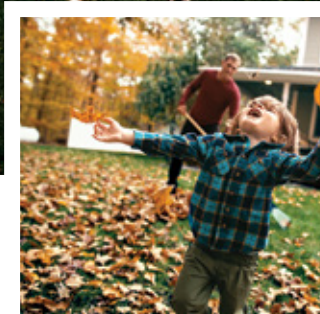


2020 | ANNUAL REPORT



CONTENTS

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



FROM THE CHAIRMAN & THE CEO

Amid a global pandemic in 2020, Americans experienced first-hand the versatility of propane. Health care workers relied on propane-fueled heaters as they performed COVID-19 tests on motorists in parking lots across the country. Restaurants relied on propane-fueled patio heaters to keep diners fed and employees working after restrictions on indoor dining compelled them to serve meals outdoors. Millions counted on propane to keep homes comfortable and businesses running.

Propane companies embraced necessary changes in personnel safety and procedures as they balanced customer needs for service with public and employee safety. While most of the country left the office to work from home, the essential workers of the propane industry stayed on the job, delivering comfort to their customers across the United States.

Through it all, the people of the propane industry delivered.

At the Propane Education & Research Council, we teamed with the National Propane Gas Association to deliver a series of webinars that addressed safety and training during a pandemic. We created a public service announcement encouraging homeowners to avoid pandemic-related safety risks associated with runouts. And we made a customizable press release that state and regional propane organizations could use to reinforce the keep-full message.

PURSuing OUR STRATEGIC PRIORITIES

Our work was guided by the four pillars of the 2020-2022 strategic plan: deliver world-class safety and technical training, commercialize new products, grow the autogas market, and increase propane's voice in the national conversation about clean energy.

Our online training grew in 2020. With the pandemic limiting classroom instruction and speeding the transition to digital learning, the Learning Center at propane.com had more than 16,000 new users. Propane professionals completed more than 44,000 Certified Employee Training Program modules and 8,000 certification exams. By the end of the year there were more than a million training records in storage. We added curriculum for customer service representatives, CETP programs, updated dispensing propane programs, and other new programs to our training lineup.

We invested in the next generation of propane technicians by awarding grants to 32 technical schools in 20 states. They can use the funding to give students a hands-on learning experience with propane curriculum and lab equipment. The program encourages students to get CETP to give them more career opportunities after graduation.

Propane professionals turned to us for more than safety and technical training. They also came for webinars on emerging propane technology, online sales training, information about

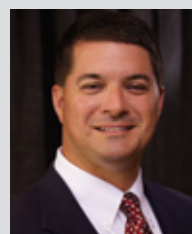
important trends like zero net energy construction, and resources they use to talk with customers and neighbors about propane. The new Propane Providers section at propane.com offers new resources propane professionals can use to go after new gallons in every market. We convened online gatherings of regional propane leaders and took part in dozens of state meetings around the country.

As part of our mission to create new uses for propane, we ended 2020 with more than 60 promising development projects in the pipeline. One of them involves the commercialization of a propane autogas-fueled engine that Cummins developed and tested in recent years with PERC funding. It could revolutionize on-road, off-road, and agricultural markets. We are also investing in technologies for power generation, both backup and prime power. Our business development experts continue to recruit and cultivate leading manufacturers, distributors, retailers, and influencers to help us pursue widespread adoption of new uses for propane.

To win new users of our fuel and ensure that propane remains a valued part of America's energy mix for years to come, we educate prospective customers about all the ways they can use propane at home, at work, on the farm, on the road—wherever they need clean, affordable, reliable energy. Our outreach to homeowners and business owners has brought nearly 3 million unique visitors to propane.com, where we lay out the business case for propane-fueled appliances, equipment, and vehicles. Driving market growth is at the core of what we do.

We also explain propane's environmental benefits to a world that is waking up to the energy challenges facing humankind. We are engaging with writers, social influencers, and thought leaders across the country in telling the story of how the use of propane can accelerate decarbonization. Propane helps Americans meet our emissions goals, it keeps homes and businesses running when the electrical grid fails, and its affordability and access ensures equity on the path to zero carbon emissions. In other words, propane is just what we need for today and tomorrow.

THANK YOU
FOR YOUR
SUPPORT



DANIEL DIXON
Propane Education
& Research Council
Chairman



TUCKER PERKINS
Propane Education
& Research Council
CEO

COUNCIL OFFICERS & MEMBERS

KASIB ABDULLAH

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

Vice Chairman, Marketers
Dead River Co.
South Portland, Maine

CHRIS DEFILIPPO

Superior Plus Energy Service Inc.
Wayne, Pennsylvania

MICHAEL DICKINSON

Williams
Tulsa, Oklahoma

DANIEL DIXON

Chairman
AmeriGas Propane LP
Florence, Alabama

MARK DONAHUE

MarkWest Energy
Denver, Colorado

RANDALL DOYLE

Holtzman Propane
Edinburg, Virginia

GARY FRANCE

France Propane Service Inc.
Schofield, Wisconsin

JAY FURMAN

Enable Midstream Services
Houston, Texas

JEFF KERNS

Treasurer
ThompsonGas LLC
Frederick, Maryland

BRUCE LEONARD

Vice Chairman, Producers
Targa Resources
Houston, Texas

DUNCAN MCGINNIS

Aux Sable Liquid Products
Morris, Illinois

CHRIS NEVILS

DCP Midstream
Houston, Texas

DAN RICHARDSON

Conger LP Gas Inc.
Tifton, Georgia

MARK SUTTON

Wagoner, Oklahoma

STUART WEIDIE

Secretary
Blossman Gas
Swannanoa, North Carolina

BRIAN WILKIN

Enterprise Products Operating Co.
Houston, Texas

LESLIE WOODWARD

Fairview USA Inc.
Wheatfield, New York

PERC STAFF

EXECUTIVE MANAGEMENT TEAM

TUCKER PERKINS

President and Chief Executive Officer

MICHAEL EASON

Senior Vice President,
Administration and Finance

ERIN HATCHER

Senior Vice President,
Communications and Marketing

BRIDGET KIDD

Senior Vice President, Industry Relations

ERIC KUSTER

Vice President of Safety,
Education, and Compliance

CINCH MUNSON

Senior Vice President, Business Development

STAFF

INGRID BECHARD

Director of Market Communications

TAMEKA BIAS

Web Technologies and Network Administrator

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

MARGARET HIATT

e-Learning Developer

RACHEL HRABIK

Business Development Coordinator

PATRICK HYLAND

Director of Industry Communications

CLIFTON IGNACIO

Marketing Technology Manager

GARRETT JOHNSON

Administrative Assistant

EDWARD KENT

Finance Operations Manager

JOHN L. KEREKES

Senior Contracts Manager and Counsel

ERIN LEE

Industry Relations Coordinator

ANNA LOMBARDO

Director, Meetings and Events

EMILY MCCOMAS

Communications Manager

MATT MCDONALD

Director of Off-Road Business Development

GINNA MOSELEY

Projects Coordinator, Demonstrations
& Trade Shows

MICHAEL NEWLAND

Director of Agriculture Business Development

KRISTEN RICE

Director, State Support and Grants

LYNDON RICKARDS

Director of Safety and Compliance

THERESA RYAN

Director of Administration and
Human Resources

SOPHI SANDOVAL

Office Assistant

ELENA SCOTT

Manager, Industry Training Programs

GOKUL VISHWANATHAN

Director of Research and Sustainability

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 Technical Communications

EMILY WOOD

Educational Content Development Manager



SAFETY & TRAINING

The Learning Center at propane.com drew more than 16,000 new users in its first full year of operation, as propane professionals came to the Learning Center for a variety of purposes. At the top of the list was safety and technical training.

PERC started a fundamental shift in the design of workforce training in 2020, as we moved from large comprehensive training courses to function-specific, task-based training modules. This change allows users to match training to the actual functions that are being performed instead of having to sit through training materials that may not apply to the daily tasks that are being performed. There are 103 individual training modules that can be taken independently while the larger comprehensive courses are still available. Each CETP course is divided into task-based training modules that propane professionals can take as needed. CETP 2.2 Bobtail Delivery Operations, for instance, includes modules on bobtail inspection, hazardous materials handling, DOT licensing, defensive driving, and vehicle parking, among other topics. In 2020, propane professionals completed 45,000 individual CETP modules.

