

2014

ANNUAL REPORT



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LETTER FROM THE CHAIRWOMAN & THE PRESIDENT



As 2014 began, the eastern half of the United States was mired in the coldest, deepest winter in years. America, the world's leading producer and exporter of propane, had more than enough propane to meet its needs. But a spike in demand far from major storage centers created delivery challenges, especially for customers who waited until the last minute to order fuel. The nation's aging energy transportation infrastructure struggled to keep up with changes in production and demand. The propane industry worked with government agencies, pipeline operators, railroads, and others to make sure propane got where it needed to go.

Through it all, the men and women of the nation's 3,500 or so propane companies steered their delivery trucks along icy roads and pulled heavy hoses through deep snow to make sure their customers had the fuel they needed for heat, hot water, and cooking. A telephone survey in the midst of the crisis found that propane customers nationwide, even those who had experienced delivery delays or temporary price increases, nevertheless continued to give their propane providers high marks for service.

When spring arrived, the industry set about increasing storage capacity to reduce the chances of another winter

like the one that had just ended. At the Propane Education & Research Council (PERC), we began developing a public safety program designed to encourage Americans to prepare for winter and avoid the risks associated with running out of propane. We launched a \$5.5 million consumer safety preparedness campaign in early September. Television commercials invited homeowners and agribusiness operators, among others, to **propanecomfort.com**. On the site, propane customers could take a quiz to determine whether they were prepared for winter. They could also review energy efficiency tips designed to help them get the most out of their propane systems.

The campaign had a positive effect. According to before-and-after surveys, the percentage of propane users who said they had initiated a conversation with a propane supplier about winter supply jumped to 70 percent after the campaign from 48 percent before the campaign. And 15 percent of propane users who got in touch with a propane supplier to make plans for winter said they initiated the contact because they saw advertising that encouraged them to get prepared for winter.

We also continued in 2014 to make investments in new technology designed to even out seasonal fluctuations in demand for propane, with new vehicles, irrigation engines, mowers, and other products boosting propane demand in warmer months. In March, UPS, operator of one of the nation's largest fleets, announced that it was buying 1,000 trucks that run on propane autogas, making it the company's leading alternative fuel. PERC helped make the deal possible. We had co-funded the pilot project that proved to UPS that propane autogas was a good fit. And development of the engine, the fuel platform, and the chassis were made possible through PERC's investment in a joint partnership with UPS, CleanFuel USA, Freightliner Custom Chassis Corp, and Powertrain Integration.

But that isn't the whole PERC story for 2014 by any means. To learn more, read on.

THANK YOU FOR YOUR SUPPORT.



PAULA WILSON
AmeriGas
Chairwoman



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

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Deputy Director, Operations

JEREMY WISHART

Senior Programs Manager



The research and development of propane-powered equipment is a core part of PERC's ongoing mission, and 2014 brought major success. For instance, the S2G propane-fueled bobtail, the product of a PERC partnership of Freightliner Custom Chassis Corp., Powertrain Integration, and CleanFuel USA, entered production.

And there was more good news about the Freightliner Propane Chassis Program: On March 5, UPS announced that it had ordered 1,000 package delivery trucks built on that chassis. It was a \$68 million vote of confidence in propane autogas technology. PERC continued making contributions to the program, agreeing to invest in propane autogas refueling infrastructure, featuring new easy-to-use nozzles, in the three states where the trucks would be deployed.

In 2014, PERC released video interviews with leading U.S. equipment manufacturers highlighting their investment in developing and commercializing new propane technologies.

The online video series, *Clean American Innovation*, goes behind the scenes at manufacturing facilities across the country to capture footage of cutting-edge propane technologies in production. Companies featured in the series include Freightliner Custom Chassis Corp., Generac, Kohler Engines and Power Systems, Marathon, Origin Engines, Power Solutions International, and Roush CleanTech. The videos also include testimonials on why clean, American propane is a strong business investment.

"These world-class companies continue to build and commercialize new equipment that runs on propane for good reason: Propane is a smart investment. It's clean, economical, and it performs," said Roy Willis, PERC president and CEO. "On top of that, these companies stand behind propane because it's an American-made fuel that supports American jobs and our domestic energy independence."

