488LPI 8-liter V-8 propane engine by PERC partner Agility Fuel Solutions. The engine is used in Thomas Built school buses, propane bobtails, and medium-duty truck applications.

At the Advanced Clean Transportation Expo in California, fleet professionals saw new advancements in propane technology from two PERC manufacturing partners, Roush CleanTech and Power Solutions International. The propane-powered Pro-Spotter terminal tractor is designed for use in distribution centers, rail terminals, and ports to move semi-trailers and shipping containers. And the first ultra-low NOx near-zero emission truck with a .02 engine by Roush CleanTech also got plenty of attention. It earned a .02 grams per brake horsepower-hour rating from the California Air Resources Board.

In the growing school bus market, Thomas Built Buses introduced the Saf-T-Liner C2 propane autogas school bus equipped with the new Driveforce 8.8L LPG engine, produced by Powertrain Solutions Integration. The new engine is designed to offer increased torque for hill-climbing power while maintaining lower engine speeds, resulting in improved fuel economy. It's an example of the advancements made in engine technology for school buses in a market largely made possible by more than a decade of investment by PERC and its manufacturing partners.



## 2019 TECHNOLOGY DEVELOPMENT RESULTS



# HALF

A BILLION NEW GALLONS  
TO THE INDUSTRY FROM INVESTMENTS  
IN NEW TECHNOLOGY

# \$83

FOR EVERY DOLLAR INVESTED  
IS THE PROJECTED ROI TO THE INDUSTRY  
OVER THE LIFE OF PRODUCTS INVESTED IN

# 90%

OF GALLONS GENERATED  
FROM INVESTMENTS WERE FROM YEAR-  
ROUND OR COUNTER-SEASONAL PRODUCTS

# \$1B

TO THE INDUSTRY  
GENERATED FROM INVESTMENTS  
IN NEW TECHNOLOGY

# \$32

FOR EVERY DOLLAR INVESTED  
IN PRODUCT DEVELOPMENT HAS  
GONE BACK TO THE INDUSTRY

# \$2.7B

PROJECTED RETURN  
TO THE INDUSTRY OVER THE LIFE OF CURRENT  
PRODUCT DEVELOPMENT INVESTMENTS

When Newport News Public Schools in Virginia revealed a new fleet of propane buses to local officials and its transportation crew, it marked the 15,000th propane school bus delivery by Blue Bird, a longtime PERC manufacturing partner. Naturally we were on hand to help them celebrate the milestone.

### RESEARCH

In 2019, we unveiled communications projects around a PERC-funded study by engineering consultants Newport Partners of the performance of seven heating systems, including propane, electricity, and heating oil, for factors like energy cost, comfort, and emissions. The results show that propane systems are the best choice in most circumstances.

We commissioned new market research that revealed that a growing number of residential customers are making zero net energy (ZNE) homes a priority — and are willing to pay more to

achieve ZNE status. In a survey by Harris Insights & Analytics of buyers, builders, and remodelers, favorability of ZNE homes is nearly unanimous. Overall, 98 percent of builders, 95 percent of buyers, and 89 percent of remodelers were at least somewhat favorable regarding ZNE status. The study also showed that nearly nine in 10 construction professionals expect demand to increase over the next five to 20 years. Notably, close to four in 10 expect demand will increase significantly.

Research projects like these — just two of the many we conduct each year — help us shape our activities. They keep the propane industry, and its partners, informed about opportunities for propane in every market we serve.





# CONSUMER EDUCATION

We help make Americans more aware of propane's uses and benefits, make them feel better about propane, and inspire them to choose propane at home, at work, on the road, on the farm, and anywhere they need clean, affordable, reliable, efficient, portable energy. We speak directly to homeowners and business owners on behalf of the propane industry, and we create tools that propane retailers use in their conversations with customers and prospective customers.

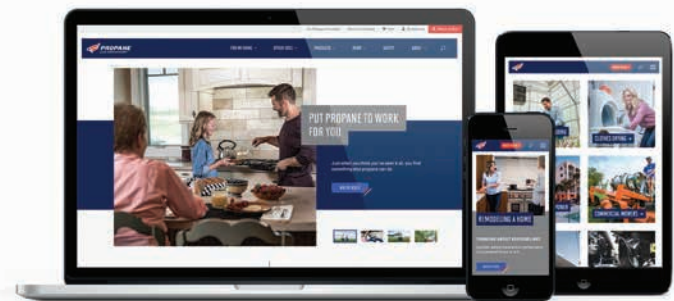
## PROPANE.COM

At the center of everything we do is Propane.com, a new website designed to give propane professionals and their customers just about everything they need to live and work better with propane.

By the end of 2019, its first year of operation, the website had racked up some impressive numbers:

- Over 1.6 million users.
- Over 34,000 clicks to Where to Buy to begin to Find a Local Supplier.
- Over 4,800 new accounts created for the propane industry section of the site.

We add new content to the site nearly every day: resources for propane retailers, consumer safety guidance, training products, R&D news, and consumer education materials. Among the most popular are videos. In 2019 the most watched video content on the site included the Propane Can Do That® versatility video, showing a variety of ways homes and businesses use propane; the Propane Can Do That® homeowner video, showing the major ways homeowners can improve their lives with propane; and consumer safety videos that show them how to read a tank gauge, what to do if they smell gas, how to transport small cylinders, and more.



New for 2019 was a tool that propane retailers can use to help forecast grain drying demand. It offers the kind of insight that helps propane retailers across the country make informed decisions about supply and delivery plans for the fall.

To cite just one more example of a popular website tool that was updated in 2019: cost calculators for mowers, irrigation engines, and more. Propane retailers use them to help prospective customers learn how much they can save on operating costs when they switch to propane.

## PROPANE CAN DO THAT®

The Propane Can Do That® campaign is the biggest driver in leading people to Propane.com, where they can learn more about our fuel and its applications for each market.

Digital advertising to homeowners in 2019 has emphasized seasonally and regionally appropriate propane applications for the home. An appliance giveaway and strong video content helped drive hundreds of thousands of homeowners to the website, where they learn about the benefits of propane, what to ask their propane provider about ways to improve their home with new propane appliances, and how to find a local propane provider if they don't have one already.

Outreach to users and prospective users in each market took a variety of forms in 2019. Among the highlights:

### ► CONSTRUCTION PROFESSIONALS

Show homes are a perfect opportunity to display all the ways that propane provides efficiency and modern design for residential use. At the International Builders Show, we sponsored a Show Village home that featured a propane water heater, furnace, generator, range and oven, dryer, and fireplace.

The Propane Training Academy added a new online course that provides builders and developers with an overview of community propane systems. The course details how community propane systems work, where they work, and why builders and developers should implement community propane systems into their residential building projects. It also gives an overview of how community propane systems fit into larger commercial facilities like community centers, golf courses, retail centers, restaurants, and lodging facilities.

**90% OF CLASS 4 AND 5 OPERATORS ARE CHOOSING PROPANE FORKLIFTS OVER DIESEL OR ELECTRIC TO HANDLE THEIR MATERIAL HANDLING NEEDS AND THIS VIDEO SERIES HELPS FACILITY MANAGERS UNDERSTAND WHY.**

TSP, an architecture and engineering firm with offices in South Dakota, Minnesota, and Nebraska that focuses on commercial projects in education, healthcare, and community, won the 2019 Propane Project of the Year contest, which honors the best residential and commercial projects being powered by propane. TSP took the \$10,000 grand prize for its work on Andes Central High School located in Lake Andes, South Dakota. The firm donated its prize to Andes Central School District, which will use it to buy new playground equipment.

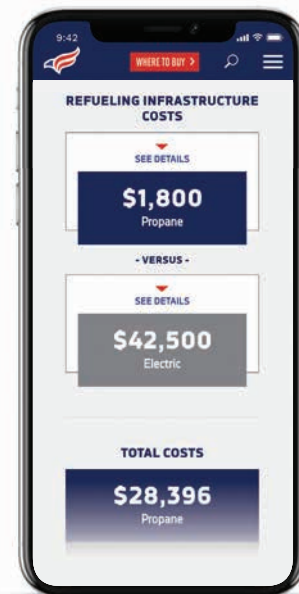


We debuted the latest video in our popular myth-busting video series about the science of building. In this one we debunk four myths about standby generators, showing how builders can use propane to provide safety and peace of mind even when the power grid goes down.

