

# PROPANE EDUCATION & RESEARCH COUNCIL

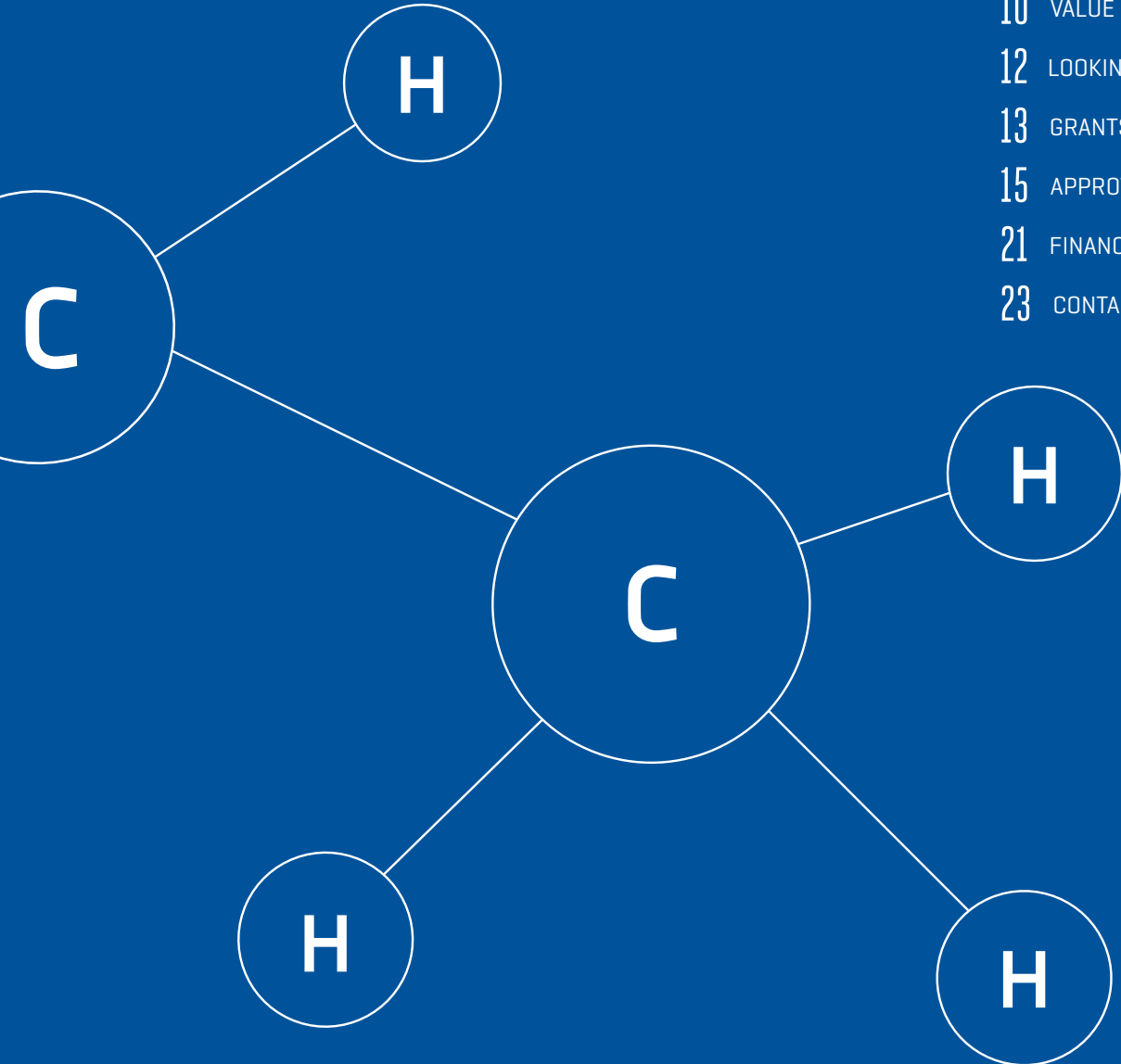
2012 ANNUAL REPORT



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# LETTER FROM THE CHAIRMAN & THE PRESIDENT

**THE SAYING GOES THAT YOU CAN TELL PEOPLE'S CHARACTER BY THE COMPANY THEY KEEP. IN 2012, THE PROPANE INDUSTRY, AND THE PROPANE EDUCATION & RESEARCH COUNCIL, ROSE IN CHARACTER AS IT STRENGTHENED ITS RELATIONSHIPS WITH SOME OF THE WORLD'S MOST RESPECTED MANUFACTURERS.**

In engines, PERC has forged ties with Kawasaki, Buck's, and Origin. In school buses, we're working with Blue Bird, Collins Bus, and Thomas Built. And major bus distributors like First Student are marketing these autogas-fueled buses to their North American clients.

In propane autogas, our relationship with Roush CleanTech has expanded our ties with Ford, and our work with CleanFuel USA builds bridges with General Motors.

In the residential market, Kohler, Generac, Marathon Engine Systems, Rinnai, and Yanmar America are producing propane-fueled products.

In landscape contracting, the top commercial mower marketers including Toro, Husqvarna, and Exmark, and many others are delivering propane-fueled mowers.

Some of these partnerships are long-lived, many are due to recent investments in the research, development, and commercialization, of great products created to fulfill a need in the marketplace.

And on the customer side in 2012, retailers Sears and Menards, delivery firm DHL Express, and elevator giant ThyssenKrupp all announced investments in propane-fueled vehicles.

We saw Portland, Ore., Seattle, Omaha, Neb., and many other cities and towns and counties commit to propane-fueled school buses. And municipalities nationwide are turning to propane autogas for their police cruisers and other vehicles.

In Colorado, landscape contractor CoCal Landscape began running more than 80 of its mowers on propane, joining many other firms in this sector in the switch to propane.

These companies and cities are sold on propane's competitive strengths — price, efficiency, and power. They appreciate that propane offers cleaner emissions than engines fueled with gasoline or diesel. The fact that virtually all the propane consumed in the United States is made here helps seal the deal.

We're proud we've developed these relationships with these manufacturers, governments, and customers. They form a strong foundation to build on.

But we never forget that our most important relationship is with the customers who probably won't ever be on the Nightly Business Report. These folks use propane to heat their homes, dry their clothes, and cook their food. They have a tank in the backyard that's filled like clockwork by their neighbor driving a bobtail truck.

Keeping those customers satisfied will always be our industry's top priority.

We can't be complacent. The winter of 2012 proved that. It was rough for our industry. Sales volume remains linked to cold weather, and last year was the warmest on record for North America, according to the U.S. National Oceanic and Atmospheric Administration.

## WE'RE PROUD WE'VE DEVELOPED THESE RELATIONSHIPS WITH THESE MANUFACTURERS, GOVERNMENTS, AND CUSTOMERS. THEY FORM A STRONG FOUNDATION TO BUILD ON.





# LETTER FROM THE CHAIRMAN & THE PRESIDENT

Now, we know the cold will come roaring back, and our customers will be firing up their heaters. But these difficult sales years remind us that we must strive to develop and commercialize products that use propane, and expand its use beyond the winter months.

PERC has taken a proactive approach to this challenge. We revitalized our industry training program and re-launched it as the Marketer Technology and Sales Training program.

Just as its name says, this full-day program teaches both the technology of our industry along with sales techniques for selling these products.

That's a new concept for many of us. It recognizes that consumers are out shopping around for their energy source and that the propane industry must compete hard to win that business. We welcome that challenge because we have a price-competitive, powerful, clean fuel backed by an industry dedicated to delivering it.

We remain committed to being the best safety and training organization in our industry. We actively provide classroom training, though we also introduced six new CETP e-learning programs covering essentials like first 90-day hazmat training, bobtail delivery, and vapor distribution.

Last year also saw the release of proactive safety training programs Preventing Bobtail Rollovers, Propane Personal Safety, and Propane Autogas, which offer a mix of videos on DVD, PowerPoint presentations, booklets, and other materials. These programs offer marketers a level of convenience and low price that in-person classes can't always provide.

PERC's goal is to assist the propane industry as it grows the business. We work to efficiently deliver the best in research and development, training, marketing and safety programs.

## THANK YOU FOR YOUR SUPPORT.



**JOE ARMENTANO**

Paraco Gas  
Chairman

A handwritten signature in black ink that reads "Joseph Armentano".



**ROY W. WILLIS**

Propane Education & Research Council  
President & CEO

A handwritten signature in black ink that reads "Roy Willis".

# COUNCIL OFFICERS & MEMBERS

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## **JOSEPH ARMENTANO**

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Houston, Texas

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*Vice Chair, Producers*

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Dacula, Ga.

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Houston, Texas

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Propane Technologies LLC  
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*Treasurer*

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Sandy Springs, Ga.

