

2021 Annual Report



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► From the Chairman & CEO

Propane can – and should – play a role on the path toward a more environmentally sensitive future. Its low-carbon, high-energy output makes it a preferred fuel for growing importance in power generation, shipping, industrial work, vehicle fleets, agriculture, as well as traditional residential, commercial, and material handling markets. Propane is an ideal choice to meet growing climate challenges and capitalize on exciting new opportunities ahead.

The Propane Education & Research Council (PERC) is committed to effectively position the industry to address competitive challenges and meet heightened consumer expectations.

That's why in 2021 we rebranded propane as the *Energy for Everyone*. The brand identity is designed to become a powerful way for the younger, environmentally conscientious consumers to think about our product. It communicates what Americans want their energy to be – affordable, reliable, environmentally friendly, and available today.

The new brand helps us tell the story of how propane enables Americans to meet carbon emissions goals without spending trillions of dollars and waiting decades to fortify our fragile electric grid. That's a common sense, science-based message that's too often lost in the din of media influencers who promulgate false hopes and impractical solutions. It's also proving to be an effective way to engage with writers,

social influencers, and thought leaders across the country to articulate how the use of propane can accelerate decarbonization. This year, we expanded our reach to get that message in front of the clean energy advocates and experts who are deciding where America's fast-changing energy policy will land.

In October, for example, our Path to Zero podcast was recorded in front of a live audience at the National Association of State Energy Officials (NASEO) annual conference to discuss ways that propane can be a tool to help states meet decarbonization goals.

From America's farms to school bus fleets, to homes and businesses across the country, propane is helping more users reduce their carbon emissions and save money. Yet as good as today's propane is, renewable propane promises to make a great energy even better.

We are excited about our work with energy producers who are pioneering the production of renewable propane. Unlike conventional propane, renewable propane can be made from a variety of renewable feedstocks. The most common form of renewable propane today is a byproduct of renewable diesel and sustainable aviation fuel made primarily from plant and vegetable oils, animal fats, or used cooking oil.

Innovation is unfolding on multiple fronts that could get to zero carbon and possibly below. Renewable dimethyl ether likewise is emerging as a promising complement to propane.



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Meanwhile, the pace of innovation in America is accelerating. That includes emerging propane technology like combined heat and power (CHP), hydronic heating systems, the Cummins 6.7L engine, terminal tractors, and microgrid products that PERC is helping to commercialize. These products promise unmatched performance to capitalize on new growth opportunities and help secure America's energy future.

Perhaps the most promising news in 2021 was the passage of the Infrastructure Investment and Jobs Act creating an unprecedented opportunity for on-road and off-road fleets to switch to low-carbon-emissions alternatives to diesel and gasoline.

Propane-powered vehicles and refueling infrastructure are eligible to compete for up to \$9 billion in grant funding for refueling infrastructure along the national highway system, new school buses, transit vehicles, port tractors, and mobile equipment at ports beginning in 2022. The onus will be on our industry professionals to position propane as the best option for those projects.

The specified inclusion of propane in the law is a major win for the industry as well as communities across the country that will have multiple alternative energy options for reducing emissions and transforming their fleets. It reflects several years of collaboration between PERC and the National Propane Gas Association to research, report, and persuade decision-makers that propane has a key role to play.

We have accomplished so much this year, and we recognize there is much left to be done. For our industry to be successful, we must lead with vision and execution in demonstrating the story of how propane is energy for everyone. We need to make sure our partners provide the best equipment, and that we adapt to this changing world.

It is a tall task, but one that we are convinced we can do with continued dedication, thought, and teamwork.



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Propane Education
& Research Council
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Propane Education
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President and CEO

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Communications and Marketing

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Industry Relations

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Safety, Education and Compliance

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TAMEKA BIAS

Web Technologies and Network
Administrator

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and CEO

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Director of Learning Center Operations
and Educational Projects

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Business Development Coordinator

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Finance Operations Manager

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Director of Safety and Compliance

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Director of Administration
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Marketing Assistant

ELENA SCOTT

Manager, Industry Training Programs

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GREGG WALKER

Director of Market Communications

STEPHEN WHALEY

Director of Autogas Business
Development

GRACE WILLIS

Director of Market and Industry Data

PAULA WILSON

Director of Industry Engagement

JEREMY WISHART

Director of Technical
Communications

► Safety & Training



Fundamental changes in the delivery of education and compliance material to the propane industry workforce continue to draw record user engagement to a more personalized, job-focused learning experience.

The fully integrated Learning Center at propane.com launched in 2020 with the goal to make workforce training and certification better, faster, and more economical. The platform provides users convenient access to all materials from their desktop computer, laptop, cellphone, or tablet for either individual training or to enhance traditional classroom sessions.

Since the launch, we've continued to add and update materials on compliance, emergency responses, environmental messaging, safety, sales, workforce recruitment, and other market-trending topics. Participating marketers large and small now use the platform's flexibility to customize preferences to fit specific skill sets and job duties for their staff.

In 2021 we reached an impressive milestone in industry usage of those vital resources. By year's end, the number of registered accounts had doubled to more than 30,000 unique users (more than half of the industry's 57,000 workers), representing 3,399 companies. Users have completed more than 87,000 education modules among 400-plus available courses.

The convenient, no-cost accessibility to our growing library of materials not only raises competency and professionalism of the workforce, it also saves the industry significant cost. The digital learning platform provides companies the resources needed to successfully train their staffs without having to send them to an expensive or distant driving school or traditional classroom offerings.

Since PERC took over administration of the CETP exam and certification process in 2020, Learning Center users no longer pay the traditional \$85 exam processing fee. With almost 13,000 CETP trainees having taken the certification exam annually through 2021, that represents a direct annual cost savings of more than \$1 million to marketers. Additionally, more than 4,000 full CETP courses were completed online, saving each trainee the cost of purchasing textbooks.

PERC continued to provide outreach to the industry on important safety issues through our website, webinars, and a newly launched newsletter called Safety Matters. The monthly e-newsletter updates more than 5,000 propane professionals on timely safety topics, important new safety and training materials, and events such as the annual training conference. Due to the pandemic, the 2021 conference was held virtually and drew more than 400 participants.

SAFETY MATTERS NEWSLETTER 2021 SNAPSHOT

► **54,607**

EMAILS RECEIVED

The list grew from 4,100 subscribers in January to nearly 5,000 (4,960) subscribers by December.

► **24.7%**

AVERAGE OPEN RATE

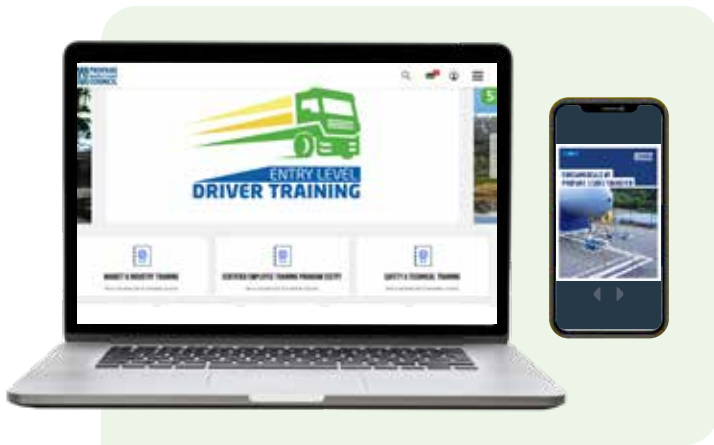
Highest among PERC newsletter offerings.

► **12.7%**

CLICK-TO-OPEN RATE

All 12 emails resulted in a combined 1,721 link clicks within articles. Articles about the new Learning Center courses had the most engagement.

Most notably, a package of 30 interactive eLearning modules was created for the industry's drivers to meet new federal requirements for entry-level driver training (ELDT). The onerous regulations added another hurdle to the already difficult task of training new employees given the universal shortage of drivers. The package includes modules on basic operations, pre- and post-trip inspections, space management, hazard perception, maintenance, and fatigue, to name a few. Once the training is complete, a comprehensive test documents successful completion of this portion of the requirement.



Other new and updated courses and related resources completed in 2021 were:

DISPENSING PROPANE SAFELY

Available in both Spanish and English, the course features a new design, new video content, and a whole new curriculum detailing how to safely dispense propane into several types of cylinders and tanks, including those found at retail locations, at bulk plants, and in forklift operations. Training is available in three segments: Small Cylinder, Motorhome and ASME-Mounted Tanks, and Dispensing Autogas.