We offered webinars on hot topics for construction pros. One, "How Going Tankless Can Meet Commercial Building Needs," showed builders how tankless water heaters reduce space, save energy, and improve performance over traditional water heating options.

### ► MATERIAL HANDLING

We released a new real-talk video series to educate material handling professionals on three common propane forklift misconceptions regarding indoor usage, emissions, and cost. The videos shed light on a few of the key benefits linked with propane that, if overlooked, can prevent facilities from operating at maximum efficiency. 90% of Class 4 and 5 operators are choosing propane forklifts over diesel or electric to handle their material handling needs and this video series helps facility managers understand why.



A new cost calculator is designed to help forklift fleet managers discover how much they can save by switching to propane.

► **LANDSCAPE PROFESSIONALS**

We added a new video to our popular Straight Talk video series highlighting Barnes, a Madison, Wisconsin-based landscape contractor that operates 75 propane-powered mowers. The video provides an updated look at the company's experience using propane mowers five years after being featured in a 2014 Straight Talk video. The video is aimed at an audience of landscape contractors, outdoor power equipment dealers, municipal fleet directors, and golf course managers who use the equipment daily.

We recognized Knoxville, Tennessee, as the 2019 Green Leadership City, a distinction we award to one government agency in the United States each year. We recognized Knoxville for its adoption of clean, propane-powered mowers, among other environmentally friendly programs that support the city's sustainability and emissions-reduction goals. A strong social media campaign about the awards ceremony highlighted the benefits of propane compared with gasoline for mowing.

► **ON-ROAD FLEET MANAGERS**

Fleets from coast to coast are choosing propane autogas for their vans, trucks, buses, and sedans. Now, visitors to Propane.com can see the numbers for themselves on a new map that shows where fleets across the country are succeeding with autogas.

In a win for the Propane Can Do That® public relations program, an event to celebrate new propane school buses in San Antonio earned glowing media coverage. At a meeting of the PERC Advisory Committee, a representative from the San Antonio Independent School District spoke to our industry leaders and the media about a new \$1 million grant received by the school to replace more of its diesel buses with propane. Local TV news crews were on hand to capture footage of the event and ride the bus afterward.

**FLEETS FROM COAST TO COAST ARE CHOOSING PROPANE AUTOGAS FOR THEIR VANS, TRUCKS, BUSES, AND SEDANS. NOW, VISITORS TO PROPANE.COM CAN SEE THE NUMBERS FOR THEMSELVES ON A NEW MAP THAT SHOWS WHERE FLEETS ACROSS THE COUNTRY ARE SUCCEEDING WITH AUTOGAS.**

We awarded four transit fleets the Ninth Annual Top User of Propane Autogas Award from PERC during the BusCon Expo in Indianapolis. The award celebrates fleets creating healthier environments for riders and communities by using clean, cost-effective, and domestically produced propane autogas. The 2019 award recipients are Acadia National Park in Bar Harbor, Maine; Forest Preserves of Cook County, Illinois; Volusia County Transit in Dayton, Florida; and Davidson County Transportation System in Lexington, North Carolina.

► **AGRICULTURE**

Farm shows remain one of the best ways to connect with growers and other like-minded folks who need to learn more about how propane can help American agribusinesses feed the world. We take part in the biggest shows in the country, reaching thousands, and support marketers and state organizations in their involvement with dozens more.

The Propane Farm Incentive Program is a research program that provides a financial incentive up to \$5,000 toward the purchase of new propane-powered farm equipment. In exchange, participants agree to share real-world performance data with PERC.

An online cost calculator can help growers find out how much propane can save their operation. Producers can simply input a few numbers and the calculator will show you the cost savings of a propane-powered irrigation engine compared with a diesel engine.





# INDUSTRY ENGAGEMENT

It should go without saying that the success of our programs depends on the active engagement of propane professionals around the country, but we like saying it.

Industry engagement starts at the top, with the 21 volunteers who serve on the Council and the 100 or so who serve on the Advisory Committee. It involves the leaders of the national, regional, and state councils and foundations. And most of all, it embraces thousands of other professionals who shape, support, and rely on our work. Here's a snapshot of what industry engagement looked like in 2019.

## ADVISORY COMMITTEE

The Advisory Committee met twice in 2019, once in San Antonio in May and once in Indianapolis in October. Each meeting drew nearly 90 propane professionals representing about 70 companies. The committee comprises three working groups: Safety and Technical Training; Research and Technology Development; and Market Development and Outreach.

## REGIONAL MEETINGS

For the second year in a row, we convened regional roundtable sessions with state executives and marketers from each region. We learned from the experts about opportunities and challenges in their areas, focusing on safety and training needs, workforce recruitment opportunities and resources, and growth opportunities in each of our market segments. In total, we met with 91 propane professionals from six regions: New England, the Mid-Atlantic, the Southeast, the Midwest, the South Central, and the West.

## MARKET SUMMITS

Getting propane retailers together with users, distributors, and manufacturers of propane-fueled equipment always opens eyes, uncovering new opportunities to work together to help Americans save money and cut emissions with propane.

**GETTING PROPANE RETAILERS TOGETHER WITH USERS, DISTRIBUTORS, AND MANUFACTURERS OF PROPANE-FUELED EQUIPMENT ALWAYS OPENS EYES, UNCOVERING NEW OPPORTUNITIES TO WORK TOGETHER TO HELP AMERICANS SAVE MONEY AND CUT EMISSIONS WITH PROPANE.**

In 2019 we helped marketers get together with builders, equipment manufacturers, and construction professionals [mechanical engineers, architects, HVACs, and plumbers] at in-person and virtual regional summits around the country, starting with one Indianapolis.

We also brought propane retailers together with members of the Industrial Truck Association, manufacturers, and suppliers for a joint meeting about propane in the forklift market. Propane industry members learned about how to best engage with distributors and dealers and how to promote propane lift trucks. They also discussed safety and training opportunities, new technology development, and market drivers and threats.

### SALES & MARKETING TRAINING

We unveiled a series of events designed to help propane retailers make the fullest use of our resources.

For instance, we offered a Can-Do Marketing Conference on online marketing during the NPGA Southeastern Convention. It gave attendees tips on jump-starting their digital marketing efforts, covered how to make a good website for search engines, why and how to use paid digital advertising, and how to build a company's reputation with online reviews.

We also offered Can-Do marketing webinars. One was on geo-targeted campaigns that can help deliver the right messages to customers in specific locations and drive more sales.

The first Can-Do Sales Webinar featured Brian Basilico, an authority on sales and marketing, who shared practical techniques propane retailers can apply to their businesses right now to achieve stronger sales, improved digital outreach, and smarter marketing.

Other PERC webinars covered topics like the Residential Market Growth resource, which help show propane marketers where and how propane is being used and the residential construction activity happening in their area.

And our totally revamped Propane Sales Training program for customer service representatives and sales professionals features videos, webinars, games, and more. The program is customized for seasoned veterans and new hires alike based on their learning style and experience in the industry.



### WORKFORCE OUTREACH

A new page on Propane.com now helps visitors find and apply for jobs in the propane industry. In new testimonial videos, customer service representatives, delivery drivers, service technicians, and transport operators share what they love about their job, the requirements and certifications needed, and what a typical day is like. We encourage propane retailers to add the link to their company websites and share it with local job posting sites and community trade schools.

In partnership with NPGA, PERC also developed four nationally registered apprenticeship programs through the U.S. Department of Labor: delivery driver, transport driver, utility driver, and service technician. These competency-based programs will leverage CETP training as well as on-the-job support in a formal, structured, nationally recognized format. People who complete each program will receive nationally recognized accreditation through the Department of Labor. NPGA provides administrative support for the program.



