



2016

ANNUAL REPORT

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LETTER FROM THE CHAIRMAN & THE PRESIDENT



After nearly seven years of not being able to talk directly to homeowners in propane country, the Council made the consumer campaign a top priority and created a task force of industry volunteers to set the strategy.

We knew from the outset that the campaign would have to build over time, so we put in place a three-year strategy to reach current and prospective propane users nationwide.

It was also clear that we needed to bring on a research firm to measure the campaign, and we needed a communications agency capable of carrying out a national multimedia campaign.

We hired Nielsen, a renowned research firm, to conduct a nationwide survey of homeowners in propane country and set a baseline for the campaign. What we learned was that less than half of nonusers of propane considered themselves familiar with our fuel and barely a quarter had a favorable view of it.

The agency would have its work cut out for it to improve the public's perceptions of propane.

We chose The Richards Group, the nation's largest independent advertising and branding agency, to come up with ad concepts and design the media plan.

We tested the ad concepts with consumer focus groups who overwhelmingly favored the Blue the Dog concept. Not surprising that folks who live in propane country would love animals.

They felt that they could have an emotional connection with Blue and wanted to learn more about him.

In April, we introduced the campaign to the industry at the NPGA Southeastern Expo and launched it nationwide on TV, on radio, online, in print, and in cinemas at the end of June.

Since then the industry has embraced the campaign, using campaign materials and resources on their websites and social

media pages and buying their own local radio and TV ads, which they tagged with their company information.

Having our industry work together to expand the reach of the campaign and to increase the number of times our messages are heard by consumers has been critical to the campaign's success.

With the TV and other media run completed for the year in October, we wanted to know whether the campaign had an impact on consumers' attitudes toward propane. Nielsen went back into the field to interview consumers.

Among those who recalled seeing the ads on TV, familiarity rose 16 points among non-users, and favorability increased 9 points for non-users. Even among current propane users favorability shot up 17 points.

Key propane attributes communicated in the ads, like "clean," "made in America," and "available everywhere" were up roughly 10 points among propane users and non-users, with propane users being more likely to trust and advocate for propane and purchase a propane appliance. That word-of-mouth advocacy is incredibly valuable.

The numbers tell us the campaign is working. Our challenge for next year is to reach more people with our ads and increase how many times they see them. We're off the air as 2016 comes to an end, and the longer we're dark the likelier it becomes that some of these improvements will begin to fade.

That's why our plan next year involves going back on the air in March, April, and May. Stay tuned for more details.

THANK YOU FOR YOUR SUPPORT.



TOM VAN BUREN
Ferrell North America
Chairman



ROY W. WILLIS
Propane Education & Research Council
President & CEO

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Database Manager

GREGG WALKER

Director of Communications

Grace Willis

Deputy Director, Operations

JEREMY WISHART

Deputy Director of Business Development

RESEARCH & DEVELOPMENT



In early 2016, Roy Willis announced the milestone achievement that 40 new OEM products had been developed since PERC's creation 20 years ago. That and a good foundation of safety and training programs put the industry in a great position to promote propane in the consumer campaign.

Throughout the year, PERC strengthened existing relationships with equipment manufacturers while forging relationships with new partners in expanded market opportunities. These efforts drove the proliferation of propane products and the development of new opportunities [construction, concrete finishing, forestry], which could represent significant gallon growth for marketers.

In the agriculture market, PERC showcased a propane-powered tractor prototype at the Farm Progress Show. Market research indicated strong interest in the tractor from fleet customers. PERC helped launch three other new agricultural products this year: the GSI heat reclaim tower dryer, the Mathews-Company Legacy series grain dryers, and the Sukup octagon burger for Sukup grain dryers.

In the industrial market, PERC engaged a heavy diesel manufacturer, Cummins, to build a high-efficiency propane medium- to heavy-duty engine suitable for class five-seven trucks, including bobtails.

In the off-road market, the PSI 4x forklift engine was quickly adopted by Mitsubishi and Caterpillar in early 2016 — with additional announcements and adoptions to come in 2017. The 4x was developed to be more fuel efficient, reduce tailpipe emissions, increase reliability, and reduce overall engine packaging size. As for the mowers market — according to a 2016 survey conducted by PERC, within three years, more than half of outdoor power equipment dealers will be offering propane commercial mowers to their customers.

In the on-road market, the Department of Energy (DOE) announced funding for

direct-injection propane engines, starting in June 2016. The announcement comes after three years of collaboration with the DOE, the National Renewable Energy Laboratory, OEM partners, and end-users.

In mid-2016, PERC approved 14 funding requests, including \$1 million for the development of a high-efficiency, ultra-low-NO_x engine for medium-duty trucks. The Council also approved \$515,000 for the development of high-horsepower, emissions-certified engines for off-road purposes, such as irrigation and power generation.

In late 2016, PERC shared the highlights of a national survey conducted by Nielsen, confirming the consumer campaign made a significant impact on the target audience. Homeowners' awareness and perceptions of propane improved among those who saw the ads — making the audience more receptive to marketers' messages.

SAFETY

CONSUMER SAFETY IN 2016

4,170 CONSUMER SAFETY ORDERS/DOWNLOADS **OF** **110** DIFFERENT PRODUCTS

In 2016, PERC celebrated the 10th anniversary of CETP E-Learning Courses. Today, PERC now offers seven e-learning programs that thousands of marketers use to teach their employees about topics covering bobtail delivery, first 90-day hazmat training, and vapor distribution.

The Council updated the Dispensing Propane Safety Program — one of its most popular safety materials about the proper ways to fill several different kinds of propane tanks and cylinders. PERC also added new information about dispensing operations for propane mowers and autogas vehicles.

PERC also updated the Gas Check Program based on feedback from propane industry members. The program now includes a booklet and companion video that provide simplified guidelines and illustrations to show how to properly fill out Gas System Check and Gas Appliance System Check forms. More details about the program updates are available at propanecouncil.org.

Propane Autogas Technician Training was another great success in 2016. PERC trained 150 technicians, and 14 NAFTC member schools have adopted the course or plan to do so in 2017.

PERC piloted a new approach to safety training that blends online training with classroom instruction. This allows busy marketers to review training at their own pace before attending a one-day review class. This cuts down on time out of the office for marketers. The small investment in this pilot approach resulted in a 100 percent pass rate for the NPGA CETP Certification exam, demonstrating how valuable this training will be in 2017.



TRAINING



The Marketer Technology and Sales Training (MTST) program held 70 classes this year, which included over 1,000 students. The “Expand Sales Through Customer Service” module, which was first offered in 2015, was by far the most popular module — accounting for 47 of 70 classes. PERC also developed digital training to complement the classroom training, which is currently available on propanecouncil.org.

In 2016, PERC introduced a new course about backup power: “Market Drivers, Code Requirements, and Fuel Options for Backup Power.” Power outages in commercial buildings create enormous costs and hardships for business owners, tenants, and employees. For these reasons, many commercial buildings are incorporating backup power systems — some on a voluntary basis and others based on code requirements. In this course, backup power systems, specifically generators, are explored to understand their background, applications, and the benefits of different fuel sources. The course can be found on buildwithpropane.com.