HVAC/PLUMBER INSTRUCTOR GUIDE

Instructor resources include PowerPoint presentations for each of the program's 14 educational modules that can be used to lead in-person classes. The program educates HVAC and plumbing professionals on how to design, install, test, and operate propane systems in a safe and efficient manner.

COMPREHENSIVE COMPLIANCE HANDBOOK

Designed to help propane professionals navigate the federal safety and compliance regulations, codes, and standards that apply to propane operations, the 50-page, interactive document replaces previous compliance guides for individual agencies (DOT, OSHA, EPA, etc.).

2021 LEARNING CENTER ENGAGEMENT

Unique Users	30,068
Total Number of Companies in System	3,399
Safety Modules Completed	24,477
Market & Industry Modules Completed	3,857
Company-Specific Modules Completed	9,206
CETP Modules Completed	49,517
CETP Programs Completed	4,143
CETP Online Exams	8,673
CETP Paper Exams	4,246
CETP Certifications	6,386

CYLINDER DELIVERY

Video shows how to transport, deliver, and store portable propane cylinders safely.

OFFICE PERSONNEL: SAFETY AND SALES FOR CSRS

This new module provides an overview of key concepts and skills for office personnel when handling safety-related calls or sales calls for residential properties.

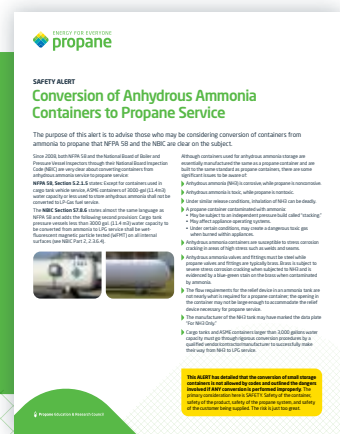
ON-THE-JOB TRAINING HANDBOOK

On-the-job training is an important part of employee training, allowing students to learn from experienced employees while actually performing tasks and doing their job. This handbook provides guidance on how to implement an organized and documented OJT program with their employees.

FIRE SAFETY ANALYSIS MANUAL

Updated to include the latest changes from the 2020 edition of the National Fire Protection Association (NFPA) 58 code, the manual helps propane marketers create a written fire safety analysis for propane storage tank installations of more than 4,000 gallons of water capacity.

ANHYDROUS AMMONIA SAFETY ALERT



▶ Industry Engagement



Propane has been an important part of America's energy mix for more than a century, powering successful businesses and making homes more secure and comfortable.

Through the generations, the folks who deliver the fuel have primarily been small, independent family businesses embedded in the communities they serve in all 50 states. They have epitomized the proud, entrepreneurial spirit of America, reliably servicing customers with the same hometown spirit that their parents and grandparents before them modeled.

Exactly 25 years ago, PERC was created to pool funds from those thousands of businesses to do the vital work that they could not accomplish individually. Those critical research, consumer education, and training initiatives continued throughout 2021 to help propane marketers adjust to fast-changing competitive dynamics and capitalize on new opportunities to grow their businesses.

▶ WORKFORCE RECRUITMENT

Propane marketers report one of their biggest hurdles is an aging, shrinking workforce, particularly technicians and drivers who serve as key points of contact with customers. In 2021, the second year of the global pandemic exacerbated difficulties finding and retaining those workers, as it did for most all businesses.

Bolstering the workforce and securing a new generation of reliable delivery and service professionals are critical to enhancing customer retention. To advance awareness of industry career opportunities and promote the role of propane in the community, PERC provided kits targeting elementary to high school students with industry-specific recruiting materials to help propane companies attract the next generation of workers looking to build a career they can be proud of.

▶ ENERGY FOR EVERYONE

Beyond workforce challenges, marketers told us that heightening environmental concerns were among their highest priority in 2021.

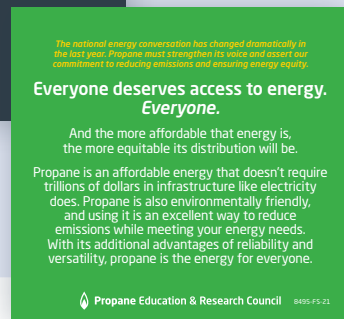
In collaboration with our colleagues at NPGA and under the guidance of a joint task force of volunteer leaders, we rolled out propane's new brand identity, *Energy for Everyone*, to

help drive this vital conversation. The launch featured a video, a postcard announcement, and a suite of resources available to help marketers extend the discussion in the communities they serve.

Those tools included a webinar series, four explainer videos, downloadable cards,* on-hold message scripts, logos, environmental talking points for consumers, and an opportunity to schedule one-on-ones with PERC staff to receive personalized help on how to communicate the new brand and integrate it into their marketing efforts.



* Downloadable brand message cards



To heighten consumer awareness of the role propane can and does play in accelerating decarbonization, the Council provided \$2 million for state entities to amplify PERC's national environmental messages in their local communities. The State Environmental Engagement Partnership campaign provided a 2:1 match of participating state dollars for local media buys throughout propane country starting in October.



Forty-five states participated in the social media and digital communications campaign, far exceeding the expected level of engagement. Several even expanded their investments to extend campaigns through the end of the winter heating season.

A combined investment of more than \$2.8 million delivered custom propane messages to more than 26,000 targeted ZIP codes across the country, honing in on key prospects and existing propane users across nationally recognized websites such as hgtv.com, usnews.com, yahoo.com, foodnetwork.com, and accuweather.com – as well as the most reputable local news sites.

The effort generated more than 302 million impressions between digital audio, digital display banner ads, and social media (Facebook) ads through the end of 2021. The social media ads seen on users' Facebook feeds generated over 10,000 social actions, most of which were "likes."

As a result, more than 95,000 unique visitors accessed the campaign landing page to learn more about the fuel, available rebates, and how to find a propane provider.

NEW EDUCATION, TRAINING OFFERINGS

Of course, propane professionals are always looking for ways to leverage new technology or market applications to boost sales. That's why several new training courses were added to The Learning Center on propane.com this year, including Environmental Messaging, an Autogas Sales Training Series, and Combined Heat & Power (CHP).

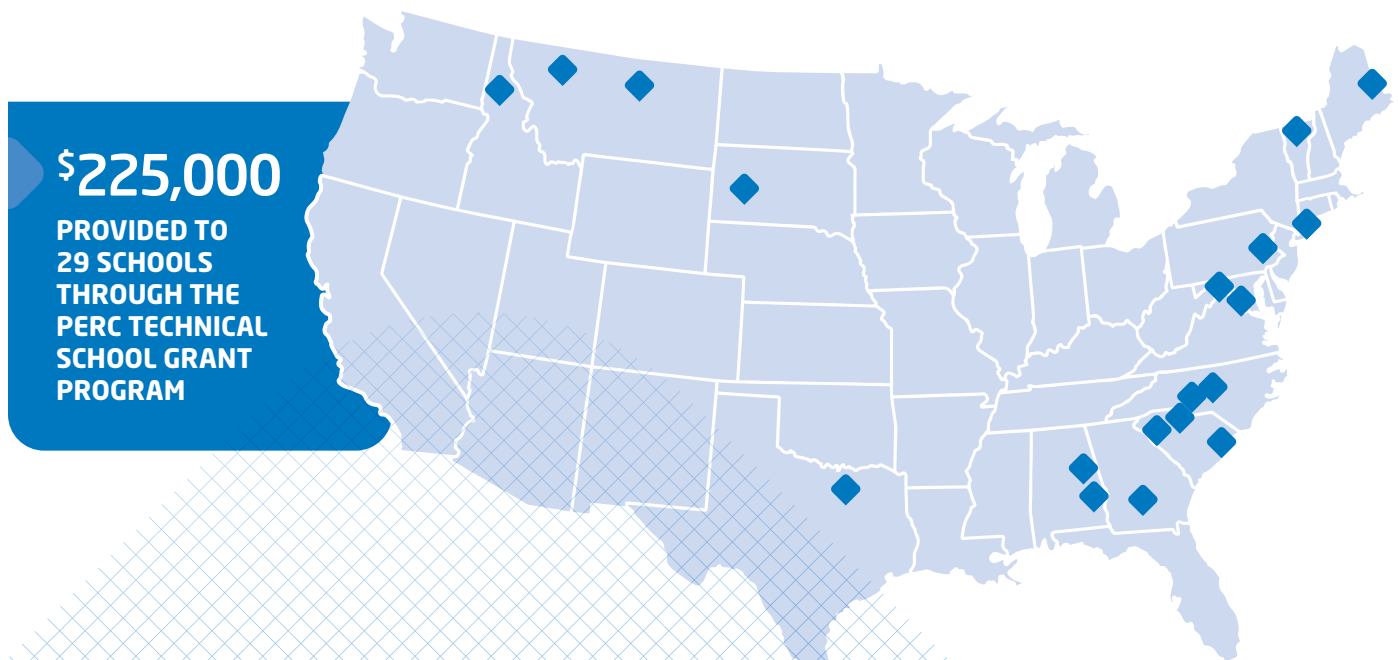
PROPANE INDUSTRY ESG FORUM FOR CEOs

Beyond traditional market dynamics, businesses today face an array of non-financial factors in assessing risks and growth opportunities. Environmental, social, and governance (ESG) criteria are increasingly important in measuring how companies serve society and how it impacts their current and future performance.