LAUNCH OF SAFETY AND TECHNICAL TRAINING AND CETP CERTIFICATION ON THE LEARNING CENTER

The first day of 2020 saw the launch of CETP training and certification programs on the Learning Center at propane.com. The Learning Center drew more than 16,000 new users in its first full year of operation, as propane professionals came to the Learning Center for a variety of purposes. At the top of the list was safety and technical training. The Learning Center allows users to customize training, have a permanent record of training and certifications, and assign training modules or programs as they see appropriate. In 2020, propane professionals completed 3,339 CETP courses and 8,810 CETP certification exams.

NEW WORKFORCE CONTENT AVAILABLE

Eleven general workforce training courses that had only been available for purchase or download were made available on the Learning Center, including courses on cathodic protection, cylinder requalification, mobile crane safety, preventing bobtail rollovers, personal safety, and static electricity, among others. In 2020 users completed 14,776 of these courses.

One of our most popular training programs, Dispensing Propane Safely, has been updated and revised in the task-based format. It comprises 24 modules across three sections: Autogas, Refueling Motor Homes and ASME Mounted Tanks, and Small Cylinder. It features new animation and updated video and photography designed to appeal to today's propane employees.

THREE NEW COURSES WERE ADDED:

- Safety training for customer service representatives that covers propane safety basics, handling safety-related customer calls, including reports of suspected leaks and information on how to get the right information from callers and give them the right guidance.
- Introduction to the propane industry, which gives new propane employees an overview of what our industry does and how safety is a part of our industry culture.
- Fundamentals of propane, which gives an overview of what propane is, propane's chemical properties and characteristics, and how it is used in residential, commercial, agricultural, and engine fuel applications.



RESPONDING TO CRITICAL SAFETY NEEDS

We created coronavirus-specific webpages for both propane users and industry professionals. These pages provided information on OSHA and CDC recommendations, operational considerations for marketers, and guidance on how to handle a variety of specific situations, including out of gas and gas odors, and how to communicate with customers. We also recognized the increased use of patio heaters in restaurants and outdoor venues because of COVID-19, and produced safety materials for end users of these appliances.

Severe weather response was also addressed in 2020 with a comprehensive webpage and downloadable guidance materials for marketers and propane customers. This one-stop center supplies materials and guidance for winter storms, wildfires, hurricanes, tornadoes, and floods.

PROPANE SAFETY COMMUNICATIONS

PERC launched a new communication newsletter in 2020 for the industry called "Safety Matters." It updates over 4,000 propane professionals on important safety topics, new safety and training materials, and industry safety events.



A new brochure was developed in 2020 for commercial propane users called "Propane Safety for Commercial and Industrial Users." It is designed to help owners of many types of businesses, including construction, hospitality, food service, and manufacturing concerns, keep their employees safe around propane. It represents one part of the way we continue helping propane companies promote the safe handling and storage of our fuel.



Newly revised safety products include a brochure-and-slideshow package on community bulk plant safety. The material helps explain the safety and the necessity of propane bulk plants to homeowners, business owners, civic groups, and local government officials.

Our most popular consumer-safety product remains the Important Safety Information for You and Your Family brochure. It features a scratch-and-sniff odor sample designed to show homeowners what propane's odorant smells like, and it tells them what to do if they ever suspect a leak. Each year, propane companies give the brochure to millions of propane households. Other safety favorites include brochures on carbon monoxide safety, CSST piping, and small cylinder safety, as well as warning tags, safety videos, and a propane safety coloring book for kids.

Propane providers regularly share safety information with business owners and their employees, including operators of the hundreds of thousands of propane-fueled forklifts that keep America's supply chain humming. One new product in that category is the Forklift Safety Day poster, which details safety procedures for users of lift trucks that run on propane.



RESEARCH & DEVELOPMENT



Propane-fueled products developed with our investment have resulted in more than a billion new gallons of propane demand for our industry over the years. About 90 percent of the gallons generated from our investment portfolio have been either year-round or counter-seasonal products. Over the useful life of the products that PERC investments have helped make possible, our investments will return more than \$2 billion to the industry, according to estimates.

\$2 BILLION

IN PERC INVESTMENTS RETURNED TO THE INDUSTRY

ACCORDING TO SOME ESTIMATES

We aren't resting on our laurels. We continue to work with manufacturing partners and their sales channels in every market sector to bring new and improved propane-fueled products to market and secure their widespread adoption. Driven by the 2020-2022 PERC Strategic Plan, PERC staff, the Advisory Committee, and Council considered 37 partner projects in 2020.

In December, for instance, the Council made history when it approved funding to support the commercialization of an engine that Cummins developed and tested with support from PERC. The engine has the potential to

"NEW PROPANE ENGINE TECHNOLOGY THAT RIVALS DIESEL PERFORMANCE IS ABSOLUTELY NECESSARY TO THE GROWTH OF THE AUTOGAS MARKET."

- Massachusetts propane marketer who weighed in on the proposal

revolutionize on-road, off-road, and agricultural markets. The program will invest \$12 million over four years to help get the engine into vehicles and equipment that can help fleets cut emissions and operating costs while meeting their needs for power and reliability with propane-powered engines.

Before approving the investment, the Council published the funding request for public comment, as it always does with substantial programs. The reaction from the propane industry was overwhelmingly positive. "New propane engine technology that rivals diesel performance is absolutely necessary to the growth of the autogas market," said one Massachusetts propane marketer who weighed in on the proposal. "A strong brand name like Cummins will make autogas more appealing to fleet managers inside and outside the propane industry. I believe this technology and investment is necessary to push for propane as a clean alternative that is more practical than electric."

In addition to on-road investments, the Council provided funding for emissions modeling and research, agriculture market incentives, forklift development, residential appliances, and a power generation project involving combined heat and power solutions.



Our research and development program also produces tools that can help end-use customers, distributors, manufacturers, and propane retailers make smart choices. One is the new National Paratransit Market Data Tool located in the Propane Providers section of propane.com. This tool will help propane marketers identify the 25,000 paratransit vehicles nationwide that present opportunities for converting to propane autogas. Paratransit vehicles use, on average, 600 gallons of propane per vehicle per month. One paratransit operator, Broward County, FL., has saved \$8 million in operating costs after switching to propane autogas for its fleet vehicles.



We launched a new page on propane.com about propane power for ports and terminals. This was accompanied by an article published in Pacific Maritime magazine in May and an editorial in Food Logistics magazine, among other PR victories in material handling publications. Ports that want to clean up their act are switching to propane for port and terminal tractors, shuttles, forklifts, generators, and medium-duty trucks.



Another PERC resource, the Grain Drying Demand Model, captures real-time growing conditions across the corn belt. The model compares each growing season to a 20-year data set. We can display the current year down to the USDA crop district level. The goal of the model is to show the entire U.S. in one snapshot and find the areas of unusual propane consumption for grain drying before fall. As awareness of this system spreads, we get plenty of requests for interviews and meetings from interested parties, including marketers who sell propane in corn drying areas.

PERC has increased our emphasis on engagement with research and development entities, including national laboratories, universities, private laboratories, and organizations that fund research projects. We teamed with the National Propane Gas Association to compete for federal funding for energy research projects, and our efforts paid off.

SIX ▶ **\$9,017,921**
DOE AWARDED **IN FUNDING FOR**
PROPANE PROJECTS **THE FUEL OF THE FUTURE**

In July, the U.S. Department of Energy awarded six propane projects \$9,017,921 in funding. There is a strong correlation with investment of DOE dollars and visibility, conversation, and metrics of the results of these projects. Together with propane industry leaders and our manufacturing partners, we are demonstrating to DOE that propane is a fuel of the future.