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## EXECUTIVE MANAGEMENT TEAM

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*Chief Business Development Officer*

### **KAY HOWELL**

*Chief Information Officer*

### **JAMES HARRIS**

*Chief Financial Officer and Vice President  
of Administration*

## STAFF

### **INGRID BECHARD**

*Projects Manager*

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*IT Analyst*

### **STUART FLATOW**

*Vice President, Safety and Training*

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*Certified Employee Training Program Manager*

### **RACHEL GREENBERG**

*Market Research Analyst*

### **DAVID HARRIS**

*Web Architect*

### **KRISTEN HEALEY**

*Projects Manager*

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*Director of Industry Programs*

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*Senior Contracts Manager and Counsel*

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### **MARK LEITMAN**

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### **JESSE MARCUS**

*Projects Manager*

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*Database Manager*

### **GREGG WALKER**

*Director of Communications*

### **GRACE WILLIS**

*Process Manager*

### **JEREMY WISHART**

*Projects Manager*

# RESEARCH & DEVELOPMENT

THE LONG-TERM PLAN TO COMMERCIALIZE MORE PRODUCTS THAT USE PROPANE CONTINUED APACE LAST YEAR, WITH MAJOR SUCCESSES IN VIRTUALLY ALL OUR MARKETS.

## HERE ARE SOME OF THE MOST VISIBLE NEW PRODUCTS.

One goal of the Propane Education & Research Council is to encourage and assist original equipment manufacturers and others to develop and deliver high performance propane-fueled products.

School bus manufacturers are definitely on board with PERC.

Blue Bird Corp. is installing Ford 6.8-liter engines and the Roush CleanTech liquid propane system in its Type C 78-passenger Vision bus, and two models of its Micro Bird buses with seating for 30 and 24 passengers.

Collins Bus Corp. launched its Nexbus line of Type A midsize school buses with several autogas-fueled versions. Collins worked with CleanFuel USA and is using the GM Gas 6-liter chassis.

Thomas Built Buses introduced its Minotour and Saf-T-Liner C2 lines of autogas-fueled buses. The Minotour seats up to 30 and is powered by a GM 6.0-liter engine, while the C2 seats up to 81 and uses a liquid propane injection system from CleanFuel.

In the commercial mowing sector, PERC has worked with leading brands as they developed and marketed propane versions of their popular models. Original equipment manufacturers that are producing propane

mowers include Bob-Cat, Dixie Chopper, Exmark, Gravely, Kubota, Snapper Pro, Toro, and Zipper.

In the residential market, PERC's research and development investments paid off as Generac launched a second portable propane-fueled generator, the larger LP5500, to join its portable LP3250.

Last year PERC put a greater focus on irrigation engines in the agricultural sector, with both Origin Engines and Power Solutions Inc. (PSI) bringing out equipment. Origin's 8.0-liter and its 10.3-liter industrial engines are available as propane models. PSI notes that propane is produced domestically and clean burning, and that its low carbon and low oil contamination extend engine life.

The engineering and development phase of the Freightliner Custom Chassis Corp. S2G project is near completion and moving into commercialization and production. The S2G propane autogas chassis will initially feature bobtail and Type C (Thomas Built C2) school bus bodies. Full scale production is slated to begin this summer.

WE HAVE A NUMBER OF EXCITING PRODUCTS IN THE PIPELINE, AND WE'RE LOOKING AT OPPORTUNITIES IN INDUSTRIAL USES FOR PROPANE IN THE MARINE AND SHIPPING SECTORS. WE LOOK FORWARD TO GROWING OUR RESEARCH AND DEVELOPMENT EFFORTS.

**PROPANE**  
EXCEPTIONAL ENERGY®



# SAFETY

## THE SAFE USE AND HANDLING OF PROPANE BY OUR CUSTOMERS AND THE INDUSTRY IS OUR TOP PRIORITY. THE PROPANE EDUCATION & RESEARCH COUNCIL COMMITTED IN 2012 TO EXPANDING OUR SAFETY TRAINING PROGRAMS, LITERATURE, AND OTHER MATERIALS.

Last year PERC released six CETP e-learning courses that included a new management tool for tracking employee training histories and allowed for the inclusion of company-specific policies. The courses included updates of Basic Principles & Practices, Bobtail Delivery, Propane Delivery Operations, and Propane Cylinder Delivery; two completely redesigned courses on propane vapor distribution; and an updated course on employee hazmat training.

We also delivered several comprehensive new programs that included DVDs, corresponding instructor PowerPoint presentations, quizzes, and more. These programs were Bobtail Rollover Prevention, Propane Autogas, Propane Personal Safety, and Mobile Crane Operators.

PERC continued its Industry Responders' Conference efforts, teaming with the Texas Propane Gas Association. This two-day event brought together about 100 marketers and firefighters to share ideas, and learn how to respond to a propane incident. It also covered the safety aspects of propane autogas vehicles.

We worked with state propane organizations in New England, New Jersey, and New York to respond to the devastation of Hurricane Sandy. Many residents there lost power and sought to use propane-fueled generators as an alternative. It was essential that consumers understood the fundamentals of turning off their previous source of power, and turning on and using a product using propane fuel.

PERC quickly put together radio announcements that reassured those affected, and suggested they visit PERC's

website where they could find timely safety information. PERC also donated \$25,000 to the New Jersey Propane Gas Association to assist in its response to Hurricane Sandy.

PERC also updated two tools that the industry uses to obtain its safety materials. The Propane Resource Catalog 2013 is a printed catalog of PERC literature, DVDs, and other material, most of it safety oriented. We also rolled out a remade Propane Marketer Resource Catalog, or Propane MaRC, the online source for safety, training, and market development materials.

The Propane Kids website remains popular with marketers who distribute the material by email, by standard mail, and at community events.

PERC aggressively works to create materials that help the industry, its workers, our customers, and the public enjoy the benefits of propane in a safe way.



## PERC ALSO DONATED \$25,000 TO THE NEW JERSEY PROPANE GAS ASSOCIATION TO ASSIST IN ITS RESPONSE TO HURRICANE SANDY.



# TRAINING IS VITAL TO THE WORK OF THE PROPANE EDUCATION & RESEARCH COUNCIL.

In 2012, the Marketer Technology and Sales Training program was remade, with full-day sessions devoted to technology and to sales training. PERC organizes these sessions with state propane organizations, marketers, and other interested parties.

The first half of each training day covers one of four markets served by propane — landscape, autogas, residential, or agricultural — with emphasis on how to support new consumer technology that has been developed for that market with PERC funding. The second half of the day focuses on sales of propane-fueled products to customers in that market, with hands-on interactive exercises that give marketers the opportunity to practice before meeting with a prospect.

The training recognizes that consumers, both homeowners and business owners, are shopping for the best energy source and that the propane industry must compete to win their business. Last year we released six employee e-learning courses that included a new management tool for tracking employee training histories and allowed for the inclusion of company-specific policies.

The courses included such fundamentals as bobtail delivery and an updated course on employee hazmat training.

Beyond training the propane workforce, PERC delivers training to emergency

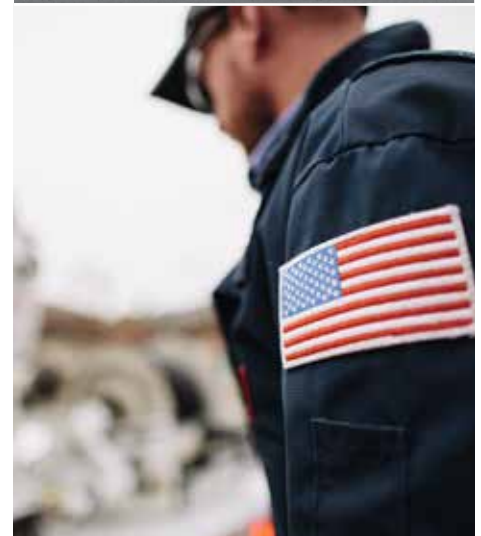
responders, towing and recovery professionals, and hazmat professionals through the Propane Emergencies program.

Last year, PERC coordinated a two-day Industry Responders' Conference with the Texas Propane Gas Association. The popular conferences combine classroom training with live demonstrations at some of the best fire training facilities in the country.

PERC also trains the dealers of newly developed propane-fueled products. In the growing commercial mower market, for instance, PERC works with engine manufacturer Kawasaki to create a program for its mower mechanics. Plans called for the class to be held in more than 90 Kawasaki training sessions across the country. PERC assisted with the creation of a troubleshooting guide on working on fixing these engines.

That guide and all the training materials are available on the Propane MaRC, PERC's online information source.

PERC CREATED A NUMBER OF SELF-DIRECTED TRAINING COURSES IN RESPONSE TO INDUSTRY REQUESTS THAT STUDENTS BE ALLOWED TO TAKE THE COURSE WHEN IT BEST MET THEIR SCHEDULE.



THESE PROGRAMS — BOBTAIL ROLLOVER PREVENTION, PROPANE PERSONAL SAFETY, MOBILE CRANE OPERATORS, AND PROPANE AUTOGAS — OFFER VIDEOS ON DVDS, INSTRUCTOR POWERPOINT PRESENTATIONS, HANDOUTS, QUIZZES, AND MORE.