For the first time ever, PERC this year hosted a forum of propane company CEOs to discuss the impact of this trend on our industry. The peer-to-peer discussion touched on topics including environmental awareness, key technologies that support messaging, renewable fuels and emissions research, and ESG strategies.

TECHNICAL SCHOOL GRANT PROGRAM

This year, our Technical School Grant Program provided \$225,000 to 29 schools across 18 states to expand their curriculums and purchase propane tools and equipment to give their students valuable hands-on training with propane. The program, which is open to U.S. educational institutions and career centers (vocational schools, community colleges, etc.), provided 350 students real-world experience to better prepare them for the jobs of tomorrow.



\$225,000
PROVIDED TO
29 SCHOOLS
THROUGH THE
PERC TECHNICAL
SCHOOL GRANT
PROGRAM

▶ Consumer Outreach



Today's consumers demand more from their energy options. Amid dire predictions of global catastrophe due to heat-trapping greenhouse gases, they are weighing their energy choice based on its impact on the environment. They are being lured to the promise of zero emissions via new technologies, cleaner energy sources, and public policy decisions that pose a very real threat to traditional offerings like propane.

So how do we meet the increasing energy needs, reduce carbon in our atmosphere, and provide energy choices that all Americans can afford?

Despite the public rhetoric, the fact is there is no perfect single energy solution. Meeting our nation's evolving needs demands a diverse energy mix. That's something that consumers across all regions of the country affirm is highly important to them.

New PERC research in 2021 validates our belief that expanding the use of propane is an excellent way to slash emissions while meeting the need for affordable and reliable energy.

To better position propane in the conversation about energy and the environment, we successfully launched the *PROPANE Energy for Everyone*™ brand on July 1. The change helps frame our awareness campaign, focusing on two key messaging pillars:

- Access to clean, affordable, and renewable energy like propane ensures equity on the path to zero emissions.
- Clean and renewable energy like propane accelerates decarbonization.

Our research indicates that younger consumers – both current and prospective customers – find the new messaging compelling and it makes them want to learn more about propane. It communicates what Americans want their energy to be – affordable, reliable, environmentally friendly, and available today.

By the end of 2021, campaign messages were driving nearly half of all website visitors seeking to learn more about propane's value as a clean, affordable energy that accelerates decarbonization.

energy for everyone
Bringing it all together to set a story

BRAND PILLAR: Propane is clean energy equity
Everyone.
And the more affordable that energy is, the more equitable its distribution will be.

KEY MESSAGE: Propane is affordable
Propane is an affordable energy solution that doesn't require trillions of dollars in infrastructure investments like electricity does. And propane equipment generally lasts longer than electric appliances, making them more cost-effective.

BRAND PILLAR: Propane is environmentally friendly
But the benefits for everyone go far beyond affordability. Because propane is also environmentally friendly. Using propane is an excellent way to reduce your emissions while meeting your energy needs. It's a clean, nontoxic energy source that will not contaminate soil or groundwater. And renewable propane sourced from used cooking oil and other waste products is carbon-neutral.

KEY MESSAGE: Propane is clean
Propane is reliable
FOUNDATION: Propane is safe
With its additional advantages of **reliability** and **versatility**—for **safe** use at home, at work and on the road—propane is the energy for everyone.

PROPANE EDUCATION & RESEARCH COUNCIL | 8

ENVIRONMENTAL THOUGHT LEADERSHIP

To raise propane's voice in the fast-changing energy conversation, PERC aggressively engages national-level energy and environmental media to amplify propane's message pillars and, when necessary, challenge misinformation.

The Environmental Thought Leadership campaign affirms propane's critical role in a low-carbon future among academics, journalists, and appointed officials who influence energy policy decisions.

In 2021, those efforts were amplified by a paid social media campaign that generated 100,000 newly engaged users. Highlights of the ongoing campaign work include:

- A successful *Path to Zero* podcast series, hosted by PERC President and CEO Tucker Perkins, generated new propane ambassadors among a diverse array of influential energy expert guests. More than a million episodes were downloaded for viewing in 2021.



- Successful engagement with the National Association of State Energy Officials (NASEO) to raise understanding of propane's environmental benefits among key state policymakers. In October, PERC took a major sponsorship as keynote presenter at the group's annual meeting to talk about propane's playing a key role for resiliency and energy equity challenges and helping states to meet their clean energy goals in the transportation, industrial, buildings, and agricultural sectors.

PATH TO ZERO



HOSTED BY

Tucker Perkins

PRESIDENT AND CEO OF THE PROPANE
EDUCATION & RESEARCH COUNCIL

▶ Market Outreach

Just as consumer preferences change over time, so does the way they make informed decisions about those choices.

Each of our target markets – homeowner, on-road, agricultural, commercial, residential, and material handling – features a unique user audience. Raising awareness of propane’s value to meet their needs requires persuasive outreach.

Paid media and public relations in each segment traditionally drive users to our website to find a local propane provider, search for certain products, or learn from an educational video. This year, we enhanced that reach by partnering with additional voices who already are trusted advisors to consumers making decisions to purchase.

▶ SOCIAL INFLUENCERS

We increased our ties with men and women who have large social media followings with the various audience types we seek to engage. Whether reaching homebuilders, moms raising young families, or parents of schoolchildren, these influencers enjoy high levels of audience trust. They help shape the way thousands of their fans and followers think of new products and trends – like using clean, affordable propane.

▶ REAL ESTATE AGENTS

Prompted by industry professionals serving on our Advisory Committee, we developed a program to help real estate agents understand how propane makes a home more valuable, which increases their sales and earnings. We reached out to thousands of qualified agents across the country to educate them about the value of owning a propane home, and how they should discuss those topics with clients. Each article featured an interview with a real estate agent who understands how propane makes homes more attractive and how to capitalize on that fact.



▶ ENERGY SERVICE COMPANIES

As large commercial facilities age and grow, managers seek ways to retrofit their operations to cut energy costs, improve performance, and reduce the environmental impact. Advisors known as energy services companies (ESCOs) advise clients who typically manage the thousands of educational, corporate, and government campuses nationwide. Since few ESCO engineers consider propane when they develop their recommendations, PERC launched a new initiative to target that important sector of the commercial construction market. We have begun developing online educational content to help ESCOs get up to speed on propane, use it to save their clients more money, and make more money themselves. The first phase of the training will be available in 2022.

AUTOGAS

The inclusion of propane in the historic Infrastructure Investment and Jobs Act, which provides \$9 billion in funding for refueling infrastructure and clean vehicles, creates an unprecedented opportunity to replace on-road and off-road fleets that have historically operated on diesel or gasoline.

The 2021 federal law represents a major win for both the propane industry and communities that will benefit from reduced emissions and accelerated decarbonization. But without new research from PERC documenting propane's on-road emissions profile for medium- and heavy-duty vehicles compared to electric battery models, it may never have qualified for funding among alternative fuel options.

The comparative life-cycle analysis by PERC Director of Research and Sustainability Dr. Gokul Vishwanathan concluded that decarbonization can be accelerated by the adoption of propane autogas in those vehicle classes. The research, which factored how electricity is generated, stored, transmitted, and consumed, revealed that medium-duty propane-fueled vehicles provide a lower carbon footprint in 38 U.S. states compared to similar electric vehicles charged from the nation's electrical grid.