CONSUMER EDUCATION

PROPANE CAN DO THAT®

Propane.com is at the heart of our efforts to help American homeowners, business owners, and energy influencers understand the value of our affordable, reliable, low-carbon fuel.

The environmental thought leadership campaign and Propane Can Do That® campaigns are driving millions of people to propane.com. Many visitors are highly engaged with the content, learning more about propane and getting in touch with a propane supplier.

In 2020, we had 2.69 million users and 3.28 million sessions. They included more than 440,000 engaged users who visited two or more pages of the website and completed a qualifying event, such as watching a video, downloading a case study, or signing up for an e-newsletter.

The environmental thought leadership campaign, which includes advertising on social media, delivered more than 47,000

engaged users on propane.com in six months. These users spent nearly four minutes on the website, consuming content about the benefits of propane. Nearly 50,000 visitors to the site searched for a propane supplier using the Where to Buy tool.



In addition to the campaigns driving traffic to propane.com, organic search has grown significantly because of the work we are doing to optimize our website content to show up higher in search engine results. In 2020, we moved nearly 167 keywords to page 1 on Google, helping more people to find and click through to our website when they were searching for information about energy options.





PROVOCATIVE MESSAGING ABOUT ENERGY

Homeowners and homebuyers encountered our Propane Can Do That® advertising online. Some of the best-performing advertising features topics that really appeal to homeowners, such as outdoor living and standby power generation. Their enthusiasm for those topics helps us start the conversation with them about major indoor applications, like heating, cooking, and fireplaces. Remarketing to homeowners who have reacted to our advertising has proven especially effective at driving not just website visits, but meaningful engagement with our content.

to pay as much as five percent more for houses with gas appliances—and that indoor and outdoor gas appliances are among the most popular upgrades for new homebuyers. That means that builders can make more money with a propane home than they can make with an all-electric home.

Our advertising also caught the attention of green-energy advocates who have been too quick to dismiss conventional fuels like propane. An advertisement designed to show how propane can help builders meet their zero net energy requirements drew a strong reaction from readers of Green Builder, for example. Thousands of readers clicked the ad, and it sparked a productive conversation with Green Builder’s editorial advisers about propane’s role in ZNE.



Propane Can Do That® advertising aimed at energy decision makers in agriculture, on-road transportation, material handling, and residential and commercial construction brought visitors to the website for information about propane-fueled equipment, vehicles, and appliances that can save companies money and cut their emissions. Our ads are designed to speak to each audience’s core concerns. Ads aimed at homebuilders, for instance, say research shows that homeowners are willing



PUBLIC RELATIONS: EARNING POSITIVE COVERAGE OF PROPANE

Positive propane coverage in publications serving propane's business-to-business audiences won us more than 31 million monthly impressions in 2020. We placed stories about propane's benefits in mainstream news media and some of the most popular trade titles read by agribusiness operators, on-road fleet managers, material handling managers, and residential and commercial construction professionals. Here is a small sampling of the headlines we generated through our PR in 2020:

"Greenville Co. boy who fought for propane-powered school bus is awarded 2020 Clean Energy Hero Award"
FOX CAROLINA - OCTOBER 28

"Calculate your grain drying needs"
FARM PROGRESS - MAY 11

"Propane Supports Sustainability Goals and the Bottom Line"
MODERN MATERIALS HANDLING - JULY 21

"Three Reasons to Consider a Propane Heating System for Your Customers,"
PLUMBING PERSPECTIVE - NOVEMBER 24

"Propane Council shares 3 commercial building trends for 2021,"
PLUMBING & MECHANICAL ENGINEER - DECEMBER 18

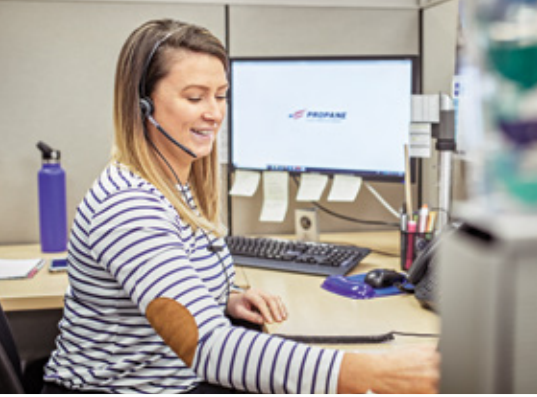
We earn the coverage through press releases, story pitches, byline article submissions, and interviews with our propane subject matter experts.

LEADING THINKING: PROPANE'S ENVIRONMENTAL STORY

Keeping propane in the national conversation about clean energy drives our environmental thought leadership program. In 2020 we posted 16 episodes of Path to Zero, a podcast hosted by PERC President and CEO Tucker Perkins. His guests are leading thinkers on energy and the environment. Some disagree about propane's role in a clean energy future. What they all share with Tucker is a commitment to decarbonization and energy equity. What the guests and the listeners come away with is, we hope, a new appreciation for how propane can help America reach those goals.

Environmental thought leadership also embraces a PR strategy designed to keep Tucker and other propane thought leaders in touch with writers, reporters, editors, hosts, and producers who cover energy and environmental topics. And it includes videos, fact sheets, and a suite of other products, including the Path to Zero podcast archives, on the Environment tab at propane.com. Propane professionals can reinforce the environmental thought leadership messages in their areas using resources available in the catalog at propane.com.





INDUSTRY ENGAGEMENT

The Propane Education & Research Council was created by the propane industry for the propane industry. Its success depends on the voluntary service of propane professionals from around the country and support from the roughly 4,000 American propane companies. To achieve our goals, we all need to pull in the same direction.

VOLUNTEERS: THE PROPANE-FUELED ENGINE DRIVING PERC

The Council itself consists of 21 men and women, appointed by the National Propane Gas Association and the GPA Midstream Association, who implement the Propane Education and Research Act of 1996, which authorizes the Council to collect an assessment on odorized propane.

They turn for advice to a group of 83 volunteers appointed by the Council chairman to the PERC Advisory Committee and its three working groups: Safety and Technical Training; Research and Technology Development; and Market Growth and Commercialization.

In other words, propane professionals oversee and guide PERC’s work in every area. And engaging the nation’s propane companies in all that work has been a priority from the beginning. It all starts with effective communication.

COMMUNICATION, COORDINATION, AND TRAINING

At our Propane Markets Summit in Orlando in February, 95 attendees [manufacturers, dealers, end-users, marketers, state executives, and industry partners] took part in market breakouts [residential, commercial, agriculture, on-road, and off-road], discussed strengths and opportunities in the marketplace, and identified strategies, partnerships, and actions that support the ideal future for each market. Post-event survey results showed that 98 percent of participants were satisfied or very satisfied with the quality of discussion, and 97 percent were likely or extremely likely to recommend this type of event to an industry colleague.

Early in the pandemic, we teamed with NPGA to present webinars for propane companies on dealing with the pandemic. Hundreds of propane professionals joined. They brought their insights, observations, and questions about keeping employees healthy, complying with local and state coronavirus regulations,

and keeping up with changes in demand, including a drop in some commercial demand, a rise in some residential demand, and sharp growth in the portable cylinder business.