## THE PROPANE EDUCATION & RESEARCH COUNCIL STRIVES TO BUILD THE MARKET FOR PROPANE, WHILE ENSURING ITS SAFE AND EFFICIENT USE BY CUSTOMERS AND THE INDUSTRY.

PERC operates two programs that distribute funds to state organizations so they can independently manage the programs to best meet their own needs.

The State Rebate Program pools the funds that come from the assessment levied on each gallon of propane gas at the point it is odorized or imported into the United States and, as required by law, returns a fifth of the assessment revenue to the states. Since April 1, 2010, the assessment rate has been four-tenths of a cent per gallon.

PERC also operates a Partnership with States program that provides additional matching funding to states to energize our collaborative efforts in safety, training, and research and development.

Last year states that took part in the partnership program could choose from eight programs — engine fuel road shows, on-road vehicle data collection, demonstration vehicle data collection, commercial mower data collection, external professional training, propane emergencies training, consumer safety messaging, and safe appliance installation rebates.

In 2012, PERC distributed nearly \$7.9 million to 228 programs in State Rebate funds and \$1.7 million in Partnership with States funds, for a total of \$9.6 million.

Under the leadership of PERC President and CEO Roy Willis, the Council launched the Sustainability Thought Leadership Campaign to promote PERC's safety, training, and research and development work and improve the positioning of propane as an alternative fuel to gasoline and diesel. Roy spoke with dozens of media outlets, penned his Energy Gumbo blog, contributed op-ed pieces for publication, and took part in conferences where sustainability leaders gather with corporate and government procurement

managers who are looking for equipment that runs on alternative fuel.

PERC also worked to build demand for propane in such markets as fleets and landscape contracting. We continue to compete hard in the residential market and are expanding our reach in commercial building development.

The use of propane autogas for fleets grew across the country, with school districts in Portland, Ore., Seattle, and Omaha, Neb., investing in hundreds of buses. Cab companies, and police and other county and municipal fleets bought propane autogas vehicles. Meanwhile, home improvement chain Menards installed the autogas fueling infrastructure in dozens of stores in Illinois and converted more than 100 of its work trucks to run on autogas.



**IN 2012, PERC DISTRIBUTED  
NEARLY \$7.9 MILLION TO 228  
PROGRAMS IN STATE REBATE FUNDS  
AND \$1.7 MILLION IN PARTNERSHIP  
WITH STATES FUNDS, FOR A TOTAL  
OF \$9.6 MILLION.**

# VALUE

## FOR BUILDING CONTRACTORS AND RESIDENTIAL CONSUMERS PERC'S RESEARCH AND DEVELOPMENT INVESTMENTS PAID OFF WITH THE SALES GROWTH OF GENERAC'S PORTABLE LP3250 AND LP5500 PROPANE-FUELED GENERATORS.

These successes were widely reported by the mainstream and trade press, helping to open some more customer doors. Indeed, Work Truck magazine reported that its most widely read article in 2012 was *State of Propane Autogas in Light- & Medium-Duty Truck Fleets*.

In the commercial mower market, PERC laid the groundwork for much greater gallon sales.

About a dozen of the top original equipment manufacturers are producing propane-fueled mowers. PERC pushed sales by offering its Propane Mower Incentive Program, which reimburses a landscape contractor \$1,000 for purchasing a qualified new propane-fueled mower, or \$500 for a converted mower, in return for performance data. About 100 mowers were purchased using this incentive last year, and we've expanded it through 2013.

And PERC continued to promote its Propane Energy Pod model, an online tool that encourages construction professionals to build houses that save money and cut emissions by using propane for all five major energy applications.



**SPACE HEATING**



**WATER HEATING**



**CLOTHES DRYING**



**COOKING**



**FIREPLACES**

In the agricultural market, PERC offers the Propane Farm Incentive Program. Last year we stressed irrigation engines, offering a producer as much as \$4,120 toward the purchase of one of these engines, in return for feedback and performance data.

PERC has been growing its marketing and training support of this new technology as it grows.

We revitalized our market-development training for the propane industry and relaunched it as the Marketer Technology and Sales Training program. The full-day program helps marketers get familiar with newly developed propane-fueled products and introduces techniques that marketers can use to help promote the products to new and existing propane customers. The training covers four markets: commercial mowing, propane autogas, residential, and agricultural.

The Propane Marketer Resource Catalog, better known as the Propane MaRC, was remade, leading to a user-friendly website offering about 1,000 items that marketers can download or order. In less than three months, the new MaRC drew visits from marketers from all 50 states as traffic to the site grew nearly 90 percent. We also published a new edition of the Propane Resource Catalog, a printed list of PERC's products and services.

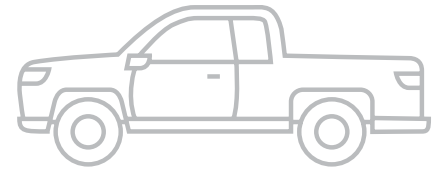
These efforts and others helped to grow gallons and brought value to the propane industry.





## LOOKING AHEAD

LAST YEAR WAS A POSITIVE ONE FOR PROPANE-FUELED PRODUCTS, INCLUDING COMMERCIAL MOWERS, LIGHT-DUTY VEHICLES, AND GENERATORS, AND NEW MARKETS FOR PROPANE.



## THIS YEAR CAN BE EVEN BETTER.

We are pleased to report that the engineering and development phase of the Freightliner Custom Chassis S2G project is moving into production. The S2G will be the platform for a bobtail and the Thomas Built C2 school bus.

Meanwhile, a slew of products geared to external markets will arrive in 2013. That includes the many commercial mowers that the major original equipment manufacturers are shipping to meet demand. And it covers the propane autogas buses from such marketers as Blue Bird, Collins Bus, and Thomas Built.

In generators, Generac is seeing heavy sales of its propane-fueled portable generators that consumers want as a backup energy source when a weather emergency or another event causes the power to go out.

Our Marketer Technology and Sales Training program is on the road working with marketers across the country, combining the best of new product training with practice sessions on sales techniques that help our industry support newly developed propane-fueled equipment.

The promotion of new products is an approach whose time has come. We can't afford to wait for customers to come to us. We must go to them with an impressive array of new products that serve their needs.

We've put much of our effort into remaking PERC into a research and development house, an incubator for great new products and ideas. One goal is to make that a permanent part of this organization.

We will continue our work with the National Propane Gas Association. Our goals mesh especially in the safety area, and we can better serve the industry by coordinating our efforts.

In the near term, we plan to launch a safety program that speaks to do-it-yourselfers, those customers that think they can repair or tinker with their propane equipment. Propane is a very safe fuel when used correctly. We need to convince the do-it-yourself community that only professionals should attempt to repair propane equipment.

We also plan to talk a lot about propane's role in the nation's energy mix. We intend to get this message out to decision makers and others through columns, interviews, stories, our websites, and social media.

That puts a lot on our plate. The last few years have been about remaking PERC to be a research and development organization that creates and expands the market sectors using propane. We can point to some successes. And we can look forward to many more.