The findings enabled the National Propane Gas Association to aggressively lobby for propane's inclusion in the massive funding bill. As a result, propane-fueled vehicles and refueling infrastructure are eligible to compete for dramatic funding opportunities beginning in 2022.

The study data also was used extensively in PERC outreach and media events to change perceptions or prompt adoption of propane autogas. In 2021, these opportunities included keynotes at environmental conferences, presentations at Clean Cities Coalitions webinars and U.S. Postal Service contractor conventions, and back-to-school satellite and radio media tours.

INFRASTRUCTURE INVESTMENT AND JOBS ACT FUNDING OPPORTUNITIES IN 2022

\$2.5B

IN GRANTS FOR CHARGING AND REFUELING INFRASTRUCTURE

\$2.5B

IN FUNDING FOR THE CLEAN SCHOOL BUS PROGRAM

\$1.6B

IN GRANTS FOR BUSES AND BUS FACILITIES

\$2.5B

IN GRANTS FOR EMISSIONS REDUCTION AT PORT FACILITIES

AGRICULTURE

In response to increased frequency of severe weather events nationwide, PERC's long-standing Propane Farm Incentive Program offered double incentives of up to \$10,000 toward eligible propane-powered equipment for agricultural operations directly impacted by Hurricane Michael in the Mid-South, California wildfire areas, tornado outbreak in the Midwest, and Kansas wildfires in December.

PERC continues to improve grain-drying analytics and tools for marketers, state associations, and farmers. In 2021, data and user experience improvements were made to grain-drying demand models and the grain-drying calculator that provide real-time insight to propane marketers on how the corn crop is progressing and how the grain-drying season compares to the previous 22 years. The data is available at the national, state, and USDA crop district levels.



► Research & Development



In 2021, PERC's research, technology, and commercialization efforts focused primarily on heightened climate challenges and exciting new business prospects. This vital work, which stretches across each of our markets, ensures that propane remains integral in America's fast-changing energy future.

► CUMMINS 6.7L AUTOGAS ENGINE

PERC's recent \$12 million investment over four years supports the commercialization of a revolutionary new propane engine that Cummins developed and tested with previous support from PERC. The engine, which was field tested this year in a bobtail, promises unmatched reductions in emissions and operating costs while meeting fleet needs for power and reliability.

► PROPANE STATIONARY ENGINES

Engine Distributors Inc. partnered with PERC on new Ford 7.3L and 3.5L propane autogas engines that hit the market this year. The 7.3L engine fills a void from the 6.8L business that Ford discontinued in 2019. It can be used for agriculture irrigation, as well as for material handling, power generation, and port applications. The 3.5L engine fills a void in the V6 market for smaller water-pumping applications, and for lighter power generation and material handling applications.

► ON-SITE POWER GENERATION

Perhaps no topic in 2021 was hotter than consumer demand for reliable power in the face of weather emergencies and grid failure. PERC is investing in technology to help builders deliver more resilient homes and buildings as well as provide vital standby power. Projects include Combined Heat & Power (CHP) systems to backup generators that target diesel displacement opportunities in telecom, electric vehicle charging, and residential applications.

▶ FORKLIFT EMISSIONS WHITE PAPER

In response to drastic California Air Resources Board (CARB) efforts to ban internal combustion engine forklifts across the state, we produced an environmental analysis comparing the life-cycle emissions profiles of propane- and electric-powered forklifts. The study revealed that propane-powered forklifts provide a smaller carbon footprint than electric-powered forklifts under several conditions, playing a significant role in decarbonization.

▶ RENEWABLE PROPANE

To establish a roadmap and business outlook for domestic renewable propane, we partnered with the National Renewable Energy Laboratory to assess the technical and economic viability of U.S. renewable propane production as well as emerging technologies for its production via alternative processes and feedstocks.



2021 TECHNOLOGY DEVELOPMENT RESULTS



▶ **679M**

gallons used in PERC-invested technology in 2021

▶ **\$38**

ROI in margins for every dollar invested in product development

▶ **\$1.8B**

in cumulative margins earned to date on propane used in products that PERC investment helped develop

▶ **75%**

of gallons generated were year-round or counter-seasonal

▶ **\$77.50**

ROI for every PERC dollar invested in products over their full lifespan

▶ **\$3.7B**

in projected cumulative margins over the lifespan of products that PERC investment helped develop

▶ 2021 Grants

MISSION AREA	DOCKET #	TITLE	MARKET TYPE	FUNDING AMOUNT
Propane Education & Research Council	21996	Entry Level Driver Training (CHANGE ORDER)	Cross Market	\$414,500.00
Sencera Energy, Inc.	22640	Development and UL Certification of a Propane-Fired Burner for a 4 kWe Stirling Generator	Residential, Commercial	\$260,000.00
Propane Education & Research Council	22784	2021 Market Research & Data Analytics	Propane Industry, Cross Market	\$574,000.00
Propane Education & Research Council	22786	2021 Integrated Marketing Communications	Cross Market	\$9,863,000.00
Qnergy	22788	Stirling Battery Ecosystem (SBE9000) Using Propane	Commercial	\$450,000.00
Propane Education & Research Council	22789	Residential Market Business Development	Residential	\$657,500.00
Propane Education & Research Council	22791	Agriculture Market Business Development	Agriculture	\$285,000.00
Propane Education & Research Council	22792	Commercial Market Business Development	Commercial	\$472,500.00
Propane Education & Research Council	22796	Autogas Market Business Development	Autogas	\$620,000.00
Propane Education & Research Council	22801	Material Handling Market Business Development	Material Handling	\$365,000.00
Propane Education & Research Council	22802	Off-Road Market Business Development	Off Road	\$255,000.00
National Renewable Energy Lab	22803	Techno-economic, feasibility and life-cycle analysis of renewable propane	Cross Market	\$152,414.00
Propane Education & Research Council	22804	Business Development Engagement and Professional Services	Cross Market	\$675,000.00
Terzo Power Systems	22805	Propane-Battery Hybrid Almond Harvesting Machine	Agriculture	\$97,185.00
Propane Education & Research Council	22819	2021 LMS Contract	Cross Market	\$250,000.00
Propane Education & Research Council	22860	2021 Partnership with Industry Organizations	Propane Industry, Cross Market	\$1,495,000.00
Propane Education & Research Council	22932	2021 Industry Engagement	Cross Market	\$525,000.00
Propane Education & Research Council	22933	2021 Workforce Outreach Support	Cross Market	\$210,000.00
Propane Education & Research Council	22939	State Environmental Engagement Partnership Fund	Propane Industry	\$2,300,000.00
Katech Engineering LLC	23027	Assessment of liquid direct injected fuel systems for propane engines	Autogas, Cross Market	\$654,850.00
Cerritos Community College	23033	Propane Engine Fuel Service Training Program Proposal	Cross Market	\$290,100.00
Propane Education & Research Council	23038	Agency transition and propane rebrand	Cross Market	\$945,937.00
Propane Education & Research Council	23046	Autogas Dispenser Maximum Delivery Pressure Standard Testing	Autogas	\$190,375.00
Propane Education & Research Council	23047	Learning Center Operations 2021	Propane Industry	\$282,000.00
Propane Education & Research Council	23048	CETP Modularization Development, Round 3, Phase 1: Internal and External Vapor Distribution Systems	Cross Market	\$920,700.00
GTI Energy	23072	Comparative Emissions Analysis 2021	Cross Market	\$90,000.00
Gas Technology Institute	23150	UTD Consortium 2021	Residential, Commercial	\$145,000.00
Axiom Energy Group	23151	Axiom Energy Black Start Project	Residential	\$250,000.00
Propane Education & Research Council	23155	Annual Sales Report (2021)	Cross Market	\$242,500.00
Propane Education & Research Council	23156	Propane Construction Incentive Program 2022	Residential	\$1,000,000.00
Propane Education & Research Council	23163	2022 Market & Industry Training	Cross Market	\$210,000.00
Propane Education & Research Council	23173	2022 Partnership with Industry Organizations	Propane Industry	\$1,495,000.00