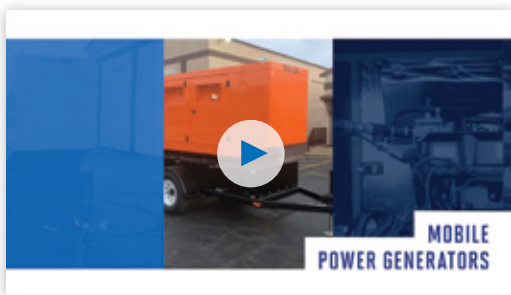
Despite travel restrictions during the pandemic, PERC took part in nearly 140 industry meetings in 2020. Most were virtual; some took place in meeting rooms around the country when it was safe to do so. Altogether the meetings drew thousands of attendees. The Council convened five times in public meetings, and the Advisory Committee met three times. Its working groups and project teams met more frequently. Beyond those meetings, the calendar was full:

- 38** PERC-HOSTED WEBINARS AND EVENTS FOR THE INDUSTRY
- 27** STATE ASSOCIATION HOSTED MEETINGS
- 25** PERC-HOSTED EVENTS FOR STATE ASSOCIATION/COUNCIL/FOUNDATION STAFF
- 19** INDUSTRY-HOSTED EVENTS, INCLUDING THOSE WITH WORLD LP GAS ASSOCIATION AND NPGA
- 11** PROPANE COMPANY-HOSTED MEETINGS
- BIMONTHLY CALLS WITH STATE ASSOCIATION DIRECTORS AND STAFF
- EIGHT-PART LEADERSHIP SUMMIT WITH NPGA



Industry members came primarily for training and information about our resources on propane.com. At sales training they learned how to use propane’s competitive advantages—affordability, low emissions, reliability, safety—to win new business. Sales training topics included propane customers’ buying styles, handling objections during sales calls, finding one’s focus in difficult conversations, and building resilience with a growth mindset.

In the Propane Presents Technology Series, we hosted three webinars featuring Stateline Power Corp.’s mobile power system, Enginuity Power Systems micro-CHP system, and renewable propane and DME. The webinars drew more than 270 participants. As a follow-up to all sessions, registrants got links to the recording, training courses, and additional resources. Participant feedback has been instrumental in scheduling future sessions and continuing conversations with our industry.



NEW FOR 2020 WAS TRAINING ON HOW TO TALK ABOUT PROPANE’S ENVIRONMENTAL ADVANTAGES. PROPANE PROFESSIONALS LEARNED ABOUT HOW PROPANE ACCELERATES DECARBONIZATION AND ENSURES ENERGY EQUITY FOR TODAY AND TOMORROW.

At Can-Do Marketing events led by authorities on their subjects, attendees learned tips for successful email marketing and social media plan development. At Let’s Talk Propane Autogas discussions, they learned about emerging on-road propane-fueled technology that can help American businesses save money and cut their carbon emissions while achieving the highest levels of on-road performance. In one session, Altogas and Rhoads Energy discussed perceived barriers to autogas adoption. More than 50 people tuned in to hear from their peers and to participate in an active Q&A session. In another session, Green’s Blue Flame Gas and Blossman Gas had about 50 participants in an equally engaging Q&A session on autogas topics.



Also new for 2020 was training on how to talk about propane’s environmental advantages. During a half-dozen virtual sessions hosted by PERC and state organizations and led by PERC President and CEO Tucker Perkins, propane professionals learned about how propane accelerates decarbonization and ensures energy equity for today and tomorrow.



SALES TRAINING AND OTHER DIGITAL RESOURCES FOR PROPANE PROFESSIONALS

At the center of PERC’s industry engagement is propane.com, which drew 3 million unique visitors in 2020, including end-users and industry members. Propane professionals visit the site for training, consumer safety materials, market research, and much more.

The Learning Center at propane.com features industry training on a variety of topics. In addition to technical training for the propane workforce — a valuable offering from PERC for more than two decades — the Learning Center offers training on sales topics. In the training on business growth strategies, for example, individual modules cover topics like customer segmentation, upselling and cross-selling, using market data, and exploiting the sales potential of Google search. Among the other hot training topics:

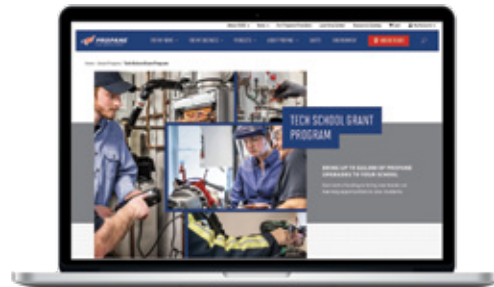
STRATEGIC PARTNERSHIPS

OVERVIEW OF PROPANE MARKETS AND THEIR CUSTOMERS

PROPANE MARKETING PATHWAY

BENEFITS OF CERTIFICATION

The Learning Center also features training programs on talking about propane and the environment, communicating about safety and training, and general business topics.



WORKFORCE OUTREACH: TECHNICAL SCHOOL OUTREACH AND PROFESSIONAL DEVELOPMENT

The PERC 2020-2022 Strategic Plan identifies workforce outreach as a key priority. On top of the sales, safety, and technical training, PERC’s workforce outreach features programs designed to help find and train the next generation of technicians and delivery experts.

In the Technical School Grant Program, in 2020 we awarded grant money to 32 vocational schools around the country to support propane education. Schools in 20 states are represented in this program: Alabama [4], Connecticut, Georgia, Idaho, Maine, Michigan, Minnesota, Missouri, Montana [2], Nebraska, New York [2], North Carolina [4], Pennsylvania, South Carolina [3], South Dakota, Texas [2], Vermont [2], Virginia, West Virginia, and Wisconsin.

In other words, we continue to develop resources propane companies can use to recruit, train, and develop a propane workforce that delivers for Americans.

2020 GRANTS

MISSION AREA	DOCKET #	TITLE	PARTNER	FUNDING AMOUNT
Autogas	22038	Propane Powered Passenger Bus	Roush CleanTech	\$1,350,000.00
Autogas	22057	FCCC 8.0L Flash Tool	Freightliner Custom Chassis Corporation	\$50,000.00
Cross Market	22112	Corporate Communications (CHANGE ORDER)		\$1,400,000.00
Propane Industry	22213	2020 NPGA GPA Partnership	National Propane Gas Association	\$1,495,000.00
Autogas	22315	Emissions Testing Ultra Low NOx Engine on Renewable Propane		\$10,500.00
Technical Research	22335	Hybrid LP/Electric Module - Phase 2		\$99,876.00
Safety & Technical Training	22395	2020 CETP Support		\$304,850.00
Safety & Technical Training	22396	2020 Learning Center		\$305,500.00
Safety & Technical Training	22397	CETP Modularization		\$485,370.00
Safety & Technical Training	22405	Propane Emergencies Strategic Planning		\$25,000.00
Industry Supporting Activities	22494	2020 Workforce Outreach Support		\$250,000.00
Industry Supporting Activities	22495	2020 Technical School Grant		\$400,000.00
Autogas / Material Handling	22501	Ultra Low NOx LPG Engine	Power Solutions, Inc.	\$450,000.00
Technical Research	22557	UTD Consortium, CMIC, and EPAT Project Co-Funding 2020	Gas Technology Institute	\$274,000.00
Technical Research	22560	EPA Propane Certification for Aisin 1.5kW CHP System	Aisin World Corp of America	\$60,000.00
Product Development	22570	BRASH MICRO-CHP Project Demonstration	BRASH Engines, Inc.	\$64,000.00
Agriculture	22618	Ford 7.3L V8 LPG Industrial Engine	Engine Distributors Inc.	\$104,160.00
Agriculture	22623	Ford 3.5L V6 on LPG	Engine Distributors Inc.	\$173,723.00
Safety & Technical Training	22653	Safety Training Image Storage and Identification		\$80,240.00
Safety & Technical Training	22654	Safety and Training Program Promotion		\$174,000.00
Residential	22665	Micro-Combined Cooling, Heat & Power	Rinnai America Corporation	\$700,000.00
Technical Research	22712	Emerging Technologies Research Investment		\$100,000.00
Propane Industry	22718	CETP Modularization Project Phase 2		\$1,300,000.00
Propane Industry	22721	Propane Emergencies Training and Certification Program	International Association of Fire Chiefs	\$580,000.00
Residential	22726	Carbon Emissions Reduction Program for Builders		\$1,250,000.00
Propane Industry	22731	Propane Supply Reliability Index		\$75,000.00
Propane Industry	22750	2020 Sales Report		\$145,500.00
Technical Research	22767	Propane Utilization in Transportation and Power Generation: Review Paper	University of Alabama College of Engineering	\$45,000.00
Autogas / Off Road / Agriculture	22771	Commercialization of a High Efficiency, High Performance, Low NOx Medium Duty Propane Engine	Cummins	\$12,000,000.00
Technical Research	22897	Residential Cooking Pollutants and Indoor Air Quality	Gas Technology Institute	\$31,000.00