Propane is moving fast in the on-road market, powering light, medium, and heavy-duty vehicles including pick-up trucks, delivery vans, and school buses. In 2016, PERC partnered with the National Alternative Fuels Training Consortium to develop training courses for technicians across the country. The course teaches technicians how to adapt, service, and maintain propane autogas vehicles.

PERC developed a new course — “Overview of Propane Distribution Systems for HVAC and Plumbing Professionals” — to assist marketers in building relationships with local plumbing and HVAC professionals

to ultimately grow their residential business. The free course is available at propaneprofessional.com.

The Propane Training Academy gained a new course for construction professionals and propane marketers to understand codes and standards, fuel options, and motivations for commercial businesses to install backup power generators. This course and others on Propane Training Academy can help builders, architects, engineers, and remodelers complete requirements for continuing education in their profession.

PERC was proud to have many of these new courses on display at the 2016 NPGA Southeastern Convention in April.

VALUE

WORKING WITH STATES



At a meeting in Napa, California, PERC raised the assessment rate to 0.45 cents per gallon, effective November 1, 2016. The additional revenue, projected to be about \$3 million for programs in 2017, will fund the consumer education campaign, commercialization projects, and the Partnership with States program.

In 2016, PERC undertook consumer research to learn more about propane customers in preparation for the consumer education campaign. Research clearly showed that customers are independent, self-reliant, and proud of where they live and the energy they use. But many were unaware of the comfort and efficiency propane could supply to their home. Blue the Dog, the central character of the campaign, was developed to be a friendly face to communicate that message. PERC and agency partner research showed customers could form an emotional connection to Blue and his propane marketer-owner.

For six months, PERC worked with industry leaders to integrate propanecouncil.org and propanemarc.com, making the online experience for marketers easier and more efficient. The new online catalog hosted marketer materials for the consumer outreach campaign featuring Blue the Dog. Marketers can download radio spots, magazine advertisements, bill stuffers, and more at propanecouncil.org.

In August, PERC launched a Facebook consumer sweepstakes to build awareness and promote propane. In seven days alone, the Council received over 10,000 entries to win a propane generator or a limited edition campaign t-shirt from the Proudly Propane Facebook page.

Residential Opportunity Insights (ROI) from PERC are market-specific reports full of homeowner data, propane sales trends, and local builder information. Where available, they can even give marketers insights into local media consumption. The ROI project was developed by PERC to provide marketers with the info they need in their marketing and sales efforts.

This year, PERC launched a series of quick-fact infographics for marketers to share on Twitter and Facebook each month. Each infographic has a quick fact about propane for a specific market, including residential, agriculture, autogas, and landscape. The infographics are available at propanecouncil.org.

In 2016, PERC continued to offer the Propane Mower Incentive Program to landscape contractors. Through this program, contractors could apply to receive \$1,000 for qualified mower purchase, or up to \$500 per qualified mower conversion. This program was developed by PERC to grow your gallons by spreading awareness of the benefits of propane mowers.

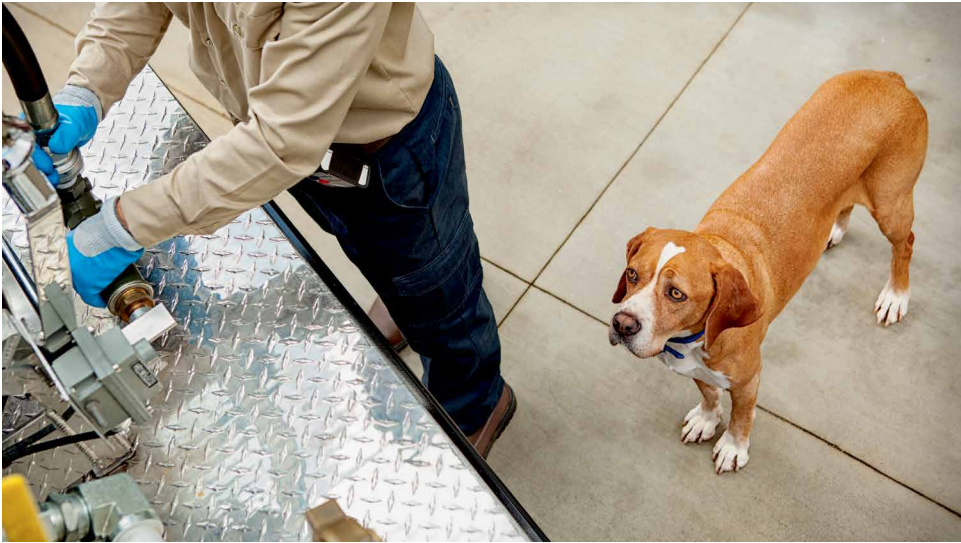
In September, PERC's Back-to-School Campaign officially kicked off when campaign spokeswoman, Jenna Bush Hager, conducted a satellite media tour in New York City. Hager, a mother of two and former

teacher, spoke about the importance of school bus safety and extolled the benefits of propane buses in more than 24 TV markets across the country. Also in 2016, PERC launched quieterschoolbuses.com, where parents and educators can take a school bus noise quiz — complete with sound clips comparing diesel and propane autogas school buses in operation.

With more than a third of contractors reporting that they're considering propane mowers, and 75 percent saying their dealer influences buying decisions, PERC was inspired to help facilitate the connection between contractors and dealers. That's why the Council launched Propane Equipment Dealer Point, the only search engine of its kind, which allows contractors to find the nearest dealers who sell, service, and warranty propane mowers. Propane Equipment Dealer Point can be found on propane.com.

PERC created the new Industry Outreach Committee to increase state association involvement with PERC. Made up of state association executives and other PERC representatives, the committee will coordinate with states on rebate programs, consumer education, training, and market and industry outreach communication.

LOOKING AHEAD



Next year promises to bring change to PERC. In keeping with the Council's rules, two-term chairman Tom Van Buren, executive vice president of Ferrell North America & Midstream, will hand the gavel to a new chairman in July. And PERC's first employee, President and CEO Roy Willis, will retire at the end of that month after nearly 20 years of service to the Council. The Executive Committee has begun taking steps to find a qualified successor and ensure a smooth transition of leadership.

The Council will also develop a new strategic plan for PERC in 2017, under the leadership of Council Vice Chairman Drew Combs, vice president of CHS. The strategic plan will identify the Council's priorities, goals, and initiatives through 2019 as it implements the Propane Education and Research Act of 1996 and the Propane Education and Research Enhancement Act of 2014.

In 2017 the PROUDLY PROPANE Clean American Energy® campaign will enter its second year. The budget reduces the investment in consumer education for 2017, owing partly to lower than expected assessment revenues in November and December 2016. The schedule calls for a media investment of about \$6.5 million, beginning with a three-month media buy in the spring.

When advertising resumes in March, the campaign will have been off the air for about five months. The Council expects last year's consumer familiarity and favorability gains

to have eroded somewhat during that time. The spring media buy is designed to coincide with tank-setting season and to reach homeowners as they make plans to build and remodel homes during the warmer months.

The advertisements, featuring a dog named Blue and his faithful companion, a bobtail driver, are designed to increase awareness of propane, make homeowners feel better about propane, and make them more receptive to marketer messages. Marketers can take advantage of rising favorability by promoting their companies, their products, and their services to current and prospective customers. New campaign materials, including bobtail decals and a four-foot-high cardboard cutout of Blue, can help marketers keep the conversation going.