▶ 2021 Rebates

DOCKET #	PROJECT TITLE	GRANTEE	STATE	AMOUNT AWARDED
22977	2021 Website Services - AL	Propane Education Foundation of Alabama	Alabama	\$500.00
23149	2021-22 Safe Installation of Appliance Rebate Program	Propane Education Foundation of Alabama	Alabama	\$86,000.00
23176	Reimbursement Request - Form 990 Prep Fees	Propane Education Foundation of Alabama	Alabama	\$900.00
23191	Propane Energy for Everyone Campaign	Propane Education Foundation of Alabama	Alabama	\$12,530.00
23253	2021-22 Workforce Development & Recruitment	Propane Education Foundation of Alabama	Alabama	\$47,000.00
22967	2021 Pacific Region Safety, Training & Education Projects	Pacific Propane Education and Research Foundation	Alaska	\$16,250.00
22978	2021 Website Services - AK	Pacific Propane Education and Research Foundation	Alaska	\$125.00
23197	Propane Energy for Everyone Campaign	Pacific Propane Education and Research Foundation	Alaska	\$1,629.00
22979	2021 Website Services - AZ	Arizona Propane Education & Research Foundation	Arizona	\$500.00
23102	Travel to Industry Meetings	Arizona Propane Education & Research Foundation	Arizona	\$6,000.00
23103	2021 Arizona Training Program	Arizona Propane Education & Research Foundation	Arizona	\$25,000.00
23190	Propane Energy for Everyone Campaign	Arizona Propane Education & Research Foundation	Arizona	\$13,209.00
23231	2021 Maricopa County Propane Fire Pit Program (NOT REPLICATEABLE)	Arizona Propane Education & Research Foundation	Arizona	\$37,400.00
23270	2022 AZ Propane Safety Day & Spring Training Meeting	Arizona Propane Education & Research Foundation	Arizona	\$19,800.00
22980	2021 Website Services - AR	Arkansas PERC	Arkansas	\$500.00
23066	2021 Arkansas PERC Foundation Costs	Arkansas PERC	Arkansas	\$8,750.00
23098	Safety Training Courses 2021	Arkansas PERC	Arkansas	\$14,461.00
23206	Propane Energy for Everyone Campaign	Arkansas PERC	Arkansas	\$10,870.00
22828	California Propane Forklift Safety Rebate Program 2021	Western PERC	California	\$10,000.00
22833	Western Propane Gas Association Fire Training 2021	Western PERC	California	\$15,000.00
22834	2021 Workforce Recruitment/Training Program	Western PERC	California	\$7,500.00
22906	2020 Directors & Officers Insurance	Western PERC	California	\$2,897.50
22909	Audit Fees for 2019	Western PERC	California	\$4,325.00
22981	2021 Website Services - CA (Western)	Western PERC	California	\$500.00

2021 Rebates

DOCKET #	PROJECT TITLE	GRANTEE	STATE	AMOUNT AWARDED
23192	Propane Energy for Everyone Campaign	Western PERC	California	\$62,332.00
23238	2021 Western Convention Reimbursement _California	Western PERC	California	\$14,670.98
22821	2020 Energy Outreach Colorado	Colorado PERC	Colorado	\$15,020.00
22840	2021 Colorado Fire Training	Colorado PERC	Colorado	\$56,272.00
22843	2021 Colorado Safety, Educational Materials and Training project	Colorado PERC	Colorado	\$20,000.00
22847	2021 Colorado Employee Training Program	Colorado PERC	Colorado	\$40,000.00
22848	2021 Colorado NFPA 54 & 58 Reimbursement Project	Colorado PERC	Colorado	\$5,000.00
22945	2021 Colorado Consumer Education Campaign	Colorado PERC	Colorado	\$42,300.00
22959	2021 Colorado Autogas Project	Colorado PERC	Colorado	\$24,500.00
22982	2021 Website Services - CO	Colorado PERC	Colorado	\$500.00
23114	2021 Travel for Industry Meetings and Events_CO	Colorado PERC	Colorado	\$10,500.00
23116	2021 Colorado Safe Appliance Installation Rebate	Colorado PERC	Colorado	\$20,000.00
23193	Propane Energy for Everyone Campaign	Colorado PERC	Colorado	\$24,128.50
23272	2021 Energy Outreach Colorado	Colorado PERC	Colorado	\$20,000.00
22880	2021 MAPGA Workforce Development Program	Mid-Atlantic PREF	Delaware	\$15,000.00
22884	MAPGA External Professional Training Partnership 2021	Mid-Atlantic PREF	Delaware	\$5,955.00
22885	MAPGA 2021 Consumer Education Campaign	Mid-Atlantic PREF	Delaware	\$18,450.00
22886	Propane Safety and Training 2021	Mid-Atlantic PREF	Delaware	\$32,766.00
22887	2021 MAPGA Safe Appliance Rebate Program	Mid-Atlantic PREF	Delaware	\$6,000.00
23198	Propane Energy for Everyone Campaign	Mid-Atlantic PREF	Delaware	\$5,890.50
22703	Hurricane Wind and Flood Zone Tank Tie Down Engineering (Change Order)	Propane Education Foundation of Florida	Florida	\$4,000.00
22915	Propane Education Foundation of Florida Operating Expense Reimbursement	Propane Education Foundation of Florida	Florida	\$3,469.51
22983	2021 Website Services - FL	Propane Education Foundation of Florida	Florida	\$500.00
23250	Safe Installations of Residential Appliances Program	Propane Education Foundation of Florida	Florida	\$300,000.00

2021 Rebates

DOCKET #	PROJECT TITLE	GRANTEE	STATE	AMOUNT AWARDED
23287	Propane Education Foundation of Florida Operating Expense Reimbursement	Propane Education Foundation of Florida	Florida	\$2,419.64
22864	2020 Safe Installations of Propane Appliances Program (shortfall)	Georgia PERC	Georgia	\$14,857.00
22866	2021 Safe Installations of Propane Appliances Program Continued	Georgia PERC	Georgia	\$129,000.00
22912	2021 foundation costs-Insurance only	Georgia PERC	Georgia	\$6,304.00
22984	2021 Website Services - GA	Georgia PERC	Georgia	\$500.00
23081	Safety Training for Georgia Propane Industry Workers	Georgia PERC	Georgia	\$36,500.00
23195	Propane Energy for Everyone Campaign	Georgia PERC	Georgia	\$23,516.00
22967	2021 Pacific Region Safety, Training & Education Projects	Pacific Propane Education and Research Foundation	Hawaii	\$91,300.00
22985	2021 Website Services - HI	Pacific Propane Education and Research Foundation	Hawaii	\$125.00
23197	Propane Energy for Everyone Campaign	Pacific Propane Education and Research Foundation	Hawaii	\$4,518.00
22927	Propane Matters Consumer Education Campaign	Rocky Mountain PERC	Idaho	\$16,160.00
22986	2021 Website Services - ID	Rocky Mountain PERC	Idaho	\$125.00
23085	2021 "State of Energy" Radio show	Rocky Mountain PERC	Idaho	\$11,310.00
23086	2021 Idaho Safe Appliance Rebate	Rocky Mountain PERC	Idaho	\$33,000.00
23089	2020-2021 NFPA 58/54 Handbook / Codebook	Rocky Mountain PERC	Idaho	\$13,170.00
23199	Propane Energy for Everyone Campaign	Rocky Mountain PERC	Idaho	\$9,037.00
22987	2021 Website Services - IL	Illinois PERC	Illinois	\$500.00
23153	2021 Propane Appliance Program	Illinois PERC	Illinois	\$375,000.00
23207	Propane Energy for Everyone Campaign	Illinois PERC	Illinois	\$56,649.50
22965	2021 Indiana Safety & Training Program	Indiana Propane Gas Foundation	Indiana	\$248,400.00
22988	2021 Website Services - IN	Indiana Propane Gas Foundation	Indiana	\$500.00
23196	Propane Energy for Everyone Campaign	Indiana Propane Gas Foundation	Indiana	\$29,038.00
22867	Reimbursement of 2020 Audit Fees	Iowa Propane Education and Research Council	Iowa	\$1,625.00
22868	2021 CETP and Safety Refresher Classes	Iowa Propane Education and Research Council	Iowa	\$140,000.00