2020 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
21976	2019 Iowa PERC Consumer Education Campaign - Propane Matters, Website & Support (Change Order)	Iowa Propane Education & Research Council	IA	\$2,976.83		\$2,976.83
22035	CETP Classroom Training Fall 2019 (Change Order)	Louisiana Propane Gas Foundation	LA	\$2,784.11		\$2,784.11
22136	"State of Energy" Radio show	Rocky Mountain PERC	ID	\$11,310.00		\$11,310.00
22136	"State of Energy" Radio show	Rocky Mountain PERC	MT	\$11,310.00		\$11,310.00
22136	"State of Energy" Radio show	Rocky Mountain PERC	UT	\$11,310.00		\$11,310.00
22136	"State of Energy" Radio show	Rocky Mountain PERC	WY	\$11,310.00		\$11,310.00
22235	Propane Can Do That Outreach	Rocky Mountain PERC	ID	\$21,901.00	\$8,099.00	\$30,000.00
22235	Propane Can Do That Outreach	Rocky Mountain PERC	MT	\$34,000.00		\$34,000.00
22235	Propane Can Do That Outreach	Rocky Mountain PERC	UT	\$22,000.00		\$22,000.00
22235	Propane Can Do That Outreach	Rocky Mountain PERC	WY	\$17,430.00	\$6,570.00	\$24,000.00
22240	2019 UT Propane Can Do That Billboards Campaign	Rocky Mountain PERC	UT	\$24,702.00	\$5,795.00	\$30,497.00
22259	CETP Classroom Training 2020 (Change Order)	South Dakota PERC Foundation	SD	\$24,000.00		\$24,000.00
22318	2020 AZ Propane Safety Day & Spring Training Meeting	Arizona Propane Education & Research Foundation	AZ	\$18,000.00		\$18,000.00
22336	Propane Training 2020	West Virginia Propane Research and Education Foundation	WV	\$40,000.00		\$40,000.00
22341	NJPERF Booth at 2020 NJ School Board Association's Workshop	New Jersey Propane Education and Research Foundation	NJ	\$18,016.51	\$1,483.49	\$19,500.00
22343	2018 Audit Fees	Western PERC	CA	\$4,125.00		\$4,125.00
22353	2020 District Safety Meetings	Iowa Propane Education and Research Council	IA	\$30,000.00		\$30,000.00
22354	2020 Newsletter	Iowa Propane Education and Research Council	IA	\$15,000.00		\$15,000.00
22356	2020 CETP and Safety Refresher Classes	Iowa Propane Education and Research Council	IA	\$140,000.00		\$140,000.00
22358	ND Safe Appliance Rebate Program	North Dakota Propane Gas Foundation	ND	\$30,000.00	\$15,509.00	\$45,509.00
22361	CETP & Safety Training	North Dakota Propane Gas Foundation	ND	\$112,000.00		\$112,000.00
22362	2019 Idaho High School Rodeo Association Consumer Education Campaign	Rocky Mountain PERC	ID	\$44,437.00		\$44,437.00

2020 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
22363	Consumer Safety Radio Advertising 2019	Louisiana Propane Gas Foundation	LA	\$6,620.00	\$4,229.00	\$10,849.00
22364	CETP Classroom Training Fall 2019	Louisiana Propane Gas Foundation	LA	\$9,158.96		\$9,158.96
22367	California Forklift Safety Incentive Program	Western PERC	CA	\$10,000.00		\$10,000.00
22368	2020 Consumer Awareness Program	Western PERC	CA	\$65,000.00		\$65,000.00
22370	2020 California Propane Shows	Western PERC	CA	\$8,000.00		\$8,000.00
22371	2020/2021 Safe Installations of Water Heaters Program	Oklahoma Propane Education and Safety Council	OK	\$14,650.00	\$14,650.00	\$29,300.00
22372	2020 PERC and Industry Travel	Western PERC	CA	\$13,500.00		\$13,500.00
22373	2020 California LIHEAP Safety Education	Western PERC	CA	\$500.00		\$500.00
22374	Western Propane Gas Association Fire Training 2020	Western PERC	CA	\$15,000.00		\$15,000.00
22375	2020 Workforce Recruitment/Retention Program	Western PERC	CA	\$3,000.00		\$3,000.00
22377	Partnership Consumer Awareness Funding Program	Nebraska PERC	NE	\$6,089.00	\$5,911.00	\$12,000.00
22378	Husker Harvest Days 2020	Nebraska PERC	NE	\$5,000.00	\$5,000.00	\$10,000.00
22399	Safe Installations of Appliances Program Phase 14	Propane Foundation of Kansas	KS	\$50,000.00		\$50,000.00
22401	2019 Montana Employee Training	Rocky Mountain PERC	MT	\$25,056.26		\$25,056.26
22402	2019 MT Safe Appliance Rebate Program	Rocky Mountain PERC	MT	\$31,000.00		\$31,000.00
22404	Reimbursement of 2019 Audit Fees - 990	Iowa Propane Education and Research Council	IA	\$1,250.00		\$1,250.00
22406	2020 Virginia External Safety, Training and Education	Virginia Propane Research and Education Foundation	VA	\$56,126.75		\$56,126.75
22410	Safety Training Courses 2020	New Jersey Propane Education and Research Foundation	NJ	\$55,755.00		\$55,755.00
22411	2020 Wisconsin Consumer Safety Mailing Program	Wisconsin PERC	WI	\$23,625.00		\$23,625.00
22412	2020 Wisconsin Emergency Response Training Program	Wisconsin PERC	WI	\$48,200.00		\$48,200.00
22413	2020 Wisconsin Regulator Replacement Rebate Program	Wisconsin PERC	WI	\$33,900.00		\$33,900.00
22415	2020 Propane Appliance Safe Installation Rebate Program	Kentucky Propane Education and Research Council	KY	\$110,000.00		\$110,000.00

2020 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
22416	Certified Employee Training Program - 2020	Kentucky Propane Education and Research Council	KY	\$40,000.00		\$40,000.00
22419	2020 Ohio Safety, Training & Education Projects	Ohio Propane Education & Research Council	OH	\$354,850.00		\$354,850.00
22420	2020 Michigan Safety, Training and Education Programs	Michigan PERC	MI	\$515,000.00		\$515,000.00
22423	2020 On-Road Vehicle Data Collection Incentive Program	Wisconsin PERC	WI	\$73,950.00		\$73,950.00
22424	2020 Wisconsin District Meetings	Wisconsin PERC	WI	\$24,275.00		\$24,275.00
22425	2020 WI Propane Industry Training Program	Wisconsin PERC	WI	\$145,000.00		\$145,000.00
22426	2020 Virginia Safety and Training	Virginia Propane Research and Education Foundation	VA	\$125,000.00		\$125,000.00
22427	2020 Virginia Safe Appliance Rebate Program	Virginia Propane Research and Education Foundation	VA	\$95,000.00		\$95,000.00
22434	New Home Builders Rebate Program	Mississippi Propane Education and Research Council	MS	\$75,775.80		\$75,775.80
22439	2020 Indiana Safety & Training Program	Indiana Propane Gas Foundation	IN	\$233,800.00		\$233,800.00
22441	2020 Alaska Safety, Training & Education Projects	Pacific Propane Education and Research Foundation	AK	\$19,000.00		\$19,000.00
22456	Propane Education Foundation of Florida Operating Expense Reimbursement	Propane Education Foundation of Florida	FL	\$3,563.35		\$3,563.35
22461	Travel Reimbursement for PERC 2020 National Trainer's Conference	North Dakota Propane Gas Foundation	ND	\$1,364.43		\$1,364.43
22469	PERC Innovation for Growth Summit	Iowa Propane Education and Research Council	IA	\$371.47		\$371.47
22470	2020 Virginia Propane On-Road Vehicle Purchase/Placement	Virginia Propane Research and Education Foundation	VA	\$52,250.00		\$52,250.00
22478	Nevada Propane Education and Research Foundation 2020 Expenses	Nevada Propane Education and Research Foundation	NV	\$1,580.00		\$1,580.00
22480	Travel Reimbursement for WLPGA Meeting and PERC Trainers Conf.	North Carolina PERF	NC	\$1,890.32		\$1,890.32
22485	Florida Continuing Education Production	Propane Education Foundation of Florida	FL	\$3,750.00		\$3,750.00
22487	Safety Training for Georgia Propane Industry Workers	Georgia PERC	GA	\$36,400.00		\$36,400.00
22488	Reimbursement Request - 2020 D&O Liability Insurance	Pennsylvania Propane Foundation	PA	\$1,966.00		\$1,966.00
22489	Propane Can Do That Outreach Plan - Water Heater Rebate Promo	New Jersey Propane Education and Research Foundation	NJ	\$9,300.00		\$9,300.00
22490	Travel Reimbursement for PERC Growth Summit	North Carolina PERF	NC	\$795.46		\$795.46