The Council awarded 10 projects a total of \$456,000 from the PERC Workforce Recruitment Pilot Program to address industrywide challenges recruiting drivers, technicians, and customer service representatives. Here are a few recipients:

- The South Carolina Propane Education & Research Foundation was awarded \$50,000 to promote employment of service technicians in the propane industry within the state’s technical college system. The program is aimed at students completing HVAC training in the state’s technical college system.
- North Carolina was awarded \$50,000 to hire a propane liaison to develop a comprehensive plan to contact and partner with the state’s class B CDL driving schools, career and technical centers, and workforce development boards to help fill critical positions for drivers and technicians.
- The Missouri Propane Education & Research Council was awarded \$50,000 to launch a one-year effort to encourage workers to consider employment in the propane industry. Missouri Propane CONNECT will develop and deliver two presentations about propane jobs, qualifications, and other considerations that may be of interest to potential industry hires.
- The Georgia Propane Education & Research Council was awarded \$50,000 to purchase a demonstration trailer to raise awareness about propane usage and to promote employment opportunities in the industry.
- A partnership between the propane gas foundations in New England and New York and Vets2Tech was awarded \$50,000 to encourage the hiring of U.S. military members into the propane industry in a seven-state region.
- The Pennsylvania Propane Foundation was awarded \$50,000 for its GeneratioNext Energy Pros, a workforce development program designed to connect students and graduates of local technical schools with potential employers in the propane industry.

**IN PARTNERSHIP WITH NPGA, PERC ALSO DEVELOPED FOUR NATIONALLY REGISTERED APPRENTICESHIP PROGRAMS THROUGH THE U.S. DEPARTMENT OF LABOR: DELIVERY DRIVER, TRANSPORT DRIVER, UTILITY DRIVER, AND SERVICE TECHNICIAN.**

- The Michigan, Indiana, and Ohio foundations were awarded \$50,000 for a joint effort to attract drivers to propane marketer operations in those states. The 2019 Great Lakes Region Workforce project targets active military and recent veterans at bases in Indiana, Michigan, and Ohio, plus truck driving school students in those three states to promote propane industry employment opportunities.
- The Rocky Mountain Propane Education & Research Council was awarded \$50,000 to create a web-based tool that connects propane employers with qualified job seekers. The Rocky Mountain Propane Association will promote the job locator tool to CDL schools, HVAC schools, unemployment offices, and various career days.
- The Kentucky Propane Education & Research Council was awarded \$6,500 to exhibit at the annual Kentucky Construction Career Fair to encourage students entering the workforce to consider employment in the propane industry.
- The Alabama and Tennessee councils were awarded \$50,000 to enhance propane education and training in community colleges and technical and trade schools throughout both states.



# 2019 GRANTS

MISSION AREA	DOCKET #	TITLE	PARTNER	FUNDING AMOUNT
Propane Industry	21866	Digital Strategy and Enhancement - Phase 2		\$330,759
Propane Industry	21869	Marketer Can Do Marketing Program		\$248,000
Material Handling/Industrial	21789	Propane Powered Refrigeration for Medium Duty Truck	Roush Clean Tech	\$125,000
Safety & Technical Training	21933	Dispensing Propane Safely Technical and Market Revisions		\$298,354
Propane Industry	21943	Impact of the Propane Industry on U.S. and State Economies (2018)		\$70,000
Residential & Commercial	21944	Technical and Market Analysis for Residential and Commercial Micro-CHP	Gas Technology Institute	\$25,000
Residential & Commercial	21770	Residential & Commercial Market Outreach Program		\$300,000
Autogas	21984	Advanced Technology Medium-Duty Propane Engine	Southwest Research Institute	\$995,000
Technical Research	22016	Carbon Management Information Center Consortium 2019	Gas Technology Institute	\$75,000
Technical Research	22030	Chassis Dynamometer Evaluation of Propane Powered MD to HD Vehicles	West Virginia University Research Corporation	\$197,000
Residential & Commercial	21957	Hydronic Air Handler	Rinnai America Corporation	\$200,000
Technical Research	22031	Gas Technology Institute Utilization Technology Development (UTD) Consortium Consulting	Gas Technology Institute	\$80,000
Residential & Commercial	21988	2019 Integrated Marketing Campaign - Homeowner Outreach		\$3,000,000
Presidential Discretionary	22013	Grain Dryer Propane Demand Model	Wilton Agricultural Strategies	\$38,000
Safety & Technical Training	21996	Entry Level Driver Training		\$310,000
Safety & Technical Training	21783	2019 CETP Support		\$350,000
Residential & Commercial	22097	Heat Pump Water Heater Gas Stirling Linear Compressor	Gas Technology Institute	\$63,000
Corporate Communications	22112	2020 Corporate Communications		\$2050,000
Safety & Technical Training	22157	Transfer of CETP Training to Captivate software		\$270,000
Presidential Discretionary	22163	Legal Review of NJPGA - NJPERF Website Privacy Policy	NJPERF	\$293
Propane Industry	22082	2020 Industry Engagement		\$454,000
Material Handling/Industrial	22085	2020 Material Handling Market Integrated Outreach Program		\$1070,000
Business Development	22090	Business Development Engagement and Services		\$575,000
Agriculture	22095	2020 Propane Farm Incentive Program		\$400,000
Residential	22098	2020 Residential Construction Professional Integrated Outreach Program		\$2140,000
Commercial	22103	2020 Commercial Professional Integrated Outreach Program		\$905,000
Agriculture	22104	2020 Agriculture Integrated Outreach Program		\$1,040,000
Propane Industry	22106	2020 Propane Sales & Marketing Training and HVAC/Plumber Training		\$605,000
Autogas	22111	2020 Autogas Integrated Outreach Program		\$1,200,000
Residential	22113	2020 Residential Consumer Integrated Outreach Program		\$4,250,000
Propane Industry	22214	2020 Advisory Committee & Program Support		\$450,000
Propane Industry	22215	2019 Retail Sales Report	ICF International Inc	\$212,696
Propane Industry	22216	2020 Market Research & Data Analytics	Stratas Advisors	\$145,000



# 2019 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21749	2018 Utah Safe Grilling Campaign	Rocky Mountain PERC	UT	\$28,052.94		\$28,052.94
21829	2018 Idaho Chukars Baseball Safe Grilling Campaign	Rocky Mountain PERC	ID	\$13,446.97		\$13,446.97
21831	2018 MT Propane Emergencies Training	Rocky Mountain PERC	MT	\$8,973.94		\$8,973.94
21853	California Propane Emergency Response/HazMat Training 2019	Western PERC	CA	\$141,775.00		\$141,775.00
21854	California Safe Installation of Appliance Rebates 2019	Western PERC	CA	\$32,000.00	\$32,000.00	\$64,000.00
21855	WPERC Regulatory Consultants 2019	Western PERC	CA	\$100,000.00		\$100,000.00
21857	California Certified Employee Training Program (CETP) 2019	Western PERC	CA	\$16,000.00		\$16,000.00
21858	California Irrigation Engine Rebate Program 2019	Western PERC	CA	\$6,000.00	\$6,000.00	\$12,000.00
21859	California Propane Shows 2019	Western PERC	CA	\$4,000.00	\$4,000.00	\$8,000.00
21860	California Autogas Rebate Program 2019	Western PERC	CA	\$35,000.00		\$35,000.00
21861	California Propane Forklift Safety Rebate Program 2019	Western PERC	CA	\$6,000.00	\$6,000.00	\$12,000.00
21862	Western Propane Gas Association Fire Training 2019	Western PERC	CA	\$7,500.00	\$7,500.00	\$15,000.00
21863	California LIHEAP Consumer Safety Education Program 2019	Western PERC	CA	\$300.00	\$300.00	\$600.00
21864	WPERC Consumer Incentive/Rebate Awareness Program 2019	Western PERC	CA	\$46,000.00	\$8,000.00	\$54,000.00
21871	2018 Travel for Industry Meetings and Event__NJ	New Jersey Propane Education and Research Foundation	NJ	\$770.91		\$770.91
21879	2019 District Meetings	Iowa Propane Education and Research Council	IA	\$30,000.00		\$30,000.00
21883	Tennessee PERC Consumer Education Campaign	Tennessee Propane Education and Research Council	TN	\$63,000.00		\$63,000.00
21885	2018 Colorado Safety, Educational Materials and Training Project	Colorado PERC	CO	\$5,000.00		\$5,000.00
21886	2019 Colorado Fire Training	Colorado PERC	CO	\$43,650.00	\$20,000.00	\$63,650.00
21887	NJPGA Partnership with NJ Clean Cities Coalition 2019	New Jersey Propane Education and Research Foundation	NJ	\$1,250.00	\$1,250.00	\$2,500.00
21888	NJPGA Booth at 2019 NJ School Board Association's Workshop	New Jersey Propane Education and Research Foundation	NJ	\$8,633.76	\$8,633.76	\$17,267.52
21889	Safety Training Courses 2019	New Jersey Propane Education and Research Foundation	NJ	\$48,012.50		\$48,012.50
21890	Travel Reimbursement for PERC Council and Leadership Summit	North Carolina PERC	NC	\$1,846.18		\$1,846.18
21891	2019 Newsletter	Iowa Propane Education and Research Council	IA	\$15,000.00		\$15,000.00
21892	2019 CETP and Safety Refresher Classes	Iowa Propane Education and Research Council	IA	\$140,000.00		\$140,000.00
21893	2019 Travel Reimbursement for PERC and Industry Meetings	Western PERC	CA	\$14,000.00		\$14,000.00
21894	Propane Emergencies Training	West Virginia Propane Research and Education Foundation	WV	\$6,862.00	\$6,862.00	\$13,724.00
21895	Propane Training 2019	West Virginia Propane Research and Education Foundation	WV	\$40,000.00		\$40,000.00
21896	Consumer Safety Radio Advertising	Louisiana Propane Gas Foundation	LA	\$20,352.00	\$6,873.00	\$27,225.00
21898	2018 NPGA/PERC Leadership Summit Reimbursement	New England Propane Foundation	New England	\$1,048.08		\$1,048.08
21900	2018 Nevada Propane Dealers Association Fall CETP Reimbursement	Nevada Propane Education and Research Foundation	NV	\$3,616.99		\$3,616.99