Propane has proven to be a reliable fuel for U.S. manufacturing companies looking to meet increasing demand for powerful, proven products that can reduce

both emissions and operating costs for customers. Technologies from these manufacturers benefit a variety of industry segments including agriculture, residential and commercial, on-road fleets, off-road, commercial landscaping, and industrial.

The *Clean American Innovation* video series is available now on propane.com.

Contractors and equipment manufacturers have made propane the landscape industry's leading alternative fuel because of its proven performance and environmental benefits.

As 2014 drew to a close, eight renowned U.S. golf courses were selected to test alternative fuel turf equipment through an inaugural research program with the Propane Education & Research Council. The 12-month demonstration program leased propane-powered turf equipment to participating courses chosen for their commitment to environmental practices, including: Stone Mountain Golf Club, Stone Mountain, Ga.; Fernandina Beach Golf Club, Fernandina Beach, Fla.; and Marriott Desert Springs, Palm Desert, Calif.

Starting in October 2014, each course got four pieces of propane-powered equipment from R&R Products, among the first to manufacture and commercialize propane-powered turf equipment for the golf industry. The courses will record and report performance data, such as fuel savings, to PERC throughout the trial period. Data from the program will inform future R&D and commercialization efforts as the propane industry looks to expand the use of clean, cost-effective propane to new turf maintenance sectors.

SAFETY

CONSUMER SAFETY IN 2014

5,450 OF **139**
CONSUMER SAFETY ORDERS/DOWNLOADS DIFFERENT PRODUCTS

PLUS
14 NEW
PRODUCT ADDITIONS
IN 2014

A top priority of the Propane Education & Research Council is making sure that propane companies have resources that teach customers how to use propane safely.

Summertime ushered in a new safety campaign from the Council. The Grilling for Heroes initiative included safe grilling content that marketers and state associations could share with propane customers. The campaign featured an online safe grilling video starring Food Network host and military veteran, Sunny Anderson. As part of the campaign, PERC asked Americans to submit their favorite propane grilling recipes and a story about what the military means to them. The recipes and stories will go into a digital cookbook, with proceeds from downloads of the cookbook going to the military charity Hope for the Warriors.

As summer grilling season heated up, marketers taught customers about propane safety with a free interactive module available on the Propane MaRC. Marketers could personalize this and other modules with their logo, company contact information, opening and closing message, and custom links, by visiting PERC's Consumer e-Learning Custom Module Center. Marketers could then use the

personalized modules on their website, at trade shows, or as a way for customers to earn rewards upon completion.

In 2015, the Council also introduced new radio safety spots available for download from the Propane MaRC. These spots focus on seasonal safety topics, including safely relighting a grill whose flame has gone out. Marketers have the option to download the audio files to play on local radio stations that will reach customers. Each radio safety spot is available in both a 30-second version and a customizable 30-second version with a 10-second space for marketers to add a custom message.

The Council recognized that many customers were looking into owning their tank as an investment. In response, the Council created new collateral that spells out to customers the legal and safety responsibilities that come with tank ownership. The material addresses either aboveground or underground tank ownership, and is available on the Propane MaRC.

The Council recognized that stockpiling propane at consumer locations before cold weather arrives can improve public safety and help consumers avoid the risks associated with running out of fuel. The Consumer Safety Preparedness Campaign supported marketers' efforts in talking to customers in three ways. First, the campaign reassured contract customers that they have made a wise energy decision. Secondly, it spurred will-call customers to fill up sooner, and to consider signing a delivery agreement. Finally, the campaign presented propane in a positive light to current and prospective residential users.

To support marketers' conversations with customers, the Council created a wide range of customizable campaign materials that emphasize the importance of planning ahead. The materials include a print advertisement, a radio advertisement, a brochure, a mail insert, and an email attachment, and they are all available for download from the Propane MaRC. Beginning in September, TV and online ads ran in some of the areas hit hardest by the polar vortex in 2013. The advertisements directed consumers to propanecomfort.com for more information.





The Council's commitment to workforce training remains steadfast. PERC also supports marketers striving to educate homeowners about safety with useful resources.

The weekly PERC Safety Minute videos, featuring the Vice President of Safety and Training, Stuart Flatow, encourage marketers to “take a minute out for safety.” The Council understands that marketers are busy, with a lot on their plates. These one-minute videos about safety and training topics are intended to reinforce training, start conversations, and keep everyone focused on the next task at hand.