2021 Rebates

DOCKET #	PROJECT TITLE	GRANTEE	STATE	AMOUNT AWARDED
22869	2021 Newsletter	Iowa Propane Education and Research Council	Iowa	\$18,000.00
22925	Reimbursement of 2020 Audit Fees	Iowa Propane Education and Research Council	Iowa	\$250.00
22989	2021 Website Services - IA	Iowa Propane Education and Research Council	Iowa	\$500.00
23008	Iowa PERC Consumer Education Campaign	Iowa Propane Education and Research Council	Iowa	\$40,000.00
23009	2021 - 2022 Iowa PERC Consumer Education Campaign - Propane Matters, Website & Support	Iowa Propane Education and Research Council	Iowa	\$82,000.00
23010	Reimbursement of 2020 Audit Fees/990	Iowa Propane Education and Research Council	Iowa	\$2,000.00
23040	Reimbursement of 2020 Audit Fees/990	Iowa Propane Education and Research Council	Iowa	\$757.50
23071	Reimbursement of 2020 Audit Fees/990	Iowa Propane Education and Research Council	Iowa	\$432.50
23074	2021 District Safety Meetings	Iowa Propane Education and Research Council	Iowa	\$25,000.00
23278	2021 - 2022 Safe, High-Efficiency Furnace/Boilers Appliance Installation Program	Iowa Propane Education and Research Council	Iowa	\$300,000.00
22908	Safe Installations of Appliances Program Phase 16	Propane Foundation of Kansas	Kansas	\$50,000.00
23133	Safe Installations of Appliances Program Phase 17	Propane Foundation of Kansas	Kansas	\$50,000.00
23208	Propane Energy for Everyone Campaign	Kansas PERC	Kansas	\$15,830.00
23259	Reimbursement of FY2020 Audit Fees	Propane Foundation of Kansas	Kansas	\$5,620.00
22901	2021 Propane Appliance Safe Installation Rebate Program	Kentucky Propane Education and Research Council	Kentucky	\$110,000.00
23203	Propane Energy for Everyone Campaign	Kentucky Propane Education and Research Council	Kentucky	\$5,000.00
23099	LPGF Partnership with LA Clean Cities Coalition 2021	Louisiana Propane Gas Foundation	Louisiana	\$3,000.00
23202	Propane Energy for Everyone Campaign	Louisiana Propane Gas Foundation	Louisiana	\$5,872.00
22880	2021 MAPGA Workforce Development Program	Mid-Atlantic PREF	Maryland	\$35,000.00
22884	MAPGA External Professional Training Partnership 2021	Mid-Atlantic PREF	Maryland	\$13,895.00
22885	MAPGA 2021 Consumer Education Campaign	Mid-Atlantic PREF	Maryland	\$43,050.00
22886	Propane Safety and Training 2021	Mid-Atlantic PREF	Maryland	\$76,454.00
22887	2021 MAPGA Safe Appliance Rebate Program	Mid-Atlantic PREF	Maryland	\$14,000.00
23198	Propane Energy for Everyone Campaign	Mid-Atlantic PREF	Maryland	\$15,540.00

2021 Rebates

DOCKET #	PROJECT TITLE	GRANTEE	STATE	AMOUNT AWARDED
22929	2021 Michigan Safety, Training and Education Programs	Michigan PERC	Michigan	\$705,300.00
22990	2021 Website Services - MI	Michigan PERC	Michigan	\$500.00
23204	Propane Energy for Everyone Campaign	Michigan PERC	Michigan	\$30,000.00
23233	Propane Energy for Everyone Campaign	MNPEPSC	Minnesota	\$62,675.50
23260	State Wide Communications Campaign	Mississippi Propane Education and Research Council	Mississippi	\$50,000.00
23240	Missouri Safe Appliance Installation Rebate FY22	Missouri PERC	Missouri	\$350,000.00
22927	Propane Matters Consumer Education Campaign	Rocky Mountain PERC	Montana	\$32,320.00
22991	2021 Website Services - MT	Rocky Mountain PERC	Montana	\$125.00
23084	2021 Montana Energy Share	Rocky Mountain PERC	Montana	\$27,260.00
23085	2021 "State of Energy" Radio show	Rocky Mountain PERC	Montana	\$11,310.00
23087	2021 MT Safe Appliance Rebate Program	Rocky Mountain PERC	Montana	\$33,000.00
23089	2020-2021 NFPA 58/54 Handbook / Codebook	Rocky Mountain PERC	Montana	\$26,340.00
23199	Propane Energy for Everyone Campaign	Rocky Mountain PERC	Montana	\$14,475.50
22992	2021 Website Services - NE	Nebraska PERC	Nebraska	\$500.00
23211	Propane Energy for Everyone Campaign	Nebraska PERC	Nebraska	\$13,897.00
22993	2021 Website Services - NV	Nevada Propane Education and Research Foundation	Nevada	\$500.00
23013	2021 Nevada Propane Dealers Association Certified Employee Training Program	Nevada Propane Education and Research Foundation	Nevada	\$22,750.00
23029	2021 Nevada Safe Appliance Installation Program	Nevada Propane Education and Research Foundation	Nevada	\$25,110.00
23034	Nevada Propane Education and Research Foundation 2021 Expenses	Nevada Propane Education and Research Foundation	Nevada	\$2,000.00
23212	Propane Energy for Everyone Campaign	Nevada Propane Education and Research Foundation	Nevada	\$5,944.50
22994	2021 Website Services - New England	New England Propane Foundation	New England	\$500.00
23057	2021 PGANE Emergency Response Projects	New England Propane Foundation	New England	\$80,000.00
23058	2021 PGANE MA LP Licensing Funding	New England Propane Foundation	New England	\$85,000.00
23059	2021 PGANE Propane Safety and Training	New England Propane Foundation	New England	\$155,000.00

2021 Rebates

DOCKET #	PROJECT TITLE	GRANTEE	STATE	AMOUNT AWARDED
23060	2021 Safe Appliance Rebates	New England Propane Foundation	New England	\$255,000.00
23061	2021 PGANE Technical Training Funding	New England Propane Foundation	New England	\$17,500.00
23130	2021 Autogas Promotion Project	New England Propane Foundation	New England	\$15,000.00
23132	2021-2022 State of Energy Propane Promotion	New England Propane Foundation	New England	\$87,000.00
23213	Propane Energy for Everyone Campaign	New England Propane Foundation	New England	\$81,424.50
23242	2021 PGANE Additional Technical Training Funding	New England Propane Foundation	New England	\$17,500.00
23245	2022 Foundation Administration	New England Propane Foundation	New England	\$25,000.00
23246	2022 PGANE Emergency Response Projects	New England Propane Foundation	New England	\$75,000.00
23254	2022 PGANE MA LP Licensing Funding	New England Propane Foundation	New England	\$62,500.00
22489	Propane Can Do That Outreach Plan - Water Heater Rebate Promo	New Jersey Propane Education and Research Foundation	New Jersey	\$1,895.00
22936	NJPGA Partnership with NJ Clean Cities Coalition 2021	New Jersey Propane Education and Research Foundation	New Jersey	\$2,500.00
22938	Safety Training Courses 2021	New Jersey Propane Education and Research Foundation	New Jersey	\$22,680.00
22995	2021 Website Services - NJ	New Jersey Propane Education and Research Foundation	New Jersey	\$500.00
23214	Propane Energy for Everyone Campaign	New Jersey Propane Education and Research Foundation	New Jersey	\$9,133.00
23225	Operating Expenses (Filing of IRS 990) - 2019 and 2020 tax year	New Jersey Propane Education and Research Foundation	New Jersey	\$6,000.00
23235	NJ Freedom to Choose Consumer Education Campaign	New Jersey Propane Education and Research Foundation	New Jersey	\$55,000.00
22875	2021 New Mexico Employee Training Program	New Mexico Propane Education and Research Foundation	New Mexico	\$51,000.00
22892	2021 New Mexico Fire Training	New Mexico Propane Education and Research Foundation	New Mexico	\$16,500.00
22996	2021 Website Services - NM	New Mexico Propane Education and Research Foundation	New Mexico	\$500.00
23113	2021 Travel for Industry Meetings and Events_NM	New Mexico Propane Education and Research Foundation	New Mexico	\$10,500.00
23194	Propane Energy for Everyone Campaign	New Mexico Propane Education and Research Foundation	New Mexico	\$8,779.00
22913	2021 Statewide Safety Communications Campaign PR	Propane Education Research Council of New York	New York	\$21,282.61
23068	2021 Emergency Response	Propane Education Research Council of New York	New York	\$71,850.00
23069	2021 New York Propane Autogas Program	Propane Education Research Council of New York	New York	\$13,125.00