# 2012 GRANTS

MISSION AREA	DOCKET#	TITLE	PARTNER	FUNDING AMOUNT
Agriculture	17535	Advanced Efficiency, High Capacity Tower Dryer	The GSI Group	\$400,000
Agriculture	18003	CAT 3406 Demonstration and Video	California Clean Air Technologies, LLC	\$11,855
Agriculture	18126	Propane-Fueled Tractor Proof of Concept Development	Fiat Industrial New Holland Agriculture/CNH	\$965,000
Agriculture	18274	2013 Agriculture Market Outreach	Swanson Russell	\$739,800
All Markets	17508	Q1 2012 Communications Programs	—	\$1,470,363
All Markets	18063	Interim Market Outreach Program for Second Quarter 2012	Swanson Russell	\$648,848
Engine Fuel	16296	Closed-Loop Electronic Fuel Injection (EFI) LP Engines	Kohler Co.	\$0 [Change Order]
Engine Fuel	16723	8.0 L LPG Engine - Medium-Duty Truck & Bus	C F Networks LLC dba CleanFUEL USA Freightliner Custom Chassis Corporation Powertrain Integration	\$356,000 [Change Order]
Engine Fuel	17439	2.0L & 2.4L Engine Fuel/Certification Development	Power Solutions, Inc.	\$154,000
Engine Fuel	17532	Light Duty Autogas Vehicle Market Research	The Sales Network	\$44,125
Engine Fuel	17583	Propane Engine Fuel Delivery Component Investigation	HiDesign Product Engineering LLC	\$140,000
Engine Fuel	17584	Spark Ignition Direct Injection (SIDI) Engine Technology	GM Millbrook Livernois Vehicle Engineering Southwest Research Institute	\$552,500
Engine Fuel	17585	Diesel / Propane Dual Fuel Evaluation	Southwest Research Institute	\$450,000
Engine Fuel	18022	Commercial Mower Incentive Program	The Sales Network	\$900,000
Engine Fuel	18024	Large Spark Ignited Engine Evaluation	Roush	\$200,000
Engine Fuel	18037	CARB Certification Road Map 2012	Dunlap Group	\$50,000
Engine Fuel	18165	3.7L V6 Dedicated Propane Autogas Ford Transit Fuel System	Roush	\$1,675,000
Engine Fuel	18179	6.0L Heavy Duty Liquid Propane Engine	Certification Services International	\$700,000
Engine Fuel	18199	Propane Mower Incentive Program [2013]	Nexight Group LLC Swanson Russell	\$1,242,500
Engine Fuel	18272	2013 Propane Autogas Market Outreach	Swanson Russell The Sales Network	\$696,805
Engine Fuel	18273	2013 Off-Road Market Outreach	Swanson Russell The Sales Network	\$994,000
Engine Fuel	18289	Life Cycle Cost Analysis of Propane and Electric Forklifts	ICF International	\$175,000
Engine Fuel	18336	Club Car Alternative Fuel Study	Club Car, Inc.	\$99,000
Industry Programs	17127	Propane Challenge	—	\$0 [Change Order]
Industry Programs	17292	2011-2012 Partnership with States	—	\$67,850 [Change Order]
Industry Programs	17453	2012 Partnership Agreement between PERC, GPA, and NPGA	—	\$48,500 [Change Order]
Industry Programs	17453	2012 Partnership Agreement between PERC, GPA, and NPGA	Gas Processors Association National Propane Gas Association	\$1,271,000
Industry Programs	17454	2012 Propane Market Research Initiative	ICF International	\$424,580
Industry Programs	17542	2011 API Survey and Report	American Petroleum Institute (API)	\$190,066
Industry Programs	17577	Propane MaRC Maintenance Support	BGT Partners	\$19,800
Industry Programs	18067	2012 Industry Communications	SmartBrief	\$290,000
Industry Programs	18112	NPGA Benchmarking Council Alliance	National Propane Gas Association	\$50,000
Industry Programs	18131	Marketer Technology & Sales Training	Sales Transformation Now	\$356,500
Industry Programs	18135	2012-2013 Partnership with States Program	—	\$2,700,000
Industry Programs	18135	2012-2013 Partnership with States Program	—	\$0 [Change Order]
Industry Programs	18142	2012 Industry Outreach (Aug - Dec)	—	\$160,000
Industry Programs	18173	Market Outreach and Communications Program for the Second Half of 2012	Hanley Wood Swanson Russell	\$3,986,000

# 2012 GRANTS

MISSION AREA	DOCKET	TITLE	PARTNER	FUNDING AMOUNT
Industry Programs	<b>18348</b>	Superstorm Sandy Recovery - New Jersey	New Jersey Propane Gas Association	<b>\$25,000</b>
Operations	<b>17465</b>	2012 Consolidated Advisory Committee and Program Support		<b>\$673,000</b>
Research & Development	<b>15938</b>	LPG Additive and Filter Effectiveness Studies	Donaldson Filter Southwest Research Institute	<b>\$0 [Change Order]</b>
Research & Development	<b>18056</b>	PERC - Yanmar Gas Heat Pump Market Study	Consulting Solutions, LLC Resource Dynamics Corporation YANMAR AMERICA CORPORATION	<b>\$35,000</b>
Research & Development	<b>18160</b>	Performance and Durability Validation of Propane-Diesel Dual- Fuel Retrofit System[DFRS]	California Clean Air Technologies, LLC	<b>\$80,000</b>
Research & Development	<b>18170</b>	A Different Approach to Providing Protection from Vehicle Impact-Phase 2	International Code Consultants	<b>\$106,600</b>
Research & Development	<b>18213</b>	Fuel Sampling and Troubleshooting Program	Southwest Research Institute	<b>\$50,000</b>
Research & Development	<b>18282</b>	Propane Marine Market Study	ICF International	<b>\$30,900</b>
Residential & Commercial	<b>17181</b>	Residential & Commercial Demonstration Program	ATomik Creative Solutions Hanley Wood Nexight Group LLC Swanson Russell	<b>\$0 [Change Order]</b>
Residential & Commercial	<b>17262</b>	Propane Power Washer	Generac Power Systems, Inc.	<b>\$125,000</b>
Residential & Commercial	<b>17449</b>	YANMAR 5kW micro-CHP development and commercialization	Yanmar America Corporation	<b>\$495,000</b>
Residential & Commercial	<b>18006</b>	Standard for Propane-Fired Portable Emergency Use Heaters		<b>\$5,000</b>
Residential & Commercial	<b>18217</b>	2012 Alliance for Consumer Education Anti-Huffing Campaign	Alliance for Consumer Education	<b>\$10,000</b>
Residential & Commercial	<b>18258</b>	Propane Light Tower Project	Generac Power Systems, Inc.	<b>\$54,714</b>
Residential & Commercial	<b>18262</b>	Propane Total Solution Program with NPS & PERC	Consulting Solutions, LLC National Park Service Swanson Russell	<b>\$465,925</b>
Residential & Commercial	<b>18275</b>	2013 Residential and Commercial Market Outreach	ATomik Creative Solutions Hanley Wood ICF International JG Energy Solutions Newport Partners Swanson Russell	<b>\$3,000,000</b>
Safety & Training	<b>17211</b>	Safety & Training Industry Outreach and Engagement	BGT Partners Rickards Consulting	<b>\$0 [Change Order]</b>
Safety & Training	<b>17509</b>	2013 - 2014 Kawasaki Dealer Outreach & Training	Kawasaki Motors Corp., U.S.A.	<b>\$243,500</b>
Safety & Training	<b>17520</b>	Propane Autogas Emergency Responder Training and Outreach Program	Logica 3	<b>\$101,452</b>
Safety & Training	<b>18004</b>	2012 Propane Emergencies Activities	Strategic Communications	<b>\$110,450</b>
Safety & Training	<b>18114</b>	CETP Update - Railcar and IM Tank [3.6 and 3.7]	Dashe & Thomson	<b>\$244,918</b>
Safety & Training	<b>18167</b>	ROUSH CleanTech Propane Autogas Fuel System Technical Training Program	Roush	<b>\$250,000</b>
Safety & Training	<b>18202</b>	Customer Owned Tank Safety & Maintenance Materials	Logica 3	<b>\$14,650</b>
Safety & Training	<b>18204</b>	CETP Autogas Dispenser Training Module	Dashe & Thomson	<b>\$122,300</b>
Safety & Training	<b>18254</b>	Phase 1 CETP Update - Book 5.1: Liquid Distribution, Book 5.2: Designing and Maintaining Transfer System Operations, and Book 8.0: Large Industrial	Dashe & Thomson	<b>\$246,860</b>