Elsewhere, PERC and the propane industry will seek to capitalize on an opportunity presented by an environmental mitigation trust fund that makes up part of a larger Volkswagen

emissions settlement. The trust fund, totaling \$2.7 billion, will enable states to replace diesel engines with cleaner technology that reduces excess emissions of oxides of nitrogen, or NO_x. For NO_x reduction per dollar invested, propane autogas is the best option. That creates an opening for propane autogas school buses and many other products that can help states cut emissions, cut operating costs, and increase safety.

In safety and training, PERC will create and distribute new consumer safety videos that marketers can share with their customers. The videos will teach homeowners how to read a tank gauge, how to shut off gas at the tank, what to do if they smell gas or suspect a leak, how to handle small cylinders safely, and why and when to have their propane systems inspected. The emphasis will be on propane system features that are designed to give homeowners peace of mind.

As part of its ongoing effort to encourage widespread adoption of newly developed products that run on propane, the Council will continue reaching out to agricultural, autogas, outdoor power equipment, material handling, and residential and commercial construction markets. PERC will also continue working hand in hand with marketers and their membership associations to give them information, tools, strategies, and techniques that can help them drive demand for propane.

2016 GRANTS

MISSION AREA	DOCKET#	TITLE	PARTNER	FUNDING AMOUNT
Residential & Commercial	20637	2016 Residential & Commercial Market Outreach	Hanley Wood Swanson Russell	\$ 2,166,000
Off Road	20658	2016 Propane Mower Incentive Program		\$ 1,000,000
Off Road	20634	2016 Professional Landscape, Golf & Turf Marketing and Outreach Program	Swanson Russell	\$ 1,050,000
On Road	20633	2016 Propane Autogas Marketing & Outreach Program	Swanson Russell	\$ 1,446,800
	20693	2016 Partnership Agreement	Gas Processors Association National Propane Gas Association	\$1,319,500
Propane Industry	20589	2016 Industry Responder Conferences	Propane Training Services	\$ 75,000
Propane Industry	20631	2016 Industry Outreach	None	\$ 340,000
Propane Industry	20642	2016 Digital Strategy for Industry Engagement	BSD	\$435,000 [reduced to \$330k]
Propane Industry	20621	2016 CETP Help Desk and Maintenance	Dashe & Thomson	\$ 102,812
Agriculture	20644	2016 Agriculture Market Outreach Program	Swanson Russell	\$ 775,000
Agriculture	20639	2016 Propane Farm Incentive Program	Nexight Group LLC	\$ 500,000
Propane Industry	20632	2016 Partnership with States Program		\$ 1,800,000
Propane Industry	20640	2016 Marketer Technology & Sales Training	GP Strategies	\$ 665,000
Other	20674	2016 Corporate Communications	Swanson Russell	\$ 1,050,000
	20690	2016 Advisory Committee & Program Support		\$ 460,000
	20691	2015 API Survey and Report	American Petroleum Institute (API)	\$ 179,850
	20692	2016 Propane Market Research	ICF International	\$ 394,580
Residential Consumer	20828	2016 Consumer Education Campaign	The Richards Group	\$ 9,650,000
Agriculture	20712	Modular Aluminum Octagon Burner	Sukup Manufacturing	\$ 49,250
	20883	Carbon Management Information Center Consortium 2016	Gas Technology Institute	\$ 50,000
	20881	2016 Professional & Support Services		\$ 237,900
Propane Industry	20779	CETP Recurrent Training	Dashe & Thomson	\$ 34,446
On Road	20884	Propane Autogas Fuel Tank Purging and Decommissioning Video	National Alternative Fuels Training Consortium	\$ 59,650
Propane Industry	20778	Fundamentals of Propane Liquid Transfer	National Alternative Fuels Training Consortium	\$ 85,650
Residential & Commercial	20939	Partner OEM Supplemental Incentive program	Kohler Co. YANMAR AMERICA CORPORATION	\$ 150,000
Propane Industry	20890	Propane Greenhouse Gas and Criteria Pollutant Emissions	Gas Technology Institute	\$ 116,850
Propane Industry	20882	Propane Catalog [MaRC] Maintenance & Support	None	\$ 236,745
On Road	20888	Propane Autogas Conversion, Repair and Service Facility Safety	National Alternative Fuels Training Consortium	\$ 39,650
Propane Industry	20903	Development of Safety Talk Presentations for Propane Marketers	Logica 3	\$ 65,000
On Road	20835	Low NO _x Ford 6.8L Engine Development	Blue Bird Corporation Roush	\$250,000
Propane Industry	20904	Propane Rail Transportation Community Outreach	Logica 3	\$29,050
On Road	20832	Autogas Aftermarket Support Strategy - Phase 2		\$250,000
Commercial	20665	Ultra- low Emission Propane Fork Truck	Tecogen	\$95,000
Agriculture	20896	Off-Road Engine Development Stimulation Project		\$515,000
On Road	20905	High Efficiency, High Performance, Ultra-Low NO _x Medium Duty Propane Engine	Cummins, Inc.	\$1,000,000
Propane Industry	20876	Establishing Service Life for ACME Transfer Hose Couplings	National Propane Gas Association	\$54,300
Residential & Commercial	20877	Residential Gas Heat Pump [R-GHP] Market Assessment	Gas Technology Institute	\$51,609
Propane Industry	20976	Safety & Training Blended Learning		\$143,000
Material Handling	21115	LP Hybrid Forklift Demonstration	University of Kentucky	\$97,527
Residential & Commercial	21043	Electric Heat Pump Backup Market Development Plan	North Carolina PGA	\$25,000