2020 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
22491	2020 Hawaii Safety, Training & Education Projects	Pacific Propane Education and Research Foundation	HI	\$81,000.00		\$81,000.00
22498	2020 Oregon Safety, Training & Education Projects	Pacific Propane Education and Research Foundation	OR	\$179,750.00		\$179,750.00
22499	2020 Washington Safety, Training & Education Projects	Pacific Propane Education and Research Foundation	WA	\$354,500.00		\$354,500.00
22503	2020 MN Appliance Rebate Program	MNPEPSC	MN	\$512,938.00		\$512,938.00
22506	2020 APGA Magazine	Arkansas PERC	AR	\$19,080.00		\$19,080.00
22507	2020 TNPGA Training Program	Tennessee Propane Education and Research Council	TN	\$45,400.00		\$45,400.00
22509	Foundation Costs-2020 Insurance	Georgia PERC	GA	\$6,574.00		\$6,574.00
22511	Training Tablets	Propane Education Foundation of Alabama	AL	\$12,230.00		\$12,230.00
22516	2020 Consumer Education Program	Tennessee Propane Education and Research Council	TN	\$42,000.00		\$42,000.00
22518	2020 Military Education & Recruitment Extension	New England Propane Foundation	New England	\$50,000.00		\$50,000.00
22519	2020 Safe Appliance Rebates	New England Propane Foundation	New England	\$300,000.00		\$300,000.00
22523	Iowa PERC Consumer Education Campaign	Iowa Propane Education and Research Council	IA	\$40,000.00		\$40,000.00
22526	2020 Iowa PERC Consumer Education Campaign - Propane Matters, Website & Support	Iowa Propane Education and Research Council	IA	\$80,000.00		\$80,000.00
22533	2020 Training Program	Pennsylvania Propane Foundation	PA	\$88,000.00		\$88,000.00
22534	2020 Emergency Response	New York PERC	NY	\$71,850.00		\$71,850.00
22535	2020 Statewide Safety Communications Campaign PR	New York PERC	NY	\$21,282.61		\$21,282.61
22539	Reimbursement of 2019 Audit Fees	Iowa Propane Education and Research Council	IA	\$3,125.00		\$3,125.00
22540	Low Emissions Technical Expert	Propane Council of Texas	TX	\$11,800.00		\$11,800.00
22541	Statewide Education & Outreach Campaign	Mississippi Propane Education and Research Council	MS	\$51,000.00		\$51,000.00
22542	Sunbelt Ag Expo 2019	Georgia PERC	GA	\$12,844.62		\$12,844.62
22543	2020 Safe Installations of Propane Appliances Program	Georgia PERC	GA	\$50,000.00		\$50,000.00
22544	Professional Speakers at 2019 SCPGA / GPGA Convention	Georgia PERC	GA	\$9,694.98		\$9,694.98

2020 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
22545	2020 PA Manufactured Housing Association Partnership	Pennsylvania Propane Foundation	PA	\$11,000.00		\$11,000.00
22546	2020 Poultry Progress Day Partnership	Pennsylvania Propane Foundation	PA	\$1,765.00		\$1,765.00
22547	2020 PA Plumbing Heating Cooling Contractors (PAPHCC) Partnership	Pennsylvania Propane Foundation	PA	\$4,400.00		\$4,400.00
22548	2020 Multi-Media Safety and Training Communications	Pennsylvania Propane Foundation	PA	\$22,000.00		\$22,000.00
22549	2020 Radio PSA's with Radio PA/Benchmarking Strategic Partners, Inc.	Pennsylvania Propane Foundation	PA	\$82,500.00		\$82,500.00
22550	2020 Radio PSA's with Penn State Sports Properties	Pennsylvania Propane Foundation	PA	\$115,500.00		\$115,500.00
22553	Clean Cities Membership 2016 - 2020	Georgia PERC	GA	\$2,500.00		\$2,500.00
22554	2020 New York Propane Autogas Program	New York PERC	NY	\$85,000.00		\$85,000.00
22555	2020 NYPGA Safety & Training Classes	New York PERC	NY	\$256,500.00		\$256,500.00
22556	2020 New York Propane Rebate and Consumer Marketing Program	New York PERC	NY	\$180,000.00		\$180,000.00
22566	Reimbursement of 2019 Audit Fees	Iowa Propane Education and Research Council	IA	\$690.00		\$690.00
22569	2020 Consumer Education Campaign Digital Asset and Tools Training for Marketers	Pennsylvania Propane Foundation	PA	\$6,000.00		\$6,000.00
22572	Safe Appliance April 2020	Western PERC	CA	\$110,000.00		\$110,000.00
22573	2020 New York Autogas Vehicle Education Initiative	New York PERC	NY	\$81,600.00		\$81,600.00
22577	2020 Website Services - Rocky Mountain (MT)	Rocky Mountain PERC	MT	\$125.00		\$125.00
22578	2020 Website Services - South Carolina	South Carolina Propane Education and Research Foundation	SC	\$500.00		\$500.00
22579	2020 Website Services - Alabama	Propane Education Foundation of Alabama	AL	\$500.00		\$500.00
22580	2020 Website Services - Arizona	Arizona Propane Education & Research Foundation	AZ	\$500.00		\$500.00
22581	2020 Website Services - Arkansas	Arkansas PERC	AR	\$500.00		\$500.00
22582	2020 Website Services - Florida	Propane Education Foundation of Florida	FL	\$500.00		\$500.00
22584	2020 Website Services - Georgia	Georgia PERC	GA	\$500.00		\$500.00
22585	2020 Website Services - Illinois	Illinois PERC	IL	\$500.00		\$500.00

2020 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
22586	2020 Website Services - Iowa	Iowa Propane Education and Research Council	IA	\$500.00		\$500.00
22587	2020 Website Services - Nebraska	Nebraska PERC	NE	\$500.00		\$500.00
22588	2020 Website Services - Nevada	Nevada Propane Education and Research Foundation	NV	\$500.00		\$500.00
22589	2020 Website Services - New Jersey	New Jersey Propane Education and Research Foundation	NJ	\$500.00		\$500.00
22590	2020 Website Services - North Carolina	North Carolina PERF	NC	\$500.00		\$500.00
22591	2020 Website Services - North Dakota	North Dakota Propane Gas Foundation	ND	\$500.00		\$500.00
22592	2020 Website Services - New England	New England Propane Foundation	New England	\$500.00		\$500.00
22593	2020 Website Services - Tennessee	Tennessee Propane Education and Research Council	TN	\$500.00		\$500.00
22594	2020 Website Services - Virginia	Virginia Propane Research and Education Foundation	VA	\$500.00		\$500.00
22595	2020 Website Services - Western (California)	Western PERC	CA	\$500.00		\$500.00
22596	2020 Website Services - Wisconsin	Wisconsin PERC	WI	\$500.00		\$500.00
22597	2020 Website Services - Rocky Mountain (ID)	Rocky Mountain PERC	ID	\$125.00		\$125.00
22598	2020 Website Services - Rocky Mountain (UT)	Rocky Mountain PERC	UT	\$125.00		\$125.00
22599	2020 Website Services - Rocky Mountain (WY)	Rocky Mountain PERC	WY	\$125.00		\$125.00
22600	2020 Website Services - Pacific (AK)	Pacific Propane Education and Research Foundation	AZ	\$125.00		\$125.00
22601	2020 Website Services - Pacific (HI)	Pacific Propane Education and Research Foundation	HI	\$125.00		\$125.00
22602	2020 Website Services - Pacific (OR)	Pacific Propane Education and Research Foundation	OR	\$125.00		\$125.00
22603	2020 Website Services - Pacific (WA)	Pacific Propane Education and Research Foundation	WA	\$125.00		\$125.00
22605	2020 Website Services - Colorado	Colorado PERC	CO	\$500.00		\$500.00
22606	2020 Website Services - Indiana	Indiana Propane Gas Foundation	IN	\$500.00		\$500.00
22607	2020 Website Services - New Mexico	New Mexico Propane Education and Research Foundation	NM	\$500.00		\$500.00
22608	2020 Website Services - Michigan	Michigan PERC	MI	\$500.00		\$500.00