# 2012 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
17031	2010 Mountain Plains Convention Safety and Training Workshops	Interwest PERC	NM	\$10,244.21	—	<b>\$10,244.21</b>
17343	Idaho Propane Emergencies	Interwest PERC	ID	\$16,564.00	\$13,436.00	<b>\$30,000.00</b>
17346	Oregon Propane Road Shows	Interwest PERC	OR	\$15,123.00	\$14,877.00	<b>\$30,000.00</b>
17348	Wyoming Propane Emergencies	Interwest PERC	WY	\$15,625.00	\$13,375.00	<b>\$29,000.00</b>
17349	New Mexico Safe Water Heater Installation Rebate	Interwest PERC	NM	\$22,813.00	\$22,187.00	<b>\$45,000.00</b>
17350	Washington Propane Road Show	Interwest PERC	WA	\$8,250.00	\$8,250.00	<b>\$16,500.00</b>
17351	Pacific Safe Appliance Rebate Program	Interwest PERC	WA	\$38,864.00	\$31,136.00	<b>\$70,000.00</b>
17355	2011 Montana Propane Emergencies	Interwest PERC	MT	\$12,500.00	\$12,500.00	<b>\$25,000.00</b>
17356	Montana Consumer Safety Messaging	Interwest PERC	MT	\$12,564.00	\$12,564.00	<b>\$25,128.00</b>
17434	Training Seminar at 2011 SCPGA / GPGA Convention	Georgia PERC	GA	\$5,816.26	—	<b>\$5,816.26</b>
17468	2012 Training & Safety Package	North Carolina PERF	NC	\$146,000.00	—	<b>\$146,000.00</b>
17485	Commercial Mower and Vehicle Autogas Project	New England Propane Foundation	NEW ENG.	\$20,000.00	—	<b>\$20,000.00</b>
17488	2012 Idaho Cylinder Requalification CGA Pamphlets	Interwest PERC	ID	\$4,135.80	—	<b>\$4,135.80</b>
17501	2012 Montana Cylinder Requalification CGA Pamphlets	Interwest PERC	MT	\$6,365.45	—	<b>\$6,365.45</b>
17522	2012 Emergency Response	Wisconsin PERC	WI	\$15,400.00	\$15,400.00	<b>\$30,800.00</b>
17526	Ohio News Network Radio Safety	Ohio PERC	OH	\$46,345.00	\$46,345.00	<b>\$92,690.00</b>
17529	2012 Propane Piping Classes	Iowa PERC	IA	\$25,000.00	\$25,000.00	<b>\$50,000.00</b>
17538	2010-2011 Winter Storm and Wild Fire Safety Press Releases	PERC of Colorado	CO	\$589.30	—	<b>\$589.30</b>
17539	Wisconsin Safety & Training, including CETP 2012	Wisconsin PERC	WI	\$213,750.00	—	<b>\$213,750.00</b>
17540	2011 Montana Energy Share	Interwest PERC	MT	\$25,500.00	—	<b>\$25,500.00</b>
17545	WPGA /WPERC District Meetings 2011	Wisconsin PERC	WI	\$3,907.15	—	<b>\$3,907.15</b>
17550	Propane Training 2012	West Virginia PREF	WV	\$50,000.00	—	<b>\$50,000.00</b>
17551	Propane Emergencies	West Virginia PREF	WV	\$6,000.00	\$6,000.00	<b>\$12,000.00</b>
17552	CETP Courses 2012	New Jersey PERF	NJ	\$85,000.00	—	<b>\$85,000.00</b>
17553	Directors & Officers Insurance #9	Ohio PERC	OH	\$1,493.00	—	<b>\$1,493.00</b>
17554	Leadership Summit - Nov 2011 - Reimbursement	Ohio PERC	OH	\$1,161.18	—	<b>\$1,161.18</b>
17556	Reimbursement for Annual PERC Leadership Summit 2011	North Carolina PERF	NC	\$700.64	—	<b>\$700.64</b>
17558	2012 Trainer Contract	Minnesota PEPSC	MN	\$73,000.00	—	<b>\$73,000.00</b>
17561	2012 Community College Scholarship Program - HVAC Students	PERC of New York	NY	\$29,700.00	\$29,700.00	<b>\$59,400.00</b>
17562	2012 Community College Scholarship Program - Fire Sciences	PERC of New York	NY	\$29,700.00	\$29,700.00	<b>\$59,400.00</b>
17563	2012 NYPGA CETP Classes	PERC of New York	NY	\$143,000.00	—	<b>\$143,000.00</b>
17564	2012 Emergency Response	PERC of New York	NY	\$33,208.00	\$12,992.00	<b>\$46,200.00</b>
17565	2012 Statewide Safety Awareness and Training	PERC of New York	NY	\$12,000.00	—	<b>\$12,000.00</b>
17566	NYPGA CETP Classes 2011 - Additional Funds	PERC of New York	NY	\$7,500.00	—	<b>\$7,500.00</b>
17567	2010-2011 Colorado Newsletter Reimbursement	PERC of Colorado	CO	\$1,284.80	—	<b>\$1,284.80</b>
17568	Texas Propane Magazine	Propane Council of Texas	TX	\$32,804.00	—	<b>\$32,804.00</b>
17569	2012 Montana Energy Share	Interwest PERC	MT	\$30,500.00	—	<b>\$30,500.00</b>
17571	2009 Propane Hedging & Risk Management Training Workshop	Interwest PERC	MT	\$20,913.35	—	<b>\$20,913.35</b>
17573	2012 NYPGA Scholarship Program - Public Relations Services	PERC of New York	NY	\$4,000.00	—	<b>\$4,000.00</b>
17579	Propane Customer Newsletter	Propane Council of Texas	TX	\$45,430.00	—	<b>\$45,430.00</b>
17580	Dispensing Propane Safely - Trade Show Booth	Wisconsin PERC	WI	\$2,363.84	—	<b>\$2,363.84</b>
17581	2012 New York State Fair Participation & Collateral Material	PERC of New York	NY	\$5,000.00	—	<b>\$5,000.00</b>
17582	2012 Procedural Guide for Application and Approval of Permit	PERC of New York	NY	\$15,000.00	—	<b>\$15,000.00</b>

# 2012 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
17590	2012 Colorado Dispensing Propane Safely	PERC of Colorado	CO	\$5,786.14	—	<b>\$5,786.14</b>
17591	2012 Colorado Chronicle Newsletter Safety and Training Info	PERC of Colorado	CO	\$1,440.00	—	<b>\$1,440.00</b>
18002	CETP Classroom Training 2012	South Dakota PERC Foundation	SD	\$125,000.00	—	<b>\$125,000.00</b>
18005	2011 National PERC Leadership Summit	Kentucky PERC	KY	\$1,134.08	—	<b>\$1,134.08</b>
18007	2012 Certified Employee Training Program	Kentucky PERC	KY	\$40,000.00	—	<b>\$40,000.00</b>
18008	2012 Propane Appliance Safe Installation Rebate Program	Kentucky PERC	KY	\$74,937.00	\$30,063.00	<b>\$105,000.00</b>
18009	2012 Colorado Commercial Mower Data Collection Project	PERC of Colorado	CO	\$23,525.00	\$23,525.00	<b>\$47,050.00</b>
18010	2012 Colorado Engine Fuel Road Shows	PERC of Colorado	CO	\$11,700.00	\$11,700.00	<b>\$23,400.00</b>
18014	2011 California Propane On-Road Vehicle Data Collection Add'l Funds	Western PERC	CA	\$20,000.00	\$20,000.00	<b>\$40,000.00</b>
18015	2012 Wyoming Horse Trailer Safety Workshop	Interwest PERC	WY	\$10,550.00	—	<b>\$10,550.00</b>
18016	2012 HBA Tradeshows	Louisiana Propane Gas Foundation	LA	\$63,033.00	—	<b>\$63,033.00</b>
18017	2012 Idaho E-Learning Distribution	Interwest PERC	ID	\$3,736.48	—	<b>\$3,736.48</b>
18019	2012 Montana Safe Appliance Rebate Program	Interwest PERC	MT	\$22,464.00	\$22,436.00	<b>\$44,900.00</b>
18020	2012 Wyoming Safe Appliance Rebate Program	Interwest PERC	WY	\$13,352.00	\$13,348.00	<b>\$26,700.00</b>
18021	2012 Montana Driver Training	Interwest PERC	MT	\$5,585.00	—	<b>\$5,585.00</b>
18026	2012 Pacific NFPA Handbooks	Interwest PERC	WA	\$20,357.25	—	<b>\$20,357.25</b>
18028	2012 Professional Liability Insurance Reimbursement Request	Pennsylvania Propane Foundation	PA	\$1,225.00	—	<b>\$1,225.00</b>
18029	Reimbursement Request - Form 990 Prep Fees	Pennsylvania Propane Foundation	PA	\$715.00	—	<b>\$715.00</b>
18035	2012 CETP and Safety Refresher Classes	Nebraska PERC	NE	\$150,000.00	—	<b>\$150,000.00</b>
18036	2012 Marketer Technology Training/Emergency Training	Louisiana Propane Gas Foundation	LA	\$9,000.00	—	<b>\$9,000.00</b>
18043	2011/2012 Radio Campaign	Pennsylvania Propane Foundation	PA	\$68,100.00	\$56,750.00	<b>\$124,850.00</b>
18044	2012 Training	Tennessee PERC	TN	\$137,500.00	—	<b>\$137,500.00</b>
18045	2012/2013 Poultry Progress Day Partnership	Pennsylvania Propane Foundation	PA	\$2,750.00	—	<b>\$2,750.00</b>
18046	2012 Training Program	Pennsylvania Propane Foundation	PA	\$88,000.00	—	<b>\$88,000.00</b>
18048	Operating Costs, Regional Convention, and Leadership Summit 2011 Reimbursement	Michigan PERC	MI	\$3,508.22	—	<b>\$3,508.22</b>
18049	Propane Safety and Training 2012 - MD	Mid Atlantic PREF	MD	\$83,402.20	—	<b>\$83,402.20</b>
18050	Propane Safety and Training 2012 - DE	Mid Atlantic PREF	DE	\$35,743.80	—	<b>\$35,743.80</b>
18051	Duty to Warn Project	Propane Council of Texas	TX	\$73,428.33	—	<b>\$73,428.33</b>
18054	2012 Rocky Mountain DOT Compliance Seminar	Interwest PERC	MT	\$9,500.00	—	<b>\$9,500.00</b>
18057	Safety, CETP & Propane Fire Training - 2012	North Dakota PERC	ND	\$86,450.00	—	<b>\$86,450.00</b>
18060	Virginia Propane Emergencies Training and Outreach 2012	Virginia PREF	VA	\$20,938.50	\$19,338.50	<b>\$40,277.00</b>
18064	2012 Safe Installations of Propane Appliances Program	Georgia PERC	GA	\$50,000.00	\$21,731.00	<b>\$71,731.00</b>
18065	Safety Training for Georgia Propane Industry Workers	Georgia PERC	GA	\$80,000.00	—	<b>\$80,000.00</b>
18068	Virginia Safety Training and Education 2012	Virginia PREF	VA	\$149,366.00	—	<b>\$149,366.00</b>
18069	Commercial Mower Purchase/Conversion Data Collection	Virginia PREF	VA	\$12,500.00	\$12,500.00	<b>\$25,000.00</b>
18071	2012 Propane Web Services - Alaska	Interwest PERC	AK	\$125.00	—	<b>\$125.00</b>
18072	2012 Propane Web Services - Arizona	Interwest PERC	AZ	\$500.00	—	<b>\$500.00</b>
18073	2012 Propane Web Services - Western	Western PERC	CA	\$500.00	—	<b>\$500.00</b>
18074	2012 Propane Web Services - Colorado	PERC of Colorado	CO	\$500.00	—	<b>\$500.00</b>
18075	2012 Propane Web Services - Georgia	Georgia PERC	GA	\$500.00	—	<b>\$500.00</b>