2016 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
20648	Professional Speakers at 2015 SCPGA / GPGA Convention	South Carolina PERC	SC	\$3,806.35		\$3,806.35
20664	2015 Oklahoma-Arkansas Safety Training and Annual Conference	Natural Resources Education Foundation	OK	\$15,421.39		\$15,421.39
20751	CETP #18	Ohio PERC	OH	\$125,000.00		\$125,000.00
20762	California Certified Employee Training Program [CETP] 2016	Western PERC	CA	\$12,500.00		\$12,500.00
20763	California Propane Emergency Response/HazMat Training 2016	Western PERC	CA	\$141,225.00		\$141,225.00
20764	California Training and Safety Ed. Consultant 2016	Western PERC	CA	\$91,800.00		\$91,800.00
20765	World Ag Expo 2016	Western PERC	CA	\$15,000.00		\$15,000.00
20766	California Irrigation Engine Incentive Program 2016	Western PERC	CA	\$25,000.00	\$25,000.00	\$50,000.00
20767	California Low-Emission Equipment Rebate 2016	Western PERC	CA	\$20,000.00		\$20,000.00
20769	California Propane Road Shows 2016	Western PERC	CA	\$2,500.00	\$2,500.00	\$5,000.00
20770	Western Propane Gas Association Fire Training 2016	Western PERC	CA	\$7,500.00	\$7,500.00	\$15,000.00
20771	California Propane Forklift Safety Incentive Program 2016	Western PERC	CA	\$25,000.00		\$25,000.00
20772	California Safe Installation of Appliance Rebates 2016	Western PERC	CA	\$15,000.00	\$15,000.00	\$30,000.00
20773	California Propane Vehicle/Mower Demonstration Program 2016	Western PERC	CA	\$7,500.00	\$7,500.00	\$15,000.00
20775	California LIHEAP Consumer Safety Education Program 2016	Western PERC	CA	\$500.00	\$500.00	\$1,000.00
20791	Safety Spots on Miss State, Ole Miss, Miss Southern baseball	Mississippi Propane Education and Research Council	MS	\$28,750.00		\$28,750.00
20792	State Wide Advertising Campaign	Mississippi Propane Education and Research Council	MS	\$107,000.00	\$23,000.00	\$130,000.00
20793	2016 Poultry Progress Day Partnership	Pennsylvania Propane Foundation	PA	\$1,650.00		\$1,650.00
20795	2016 Emergency Response	Wisconsin PERC	WI	\$13,000.00	\$13,000.00	\$26,000.00
20799	Reimbursement for 2015 Leadership Summit	Louisiana Propane Gas Foundation	LA	\$1,049.04		\$1,049.04
20800	Propane Safety and Training 2016 - DE	Mid-Atlantic PREF	DE	\$29,226.00		\$29,226.00
20802	External Professional Training Partnership 2016 - MD	Mid-Atlantic PREF	MD	\$10,682.50	\$10,682.50	\$21,365.00
20803	Consumer Safety Messaging 2016 - DE	Mid-Atlantic PREF	DE	\$6,450.00	\$6,450.00	\$12,900.00
20804	Consumer Safety Messaging 2016 - MD	Mid-Atlantic PREF	MD	\$15,050.00	\$15,050.00	\$30,100.00
20805	Engine Fuel Road Shows 2016 - DE	Mid-Atlantic PREF	DE	\$2,100.00	\$2,100.00	\$4,200.00
20806	Engine Fuel Road Shows 2016 - MD	Mid-Atlantic PREF	MD	\$2,100.00	\$2,100.00	\$4,200.00
20807	Commercial Mower Data Collection Program 2016 - DE	Mid-Atlantic PREF	DE	\$3,000.00	\$3,000.00	\$6,000.00
20808	Commercial Mower Data Collection Program 2016 - MD	Mid-Atlantic PREF	MD	\$10,000.00	\$4,000.00	\$14,000.00
20809	Reimbursement of 2015 Pre Audit Fees	Iowa PERC	IA	\$1,100.00		\$1,100.00
20810	2016 Somerset County Emergency Training	Pennsylvania Propane Foundation	PA	\$1,650.00		\$1,650.00
20812	2016 PA Plumbing Heating Cooling Contractors [PA PHCC] Partnership	Pennsylvania Propane Foundation	PA	\$4,800.00		\$4,800.00
20814	NJPGA Partnership with NJ Clean Cities Coalition 2016	New Jersey Propane Education and Research Foundation	NJ	\$1,250.00	\$1,250.00	\$2,500.00
20816	CETP Classroom Training 2016	South Dakota Propane Education and Research Council Foundation	SD	\$85,000.00		\$85,000.00
20818	Consumer Awareness - Special Olympics Polar Plunge - 2016	Wisconsin PERC	WI	\$10,000.00		\$10,000.00
20819	Propane Training 2016	West Virginia Propane Research and Education Foundation	WV	\$40,000.00		\$40,000.00
20820	2016 WiPERC Safety and Training	Wisconsin PERC	WI	\$225,900.00		\$225,900.00
20821	Leadership Summit #12- Nov 2015- Reimbursement	Ohio PERC	OH	\$1,127.17		\$1,127.17
20822	Mower & Vehicle Data Collection and Technology Demonstration	Propane Council of Texas	TX	\$93,667.00	\$93,667.00	\$187,334.00
20823	Midwest Convention Expense Reimbursement 2015	Ohio PERC	OH	\$490.39		\$490.39
20824	Consumer Safety Radio Advertising	Louisiana Propane Gas Foundation	LA	\$12,399.00	\$12,399.00	\$24,798.00
20825	2016 Workforce Recruitment/Retention Program	Western PERC	CA	\$10,000.00		\$10,000.00
20829	2016 Newsletter	Iowa PERC	IA	\$15,000.00		\$15,000.00

2016 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
20830	2016 District Meetings	Iowa PERC	IA	\$25,000.00		\$25,000.00
20831	2016 CETP and Safety Refresher Classes	Iowa PERC	IA	\$140,000.00		\$140,000.00
20833	2016 Propane Piping Classes	Iowa PERC	IA	\$12,500.00	\$12,500.00	\$25,000.00
20837	2015 New York Marketing Campaign Rebate	New York PERC	NY	\$90,000.00		\$90,000.00
20838	Propane Safety Awareness Campaign - WBA Summer 2016	Wisconsin PERC	WI	\$15,000.00	\$15,000.00	\$30,000.00
20839	2016 Virginia Fire Training	Virginia PREF	VA	\$33,606.06	\$16,393.94	\$50,000.00
20840	2016 Colorado Fire Training	Colorado PERC	CO	\$28,266.88	\$27,733.12	\$56,000.00
20841	2016 Idaho Safe Appliance Installation Rebates	Interwest PERC	ID	\$21,028.00	\$18,972.00	\$40,000.00
20842	2016 Utah Safe Appliance Rebate Program	Interwest PERC	UT	\$15,295.00	\$14,705.00	\$30,000.00
20843	2016 New Mexico Safe Appliance Installation Program	Interwest PERC	NM	\$25,502.00	\$24,498.00	\$50,000.00
20845	2016 Indiana Safety and Training Program	Indiana Propane Gas Foundation	IN	\$198,952.00	\$66,048.00	\$265,000.00
20846	2016 Texas Propane Magazine	Propane Council of Texas	TX	\$13,756.44		\$13,756.44
20849	Engine Fuel Road Shows 2015 - MD [Reimbursement Request]	Mid-Atlantic PREF	MD	\$1,601.00		\$1,601.00
20850	Engine Fuel Road Shows 2015 - DE [Reimbursement Request]	Mid-Atlantic PREF	DE	\$1,080.28		\$1,080.28
20852	CETP & Safety Training	North Dakota Propane Gas Foundation	ND	\$105,000.00		\$105,000.00
20853	2016 Training Site Costs	MNPEPSC	MN	\$150,000.00		\$150,000.00
20854	Leadership Summit	Georgia PERC	GA	\$879.32		\$879.32
20855	2016 Trainer Contract	MNPEPSC	MN	\$87,000.00		\$87,000.00
20856	2016 Wisconsin Regulator Replacement Rebate Program	Wisconsin PERC	WI	\$18,000.00		\$18,000.00
20857	Leadership Summit #12- Nov 2015 - Reimbursement	Ohio PERC	OH	\$1,127.17		\$1,127.17
20858	2016 Nevada Safe Appliance Installation Program	Interwest PERC	NV	\$29,413.00	\$11,837.00	\$41,250.00
20859	Missouri Safe Appliance Installation Program FY16	MO-PERC	MO	\$225,386.00	\$78,706.00	\$304,092.00
20860	Arkansas PGA 2016 Information Dissemination, Safety and Training Projects	Arkansas PERC	AR	\$77,000.00		\$77,000.00
20863	Safety Training Courses 2016	New Jersey Propane Education and Research Foundation	NJ	\$60,000.00		\$60,000.00
20864	2016 NJLM Autogas Ad	New Jersey Propane Education and Research Foundation	NJ	\$1,512.00		\$1,512.00
20865	NJPGA Booth at 2016 League of Municipalities Conference	New Jersey Propane Education and Research Foundation	NJ	\$10,000.00	\$10,000.00	\$20,000.00
20866	2015 Propane Appliance Safe Installation Rebate Program	Kentucky Propane Education and Research Council	KY	\$77,533.00	\$33,467.00	\$111,000.00
20867	Clean Fuels Ohio Autogas Partnership #2	Ohio PERC	OH	\$24,000.00	\$24,000.00	\$48,000.00
20868	Football Radio #21 bowl games- Consumer Safety Messaging	Ohio PERC	OH	\$2,875.00		\$2,875.00
20869	Ohio News Network Radio Safety #4	Ohio PERC	OH	\$46,287.50	\$46,287.50	\$92,575.00
20870	Emergency Responder Education Program #8	Ohio PERC	OH	\$11,948.00	\$9,652.00	\$21,600.00
20872	Football Radio #22 - Consumer Safety Messaging	Ohio PERC	OH	\$47,380.00		\$47,380.00
20873	Reimbursement Request - Form 990 Prep Fees	Pennsylvania Propane Foundation	PA	\$715.00		\$715.00
20874	2015/2016 Safe Installations of Propane Appliances Program	Georgia PERC	GA	\$35,000.00	\$35,000.00	\$70,000.00
20875	Sunbelt Ag Expo 2016	Georgia PERC	GA	\$10,700.00		\$10,700.00
20879	Safe Installations of Appliances Program Phase 4	Kansas PERC	KS	\$32,548.00	\$32,548.00	\$65,096.00
20880	2016 Michigan Propane Safety & Training Programs	MI-PERC	MI	\$391,969.00	\$66,600.00	\$458,569.00
20885	2017 Consumer Safety Tip & Recipe Calendar	Propane Council of Texas	TX	\$50,293.49		\$50,293.49
20886	Propane Builder Outreach	Propane Council of Texas	TX	\$2,360.00		\$2,360.00
20889	2016 Multi-Media Safety and Training Communications	Pennsylvania Propane Foundation	PA	\$22,000.00		\$22,000.00
20891	Certified Employee Training Program - 2016	Kentucky Propane Education and Research Council	KY	\$47,000.00		\$47,000.00