# 2019 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21901	Reimbursement for RMPERC 2018 Spring, Summer, Fall Conference	Rocky Mountain PERC	ID	\$5,090.35		\$5,090.35
21902	Reimbursement for RMPERC 2018 Spring, Summer, Fall Conference	Rocky Mountain PERC	MT	\$5,090.35		\$5,090.35
21903	Reimbursement for RMPERC 2018 Spring, Summer, Fall Conference	Rocky Mountain PERC	WY	\$5,090.35		\$5,090.35
21904	Propane Education Foundation of Florida Operating Expense Reimbursement	Propane Education Foundation of Florida	FL	\$3,357.74		\$3,357.74
21905	MAPGA 2019 Consumer Education Campaign [DE]	Mid-Atlantic PREF	DE	\$16,200.00		\$16,200.00
21906	MAPGA 2019 Consumer Education Campaign [MD]	Mid-Atlantic PREF	MD	\$36,135.00	\$1,665.00	\$37,800.00
21907	External Professional Training Partnership 2019 - DE	Mid-Atlantic PREF	DE	\$3,284.00	\$1,786.00	\$5,070.00
21908	External Professional Training Partnership 2019 - MD	Mid-Atlantic PREF	MD	\$5,915.00	\$5,915.00	\$11,830.00
21909	2019 MAPGA Safe Appliance Rebate Program [DE]	Mid-Atlantic PREF	DE	\$3,000.00	\$3,000.00	\$6,000.00
21910	2019 MAPGA Safe Appliance Rebate Program [MD]	Mid-Atlantic PREF	MD	\$7,000.00	\$7,000.00	\$14,000.00
21911	Propane Safety and Training 2019 - DE	Mid-Atlantic PREF	DE	\$31,134.00		\$31,134.00
21912	Propane Safety and Training 2019 - MD	Mid-Atlantic PREF	MD	\$72,646.00		\$72,646.00
21914	Safe High Efficiency Furnace/Boilers Appliance Installation Program [CHANGE ORDER]	Iowa Propane Education and Research Council	IA	\$43,005.00	\$43,005.00	\$86,010.00
21915	2019 Colorado Safe Appliance Installation Rebate	Colorado PERC	CO	\$25,000.00		\$25,000.00
21917	CETP Classroom Training 2019	SD PERC Foundation	SD	\$90,000.00		\$90,000.00
21918	2018 Leadership Summit	North Dakota Propane Gas Foundation	ND	\$1,239.12		\$1,239.12
21922	Travel Reimbursement for PERC 2019 National Trainer's Conference	North Dakota Propane Gas Foundation	ND	\$1,903.12		\$1,903.12
21923	2019 Website Services - North Dakota	North Dakota Propane Gas Foundation	ND	\$500.00		\$500.00
21926	Logo Items to Promote the Propane Industry	Pennsylvania Propane Foundation	PA	\$5,500.00		\$5,500.00
21927	2019 Poultry Progress Day Partnership	Pennsylvania Propane Foundation	PA	\$1,680.00		\$1,680.00
21928	2019 PA Manufactured Housing Association Partnership	Pennsylvania Propane Foundation	PA	\$11,000.00		\$11,000.00
21929	NJPGA Booth at 2019 NJ School Board Association's Workshop - Part 2 [see 21888 for Part 1]	New Jersey Propane Education and Research Foundation	NJ	\$1,866.24	\$1,866.24	\$3,732.48
21930	2019 Wisconsin Consumer Education & Safety Mailing Program - Part 2	Wisconsin PERC	WI	\$5,000.00		\$5,000.00
21931	2019 Propane Appliance Safe Installation Rebate Program	Kentucky Propane Education and Research Council	KY	\$99,611.00	\$10,389.00	\$110,000.00
21932	2019 Colorado Employee Training Program	Colorado PERC	CO	\$40,250.00		\$40,250.00
21934	2019 PA Plumbing Heating Cooling Contractors (PAPHCC) Partnership	Pennsylvania Propane Foundation	PA	\$4,400.00		\$4,400.00
21935	2019 Indiana Safety and Training Program	Indiana Propane Gas Foundation	IN	\$215,800.00	\$23,400.00	\$239,200.00
21936	2019 Ohio Safety, Training, Education and Enrichment Projects	Ohio Propane Education & Research Council	OH	\$304,500.00	\$35,000.00	\$339,500.00
21937	2018 VAPGA Fall Meeting Speaker	Virginia Propane Research and Education Foundation	VA	\$4,715.85		\$4,715.85
21938	2019 Michigan Propane Safety, Training & Education Programs	MIPERC	MI	\$443,000.00	\$59,000.00	\$502,000.00
21939	2019 Safe Appliance Rebate Program	MNPEPSC	MN	\$383,795.72	\$54,116.00	\$437,911.72

# 2019 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21940	2019 Arizona Consumer Outreach Program	Arizona Propane Education & Research Foundation	AZ	\$65,938.00	\$11,282.00	\$77,220.00
21941	CETP & Safety Training	North Dakota Propane Gas Foundation	ND	\$102,350.00		\$102,350.00
21942	LPGF Partnership with LA Clean Cities Coalition 2019	Louisiana Propane Gas Foundation	LA	\$1,575.00	\$1,575.00	\$3,150.00
21945	Travel Reimbursement for PERC and Industry Meetings_2018 Trainer's Conference	Wisconsin PERC	WI	\$1,421.25		\$1,421.25
21946	Travel Reimbursement for PERC and Industry Meetings_2018 Southeast Expo	Wisconsin PERC	WI	\$1,802.21		\$1,802.21
21947	Travel Reimbursement for PERC and Industry Meetings_2018 Can Do Conference	Wisconsin PERC	WI	\$795.57		\$795.57
21948	2019 Colorado Autogas & Technical Support Project	Colorado PERC	CO	\$45,500.00		\$45,500.00
21949	Safe Installations of Appliances Program Phase 13	Propane Foundation of Kansas	KS	\$40,000.00	\$12,097.00	\$52,097.00
21950	Reimbursement Request - 2019 D&O Liability Insurance	Pennsylvania Propane Foundation	PA	\$1,701.00		\$1,701.00
21951	2015 Foundation Costs	Georgia PERC	GA	\$6,173.00		\$6,173.00
21952	2019 Foundation Costs - Insurance and Tax Preparation	Georgia PERC	GA	\$9,292.40		\$9,292.40
21953	2019 Safe Installations of Propane Appliances Program Continued	Georgia PERC	GA	\$50,000.00	\$21,335.00	\$71,335.00
21954	Florida Continuing Education Production	Propane Education Foundation of Florida	FL	\$2,500.00	\$2,500.00	\$5,000.00
21958	2019 Training Program	Pennsylvania Propane Foundation	PA	\$88,000.00		\$88,000.00
21960	2019 Virginia Safe Appliance Rebate Program	Virginia Propane Research and Education Foundation	VA	\$68,000.00	\$27,000.00	\$95,000.00
21961	2019 Multi-Media Safety and Training Communications	Pennsylvania Propane Foundation	PA	\$22,000.00		\$22,000.00
21962	Professional Speakers at 2018 SCPGA / GPGA Convention	Georgia PERC	GA	\$8,592.01		\$8,592.01
21963	2019 New Mexico Technical Training	New Mexico Propane Education and Research Foundation	NM	\$8,500.00		\$8,500.00
21964	Safety Training Courses 2019	Arkansas PERC	AR	\$31,256.00		\$31,256.00
21965	2019 APGA Magazine	Arkansas PERC	AR	\$19,080.00		\$19,080.00
21966	2019 Arkansas PERC Foundation Costs	Arkansas PERC	AR	\$6,685.00		\$6,685.00
21967	2018-2019 MT Propane Can Do That Billboards Campaign	Rocky Mountain PERC	MT	\$40,394.00	\$11,966.00	\$52,360.00
21968	State Wide Communications Campaign	Mississippi Propane Education and Research Council	MS	\$130,000.00		\$130,000.00
21969	2019 New York Propane Autogas Program	New York PERC	NY	\$65,000.00		\$65,000.00
21970	2019 New York Propane Rebate and Consumer Marketing Program	New York PERC	NY	\$96,700.00	\$43,300.00	\$140,000.00
21971	2019 Statewide Safety Communications Campaign PR	New York PERC	NY	\$13,200.00		\$13,200.00
21972	2019 NYPGA CETP Classes	New York PERC	NY	\$123,000.00		\$123,000.00
21973	2019 Emergency Response	New York PERC	NY	\$60,000.00		\$60,000.00
21974	2018 Iowa PERC Consumer Education Campaign - Add'l Funds	Iowa Propane Education and Research Council	IA	\$15,476.00		\$15,476.00
21975	2019 Iowa PERC Consumer Education Campaign - Social Media	Iowa Propane Education and Research Council	IA	\$40,000.00		\$40,000.00
21976	2019 Iowa PERC Consumer Education Campaign - Propane Matters, Website & Support	Iowa Propane Education and Research Council	IA	\$80,000.00		\$80,000.00