2021 Rebates

DOCKET #	PROJECT TITLE	GRANTEE	STATE	AMOUNT AWARDED
23070	2021 NYPGA CETP Classes	Propane Education Research Council of New York	New York	\$70,050.00
23136	2021 New York Propane Consumer Marketing Program	Propane Education Research Council of New York	New York	\$171,200.00
23216	Propane Energy for Everyone Campaign	Propane Education Research Council of New York	New York	\$48,391.00
23227	Workforce Recruitment & Development	Propane Education Research Council of New York	New York	\$12,500.00
22976	Safe Installations of Appliances 2021	North Carolina PERF	North Carolina	\$110,000.00
22997	2021 Website Services - NC	North Carolina PERF	North Carolina	\$500.00
23031	NC Consumer Safety Education Project/Duty to Warn	North Carolina PERF	North Carolina	\$30,000.00
23174	2021/22 Training & Safety Package	North Carolina PERF	North Carolina	\$180,000.00
23217	Propane Energy for Everyone Campaign	North Carolina PERF	North Carolina	\$40,830.00
22930	CETP & Safety Training	North Dakota Propane Gas Foundation	North Dakota	\$124,835.00
22998	2021 Website Services - ND	North Dakota Propane Gas Foundation	North Dakota	\$500.00
23019	Propane Emergencies Training	North Dakota Propane Gas Foundation	North Dakota	\$9,000.00
23097	Big Iron Farm Show 2021	North Dakota Propane Gas Foundation	North Dakota	\$12,100.00
23110	Propane Emergencies Training	North Dakota Propane Gas Foundation	North Dakota	\$9,000.00
23157	Filing of IRS Tax Form 990 Year End 2020	North Dakota Propane Gas Foundation	North Dakota	\$1,025.00
23172	Consumer Awareness Outreach Program	North Dakota Propane Gas Foundation	North Dakota	\$7,480.00
22931	2021 Ohio Safety, Training & Education Projects	Ohio Propane Education & Research Council	Ohio	\$517,250.00
23161	2021 Ohio Workforce Development	Ohio Propane Education & Research Council	Ohio	\$30,200.00
23205	Propane Energy for Everyone Campaign	Ohio Propane Education & Research Council	Ohio	\$39,561.00
23011	Oklahoma Safe Regulator Installation Program	Oklahoma Propane Education and Safety Council	Oklahoma	\$99,000.00
23210	Propane Energy for Everyone Campaign	Oklahoma Propane Education and Safety Council	Oklahoma	\$16,583.00
22967	2021 Pacific Region Safety, Training & Education Projects	Pacific Propane Education and Research Foundation	Oregon	\$203,500.00
22999	2021 Website Services - OR	Pacific Propane Education and Research Foundation	Oregon	\$125.00
23197	Propane Energy for Everyone Campaign	Pacific Propane Education and Research Foundation	Oregon	\$49,448.11

2021 Rebates

DOCKET #	PROJECT TITLE	GRANTEE	STATE	AMOUNT AWARDED
22957	Reimbursement Request - 2021-22 D&O Liability Insurance	Pennsylvania Propane Foundation	Pennsylvania	\$1,979.00
23017	2021 Radio PSA's with Radio PA/Benchmark Strategic Partners, Inc.	Pennsylvania Propane Foundation	Pennsylvania	\$104,500.00
23018	2021 GeneratioNext Propane Pros	Pennsylvania Propane Foundation	Pennsylvania	\$32,000.00
23030	2021 Radio PSA's with Penn State Sports Properties	Pennsylvania Propane Foundation	Pennsylvania	\$85,000.00
23094	Reimbursement Request - Form 990 Prep Fees	Pennsylvania Propane Foundation	Pennsylvania	\$775.00
23117	2021 Poultry Progress Day Partnership	Pennsylvania Propane Foundation	Pennsylvania	\$1,765.00
23118	2021 PA Plumbing Heating Cooling Contractors (PAPHCC) Partnership	Pennsylvania Propane Foundation	Pennsylvania	\$4,400.00
23119	2020 PA Manufactured Housing Association Partnership	Pennsylvania Propane Foundation	Pennsylvania	\$11,000.00
23120	2021 Training Program	Pennsylvania Propane Foundation	Pennsylvania	\$44,000.00
23182	Logo Items to Promote the Propane Industry	Pennsylvania Propane Foundation	Pennsylvania	\$17,000.00
23218	Propane Energy for Everyone Campaign	Pennsylvania Propane Foundation	Pennsylvania	\$45,074.00
23239	2021 Multi-Media Safety and Training Communications	Pennsylvania Propane Foundation	Pennsylvania	\$17,000.00
23000	2021 Website Services - SC	South Carolina Propane Education and Research Foundation	South Carolina	\$500.00
23126	2021 Historical Records and Safety Literature Storage	South Carolina Propane Education and Research Foundation	South Carolina	\$2,448.00
23127	Professional Speakers at 2021 SCPGA / GPGA Convention	South Carolina Propane Education and Research Foundation	South Carolina	\$9,810.00
23128	2021 Publication of SCPGA News Magazine	South Carolina Propane Education and Research Foundation	South Carolina	\$25,190.00
23166	2021 CETP Training	South Carolina Propane Education and Research Foundation	South Carolina	\$42,500.00
23167	2021 Duty to Warn Notification	South Carolina Propane Education and Research Foundation	South Carolina	\$4,510.00
23180	2021 Employee Training Day	South Carolina Propane Education and Research Foundation	South Carolina	\$21,500.00
23219	Propane Energy for Everyone Campaign	South Carolina Propane Education and Research Foundation	South Carolina	\$10,000.00
22874	CETP Classroom Training 2021	SD PERC Foundation	South Dakota	\$100,000.00
23001	2021 Website Services - TN	Tennessee Propane Education and Research Council	Tennessee	\$500.00
23023	2021 Consumer Education Program	Tennessee Propane Education and Research Council	Tennessee	\$42,000.00
23028	2010-2020 Operational Fees for TPERC Account	Tennessee Propane Education and Research Council	Tennessee	\$5,043.00

2021 Rebates

DOCKET #	PROJECT TITLE	GRANTEE	STATE	AMOUNT AWARDED
23051	2021 Builder Digital Campaign	Tennessee Propane Education and Research Council	Tennessee	\$40,150.00
23052	2021 TNPGA Training Program	Tennessee Propane Education and Research Council	Tennessee	\$52,000.00
23055	2021 Safe Appliance Rebate Program	Tennessee Propane Education and Research Council	Tennessee	\$55,000.00
23220	Propane Energy for Everyone Campaign	Tennessee Propane Education and Research Council	Tennessee	\$14,218.50
22940	ProCOT Websites & Digital Subscriptions	Propane Council of Texas	Texas	\$12,390.00
22961	Travel for Industry Meetings & Events	Propane Council of Texas	Texas	\$11,800.00
23020	Low Emissions Technical Expert	Propane Council of Texas	Texas	\$11,800.00
23039	Propane Consumer Newsletter	Propane Council of Texas	Texas	\$82,136.26
23100	2022 Consumer Safety Tip & Recipe Calendar	Propane Council of Texas	Texas	\$61,149.81
23178	2021 Duty to Warn Project	Propane Council of Texas	Texas	\$73,095.37
23221	Propane Energy for Everyone Campaign	Propane Council of Texas	Texas	\$59,454.89
22927	Propane Matters Consumer Education Campaign	Rocky Mountain PERC	Utah	\$16,160.00
23002	2021 Website Services - UT	Rocky Mountain PERC	Utah	\$125.00
23085	2021 "State of Energy" Radio show	Rocky Mountain PERC	Utah	\$11,310.00
23089	2020-2021 NFPA 58/54 Handbook / Codebook	Rocky Mountain PERC	Utah	\$13,170.00
23199	Propane Energy for Everyone Campaign	Rocky Mountain PERC	Utah	\$7,101.50
23003	2021 Website Services - VA	Virginia Propane Research and Education Foundation	Virginia	\$500.00
23042	2021 Virginia Safe Appliance Rebate Program	Virginia Propane Research and Education Foundation	Virginia	\$85,800.00
23043	2021 Virginia Education, Safety, and Training	Virginia Propane Research and Education Foundation	Virginia	\$105,000.00
23044	2021 Virginia External Safety, Training, and Education	Virginia Propane Research and Education Foundation	Virginia	\$56,055.00
23222	Propane Energy for Everyone Campaign	Virginia Propane Research and Education Foundation	Virginia	\$27,494.00
22967	2021 Pacific Region Safety, Training & Education Projects	Pacific Propane Education and Research Foundation	Washington	\$369,500.00
23004	2021 Website Services - WA	Pacific Propane Education and Research Foundation	Washington	\$125.00
23197	Propane Energy for Everyone Campaign	Pacific Propane Education and Research Foundation	Washington	\$61,076.10