2016 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
20892	2015 National PERC Leadership Summit	Kentucky Propane Education and Research Council	KY	\$855.74		\$855.74
20894	2016 Duty to Warn Project	Propane Council of Texas	TX	\$68,440.67		\$68,440.67
20895	Propane Customer Newsletter	Propane Council of Texas	TX	\$36,882.55		\$36,882.55
20897	2016 Colorado Employee Training Program	Colorado PERC	CO	\$49,300.00		\$49,300.00
20900	2016 - 2017 Colorado Safe Appliance Installation Rebates	Colorado PERC	CO	\$26,000.00	\$26,000.00	\$52,000.00
20901	2016 Energy Outreach Colorado	Colorado PERC	CO	\$25,500.00		\$25,500.00
20902	Reimbursement Request - 2016 D&O Liability Insurance	Pennsylvania Propane Foundation	PA	\$1,839.00		\$1,839.00
20908	2015 Colorado Employee Training Program - additional expenses	Colorado PERC	CO	\$7,983.19		\$7,983.19
20910	2016 PA Manufactured Housing Association Partnership	Pennsylvania Propane Foundation	PA	\$11,000.00		\$11,000.00
20911	2015 Virginia Safety and Training	Virginia PREF	VA	\$111,993.50		\$111,993.50
20912	2016 Virginia External Safety, Training and Education	Virginia PREF	VA	\$18,577.60	\$18,577.60	\$37,155.20
20916	2016 Iowa Duty to Warn Project	Iowa PERC	IA	\$5,000.00	\$5,000.00	\$10,000.00
20917	Balloon Festival Sponsor #4	Ohio PERC	OH	\$12,650.00		\$12,650.00
20919	2016 Propane Emergencies Training	Propane Council of Texas	TX	\$17,526.01		\$17,526.01
20920	2016 Southeastern Propane Expo Reimbursement	Mid-Atlantic PREF	MD	\$1,262.84		\$1,262.84
20921	2016 Training	Tennessee Propane Education and Research Council	TN	\$40,000.00		\$40,000.00
20922	2016 Marketing Program	Tennessee Propane Education and Research Council	TN	\$25,000.00	\$25,000.00	\$50,000.00
20923	2016 Southeast Propane Expo Reimbursement	Pennsylvania Propane Foundation	PA	\$2,090.93		\$2,090.93
20924	Southeastern Convention 2016 Reimbursement	Propane Education Foundation of Florida	FL	\$879.43		\$879.43
20925	Southeastern Convention 2016 Reimbursement	Iowa PERC	IA	\$1,433.00		\$1,433.00
20929	Safety Training for Georgia Propane Industry Workers	Georgia PERC	GA	\$55,000.00		\$55,000.00
20932	CETP Classroom Training Spring 2016	Louisiana Propane Gas Foundation	LA	\$17,094.74		\$17,094.74
20933	2016 EF Laudenslager, Inc. Emergency Training	Pennsylvania Propane Foundation	PA	\$1,375.00		\$1,375.00
20935	2016 MN Demonstration Vehicle Data Collection	MNPEPSC	MN	\$36,842.00	\$36,842.00	\$73,684.00
20936	2016 Training Program	Pennsylvania Propane Foundation	PA	\$83,500.00		\$83,500.00
20937	2016 Radio PSAs with Penn State Sports Properties	Pennsylvania Propane Foundation	PA	\$75,718.00	\$46,173.00	\$121,891.00
20938	2016 Radio PSAs with Radio PA/Benchmarking Strategic Partners, Inc.	Pennsylvania Propane Foundation	PA	\$69,950.00	\$45,000.00	\$114,950.00
20942	Reimbursement of 2015 Audit Fees	Iowa PERC	IA	\$2,290.00		\$2,290.00
20943	2016 Southeast Propane Expo Reimbursement	North Dakota Propane Gas Foundation	ND	\$2,806.59		\$2,806.59
20944	2016 Nebraska Irrigation Engine Incentive Program	Nebraska PERC	NE	\$59,625.00	\$30,375.00	\$90,000.00
20945	2016 CETP Rebate Program	New England Propane Foundation	New England	\$75,000.00		\$75,000.00
20946	Autogas Promotion Project 2016	New England Propane Foundation	New England	\$3,500.00		\$3,500.00
20947	2016 Outdoor Living Promotion	New England Propane Foundation	New England	\$5,000.00		\$5,000.00
20948	Filing of IRS Tax Form 990 Year End 2015	North Dakota Propane Gas Foundation	ND	\$995.00		\$995.00
20949	2016 Historical Records and Safety Literature Storage	South Carolina PERC	SC	\$1,636.00		\$1,636.00
20950	2016 Duty to Warn Notification	South Carolina PERC	SC	\$4,000.00	\$4,000.00	\$8,000.00
20951	2016 Publication of SCPGA News Magazine	South Carolina PERC	SC	\$24,101.00		\$24,101.00
20952	Training Seminars at 2016 SCPGA / GPGA Convention	South Carolina PERC	SC	\$5,500.00		\$5,500.00
20953	2016 CETP and Safety Training	South Carolina PERC	SC	\$43,000.00		\$43,000.00