2020 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
22609	2020 GeneratioNext Propane Pros	Pennsylvania Propane Foundation	PA	\$32,000.00		\$32,000.00
22611	2020/2021 Appliance Rebate Program	Tennessee Propane Education and Research Council	TN	\$33,000.00		\$33,000.00
22630	Safe Installations of Appliances Program Phase 15	Propane Foundation of Kansas	KS	\$40,000.00		\$40,000.00
22632	2020/2021 Social Media Optimization and Strategy	Arizona Propane Education & Research Foundation	AZ	\$40,000.00		\$40,000.00
22636	2020 Ross Welding Emergency Training	Pennsylvania Propane Foundation	PA	\$1,100.00		\$1,100.00
22644	2020 Safe Installations of Propane Appliances Program	Georgia PERC	GA	\$60,043.00		\$60,043.00
22645	Safe Installations of Appliances 2019-2020 Program	North Carolina PERC	NC	\$200,000.00		\$200,000.00
22646	2020 Arkansas PERC Foundation Costs	Arkansas PERC	AR	\$8,750.00		\$8,750.00
22651	Missouri Safe Appliance Installation Program FY21	Missouri PERC	MO	\$275,000.00		\$275,000.00
22656	2020 Historical Records and Safety Literature Storage	South Carolina Propane Education and Research Foundation	SC	\$2,192.00		\$2,192.00
22657	2020 Publication of SCPGA News Magazine	South Carolina Propane Education and Research Foundation	SC	\$27,440.00		\$27,440.00
22658	2020 Duty to Warn Notification	South Carolina Propane Education and Research Foundation	SC	\$4,125.00		\$4,125.00
22661	2020 Nevada Safe Appliance Installation Program	Nevada Propane Education and Research Foundation	NV	\$25,110.00		\$25,110.00
22662	2020 Be Pro Be Proud Workforce Development Sponsorship	South Carolina Propane Education and Research Foundation	SC	\$15,787.06		\$15,787.06
22669	2020-21 Safe Installation of Appliance Rebate Program	Propane Education Foundation of Alabama	AL	\$91,300.00		\$91,300.00
22670	2020 Propane Appliance Program	Illinois PERC	IL	\$375,000.00		\$375,000.00
22672	LPGF Partnership with LA Clean Cities Coalition 2020	Louisiana Propane Gas Foundation	LA	\$3,000.00		\$3,000.00
22674	2020 Idaho / Wyoming Propane Can Do That Billboards Campaign	Rocky Mountain PERC	ID	\$41,160.88		\$41,160.88
22674	2020 Idaho / Wyoming Propane Can Do That Billboards Campaign	Rocky Mountain PERC	WY	\$50,597.45		\$50,597.45
22688	Training Tablets	Rocky Mountain PERC	ID	\$1,520.00		\$1,520.00
22688	Training Tablets	Rocky Mountain PERC	MT	\$3,040.00		\$3,040.00
22688	Training Tablets	Rocky Mountain PERC	UT	\$1,520.00		\$1,520.00

2020 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
22688	Training Tablets	Rocky Mountain PERC	WY	\$1,520.00		\$1,520.00
22690	2020 Montana Energy Share	Rocky Mountain PERC	MT	\$27,260.00		\$27,260.00
22691	Filing of IRS Tax Form 990 Year End 2019	North Dakota Propane Gas Foundation	ND	\$995.00		\$995.00
22693	Training and Public Autogas Dispenser	MNPEPSC	MN	\$95,000.00		\$95,000.00
22698	Reimbursement Request - Form 990 Prep Fees	Propane Education Foundation of Alabama	AL	\$900.00		\$900.00
22701	2020/21 Training & Safety Package	North Carolina PERF	NC	\$160,000.00		\$160,000.00
22702	2020 Duty to Warn Project	Propane Council of Texas	TX	\$80,567.65		\$80,567.65
22703	Hurricane Wind and Flood Zone Tank Tie Down Engineering	Propane Education Foundation of Florida	FL	\$7,000.00		\$7,000.00
22704	2021 Consumer Safety Tip & Recipe Calendar	Propane Council of Texas	TX	\$67,791.97		\$67,791.97
22707	2020 CETP Training	South Carolina Propane Education and Research Foundation	SC	\$36,700.00		\$36,700.00
22715	Audit Fees, Property Taxes, Tax Prep Reimb.	North Carolina PERF	NC	\$13,862.26		\$13,862.26
22717	Safe Appliance Installation Rebates 2020-21	Western PERC	CA	\$215,000.00		\$215,000.00
22720	Propane Customer Newsletter	Propane Council of Texas	TX	\$55,361.47		\$55,361.47
22723	2020 Maricopa County Propane Fire Pit Program (NOT REPLICATEABLE)	Arizona Propane Education & Research Foundation	AZ	\$37,400.00		\$37,400.00
22725	NC Consumer Safety Education Project/Duty to Warn	North Carolina PERF	NC	\$25,000.00		\$25,000.00
22727	Safe Installations of Appliances 2020-21 Program	North Carolina PERF	NC	\$150,000.00		\$150,000.00
22729	Clean Fuel Advanced Technology (CFAT) Sponsorship 2020	North Carolina PERF	NC	\$10,000.00		\$10,000.00
22732	Propane Can Do That Campaign - 2020	Wisconsin PERC	WI	\$67,425.00		\$67,425.00
22751	2020 VFEC Required Technical Training Programs	New England Propane Foundation	New England	\$7,000.00		\$7,000.00
22752	2020 PGANE Technical Training Additional Funding	New England Propane Foundation	New England	\$10,000.00		\$10,000.00
22753	2020 PGANE MA LP Licensing Funding	New England Propane Foundation	New England	\$35,000.00		\$35,000.00
22754	2020 PGANE Consumer Education Campaign	New England Propane Foundation	New England	\$21,500.00		\$21,500.00