▶ 2021 Rebates

DOCKET #	PROJECT TITLE	GRANTEE	STATE	AMOUNT AWARDED
22919	Propane Training 2021	West Virginia Propane Research and Education Foundation	West Virginia	\$40,000.00
23223	Propane Energy for Everyone Campaign	West Virginia Propane Research and Education Foundation	West Virginia	\$5,995.50
22850	2021 WI Propane Industry Training Program	Wisconsin PERC	Wisconsin	\$121,250.00
22851	2021 Wisconsin Consumer Safety Mailing Program	Wisconsin PERC	Wisconsin	\$24,500.00
22852	2021 Wisconsin Regulator Replacement Rebate Program	Wisconsin PERC	Wisconsin	\$35,500.00
22853	2021 Wisconsin Emergency Response Training Program	Wisconsin PERC	Wisconsin	\$52,050.00
22857	2021 Wisconsin Safe Installation of Propane Appliances Program	Wisconsin PERC	Wisconsin	\$32,500.00
23005	2021 Website Services - WI	Wisconsin PERC	Wisconsin	\$500.00
23175	Safety Awareness Campaign - WBA 2021	Wisconsin PERC	Wisconsin	\$64,000.00
23183	Propane Energy for Everyone Campaign	Wisconsin PERC	Wisconsin	\$54,715.00
22927	Propane Matters Consumer Education Campaign	Rocky Mountain PERC	Wyoming	\$16,160.00
23006	2021 Website Services - WY	Rocky Mountain PERC	Wyoming	\$125.00
23085	2021 "State of Energy" Radio show	Rocky Mountain PERC	Wyoming	\$11,310.00
23088	2021 WY Safe Appliance Rebate	Rocky Mountain PERC	Wyoming	\$33,000.00
23089	2020-2021 NFPA 58/54 Handbook / Codebook	Rocky Mountain PERC	Wyoming	\$13,170.00
23199	Propane Energy for Everyone Campaign	Rocky Mountain PERC	Wyoming	\$7,312.00

► Statements of Financial Position

December 31	2020	2021
Assets		
CURRENT ASSETS		
Cash & Cash Equivalents	\$4,148,983	\$22,768,358
Accounts Receivable	\$37,817	\$39,559
Investments, Current Portion	\$37,198,577	\$32,016,086
Assessments Receivable	\$6,877,216	\$6,918,174
Inventory, Net	\$618,535	\$510,351
Prepaid Expenses	\$448,984	\$432,162
TOTAL CURRENT ASSETS	\$49,330,112	\$62,684,690
PROPERTY & EQUIPMENT		
Office Equipment	\$50,911	\$53,454
Office Furniture	\$183,435	\$183,435
Computer Hardware & Software	\$4,728,065	\$4,774,490
Leasehold Improvements	\$355,522	\$355,522
Less: Accumulated Depreciation	(\$5,310,988)	(\$5,312,042)
TOTAL PROPERTY & EQUIPMENT, ASSETS	\$6,945	\$54,859
OTHER ASSETS		
Other	\$137,705	\$147,722
Investments, Net of Current Portion	\$6,400,538	\$4,796,146
Intangible asset, net	\$1,000,000	\$500,000
TOTAL OTHER ASSETS	\$7,538,243	\$5,443,868
TOTAL ASSETS	\$56,875,300	\$68,183,417

Liabilities & Net Assets

CURRENT LIABILITIES		
Accrued Expenses	\$3,294,532	\$5,400,807
State Rebate Obligation	\$13,583,065	\$15,014,285
Deferred Revenue	\$0	\$167,186
TOTAL CURRENT LIABILITIES	\$16,877,597	\$20,582,278
Deferred Rent	\$281,748	\$243,172
Deferred Revenue	\$0	\$0
TOTAL NONCURRENT LIABILITIES	\$281,748	\$243,172
TOTAL LIABILITIES	\$17,159,345	\$20,825,450
NET ASSETS		
Undesignated	\$9,501,497	\$13,049,407
Designated	\$30,214,458	\$34,308,560
TOTAL NET ASSETS	\$39,715,955	\$47,357,967
TOTAL LIABILITIES & NET ASSETS	\$56,875,300	\$68,183,417

The Propane Education & Research Council's (PERC) 2020 and 2021 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.

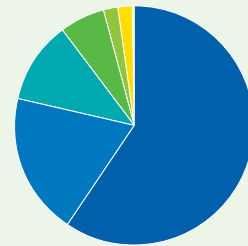
To request a copy of this report, contact PERC in writing at 1140 Connecticut Ave. NW, Suite 1075, Washington, DC 20036.

► Statements of Activities & Changes in Net Assets

Years ended December 31	2020	2021
Revenue		
Assessment Revenue	\$45,769,645	\$47,556,339
Less: State Rebates	(\$9,153,929)	(\$9,511,267)
NET ASSESSMENT REVENUE	\$36,615,716	\$38,045,072
Investment Income	\$715,920	\$8,591
Other Revenue	\$141,149	\$940,834
Fulfillment Sales	\$1,059,331	\$1,178,521
Less: Costs of Goods Sold	(\$1,433,082)	(\$1,507,813)
NET FULFILLMENT INCOME (COST)	(\$373,751)	(\$329,292)
TOTAL REVENUE	\$37,099,034	\$38,665,205
Expenses		
PROGRAMS		
Residential market	\$ 6,405,376	\$ 5,325,463
Industry	\$4,441,973	\$7,407,938
Cross market	\$8,472,757	\$9,763,063
Commercial market	\$882,632	\$1,184,338
On road	\$1,822,379	\$2,488,605
Off road	\$623,494	\$1,058,816
Material handling	\$974,532	\$701,800
Agriculture	\$1,836,756	\$1,476,009
TOTAL PROGRAM EXPENSES	\$25,459,899	\$29,406,032
GENERAL & ADMINISTRATIVE		
Administrative Costs	\$ 1,534,298	\$ 1,426,002
Collection Costs	\$63,534	\$115,206
Depreciation	\$83,427	\$75,953
TOTAL GENERAL & ADMINISTRATIVE EXPENSES	\$1,681,259	\$1,617,161
TOTAL EXPENSES	\$27,141,158	\$31,023,193
Changes in Net Assets	\$9,957,876	\$7,642,012
Net Assets at Beginning of Year	\$29,758,079	\$39,715,955
NET ASSETS AT END OF YEAR	\$39,715,955	\$47,357,967

2022

OPERATING EXPENDITURE BUDGET (\$ in millions)

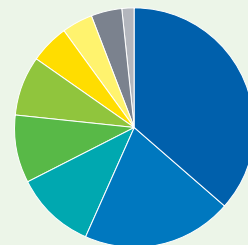


- 59.5% Program Funding ^{§26}
- 19.2% Rebates ^{§8.4}
- 11.2% Program Labor ^{§4.9}
- 5.9% Administrative Expenses ^{§2.6}
- 2.1% Program Benefits ^{§0.9}
- 1.8% IT Support ^{§0.8}
- 0.2% Other Expenses ^{§0.1}

TOTAL \$43.7 MILLION

2022

BUDGETED OPERATING PROGRAMS Initiatives (\$ in millions)



- 21.7% Thought Leadership ^{§1.2}
- 11.9% Residential ^{§5.2}
- 6.4% Cross Market ^{§9.5}
- 5.5% On Road ^{§2.4}
- 4.8% Agriculture ^{§2.1}
- 3.0% Commercial ^{§1.3}
- 2.5% Industry ^{§2.8}
- 2.5% Material Handling ^{§1.1}
- 0.9% Off Road ^{§0.4}

TOTAL \$26 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.

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