2016 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
20954	2016 Safe Transport & Handling Training	South Carolina PERC	SC	\$16,000.00		\$16,000.00
20955	2015-16 Colorado Autogas Project	Colorado PERC	CO	\$52,300.00		\$52,300.00
20956	2016 Virginia Propane On-Road Vehicle Purchase/Placement	Virginia PREF	VA	\$22,700.60	\$10,299.40	\$33,000.00
20957	2016 VAPGA Commercial Mower Data Collection	Virginia PREF	VA	\$19,250.00	\$19,250.00	\$38,500.00
20958	2016 Virginia Safe Appliance Rebate Program	Virginia PREF	VA	\$13,850.00	\$13,850.00	\$27,700.00
20960	2016 NYPGA CETP Classes	New York PERC	NY	\$125,400.00		\$125,400.00
20961	2016 Community College Scholarship Program - HVAC	New York PERC	NY	\$6,600.00	\$6,600.00	\$13,200.00
20962	2016 Community College Scholarship Program - Fire Sciences	New York PERC	NY	\$8,800.00	\$8,800.00	\$17,600.00
20963	2016 NYPGA CETP Rebate Program	New York PERC	NY	\$6,600.00		\$6,600.00
20964	2016 Emergency Response	New York PERC	NY	\$12,100.00	\$12,100.00	\$24,200.00
20965	2016 Statewide Safety Communications Campaign PR	New York PERC	NY	\$13,400.00		\$13,400.00
20966	2016 NYPGA Scholarship Program - Scholarship Public Relations Services	New York PERC	NY	\$4,450.00		\$4,450.00
20967	2016-2017 Vehicle Data Collection Program	New York PERC	NY	\$35,500.00	\$35,500.00	\$71,000.00
20968	Michigan Consumer Outreach Rebate	MI PERC	MI	\$36,500.00		\$36,500.00
20974	WPGA/WiPERC District Meetings 2016	Wisconsin PERC	WI	\$7,500.00		\$7,500.00
20979	Safe Appliance Installation Rebates 2016 - 2017	New England Propane Foundation	New England	\$187,765.00	\$187,765.00	\$375,530.00
20980	2016 VFEC Required Technical Training	New England Propane Foundation	New England	\$7,000.00		\$7,000.00
20985	Travel Reimbursement for PERC and Industry Meetings	North Carolina PERF	NC	\$1,148.73		\$1,148.73
20986	Propane Industry Economic Impact Survey	New Jersey Propane Education and Research Foundation	NJ	\$13,500.00		\$13,500.00
20990	2016 Safe Installation of Propane Appliances Program	Illinois PERC	IL	\$314,561.00	\$99,577.00	\$414,138.00
20992	Reimbursement of 2015 Audit Fees - 990	Iowa PERC	IA	\$507.50		\$507.50
20993	Travel Reimbursement for PERC and Industry Meetings	Iowa PERC	IA	\$1,333.77		\$1,333.77
20994	2016 Western Convention Reimbursement_California	Western PERC	CA	\$19,277.19		\$19,277.19
20996	2016/2017 Safe Installations of Water Heaters Program	Natural Resources Education Foundation	OK	\$189,348.00	\$30,652.00	\$220,000.00
20998	Southeastern Convention 2016 Reimbursement	Wisconsin PERC	WI	\$1,851.70		\$1,851.70
20999	2016 Safe Appliance Installation Program	MNPEPSC	MN	\$80,000.00	\$80,000.00	\$160,000.00
21000	2016 New York Propane Pull The Plug Water Heater Safe Installation Rebates	New York PERC	NY	\$66,418.00	\$32,582.00	\$99,000.00
21001	Training Seminars at 2016 SCPGA / GPGA Convention	Georgia PERC	GA	\$5,500.00		\$5,500.00
21003	Iowa Demonstration Vehicle Purchase & Data Collection	Iowa PERC	IA	\$30,050.00	\$30,050.00	\$60,100.00
21004	Safe Installations of Appliances Program - Phase 5	Kansas PERC	KS	\$19,871.00		\$19,871.00
21005	2016/2017 Florida Propane Irrigation Engine Rebate Program	Propane Education Foundation of Florida	FL	\$75,000.00		\$75,000.00
21008	Operating Expenses (Filing of IRS 990) - 2015 tax year	New Jersey Propane Education and Research Foundation	NJ	\$3,000.00		\$3,000.00
21009	2014 Virginia Safe Appliance Rebate Program - Additional Funds	Virginia PREF	VA	\$1,659.13		\$1,659.13
21010	2015 Virginia Consumer Safety Materials Project -- Additional Funds	Virginia PREF	VA	\$1,892.67		\$1,892.67
21011	2016 NH Fire Academy Improvements	New England Propane Foundation	New England	\$7,500.00		\$7,500.00
21012	2016 Virginia Safe Appliance Rebate Program -- Additional Funding	Virginia PREF	VA	\$35,000.00		\$35,000.00
21013	2016 Virginia Consumer Safety Materials Project	Virginia PREF	VA	\$20,000.00		\$20,000.00
21014	Safe Installation of Appliances Program	Propane Education Foundation of Alabama	AL	\$34,657.00	\$24,543.00	\$59,200.00
21015	2017 Safety & Training Program	Propane Education Foundation of Alabama	AL	\$47,000.00		\$47,000.00