2020 REBATES

DOCKET #	TITLE	PAYEE	STATE/REGION	REBATE	PARTNERSHIP	TOTAL
22755	2020 PGANE Propane Safety and Training	New England Propane Foundation	New England	\$135,705.00		\$135,705.00
22756	2021 Foundation Administration	New England Propane Foundation	New England	\$25,000.00		\$25,000.00
22760	Workforce Recruitment & Development	New York PERC	NY	\$15,625.00		\$15,625.00
22764	Reimbursement of FY2019 Audit Fees	Propane Foundation of Kansas	KS	\$5,450.00		\$5,450.00
22768	PERC Regional Mtg & Trainers Conference	South Carolina Propane Education and Research Foundation	SC	\$1,426.46		\$1,426.46
22772	2020/2021 Arizona Safe Installation of Propane Appliances Program	Arizona Propane Education & Research Foundation	AZ	\$50,000.00		\$50,000.00
22810	2021 Autogas Consultant	Western PERC	CA	\$94,100.00		\$94,100.00
22811	2021 CA Propane Emergency Response/Hazardous Materials Training	Western PERC	CA	\$149,550.00		\$149,550.00
22812	2021 Propane Strategic Issues Consultant	Western PERC	CA	\$75,000.00		\$75,000.00
22816	2021 MN Demonstration Vehicle	MNPEPSC	MN	\$61,687.69		\$61,687.69
22826	2019-2020 Idaho Safe Appliance Rebate	Rocky Mountain PERC	ID	\$63,500.00		\$63,500.00
22827	CA Certified Employee Training Program (CETP) 2021	Western PERC	CA	\$7,600.00		\$7,600.00
22829	WPERC Consumer Incentive/Rebate Awareness Program 2021	Western PERC	CA	\$50,000.00		\$50,000.00
22830	CA LIHEAP Consumer Safety Educational Program 2021	Western PERC	CA	\$500.00		\$500.00
22831	2021 Travel for PERC & Industry Meetings	Western PERC	CA	\$9,000.00		\$9,000.00
22832	CA Propane Outreach Shows 2021	Western PERC	CA	\$10,000.00		\$10,000.00
22837	2021 Environmental Messaging	MNPEPSC	MN	\$70,000.00		\$70,000.00
22839	2021 Colorado Safe Appliance and Regulator Installation Program	Colorado PERC	CO	\$40,000.00		\$40,000.00
22842	Safe Installations of Residential Appliances Program	Propane Education Foundation of Florida	FL	\$198,000.00		\$198,000.00
22859	2020-2021 Military Education & Recruitment	Virginia Propane Research and Education Foundation	VA	\$52,500.00		\$52,500.00
TOTAL				\$9,639,062.35	\$67,246.49	\$9,706,308.84

STATEMENTS OF FINANCIAL POSITION

December 31	2018	2019	2020
ASSETS			
CURRENT ASSETS			
Cash & Cash Equivalents	\$3,849,973	\$4,160,393	\$4,148,983
Accounts Receivable	\$116,718	\$18,337	\$37,817
Investments, Current Portion	\$20,294,101	\$30,058,886	\$37,198,577
Assessments Receivable	\$6,705,086	\$7,283,554	\$6,877,216
Inventory, Net	\$533,110	\$549,085	\$618,535
Prepaid Expenses	\$356,619	\$194,823	\$448,984
TOTAL CURRENT ASSETS	\$31,855,607	\$42,265,078	\$49,330,112
PROPERTY & EQUIPMENT			
Office Equipment	\$50,911	\$50,911	\$50,911
Office Furniture	\$183,435	\$183,435	\$183,435
Computer Hardware & Software	\$4,728,065	\$4,728,065	\$4,728,065
Leasehold Improvements	\$355,522	\$355,522	\$355,522
Less: Accumulated Depreciation	[\$5,215,542]	[\$5,284,427]	[\$5,310,988]
TOTAL PROPERTY & EQUIPMENT, NET	\$102,391	\$33,506	\$6,945
OTHER ASSETS			
Other	\$426,594	\$159,530	\$137,705
Investments, Net of Current Portion	\$3,659,307	\$3,741,342	\$6,400,538
Intangible Asset, Net	\$0	\$1,500,000	\$1,000,000
TOTAL OTHER ASSETS	\$4,085,901	\$5,400,872	\$7,538,243
TOTAL ASSETS	\$36,043,899	\$47,699,456	\$56,875,300

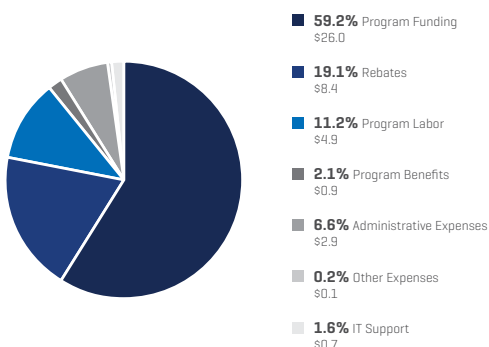
December 31	2018	2019	2020
LIABILITIES & NET ASSETS			
CURRENT LIABILITIES			
Accrued Expenses	\$2,795,995	\$4,345,547	\$3,294,532
State Rebate Obligation	\$12,025,348	\$13,280,029	\$13,583,065
TOTAL CURRENT LIABILITIES	\$14,821,343	\$17,625,576	\$16,877,597
Deferred Rent	\$317,847	\$307,979	\$281,748
Deferred Revenue	\$12,200	\$7,822	\$0
TOTAL NONCURRENT LIABILITIES	\$330,047	\$315,801	\$281,748
TOTAL LIABILITIES	\$15,151,390	\$17,941,377	\$17,159,345
NET ASSETS			
Undesignated	\$10,851,904	\$20,494,522	\$9,501,497
Designated	\$10,040,605	\$9,263,557	\$30,214,458
TOTAL NET ASSETS	\$20,892,509	\$29,758,079	\$39,715,955
TOTAL LIABILITIES & NET ASSETS	\$36,043,899	\$47,699,456	\$56,875,300

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

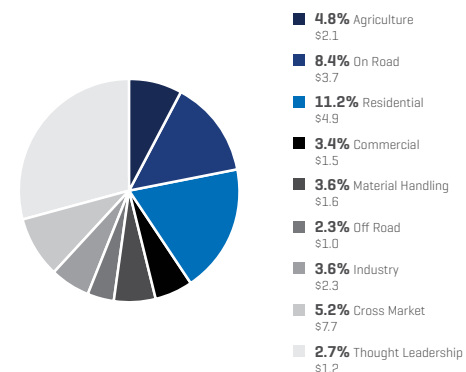
Years ended December 31	2018	2019	2020
REVENUE			
Assessment Revenue	\$48,164,580	\$49,608,343	\$45,769,645
Less: State Rebates	[\$9,632,916]	[\$9,921,669]	[\$9,153,929]
NET ASSESSMENT REVENUE	\$38,531,664	\$39,686,674	\$36,615,716
Investment Income	\$373,138	\$751,047	\$715,920
Other Revenue		\$40,166	\$141,149
Fulfillment Sales	\$977,544	\$1,295,061	\$1,059,331
Less: Costs of Goods Sold	[\$2,332,786]	[\$1,648,413]	[\$1,433,082]
NET FULFILLMENT INCOME (COST)	[\$1,355,242]	[\$353,352]	[\$373,751]
TOTAL REVENUE	\$37,549,560	\$40,124,535	\$37,099,034
EXPENSES			
PROGRAMS			
Residential & Commercial	\$3,420,548	\$6,076,411	\$6,853,974
Safety & Training	\$1,408,849	\$1,651,078	\$2,543,848
Consumer Education	\$3,777,115	\$6,159,361	\$5,221,579
Research & Development	\$596,606	\$837,977	\$845,863
Engine Fuel	\$6,399,580	\$5,937,447	\$3,096,751
Industry	\$6,725,327	\$6,959,326	\$5,149,330
Agriculture	\$1,964,973	\$1,781,935	\$1,748,552
TOTAL PROGRAM EXPENSES	\$24,292,998	\$29,403,535	\$25,459,897
GENERAL & ADMINISTRATIVE			
Administrative Costs	\$1,955,973	\$1,718,198	\$1,534,299
Collection Costs	\$82,459	\$68,347	\$63,534
Depreciation	\$99,740	\$68,885	\$83,428
TOTAL GENERAL & ADMINISTRATIVE EXPENSES	\$2,138,172	\$1,855,430	\$1,681,261
TOTAL EXPENSES	\$26,431,170	\$31,258,965	\$27,141,158
Changes in Net Assets	\$11,118,390	\$8,865,570	\$9,957,876
Net Assets at Beginning of Year	\$9,774,119	\$20,892,509	\$29,758,079
NET ASSETS AT END OF YEAR	\$20,892,509	\$29,758,079	\$39,715,955

▶ 2021 OPERATING EXPENDITURE BUDGET (\$ IN MILLIONS)



TOTAL \$43.9 MILLION

▶ 2021 BUDGETED OPERATING PROGRAMS INITIATIVES (\$ IN MILLIONS)



TOTAL \$26.0 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