# 2019 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21978	2019 Virginia Propane On-Road Vehicle Purchase/Placement	Virginia Propane Research and Education Foundation	VA	\$52,250.00		\$52,250.00
21979	2019 Virginia Safety and Training	Virginia Propane Research and Education Foundation	VA	\$125,000.00		\$125,000.00
21980	2019 Virginia External Safety, Training and Education	Virginia Propane Research and Education Foundation	VA	\$56,126.75		\$56,126.75
21981	2019 Nevada Propane Dealers Association Certified Employee Training Program	Nevada Propane Education and Research Foundation	NV	\$16,150.00		\$16,150.00
21983	Propane Emergencies Training	North Dakota Propane Gas Foundation	ND	\$4,500.00	\$4,500.00	\$9,000.00
21985	Reimbursement of 2018 Audit Fees	Iowa Propane Education and Research Council	IA	\$3,287.50		\$3,287.50
21986	2019 New Mexico Employee Training Program	New Mexico Propane Education and Research Foundation	NM	\$49,802.00		\$49,802.00
21987	Southeastern Convention 2019 Reimbursement	Propane Education Foundation of Florida	FL	\$476.42		\$476.42
21989	Propane Customer Newsletter	Propane Council of Texas	TX	\$122,755.40		\$122,755.40
21990	2019 Wisconsin Fire Chiefs Trade Show	Wisconsin PERC	WI	\$2,500.00	\$2,500.00	\$5,000.00
21991	2019 Spring Convention Education & Training	Wisconsin PERC	WI	\$4,113.40		\$4,113.40
21992	2020 Consumer Safety Tip & Recipe Calendar	Propane Council of Texas	TX	\$72,000.00		\$72,000.00
21994	2019 Duty to Warn Project	Propane Council of Texas	TX	\$82,000.00		\$82,000.00
21997	Southeastern Convention 2019 Reimbursement	Iowa Propane Education and Research Council	IA	\$927.31		\$927.31
21998	2019 Training	Tennessee Propane Education and Research Council	TN	\$43,000.00		\$43,000.00
21999	2019 Appliance Rebate Program	Tennessee Propane Education and Research Council	TN	\$22,000.00		\$22,000.00
22000	Reimbursement of 2018 Audit Fees	Iowa Propane Education and Research Council	IA	\$450.00		\$450.00
22001	Safety Training for Georgia Propane Industry Workers	Georgia PERC	GA	\$72,300.00		\$72,300.00
22003	Operating Expenses - PERC Advisory Meeting in San Antonio	Iowa Propane Education and Research Council	IA	\$902.55		\$902.55
22004	2019 Southeast Propane Expo Reimbursement	North Dakota Propane Gas Foundation	ND	\$2,052.25		\$2,052.25
22005	2019 Nevada Safe Appliance Installation Program	Nevada Propane Education and Research Foundation	NV	\$6,084.00	\$6,066.00	\$12,150.00
22006	Travel Reimbursement for PERC Council Meetings Atlanta and San Antonio	North Carolina PERF	NC	\$2,244.39		\$2,244.39
22008	Filing of IRS Tax Form 990 Year End 2018	North Dakota Propane Gas Foundation	ND	\$995.00		\$995.00
22011	Travel Reimbursement for PERC and Industry Meetings_2019 Southeast Expo	Wisconsin PERC	WI	\$1,990.44		\$1,990.44
22012	Travel Reimbursement for 2018 Leadership Summit	Wisconsin PERC	WI	\$1,388.36		\$1,388.36
22014	2019 Travel for Industry Meetings & Events	Propane Council of Texas	TX	\$11,000.00		\$11,000.00
22015	Missouri Safe Appliance Installation Program FY20	Missouri PERC	MO	\$241,894.00	\$29,469.00	\$271,363.00
22017	2019 Historical Records and Safety Literature Storage	South Carolina Propane Education and Research Foundation	SC	\$2,192.00		\$2,192.00
22018	2019 Duty to Warn Notification	South Carolina Propane Education and Research Foundation	SC	\$8,910.83	\$7,562.50	\$16,473.33
22019	2019 Publication of SCPGA News Magazine	South Carolina Propane Education and Research Foundation	SC	\$26,690.00		\$26,690.00
22020	2019 CETP and Safety Training	South Carolina Propane Education and Research Foundation	SC	\$40,600.00		\$40,600.00