2016 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
21016	2016 Propane Web Services - New England	New England Propane Foundation	New England	\$500.00		\$500.00
21017	2016 Propane Web Services - Indiana	Indiana Propane Gas Foundation	IN	\$500.00		\$500.00
21018	2016 Propane Web Services - Florida	Propane Education Foundation of Florida	FL	\$500.00		\$500.00
21019	2016 Propane Web Services - Iowa	Iowa PERC	IA	\$500.00		\$500.00
21020	2016 Propane Web Services - Wisconsin	Wisconsin PERC	WI	\$500.00		\$500.00
21021	2016 Propane Web Services - Tennessee	Tennessee Propane Education and Research Council	TN	\$500.00		\$500.00
21022	2016 Propane Web Services - Georgia	Georgia PERC	GA	\$500.00		\$500.00
21023	2016 Propane Web Services - Western	Western PERC	CA	\$500.00		\$500.00
21024	2016 Propane Web Services - Illinois	Illinois PERC	IL	\$500.00		\$500.00
21025	2016 Propane Web Services - New Jersey	New Jersey Propane Education and Research Foundation	NJ	\$500.00		\$500.00
21026	2016 Propane Web Services - Missouri	MO-PERC	MO	\$500.00		\$500.00
21027	2016 Propane Web Services - Arkansas	Arkansas PERC	AR	\$500.00		\$500.00
21028	2016 Propane Web Services - New York	New York PERC	NY	\$500.00		\$500.00
21029	2016 Propane Web Services - South Carolina	South Carolina PERC	SC	\$500.00		\$500.00
21030	2016 Propane Web Services - North Dakota	North Dakota Propane Gas Foundation	ND	\$500.00		\$500.00
21031	2016 Propane Web Services - Alabama	Propane Education Foundation of Alabama	AL	\$500.00		\$500.00
21032	2016 Propane Web Services - Colorado	Colorado PERC	CO	\$500.00		\$500.00
21033	2016 Propane Web Services - Virginia	Virginia PREF	VA	\$500.00		\$500.00
21034	2016 Propane Web Services - North Carolina	North Carolina PERF	NC	\$500.00		\$500.00
21045	Directors & Officers Insurance	New Jersey Propane Education and Research Foundation	NJ	\$1,236.35		\$1,236.35
21046	Travel Reimbursement for PERC and Industry Meetings	North Carolina PERF	NC	\$1,283.66		\$1,283.66
21047	2016/17 Training & Safety Package	North Carolina PERF	NC	\$138,820.00		\$138,820.00
21048	Safe Installations of Appliances 2016-2017 Program	North Carolina PERF	NC	\$112,929.00	\$107,071.00	\$220,000.00
21052	Filing of IRS Tax Form 990 Year End 2015	Propane Education Foundation of Alabama	AL	\$850.00		\$850.00
21054	Travel Reimbursement for PERC and Industry Meetings	Iowa PERC	IA	\$971.23		\$971.23
21055	Advanced Transportation Technology Center Training Funding	Pacific Propane Education and Research Foundation	OR	\$81,200.00		\$81,200.00
21057	WPERC Directors & Officers Insurance 2016-17	Western PERC	CA	\$1,714.00		\$1,714.00
21058	WPERC Filing of IRS Tax Form 990 - 2015	Western PERC	CA	\$3,850.00		\$3,850.00
21060	2016 Alaska Safety Training	Pacific Propane Education and Research Foundation	AK	\$48,000.00		\$48,000.00
21061	2016 Oregon CETP	Pacific Propane Education and Research Foundation	OR	\$13,500.00		\$13,500.00
21062	2016 Washington Safety Training	Pacific Propane Education and Research Foundation	WA	\$30,000.00		\$30,000.00
21063	2016 Hawaii Safety Training	Pacific Propane Education and Research Foundation	HI	\$11,500.00		\$11,500.00
21064	2016 Olympic Advertising	Louisiana Propane Gas Foundation	LA	\$26,968.50	\$13,125.00	\$40,093.50
21065	2016 Nevada Propane Dealers Association Employee Training Reimbursement	Nevada Propane Education and Research Foundation	NV	\$19,721.47		\$19,721.47
21066	2016/2017 Safe Installations of Residential Appliances Program	Propane Education Foundation of Florida	FL	\$252,243.00	\$47,757.00	\$300,000.00
21068	2016-17 Washington On-Road Vehicle Incentive Program	Pacific Propane Education and Research Foundation	WA	\$30,000.00	\$10,000.00	\$40,000.00

2016 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
21069	2016-17 Oregon On-Road Vehicle Incentive Program	Pacific Propane Education and Research Foundation	OR	\$21,000.00	\$9,000.00	\$30,000.00
21070	2016 Western Convention Reimbursement - Oregon	Pacific Propane Education and Research Foundation	OR	\$3,400.00		\$3,400.00
21072	OPERC CETP #19	Ohio PERC	OH	\$36,000.00		\$36,000.00
21073	Consumer Education Campaign- Badger Sports Properties 2016/2017	Wisconsin PERC	WI	\$21,000.00	\$21,000.00	\$42,000.00
21074	2016 Nevada Propane Dealers Association Educational Seminar Reimbursement	Nevada Propane Education and Research Foundation	NV	\$12,929.63		\$12,929.63
21076	2016 Oregon Safe Appliance Rebate Program	Pacific Propane Education and Research Foundation	OR	\$39,270.00	\$8,730.00	\$48,000.00
21077	2016-17 Oregon Fugitive Emission Reduction Program	Pacific Propane Education and Research Foundation	OR	\$58,000.00		\$58,000.00
21078	2016-17 Oregon Propane Fueled Equipment Incentive Program	Pacific Propane Education and Research Foundation	OR	\$33,200.00		\$33,200.00
21079	2016-17 Hawaii Fire Training	Pacific Propane Education and Research Foundation	HI	\$21,500.00	\$4,000.00	\$25,500.00
21080	2017 PGANE Technical Training Funding	New England Propane Foundation	New England	\$25,000.00		\$25,000.00
21081	2017 Foundation Administration	New England Propane Foundation	New England	\$25,000.00		\$25,000.00
21082	2017 Consumer Safety Public Relations Program	New England Propane Foundation	New England	\$16,000.00		\$16,000.00
21083	2017 Travel Reimbursement for PERC and Industry Meetings	New England Propane Foundation	New England	\$5,000.00		\$5,000.00
21084	2017 PGANE Emergency Response Projects	New England Propane Foundation	New England	\$30,000.00		\$30,000.00
21085	2017 CETP Rebate Program	New England Propane Foundation	New England	\$75,000.00		\$75,000.00
21086	2016-17 Hawaii On-Road Vehicle Incentive Program	Pacific Propane Education and Research Foundation	HI	\$15,000.00	\$2,000.00	\$17,000.00
21087	2016-17 Hawaii Safe Appliance Rebate Program	Pacific Propane Education and Research Foundation	HI	\$21,000.00	\$2,000.00	\$23,000.00
21088	2016-17 Washington Safe Appliance Rebate Program	Pacific Propane Education and Research Foundation	WA	\$26,000.00	\$9,000.00	\$35,000.00
21089	2016-17 Washington Fugitive Emission Reduction Program	Pacific Propane Education and Research Foundation	WA	\$25,000.00		\$25,000.00
21091	PGANE Consumer Education Campaign	New England Propane Foundation	New England	\$285,000.00		\$285,000.00
21093	2016-17 Washington Propane Fueled Equipment Incentive Program	Pacific Propane Education and Research Foundation	WA	\$33,200.00		\$33,200.00
21095	California Training and Safety Ed. Consultant 2017	Western PERC	CA	\$91,800.00		\$91,800.00
21096	California Propane Emergency Response/HazMat Training 2017	Western PERC	CA	\$141,225.00		\$141,225.00
21097	California Certified Employee Training Program [CETP] 2017	Western PERC	CA	\$12,500.00		\$12,500.00
21098	World Ag Expo 2017	Western PERC	CA	\$7,500.00	\$7,500.00	\$15,000.00
21099	California Low-Emission Equipment Rebate 2017	Western PERC	CA	\$15,000.00		\$15,000.00
21100	California LIHEAP Consumer Safety Education Program 2017	Western PERC	CA	\$500.00	\$500.00	\$1,000.00
21101	California Propane Shows 2017	Western PERC	CA	\$2,500.00	\$2,500.00	\$5,000.00
21105	NC Consumer Safety Education Project/Duty to Warn	North Carolina PERF	NC	\$35,000.00		\$35,000.00
21106	MPGA 2016-2016 Dealer Rebate Program	Mississippi Propane Education and Research Council	MS	\$102,164.00	\$31,986.00	\$133,250.00
21107	Safe Installations of Appliances Program-Phase 6	Kansas PERC	KS	\$60,000.00		\$60,000.00
Total			228	\$8,085,622.90	\$1,892,451.06	\$9,978,073.96