# 2012 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
18076	2012 Propane Web Services - Florida	Propane Education Foundation of Florida	FL	\$500.00	—	\$500.00
18077	2012 Propane Web Services - Hawaii	Interwest PERC	HI	\$125.00	—	\$125.00
18079	2012 Propane Web Services - Iowa	Iowa PERC	IA	\$500.00	—	\$500.00
18080	2012 Propane Web Services - Idaho	Interwest PERC	ID	\$125.00	—	\$125.00
18081	2012 Propane Web Services - Indiana	Indiana Propane Gas Foundation	IN	\$500.00	—	\$500.00
18082	2012 Propane Web Services - Missouri	Missouri PERC	MO	\$500.00	—	\$500.00
18083	2012 Propane Web Services - Montana	Interwest PERC	MT	\$125.00	—	\$125.00
18084	2012 Propane Web Services - Nebraska	Nebraska PERC	NE	\$500.00	—	\$500.00
18085	2012 Propane Web Services - New England	New England Propane Foundation	NEW ENG.	\$500.00	—	\$500.00
18086	2012 Propane Web Services - New Mexico	Interwest PERC	NM	\$500.00	—	\$500.00
18087	2012 Propane Web Services - Nevada	Interwest PERC	NV	\$500.00	—	\$500.00
18088	2012 Propane Web Services - New York	PERC of New York	NY	\$500.00	—	\$500.00
18089	2012 Propane Web Services - Oregon	Interwest PERC	OR	\$125.00	—	\$125.00
18090	2012 Propane Web Services - South Carolina	South Carolina PERF	SC	\$500.00	—	\$500.00
18091	2012 Propane Web Services - Utah	Interwest PERC	UT	\$125.00	—	\$125.00
18092	2012 Propane Web Services - Washington	Interwest PERC	WA	\$125.00	—	\$125.00
18093	2012 Propane Web Services - Wyoming	Interwest PERC	WY	\$125.00	—	\$125.00
18094	2012 Propane Web Services - Wisconsin	Wisconsin PERC	WI	\$500.00	—	\$500.00
18095	2012 Propane Web Services - Illinois	Illinois PERC	IL	\$500.00	—	\$500.00
18099	New Technology Decision Maker Database & Communications	New England Propane Foundation	NEW ENG.	\$160,000.00	—	\$160,000.00
18101	2012 - 2013 Arizona Commercial Mower Data Collection	Interwest PERC	AZ	\$18,054.00	\$17,846.00	\$35,900.00
18108	2012 Consumer Safety Public Relations Program	New England Propane Foundation	NEW ENG.	\$10,000.00	—	\$10,000.00
18109	Technical Training Funding	New England Propane Foundation	NEW ENG.	\$25,000.00	—	\$25,000.00
18110	2012 Colorado Employee Training Program	PERC of Colorado	CO	\$35,770.00	—	\$35,770.00
18111	2012 CETP Rebate Program	New England Propane Foundation	NEW ENG.	\$100,000.00	—	\$100,000.00
18115	Football Radio #16 - Consumer Safety Messaging	Ohio PERC	OH	\$30,667.00	\$15,333.00	\$46,000.00
18116	Basketball Radio #7	Ohio PERC	OH	\$29,900.00	\$14,950.00	\$44,850.00
18118	2012 Pacific Training Classes	Interwest PERC	WA	\$86,570.00	—	\$86,570.00
18119	2012 Montana Employee Training	Interwest PERC	MT	\$31,180.00	—	\$31,180.00
18120	2012 Wyoming Employee Training	Interwest PERC	WY	\$31,180.00	—	\$31,180.00
18121	2012 Idaho Employee Training	Interwest PERC	ID	\$38,070.00	—	\$38,070.00
18122	2012 Utah Employee Training	Interwest PERC	UT	\$22,395.00	—	\$22,395.00
18124	2011 Penn Valley Gas Emergency Training	Pennsylvania Propane Foundation	PA	\$1,100.00	—	\$1,100.00
18127	2012 PA Manufactured Housing Association Partnership	Pennsylvania Propane Foundation	PA	\$11,000.00	—	\$11,000.00
18128	AIA Ohio Professional Training Partnership	Ohio PERC	OH	\$18,926.00	\$1,074.00	\$20,000.00
18129	2012 Wisconsin Cylinder Requalification CGA Pamphlets	Wisconsin PERC	WI	\$25,883.25	—	\$25,883.25
18130	Mower & Vehicle Data Collection Program	Wisconsin PERC	WI	\$90,395.00	\$19,605.00	\$110,000.00
18132	Publication of NCPGA Magazine	North Carolina PERF	NC	\$20,000.00	—	\$20,000.00
18144	Southeastern Convention 2012 Reimbursement	Iowa PERC	IA	\$584.86	—	\$584.86
18145	2012 Paraco Gas Emergency Training	Pennsylvania Propane Foundation	PA	\$2,530.00	—	\$2,530.00
18146	2011/2012 Multi-Media Safety and Training Communications	Pennsylvania Propane Foundation	PA	\$19,800.00	—	\$19,800.00

# 2012 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
18147	2011/2012 Website Maintenance	Pennsylvania Propane Foundation	PA	\$3,168.00	—	<b>\$3,168.00</b>
18148	2012 PA Plumbing Heating Cooling Contractors Partnership	Pennsylvania Propane Foundation	PA	\$3,850.00	—	<b>\$3,850.00</b>
18149	2012 PA RV & Camping Association (PRVCA) Partnership	Pennsylvania Propane Foundation	PA	\$4,180.00	—	<b>\$4,180.00</b>
18150	2012 Tri-State Speakers/Presenters	Pennsylvania Propane Foundation	PA	\$2,750.00	—	<b>\$2,750.00</b>
18152	2012 Propane Web Services - Tennessee	Tennessee PERC	TN	\$500.00	—	<b>\$500.00</b>
18154	Consumer Safety Tip & Recipe Calendar	Propane Council of Texas	TX	\$53,454.00	—	<b>\$53,454.00</b>
18156	2012 Tri-State meeting	New Jersey PERF	NJ	\$2,500.00	—	<b>\$2,500.00</b>
18161	Reimbursement of Audit Fees	Iowa PERC	IA	\$3,050.00	—	<b>\$3,050.00</b>
18163	Michigan Propane Safety Training Program 2012/13	Michigan PERC	MI	\$630,300.00	\$101,884.00	<b>\$732,184.00</b>
18169	Southeast Propane Convention	South Dakota PERC Foundation	SD	\$1,574.09	—	<b>\$1,574.09</b>
18171	WPGA /WPERC District Meetings 2012	Wisconsin PERC	WI	\$11,700.00	—	<b>\$11,700.00</b>
18172	Dispensing Propane Safely - Trade Show Booth	Wisconsin PERC	WI	\$2,223.00	—	<b>\$2,223.00</b>
18180	Safety Training for Kansas Propane Industry Workers	Kansas PERC	KS	\$27,777.93	—	<b>\$27,777.93</b>
18181	2012 Oklahoma-Arkansas Safety Training and Annual Conference	Natural Resources Education Foundation	OK	\$17,000.00	—	<b>\$17,000.00</b>
18182	Reimbursement of Audit Fees - 2011 990	Iowa PERC	IA	\$675.00	—	<b>\$675.00</b>
18183	California Propane On-Road Vehicle Data Collection 2011	Western PERC	CA	\$25,000.00	—	<b>\$25,000.00</b>
18184	California Safe Installation of Appliance Rebates 2011-12	Western PERC	CA	\$22,019.00	\$2,981.00	<b>\$25,000.00</b>
18185	2012 R.F. Ohl Propane Emergencies Training	Pennsylvania Propane Foundation	PA	\$1,430.00	—	<b>\$1,430.00</b>
18192	First Contact Safety Training & Hazmat Training	Propane Council of Texas	TX	\$70,800.00	—	<b>\$70,800.00</b>
18194	2012 Historical Records and Safety Literature Storage	South Carolina PERF	SC	\$1,350.00	—	<b>\$1,350.00</b>
18195	2012 Duty to Warn Notification	South Carolina PERF	SC	\$6,000.00	—	<b>\$6,000.00</b>
18196	Training Seminars at 2012 SCPGA / GPGA Convention	South Carolina PERF	SC	\$9,603.00	—	<b>\$9,603.00</b>
18197	2012 CETP & Technical Training	South Carolina PERF	SC	\$52,500.00	—	<b>\$52,500.00</b>
18216	2012 LPGA Summer Convention Training	Louisiana Propane Gas Foundation	LA	\$2,750.00	—	<b>\$2,750.00</b>
18218	CETP #15	Ohio PERC	OH	\$150,000.00	—	<b>\$150,000.00</b>
18221	WPERC Directors & Officers Insurance for 2011	Western PERC	CA	\$1,234.50	—	<b>\$1,234.50</b>
18222	WPERC Directors & Officers Insurance for 2012	Western PERC	CA	\$1,277.00	—	<b>\$1,277.00</b>
18223	WPERC Filing of IRS Tax Form 990 - 2010	Western PERC	CA	\$3,225.00	—	<b>\$3,225.00</b>
18224	WPERC Filing of IRS Tax Form 990 - 2011	Western PERC	CA	\$3,550.00	—	<b>\$3,550.00</b>
18228	Mower & Vehicle Data Collection Program	Propane Council of Texas	TX	\$16,373.62	\$12,039.57	<b>\$28,413.19</b>
18229	Propane Powered Ford F-250/Motor Fuel Demonstration	Pennsylvania Propane Foundation	PA	\$46,498.00	\$18,752.00	<b>\$65,250.00</b>
18231	Commercial Mower Purchase / Placement / Data Collection	Mississippi PERC	MS	\$36,000.00	\$27,500.00	<b>\$63,500.00</b>
18232	2012 Publication of SCPGA News Magazine	South Carolina PERF	SC	\$24,771.00	—	<b>\$24,771.00</b>
18234	2012 California Propane Forklift Safety Flip Chart	Western PERC	CA	\$20,000.00	—	<b>\$20,000.00</b>
18235	California Propane On-Road Vehicle Data Collection 2012-13	Western PERC	CA	\$75,000.00	\$75,000.00	<b>\$150,000.00</b>
18236	California Safe Installation of Appliance Rebates 2012-13	Western PERC	CA	\$37,500.00	\$37,500.00	<b>\$75,000.00</b>
18237	California Commercial Mower Data Collection 2012-13	Western PERC	CA	\$12,500.00	\$12,500.00	<b>\$25,000.00</b>
18238	California Propane Forklift Safety Incentive Program 2013	Western PERC	CA	\$75,000.00	—	<b>\$75,000.00</b>
18239	2012 Safe Installation of Propane Appliances Program	Illinois PERC	IL	\$275,046.92	\$158,513.00	<b>\$433,559.92</b>
18243	2012-2013 Safe Installations of Water Heaters Program	Propane Education Foundation of Florida	FL	\$216,778.00	\$83,222.00	<b>\$300,000.00</b>
18244	2012 Southeast Propane Expo Reimbursement	Pennsylvania Propane Foundation	PA	\$1,767.60	—	<b>\$1,767.60</b>