# 2019 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
22021	Reimbursement Request - Form 990 Prep Fees	Propane Education Foundation of Alabama	AL	\$900.00		\$900.00
22022	Professional Speakers at 2019 SCPGA / GPGA Convention	South Carolina Propane Education and Research Foundation	SC	\$10,177.75		\$10,177.75
22023	2019 Serviceman's Technical Training	South Carolina Propane Education and Research Foundation	SC	\$17,600.00		\$17,600.00
22024	Reimbursement of 2018 Audit Fees/990	Iowa Propane Education and Research Council	IA	\$660.00		\$660.00
22025	2019 Alaska Safety, Training, and Education Projects	Pacific Propane Education and Research Foundation	AK	\$12,700.00	\$1,600.00	\$14,300.00
22026	2019 Hawaii Safety, Training, and Education Projects	Pacific Propane Education and Research Foundation	HI	\$68,500.00	\$5,000.00	\$73,500.00
22027	2019 Oregon Safety, Training, and Education Projects	Pacific Propane Education and Research Foundation	OR	\$80,000.00	\$10,700.00	\$90,700.00
22028	2019 Washington Safety, Training, and Education Projects	Pacific Propane Education and Research Foundation	WA	\$255,000.00	\$21,900.00	\$276,900.00
22029	Propane Can Do That Campaign - 2019	Wisconsin PERC	WI	\$74,284.00	\$39,716.00	\$114,000.00
22032	Low Emissions Technical Expert	Propane Council of Texas	TX	\$6,000.00		\$6,000.00
22033	2019 Convention_Texas	Propane Council of Texas	TX	\$18,000.00		\$18,000.00
22034	Directors & Officers Insurance	New Jersey Propane Education and Research Foundation	NJ	\$1,234.15		\$1,234.15
22035	CETP Classroom Training Summer 2019	Louisiana Propane Gas Foundation	LA	\$16,606.78		\$16,606.78
22036	2019 Penn Valley Gas Emergency Training	Pennsylvania Propane Foundation	PA	\$1,100.00		\$1,100.00
22063	2019 Nevada Propane Dealers Association Educational Seminar	Nevada Propane Education and Research Foundation	NV	\$15,000.00		\$15,000.00
22072	2019 Western Convention Reimbursement_California	Western PERC	CA	\$23,320.24		\$23,320.24
22073	New Jersey Safe Appliance Installation Rebate Program 2019-20 - Propane-Fueled Water Heaters	New Jersey Propane Education and Research Foundation	NJ	\$21,841.24	\$6,008.76	\$27,850.00
22078	2019 Radio PSA's with Penn State Sports Properties	Pennsylvania Propane Foundation	PA	\$93,674.00	\$20,396.00	\$114,070.00
22079	2019 Radio PSA's with Radio PA/Benchmarking Strategic Partners, Inc.	Pennsylvania Propane Foundation	PA	\$62,500.00	\$20,000.00	\$82,500.00
22105	2019 Maricopa County Propane Fire Pit Program (NOT REPLICATEABLE)	Arizona Propane Education & Research Foundation	AZ	\$30,500.00		\$30,500.00
22109	2019 Safe Appliance Rebates	New England Propane Foundation	New England	\$84,338.00	\$84,338.00	\$168,676.00
22110	2019 Military Education & Recruitment	New England Propane Foundation	New England	\$40,000.00		\$40,000.00
22115	2019 Wrap Update   Propane Powered F250	Pennsylvania Propane Foundation	PA	\$4,333.00		\$4,333.00
22118	Safe Installations of Residential Appliances Program	Propane Education Foundation of Florida	FL	\$401,673.00	\$23,327.00	\$425,000.00
22119	Travel to Industry Meetings	Arizona Propane Education & Research Foundation	AZ	\$6,000.00		\$6,000.00
22121	2019/2020 Arizona Safe Installation of Propane Appliances Program	Arizona Propane Education & Research Foundation	AZ	\$50,000.00		\$50,000.00
22122	2019/2020 Arizona Training Programs	Arizona Propane Education & Research Foundation	AZ	\$22,500.00		\$22,500.00
22127	Operating Expenses (Filing of IRS 990) - 2018 tax year	New Jersey Propane Education and Research Foundation	NJ	\$3,000.00		\$3,000.00
22130	2019-20 Safe Installation of Appliance Rebate Program	Propane Education Foundation of Alabama	AL	\$75,848.00	\$11,452.00	\$87,300.00
22131	2019 Premier Safety Services Emergency Training	Pennsylvania Propane Foundation	PA	\$1,320.00		\$1,320.00
22137	2019 Website Services - Alabama	Propane Education Foundation of Alabama	AL	\$500.00		\$500.00

# 2019 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
22142	ProCOT Website Updates & Digital Asset Management	Propane Council of Texas	TX	\$10,000.00		\$10,000.00
22143	New Mexico PERF Fall Technical and Safety Training	New Mexico Propane Education and Research Foundation	NM	\$10,175.00		\$10,175.00
22144	District Meetings & Trainings	Propane Council of Texas	TX	\$5,000.00		\$5,000.00
22146	2019 Website Services - New England	New England Propane Foundation	New England	\$500.00		\$500.00
22147	CA Safe Installation of Appliance Rebates 2019 II	Western PERC	CA	\$120,500.00	\$50,000.00	\$170,500.00
22150	2019 Website Services - Wisconsin	Wisconsin PERC	WI	\$500.00		\$500.00
22151	2019 Western Convention Reimbursement _Nevada	Nevada Propane Education and Research Foundation	NV	\$3,587.73		\$3,587.73
22153	Safe Installations of Appliances 2019-2020 Program	North Carolina PERF	NC	\$158,956.00	\$41,044.00	\$200,000.00
22160	Audit Fees, Property Taxes, Tax Prep Reimb.	North Carolina PERF	NC	\$9,910.80		\$9,910.80
22162	2019 Safe Installations of Propane Appliances Program Continued	Georgia PERC	GA	\$29,115.00		\$29,115.00
22163	Legal Review of NJPGA - NJPERF Website Privacy Policy	New Jersey Propane Education and Research Foundation	NJ	\$292.50		\$292.50
22164	2018/19 Training & Safety Package	North Carolina PERF	NC	\$160,000.00		\$160,000.00
22165	2019 Wyoming Employee Training	Rocky Mountain PERC	WY	\$26,924.00		\$26,924.00
22166	Propane Emergencies Training (Propane Incident Management Training)	Propane Council of Texas	TX	\$40,000.00		\$40,000.00
22168	2019 CPERC Safe Appliance Rebate - Additional Funding	Colorado PERC	CO	\$1,028.00	\$1,028.00	\$2,056.00
22169	2019 Website Services - Illinois	Illinois PERC	IL	\$500.00		\$500.00
22171	2019 Website Services - Iowa	Iowa Propane Education and Research Council	IA	\$500.00		\$500.00
22172	2019 Website Services - New Jersey	New Jersey Propane Education and Research Foundation	NJ	\$500.00		\$500.00
22174	2019 Website Services - Rocky Mountain (WY)	Rocky Mountain PERC	WY	\$125.00		\$125.00
22175	2019 Website Services - Pacific (WA)	Pacific Propane Education and Research Foundation	WA	\$125.00		\$125.00
22176	2019 Website Services - Rocky Mountain (UT)	Rocky Mountain PERC	UT	\$125.00		\$125.00
22184	2019 Propane Appliance Program	Illinois PERC	IL	\$381,742.00	\$40,084.00	\$421,826.00
22185	2019 Website Services - South Carolina	South Carolina Propane Education and Research Foundation	SC	\$500.00		\$500.00
22186	2019 Website Services - North Carolina	North Carolina PERF	NC	\$500.00		\$500.00
22187	2019 Website Services - Virginia	Virginia Propane Research and Education Foundation	VA	\$500.00		\$500.00
22188	2019 Website Services - Pacific (OR)	Pacific Propane Education and Research Foundation	OR	\$125.00		\$125.00
22189	2019 Website Services - Nebraska	Nebraska PERC	NE	\$500.00		\$500.00
22190	2019 Website Services - Georgia	Georgia PERC	GA	\$500.00		\$500.00
22191	2019 Website Services - Rocky Mountain (ID)	Rocky Mountain PERC	ID	\$125.00		\$125.00
22192	2019 Website Services - Rocky Mountain (MT)	Rocky Mountain PERC	MT	\$125.00		\$125.00
22193	2019 Website Services - Pacific (HI)	Pacific Propane Education and Research Foundation	HI	\$125.00		\$125.00
22202	2019 Website Services - Pacific (AK)	Pacific Propane Education and Research Foundation	AK	\$125.00		\$125.00