STATEMENTS OF FINANCIAL POSITION

December 31	2013	2014	2015	2016
ASSETS				
CURRENT ASSETS				
Cash & Cash Equivalents	\$999,738	\$2,113,792	\$2,614,909	\$504,530
Accounts Receivable	\$18,508	\$32,727	\$89,505	\$302,894
Investments, Current Portion	\$16,893,597	\$9,904,085	\$7,490,420	\$2,612,386
Assessments Receivable	\$5,222,000	\$4,715,000	\$3,673,100	\$5,583,000
Inventory, Net	\$574,273	\$528,520	\$638,865	\$1,175,612
Prepaid Expenses	\$364,191	\$192,934	\$422,398	\$594,068
TOTAL CURRENT ASSETS	\$24,072,307	\$17,487,058	\$14,929,197	\$10,772,490
PROPERTY & EQUIPMENT				
Office Equipment	\$34,696	\$36,476	\$68,426	\$71,801
Office Furniture	\$180,436	\$180,436	\$183,435	\$183,435
Computer Hardware & Software	\$4,317,504	\$4,583,015	\$4,467,585	\$4,621,684
Leasehold Improvements	\$321,912	\$321,912	\$327,162	\$351,422
Less: Accumulated Depreciation	[\$4,102,566]	[\$4,507,310]	[\$4,496,130]	[\$4,731,488]
TOTAL PROPERTY & EQUIPMENT, NET	\$751,982	\$614,529	\$550,478	\$496,854
OTHER ASSETS				
Other	\$282,405	\$345,277	\$363,654	\$418,143
Investments, Net of Current Portion	\$15,531,342	\$18,714,230	\$18,401,841	\$12,394,592
TOTAL OTHER ASSETS	\$15,813,747	\$19,059,507	\$18,765,495	\$12,812,735
TOTAL ASSETS	\$40,638,036	\$37,161,094	\$34,245,170	\$24,082,079

December 31	2013	2014	2015	2016
LIABILITIES & NET ASSETS				
CURRENT LIABILITIES				
Accrued Expenses	\$2,551,807	\$3,779,401	\$6,975,215	\$4,065,648
State Rebate Obligation	\$9,184,076	\$9,872,794	\$9,322,001	\$9,920,831
TOTAL CURRENT LIABILITIES	\$11,735,883	\$13,652,195	\$16,297,216	\$13,986,479
Deferred Rent	\$121,914	\$61,281	\$285,078	\$306,142
TOTAL LIABILITIES	\$11,857,797	\$13,713,476	\$16,582,294	\$14,292,621
NET ASSETS				
Undesignated	\$8,471,573	\$5,930,961	\$7,592,232	\$1,297,931
Designated	\$20,308,666	\$17,516,657	\$10,070,644	\$8,491,527
TOTAL NET ASSETS	\$28,780,239	\$23,447,618	\$17,662,876	\$9,789,458
TOTAL LIABILITIES & NET ASSETS	\$40,638,036	\$37,161,094	\$34,245,170	\$24,082,079

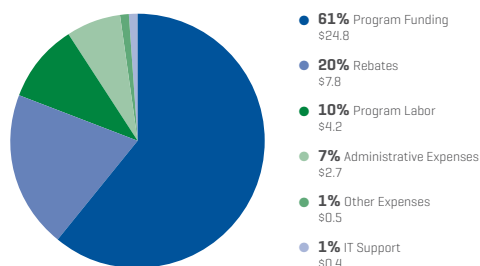
The Propane Education & Research Council's (PERC) 2012, 2013 and 2014 financial statements were audited and found in conformance with generally accepted accounting principles (GAAP) and an unqualified opinion was issued by Aronson LLC, of Rockville, Md. To request a copy of this report, contact PERC in writing at 1140 Connecticut Ave. NW, Suite 1075, Washington, DC 20036.

STATEMENTS OF ACTIVITIES & CHANGES IN NET ASSETS

Years ended December 31	2013	2014	2015	2016
REVENUE				
Assessment Revenue	\$36,365,175	\$37,236,466	\$33,270,666	\$33,706,918
Less: State Rebates	[\$7,273,032]	[\$7,447,291]	[\$6,654,136]	[\$6,741,387]
Net Assessment Revenue	\$29,092,143	\$29,789,175	\$26,616,530	\$26,965,531
Investment Income	\$257,080	\$305,286	\$230,282	\$255,611
Fulfillment Sales	\$1,413,364	\$1,581,606	\$1,615,896	\$1,284,135
Less: Costs of Goods Sold	[\$1,323,429]	[\$1,581,707]	\$1,615,896	\$1,284,135
Net Fulfillment Income (Cost)	\$89,935	[\$101]	[\$0]	[\$0]
TOTAL REVENUE	\$29,439,158	\$30,094,360	\$26,846,812	\$27,221,142
EXPENSES				
PROGRAMS				
Residential & Commercial	\$4,218,815	\$3,717,038	\$5,122,394	\$3,657,605
Safety & Training	\$2,013,845	\$7,890,499	\$2,379,703	\$2,109,508
Consumer Education			\$99,381	\$10,828,482
Research & Development	\$1,743,734	\$3,081,990	\$2,040,360	\$764,844
Engine Fuel	\$7,742,718	\$7,502,218	\$9,437,323	\$5,960,242
Industry	\$5,937,452	\$6,984,350	\$8,211,318	\$6,409,996
Agriculture	\$2,170,202	\$3,322,752	\$2,395,203	\$2,410,859
TOTAL PROGRAM EXPENSES	\$23,826,766	\$32,498,847	\$29,685,682	\$32,141,536
GENERAL & ADMINISTRATIVE				
Administrative Costs	\$2,390,210	\$2,402,333	\$2,560,325	\$2,612,512
Collection Costs	\$138,798	\$121,057	\$96,664	\$78,000
Depreciation	\$651,491	\$404,744	\$288,883	\$262,512
TOTAL GENERAL & ADMINISTRATIVE EXPENSES	\$3,180,499	\$2,928,134	\$2,945,872	\$2,953,024
TOTAL EXPENSES	\$27,007,265	\$35,426,981	\$32,631,554	\$35,094,560
Changes in Net Assets	\$2,431,893	[\$5,332,621]	[\$5,784,742]	[\$7,873,418]
NET ASSETS AT BEGINNING OF YEAR	\$26,348,346	\$28,780,239	\$23,447,618	\$17,662,876
NET ASSETS AT END OF YEAR	\$28,780,239	\$23,447,618	\$17,662,876	\$9,789,458

2017 OPERATING EXPENDITURE BUDGET

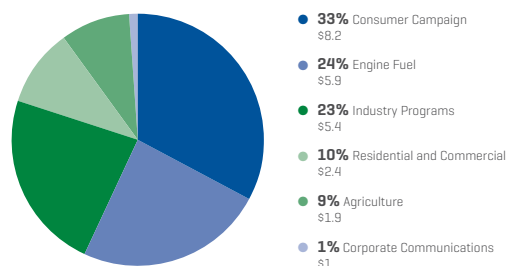
(\$ IN MILLIONS)



TOTAL \$40.5 MILLION

2017 BUDGETED OPERATING PROGRAMS

INITIATIVES (\$ IN MILLIONS)



TOTAL \$24.8 MILLION

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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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