# 2012 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
18245	2012 Supplemental Radio Campaign	Pennsylvania Propane Foundation	PA	\$82,680.00	—	<b>\$82,680.00</b>
18247	Missouri Safe Appliance Installation Program FY13	Missouri PERC	MO	\$200,831.75	\$115,511.00	<b>\$316,342.75</b>
18248	2012-2013 Commercial Mower Data Collection	Propane Education Foundation of Alabama	AL	\$22,000.00	—	<b>\$22,000.00</b>
18249	2012-2013 Regulator Rebate	Propane Education Foundation of Alabama	AL	\$20,000.00	—	<b>\$20,000.00</b>
18250	2012-2013 Safe Installation of Water Heaters	Propane Education Foundation of Alabama	AL	\$48,625.00	\$20,000.00	<b>\$68,625.00</b>
18252	2012-2013 Newsletter	Iowa PERC	IA	\$30,000.00	—	<b>\$30,000.00</b>
18253	Educational Training Facility	Iowa PERC	IA	\$143,000.00	—	<b>\$143,000.00</b>
18255	2012 Autogas Ad	New Jersey PERF	NJ	\$2,887.00	—	<b>\$2,887.00</b>
18260	California Propane Pocket Technical Guide	Western PERC	CA	\$2,000.00	—	<b>\$2,000.00</b>
18268	Operating Expenses (Filing of IRS 990) - 2011	New Jersey PERF	NJ	\$3,000.00	—	<b>\$3,000.00</b>
18277	2012 Training/Emergency Training	Louisiana Propane Gas Foundation	LA	\$6,965.75	—	<b>\$6,965.75</b>
18278	Arkansas PGA 2012 Safety Projects	Arkansas PERC	AR	\$80,000.00	—	<b>\$80,000.00</b>
18279	Kansas State Fair Sponsorship 2012	Kansas PERC	KS	\$42,691.00	—	<b>\$42,691.00</b>
18283	Propane Safety Awareness Campaign 2012 - 2013	Wisconsin PERC	WI	\$20,000.00	\$20,000.00	<b>\$40,000.00</b>
18286	National Association of State Fire Marshal's Conference	New England Propane Foundation	NEW ENG.	\$6,000.00	—	<b>\$6,000.00</b>
18287	Water Heater and Central Heating System Safe Installation Rebates	New England Propane Foundation	NEW ENG.	\$130,000.00	\$130,000.00	<b>\$260,000.00</b>
18288	Kansas Duty to Warn Project 2012	Kansas PERC	KS	\$29,722.00	\$29,722.00	<b>\$59,444.00</b>
18290	Propane Safety Awareness Campaign 2012	Kansas PERC	KS	\$9,549.00	\$9,549.00	<b>\$19,098.00</b>
18291	Educational Training Facility	North Carolina PERF	NC	\$125,000.00	—	<b>\$125,000.00</b>
18300	2012 Safe Installations of Propane Appliances Program	Georgia PERC	GA	\$70,000.00	\$70,000.00	<b>\$140,000.00</b>
18301	Sunbelt Ag Expo 2012	Georgia PERC	GA	\$12,356.88	—	<b>\$12,356.88</b>
18303	2013 Wyoming Horse Trailer Safety Workshop	Interwest PERC	WY	\$5,350.00	—	<b>\$5,350.00</b>
18305	Reimbursement for 2012 Leadership Summit	Iowa PERC	IA	\$1,063.01	—	<b>\$1,063.01</b>
18307	Tennessee Propane Gas Association Road Show 2012	Tennessee PERC	TN	\$4,675.00	\$4,675.00	<b>\$9,350.00</b>
18308	2012 Leadership Summit Reimbursement	Mid Atlantic PREF	MD	\$1,323.25	—	<b>\$1,323.25</b>
18309	2012 Leadership Summit Reimbursement	New England Propane Foundation	NEW ENG.	\$1,200.17	—	<b>\$1,200.17</b>
18310	Foundation Admin 2013	New England Propane Foundation	NEW ENG.	\$19,000.00	—	<b>\$19,000.00</b>
18311	2013 Consumer Safety Public Relations Program	New England Propane Foundation	NEW ENG.	\$18,000.00	—	<b>\$18,000.00</b>
18312	External Professional Training Partnership 2013 - MD	Mid Atlantic PREF	MD	\$11,045.00	\$11,045.00	<b>\$22,090.00</b>
18314	Leadership Conference and PERC Working Groups Meeting	Minnesota PEPSC	MN	\$1,053.08	—	<b>\$1,053.08</b>
18315	MN Demonstration Vehicle Data Collection	Minnesota PEPSC	MN	\$26,135.75	\$26,135.75	<b>\$52,271.50</b>
18316	Reimbursement for 2012 Leadership Summit	Louisiana Propane Gas Foundation	LA	\$1,767.44	—	<b>\$1,767.44</b>
18318	Leadership Summit - Oct 2012 - Reimbursement	Ohio PERC	OH	\$1,293.88	—	<b>\$1,293.88</b>
18320	2012 Leadership Summit	Propane Education Foundation of Florida	FL	\$1,353.26	—	<b>\$1,353.26</b>
18323	2012 Energy Outreach Colorado	PERC of Colorado	CO	\$25,500.00	—	<b>\$25,500.00</b>
18324	Reimbursement for 2012 Leadership Summit	Virginia PREF	VA	\$1,381.14	—	<b>\$1,381.14</b>
18326	2013 Indiana Safety and Training Program	Indiana Propane Gas Foundation	IN	\$189,600.00	\$24,000.00	<b>\$213,600.00</b>
18327	Safe Installations of Appliances 2012-2013 Program	North Carolina PERF	NC	\$50,000.00	\$50,000.00	<b>\$100,000.00</b>
18328	NC Consumer Safety Education Project/Duty to Warn	North Carolina PERF	NC	\$15,000.00	\$15,000.00	<b>\$30,000.00</b>