# 2019 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
22211	Travel Reimbursement for PERC Advisory Meeting and Sales Training Summit	North Carolina PERF	NC	\$1,705.78		\$1,705.78
22219	Advisory Committee October 2019	Georgia PERC	GA	\$719.08		\$719.08
22229	PERC Advisory Meeting_Sept 2019	Iowa Propane Education and Research Council	IA	\$935.48		\$935.48
22230	Wisconsin District Meetings 2019	Wisconsin PERC	WI	\$17,000.00		\$17,000.00
22233	2018 Montana Energy Share	Rocky Mountain PERC	MT	\$32,260.00		\$32,260.00
22234	2019 Propane Gas Employee Guide	Rocky Mountain PERC	ID	\$1,860.00		\$1,860.00
22234	2019 Propane Gas Employee Guide	Rocky Mountain PERC	OR	\$1,860.00		\$1,860.00
22234	2019 Propane Gas Employee Guide	Rocky Mountain PERC	UT	\$1,860.00		\$1,860.00
22234	2019 Propane Gas Employee Guide	Rocky Mountain PERC	WY	\$1,860.00		\$1,860.00
22241	Propane Can Do That Showcase Home	Rocky Mountain PERC	ID	\$100,000.00		\$100,000.00
22241	Propane Can Do That Showcase Home	Rocky Mountain PERC	MT	\$148,000.00		\$148,000.00
22241	Propane Can Do That Showcase Home	Rocky Mountain PERC	UT	\$72,000.00		\$72,000.00
22241	Propane Can Do That Showcase Home	Rocky Mountain PERC	WY	\$80,000.00		\$80,000.00
22242	2018 -2019 UT Grizzlies Maverik Center Consumer Safety Campaign	Rocky Mountain PERC	UT	\$52,535.00		\$52,535.00
22244	2019 Website Services - Arkansas	Arkansas PERC	AR	\$500.00		\$500.00
22245	2019 Website Services - Arizona	Arizona Propane Education & Research Foundation	AZ	\$500.00		\$500.00
22246	2019 Website Services - Western [California]	Western PERC	CA	\$500.00		\$500.00
22247	2019 Website Services - Nevada	Nevada Propane Education and Research Foundation	NV	\$500.00		\$500.00
22248	2019 Website Services - Colorado	Colorado PERC	CO	\$500.00		\$500.00
22249	2019 Website Services - Florida	Propane Education Foundation of Florida	FL	\$500.00		\$500.00
22252	2019 Website Services - Tennessee	Tennessee Propane Education and Research Council	TN	\$500.00		\$500.00
22253	2019 Website Services - New Mexico	New Mexico Propane Education and Research Foundation	NM	\$500.00		\$500.00
22254	Clean Fuel Advanced Technology (CFAT) sponsorship	North Carolina PERF	NC	\$20,000.00		\$20,000.00
22255	Attendance at PERC Environmental Summit	Propane Education Foundation of Alabama	AL	\$1,286.73		\$1,286.73
22258	PERC Environmental Summit	Iowa Propane Education and Research Council	IA	\$841.11		\$841.11
22259	CETP Classroom Training 2020	SD PERC Foundation	SD	\$76,000.00		\$76,000.00
22261	2019 VFEC Required Technical Training Programs	New England Propane Foundation	New England	\$7,000.00		\$7,000.00
22262	2020 CETP Rebate Program	New England Propane Foundation	New England	\$75,000.00		\$75,000.00
22263	2020 Foundation Administration	New England Propane Foundation	New England	\$25,000.00		\$25,000.00
22264	2019 Safe Installations of Propane Appliances Program Continued	Georgia PERC	GA	\$90,000.00		\$90,000.00
22265	2020 Travel Reimbursement for PERC and Industry Meetings	New England Propane Foundation	New England	\$5,000.00		\$5,000.00
22266	2020 PGANE Technical Training Funding	New England Propane Foundation	New England	\$25,000.00		\$25,000.00

# 2019 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
22267	2020 PGANE Emergency Response Projects	New England Propane Foundation	New England	\$75,000.00		\$75,000.00
22268	Sunbelt Ag Expo 2018	Georgia PERC	GA	\$7,695.06		\$7,695.06
22269	2020 Consumer Safety Public Relations Program	New England Propane Foundation	New England	\$16,000.00		\$16,000.00
22270	2020 Technical Training Equipment	New England Propane Foundation	New England	\$10,000.00		\$10,000.00
22272	Reimbursement of 2013 Audit Fees	Propane Foundation of Kansas	KS	\$4,750.00		\$4,750.00
22274	Reimbursement of 2014 Audit Fees	Propane Foundation of Kansas	KS	\$4,890.00		\$4,890.00
22275	Reimbursement of 2015 Audit Fees	Propane Foundation of Kansas	KS	\$4,980.00		\$4,980.00
22276	Reimbursement of 2017 Audit Fees	Propane Foundation of Kansas	KS	\$5,150.00		\$5,150.00
22277	Reimbursement of FY2018 Audit Fees	Propane Foundation of Kansas	KS	\$5,300.00		\$5,300.00
22281	2019 Propane Powered Truck Demo - Vehicle Maintenance	Pennsylvania Propane Foundation	PA	\$4,793.05		\$4,793.05
22283	Reimbursement Request - Form 990 Prep Fees	Pennsylvania Propane Foundation	PA	\$775.00		\$775.00
22284	Logo Items to Promote the Propane Industry	Pennsylvania Propane Foundation	PA	\$5,500.00		\$5,500.00
22285	2019 Nevada Safe Appliance Installation Program	Nevada Propane Education and Research Foundation	NV	\$15,150.00		\$15,150.00
22286	2019 Leadership Summit Reimbursement	Mid-Atlantic PREF	MD	\$695.41		\$695.41
22288	Travel Reimbursement for PERC Council Meeting & Leadership Summit	North Carolina PERF	NC	\$2,216.77		\$2,216.77
22289	Reimbursement for Travel to 2019 Leadership Summit	Propane Education Foundation of Alabama	AL	\$1,597.73		\$1,597.73
22290	NPGA Southeastern Convention	South Carolina Propane Education and Research Foundation	SC	\$1,018.38		\$1,018.38
22291	PERC Environmental Summit Oct 2019	South Carolina Propane Education and Research Foundation	SC	\$928.80		\$928.80
22293	Leadership Conference Nov 2019 - Reimbursement	South Carolina Propane Education and Research Foundation	SC	\$1,157.51		\$1,157.51
22294	MAPGA External Professional Training Partnership 2020	Mid-Atlantic PREF	DE	\$5,955.00		\$5,955.00
22294	MAPGA External Professional Training Partnership 2020	Mid-Atlantic PREF	MD	\$13,895.00		\$13,895.00
22295	MAPGA 2020 Consumer Education Campaign	Mid-Atlantic PREF	DE	\$18,450.00		\$18,450.00
22295	MAPGA 2020 Consumer Education Campaign	Mid-Atlantic PREF	MD	\$43,050.00		\$43,050.00
22297	2020 Colorado Safe Appliance Installation Rebate	Colorado PERC	CO	\$36,144.00		\$36,144.00
22298	2019 Energy Outreach Colorado	Colorado PERC	CO	\$15,020.00		\$15,020.00
22300	2019 Colorado Safety Educational Materials and Training Project	Colorado PERC	CO	\$20,000.00		\$20,000.00
22302	2019 Leadership Summit Reimbursement	Iowa Propane Education and Research Council	IA	\$1,110.59		\$1,110.59
22306	2020 Travel for Industry Meetings and Events_CO	Colorado PERC	CO	\$9,250.00		\$9,250.00
22307	2020 Travel for Industry Meetings and Events_NM	New Mexico Propane Education and Research Foundation	NM	\$10,500.00		\$10,500.00
22309	2020 Colorado Fire Training	Colorado PERC	CO	\$55,000.00		\$55,000.00
22310	2020 Colorado Autogas Project	Colorado PERC	CO	\$40,500.00		\$40,500.00
22312	2020 Colorado Employee Training Program	Colorado PERC	CO	\$37,500.00		\$37,500.00



# 2019 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
22313	2020 New Mexico Technical Training	New Mexico Propane Education and Research Foundation	NM	\$8,650.00		\$8,650.00
22316	2020 MAPGA Safe Appliance Rebate Program	Mid-Atlantic PREF	DE	\$6,000.00		\$6,000.00
22316	2020 MAPGA Safe Appliance Rebate Program	Mid-Atlantic PREF	MD	\$14,000.00		\$14,000.00
22317	Propane Safety and Training 2020	Mid-Atlantic PREF	DE	\$32,766.00		\$32,766.00
22317	Propane Safety and Training 2020	Mid-Atlantic PREF	MD	\$76,454.00		\$76,454.00
22319	2019 Travel for Industry Meeting Reimbursement	New Jersey Propane Education and Research Foundation	NJ	\$638.98		\$638.98
22321	2019 NPGA/PERC Leadership Summit Reimbursement	New England Propane Foundation	New England	\$1,184.76		\$1,184.76
22322	WPERC Regulatory Consultant 2020	Western PERC	CA	\$100,000.00		\$100,000.00
22323	California Training and Safety Ed. Consultant 2020	Western PERC	CA	\$94,100.00		\$94,100.00
22324	California Propane Emergency Response/HazMat Training 2020	Western PERC	CA	\$143,165.00	\$6,385.00	\$149,550.00
22325	World Ag Expo 2020	Western PERC	CA	\$11,000.00	\$3,600.00	\$14,600.00
22326	California Certified Employee Training Program [CETP] 2020	Western PERC	CA	\$14,600.00		\$14,600.00
22327	2019 CETP and Safety Refresher Classes - Add'l Funds	Iowa Propane Education and Research Council	IA	\$14,200.00		\$14,200.00
22328	2019 District Meetings - Add'l Funds	Iowa Propane Education and Research Council	IA	\$4,630.00		\$4,630.00
22330	2020 New Mexico Fire Training	New Mexico Propane Education and Research Foundation	NM	\$7,500.00	\$7,500.00	\$15,000.00
22331	2019 Leadership Summit	Propane Education Foundation of Florida	FL	\$1,055.55		\$1,055.55
22332	2019 Leadership Summit	North Dakota Propane Gas Foundation	ND	\$1,241.50		\$1,241.50
22334	2020 New Mexico Employee Training Program	New Mexico Propane Education and Research Foundation	NM	\$37,200.00		\$37,200.00
22344	WPERC Directors & Officers Insurance 2019-2020	Western PERC	CA	\$2,807.50		\$2,807.50
22345	NJPGA Partnership with Clean Cities Coalition 2020	New Jersey Propane Education and Research Foundation	NJ	\$1,250.00	\$1,250.00	\$2,500.00
22350	West Virginia Consumer Safety Outreach 2020	West Virginia Propane Research and Education Foundation	WV	\$3,000.00	\$3,000.00	\$6,000.00
22351	Texas Safe Appliance Installation Rebate Program	Propane Council of Texas	TX	\$216,380.21	\$41,630.00	\$258,010.21
22365	2019 Website Services - Indiana	Indiana Propane Gas Foundation	IN	\$500.00		\$500.00
<b>TOTAL</b>			<b>274</b>	<b>\$9,656,674.32</b>	<b>\$974,672.26</b>	<b>\$10,631,346.58</b>

# STATEMENTS OF FINANCIAL POSITION

December 31	2017	2018	2019
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash & Cash Equivalents	\$2,791,609	\$3,849,973	\$4,160,393
Accounts Receivable	\$108,577	\$116,718	\$18,337
Investments, Current Portion	\$6,281,483	\$20,294,101	\$30,058,886
Assessments Receivable	\$6,138,000	\$6,705,086	\$7,283,554
Inventory, Net	\$1,250,971	\$533,110	\$549,085
Prepaid Expenses	\$323,360	\$356,619	\$194,823
<b>TOTAL CURRENT ASSETS</b>	<b>\$16,894,000</b>	<b>\$31,855,607</b>	<b>\$42,265,078</b>
<b>PROPERTY &amp; EQUIPMENT</b>			
Office Equipment	\$71,801	\$50,911	\$50,911
Office Furniture	\$183,435	\$183,435	\$183,435
Computer Hardware & Software	\$4,683,759	\$4,728,065	\$4,728,065
Leasehold Improvements	\$355,522	\$355,522	\$355,522
Less: Accumulated Depreciation	[\$5,136,773]	[\$5,215,542]	[\$5,284,427]
<b>TOTAL PROPERTY &amp; EQUIPMENT, NET</b>	<b>\$157,744</b>	<b>\$102,391</b>	<b>\$33,506</b>
<b>OTHER ASSETS</b>			
Other	\$371,680	\$426,594	\$159,530
Investments, Net of Current Portion	\$6,473,929	\$3,659,307	\$3,741,342
<b>TOTAL OTHER ASSETS</b>	<b>\$6,845,609</b>	<b>\$4,085,901</b>	<b>\$5,400,872</b>
<b>TOTAL ASSETS</b>	<b>\$23,897,353</b>	<b>\$36,043,899</b>	<b>\$47,699,8456</b>

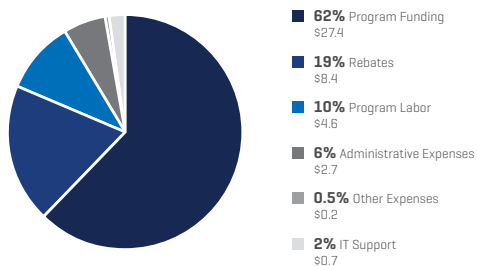
December 31	2017	2018	2019
<b>LIABILITIES &amp; NET ASSETS</b>			
<b>CURRENT LIABILITIES</b>			
Accrued Expenses	\$3,908,602	\$2,795,995	\$4,345,547
State Rebate Obligation	\$9,897,484	\$12,025,348	\$13,280,029
<b>TOTAL CURRENT LIABILITIES</b>	<b>\$13,806,086</b>	<b>\$14,821,343</b>	<b>\$17,625,576</b>
Deferred Rent	\$317,148	\$317,847	\$307,979
Deferred Revenue	-	\$12,200	\$7,822
<b>TOTAL NONCURRENT LIABILITIES</b>	<b>\$317,148</b>	<b>\$330,047</b>	<b>\$315,801</b>
<b>TOTAL LIABILITIES</b>	<b>\$14,123,234</b>	<b>\$15,151,390</b>	<b>\$17,941,377</b>
<b>NET ASSETS</b>			
Undesignated	\$1,440,064	\$10,851,904	\$20,494,522
Designated	\$8,334,055	\$10,040,605	\$9,263,557
<b>TOTAL NET ASSETS</b>	<b>\$9,774,119</b>	<b>\$20,892,509</b>	<b>\$29,758,079</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$23,897,353</b>	<b>\$36,043,899</b>	<b>\$47,699,456</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

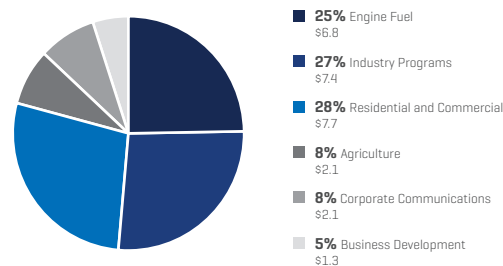
Years ended December 31	2017	2018	2019
<b>REVENUE</b>			
Assessment Revenue	\$39,046,939	\$48,164,580	\$49,608,343
Less: State Rebates	[\$7,809,385]	[\$9,632,916]	[\$9,921,669]
<b>NET ASSESSMENT REVENUE</b>	\$31,237,554	\$38,531,664	\$39,686,674
Investment Income	\$122,481	\$373,138	\$751,047
Fulfillment Sales	\$1,241,673	\$977,544	\$1,295,061
Less: Costs of Goods Sold	[\$1,241,673]	[\$2,332,786]	[\$1,648,413]
<b>NET FULFILLMENT INCOME (COST)</b>	[\$0]	[\$1,355,242]	[\$353,352]
<b>TOTAL REVENUE</b>	\$31,360,035	\$37,549,560	\$40,124,535
<b>EXPENSES</b>			
<b>PROGRAMS</b>			
Residential & Commercial	\$3,738,302	\$3,420,548	\$6,076,411
Safety & Training	\$1,530,876	\$1,408,849	\$1,651,078
Consumer Education	\$7,202,074	\$3,777,115	\$6,159,361
Research & Development	\$543,149	\$596,606	\$837,977
Engine Fuel	\$7,966,462	\$6,399,580	\$5,937,447
Industry	\$5,297,450	\$6,725,327	\$6,959,326
Agriculture	\$1,900,542	\$1,964,973	\$1,781,935
<b>TOTAL PROGRAM EXPENSES</b>	\$28,178,855	\$24,292,998	\$29,403,535
<b>GENERAL &amp; ADMINISTRATIVE</b>			
Administrative Costs	\$2,633,402	\$1,955,973	\$1,718,198
Collection Costs	\$74,261	\$82,459	\$68,347
Depreciation	\$488,856	\$99,740	\$68,885
<b>TOTAL GENERAL &amp; ADMINISTRATIVE EXPENSES</b>	\$3,196,519	\$2,138,172	\$1,855,430
<b>TOTAL EXPENSES</b>	\$31,375,374	\$26,431,170	\$31,258,965
Changes in Net Assets	[\$15,339]	\$11,118,390	\$8,865,570
Net Assets at Beginning of Year	\$9,789,458	\$9,774,119	\$20,892,509
<b>NET ASSETS AT END OF YEAR</b>	\$9,774,119	\$20,892,509	\$29,758,079

## ▶ 2020 OPERATING EXPENDITURE BUDGET (\$ IN MILLIONS)



**TOTAL \$44.0 MILLION**

## ▶ 2020 BUDGETED OPERATING PROGRAMS INITIATIVES (\$ IN MILLIONS)



**TOTAL \$27.4 MILLION**



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

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