# 2012 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
18329	2012 Training & Safety Package	North Carolina PERF	NC	\$146,000.00	—	<b>\$146,000.00</b>
18330	2012 External Professional Training	North Carolina PERF	NC	\$5,000.00	—	<b>\$5,000.00</b>
18331	Reimbursement for 2012 Leadership Summit	North Carolina PERF	NC	\$1,224.51	—	<b>\$1,224.51</b>
18332	CETP Courses 2013	New Jersey PERF	NJ	\$58,500.00	—	<b>\$58,500.00</b>
18333	Reimbursement Request - Form 990 Prep Fees	Pennsylvania Propane Foundation	PA	\$715.00	—	<b>\$715.00</b>
18337	2012 Nevada Employee Training Reimbursement	Interwest PERC	NV	\$22,169.04	—	<b>\$22,169.04</b>
18338	2012 National PERC Leadership Summit	Kentucky PERC	KY	\$1,004.10	—	<b>\$1,004.10</b>
18339	2013 Training	Tennessee PERC	TN	\$150,425.00	—	<b>\$150,425.00</b>
18340	2013 MN On-Road Vehicle Data Collection Incentive	Minnesota PEPSC	MN	\$50,000.00	\$50,000.00	<b>\$100,000.00</b>
18341	NYPGA CETP Classes 2012 - Additional Funds	PERC of New York	NY	\$36,386.05	—	<b>\$36,386.05</b>
18354	California Gas Shut Off Safety Disks 2013	Western PERC	CA	\$10,000.00	—	<b>\$10,000.00</b>
18355	California Propane 101 for Front Office Staff 2013	Western PERC	CA	\$4,500.00	—	<b>\$4,500.00</b>
18356	California Propane Emergency Response/HazMat Training 2013	Western PERC	CA	\$134,500.00	—	<b>\$134,500.00</b>
18357	California Training and Safety Ed. Consultant 2013	Western PERC	CA	\$85,000.00	—	<b>\$85,000.00</b>
18358	California Fuel Quality and Supply Consultant 2013	Western PERC	CA	\$30,000.00	—	<b>\$30,000.00</b>
18359	World Ag Expo 2013	Western PERC	CA	\$17,500.00	—	<b>\$17,500.00</b>
18360	California Certified Employee Training Program [CETP] 2013	Western PERC	CA	\$20,000.00	—	<b>\$20,000.00</b>
18362	California Regulator Rebate 2013	Western PERC	CA	\$20,000.00	—	<b>\$20,000.00</b>
18363	California LIHEAP Consumer Safety Education Program 2013	Western PERC	CA	\$1,000.00	\$1,000.00	<b>\$2,000.00</b>
18364	California Propane Road Show 2013	Western PERC	CA	\$5,000.00	\$5,000.00	<b>\$10,000.00</b>
18365	Western Propane Gas Association Fire School 2013	Western PERC	CA	\$10,000.00	\$10,000.00	<b>\$20,000.00</b>
18366	2013 California Hazmat Refresher/DOT Compliance Training	Western PERC	CA	\$4,500.00	—	<b>\$4,500.00</b>
18370	Filing of IRS Tax Form 990 Year End 2011	North Dakota PERC	ND	\$845.00	—	<b>\$845.00</b>
18372	2011 Safe Installations of Appliances Program - Add'l Funds	Georgia PERC	GA	\$5,125.00	—	<b>\$5,125.00</b>
<b>TOTAL</b>			—	<b>\$7,851,965.81</b>	<b>\$1,715,190.82</b>	<b>\$9,567,156.63</b>



# STATEMENTS OF FINANCIAL POSITION

December 31	2012	2011
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash & Cash Equivalents	\$935,456	\$943,626
Accounts Receivable	\$23,969	\$12,067
Investments, Current Portion	\$12,968,458	\$12,573,962
Assessments Receivable	\$4,200,383	\$4,393,000
Inventory, Net	\$665,960	\$415,129
Prepaid Expenses	\$355,336	\$392,263
<b>TOTAL CURRENT ASSETS</b>	<b>\$19,149,562</b>	<b>\$18,730,047</b>
<b>PROPERTY &amp; EQUIPMENT</b>		
Office Equipment	\$31,653	\$31,653
Office Furniture	\$178,009	\$178,009
Computer Hardware & Software	\$3,969,489	\$3,757,279
Leasehold Improvements	\$321,912	\$321,912
Less: Accumulated Depreciation	[\$3,451,075]	[\$2,670,752]
<b>TOTAL PROPERTY &amp; EQUIPMENT, NET</b>	<b>\$1,049,988</b>	<b>\$1,618,101</b>
<b>OTHER ASSETS</b>		
Other	\$224,511	\$170,302
Investments, Net of Current Portion	\$17,493,799	\$21,489,079
<b>TOTAL OTHER ASSETS</b>	<b>\$17,718,310</b>	<b>\$21,659,381</b>
<b>TOTAL ASSETS</b>	<b>\$37,917,860</b>	<b>\$42,007,529</b>

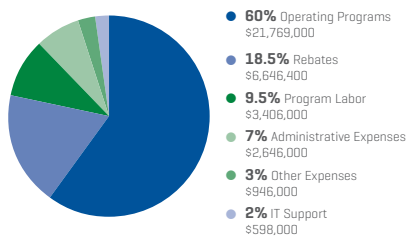
December 31	2012	2011
<b>LIABILITIES &amp; NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accrued Expenses	\$3,552,079	\$4,082,553
State Rebate Obligation	\$7,859,559	\$8,787,812
<b>TOTAL CURRENT LIABILITIES</b>	<b>\$11,411,638</b>	<b>\$12,870,365</b>
Deferred Rent	\$157,876	\$203,840
<b>TOTAL LIABILITIES</b>	<b>\$11,569,514</b>	<b>\$13,074,205</b>
<b>NET ASSETS</b>		
Undesignated	\$2,946,465	\$7,721,829
Designated	\$23,401,881	\$21,211,495
<b>TOTAL NET ASSETS</b>	<b>\$26,348,346</b>	<b>\$28,933,324</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$37,917,860</b>	<b>\$42,007,529</b>

The Propane Education & Research Council's (PERC) 2011 and 2012 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

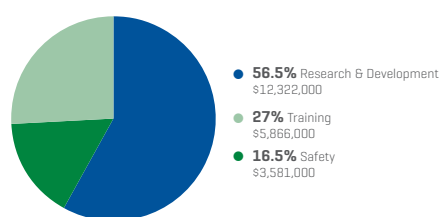
Years ended December 31	2012	2011
<b>REVENUE</b>		
Assessment Revenue	\$29,929,913	\$32,928,868
Less: State Rebates	[\$5,985,979]	[\$6,585,776]
Net Assessment Revenue	\$23,943,934	\$26,343,092
Investment Income	\$337,426	\$402,788
Fulfillment Sales	\$1,420,947	\$1,557,127
Less: Costs of Goods Sold	[\$1,423,910]	[\$1,721,078]
Net Fulfillment Cost	[\$2,963]	[\$163,951]
<b>TOTAL REVENUE</b>	<b>\$24,278,397</b>	<b>\$26,581,929</b>
<b>EXPENSES</b>		
<b>PROGRAMS</b>		
Residential & Commercial	\$4,027,651	\$6,366,026
Safety & Training	\$2,371,083	\$3,601,887
Research & Development	\$3,538,379	\$5,170,146
Engine Fuel	\$7,732,232	\$8,741,157
Industry	\$4,079,440	\$4,520,226
Agriculture	\$1,617,853	\$2,208,594
<b>TOTAL PROGRAM EXPENSES</b>	<b>\$23,366,638</b>	<b>\$30,608,036</b>
<b>GENERAL &amp; ADMINISTRATIVE</b>		
Administrative Costs	\$2,553,515	\$2,704,961
Collection Costs	\$145,741	\$129,847
Depreciation	\$797,481	\$622,216
<b>TOTAL GENERAL &amp; ADMINISTRATIVE EXPENSES</b>	<b>\$3,496,737</b>	<b>\$3,497,024</b>
<b>TOTAL EXPENSES</b>	<b>\$26,863,375</b>	<b>\$34,105,060</b>
Changes in Net Assets	[\$2,584,978]	[\$7,523,131]
NET ASSETS AT BEGINNING OF YEAR	\$28,933,324	\$36,456,455
<b>NET ASSETS AT END OF YEAR</b>	<b>\$26,348,346</b>	<b>\$28,933,324</b>

## 2013 OPERATING EXPENDITURE BUDGET



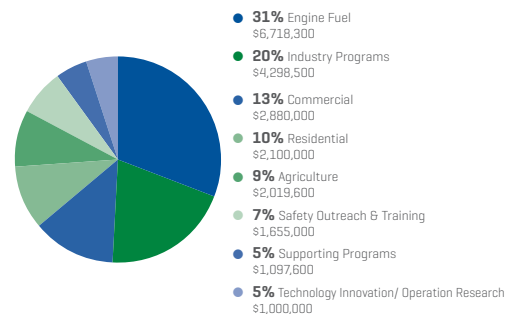
TOTAL \$36,011,400

## 2013 BUDGETED OPERATING PROGRAMS BY FUNCTION



TOTAL \$21,769,000

## 2013 BUDGETED OPERATING PROGRAMS INITIATIVES



TOTAL \$21,769,000

## **PROPANE EDUCATION & RESEARCH COUNCIL**

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