Marketer Technology and Sales Training [MTST] sessions introduce marketers to new applications of propane in markets ripe with potential for growth. Go to propanecouncil.org to learn how marketing tips and strategies are valuable business-building tools, and why marketers should sign up for a free class.

To support marketers educating homeowners about the impacts of storms, flooding, and power outages, PERC created educational materials about backup power. Whole-house resiliency strategies that include a propane backup generator can protect homeowners during a grid outage.

In March, the Council worked with the Arizona Propane Gas Association to sponsor an Industry Responders' Conference at the Tucson Public Safety Academy. The conference was free for qualified propane professionals, senior fire service and hazmat team trainers, heavy-duty towing and recovery personnel, and law enforcement officials. It was an opportunity for attendees to learn from the propane safety experts, who shared safety information and techniques, as well as their own experiences in this industry.

The updated transport operator program is available in a CD/DVD format and is designed to train employees who operate a propane transport. The program offers a 90-minute DVD, and the CD includes a

student handbook, comprehensive quizzes, a student self-assessment form, an instructor guide, and a PowerPoint presentation of the entire program for classroom instruction. The instructor guide includes suggestions for transport safety talks for group discussion. The updated program is no longer associated with the National Propane Gas Association CETP Certification.

PERC has created collateral that spells out to customers the legal and safety responsibilities that come with tank ownership. The material addresses either aboveground tank ownership or underground tank ownership, and is available on the Propane MaRC. A free one-page, double-sided flyer can be downloaded and posted to a website, or printed and shared.

The new spring 2014 issue of the Propane Marketer Compliance Newsletter reports on the latest rules and regulations for propane water heaters, hazardous materials, and commercial driver's licenses. The newsletter is from the Propane Education & Research Council and the National Propane Gas Association and can be viewed at propanecouncil.org.

2014 PROPANE EDUCATION & RESEARCH COUNCIL FUND DISTRIBUTION



PERC places great value in its relationship with marketers and consumers as the industry works to ensure the safe and efficient use of propane, while growing the market for this American fuel.

PERC's sweet new suite of cost calculator tools help customers in three of the industry's fastest-growing markets: agriculture, off-road, and on-road. The calculators provide reliable estimates for potential fuel savings and return on investment (ROI) in comparing clean, American-made propane against conventional fuels like gasoline and diesel. The calculators are available at propane.com.

The environmental nonprofit group, Audubon International, has partnered with PERC in sponsoring the Audubon Cooperative Sanctuary Program (ACSP), an education and certification program designed to help businesses protect the environment while enhancing their bottom line.

Marketers seeking to sell more gallons to construction professionals and equipment rental companies may want to share details on two new items available through the PERC's Propane Heat and Power Incentive Program. Incentives from \$1,000 to \$8,500 are available toward the purchase of a propane-powered Kohler 125kVA mobile generator. A \$3,500 incentive is available on purchases of the MLT4000S solar hybrid light tower from Magnum Power Products. For a list of eligible equipment, specification sheets, program guidelines, and an application, go to BuildWithPropane.com/heatandpower.

In July, PERC launched the new propane.com. The website is designed to better promote propane-powered technologies and services in each of the five primary markets; its content draws from four of the Council's previous sites, and features the same popular resources and interactive tools (including the Propane Autogas Conversions database and information about propane incentive programs).

PERC began a renewed push to create new video content marketers can use with customers. The *Straight Talk* video series features inspiring testimonial interviews from propane users in all core markets. The *Clean American Technology* series was produced to highlight the latest developments in propane technology. Marketers can find the videos at propane.com.

At the direction of the PERC Advisory Committee's Market Outreach and Training Working Group, the Council began developing a new visual identity for propane. Industry members were invited to share their thoughts about some proposed logos by taking part in a short survey of marketers available online through June.

Marketers were encouraged to host All-American Propane Events as part of their sales strategy. The events are a great opportunity to connect with existing and prospective customers and let them see propane-powered farm equipment in action. PERC provides all the necessary support to create an exciting event, with options to tailor the event to showcase equipment such as irrigation engines, grain dryers, commercial mowers, and work trucks.

The Propane Energy Pod Builder Incentive Program provides a financial incentive of up to \$1,500 to qualifying and selected builders who construct Propane Energy Pod homes. In 2014 the program expanded and is now open to all builders. Previously, only companies building fewer than 75 homes annually could apply for consideration under the program's guidelines.

Landscape professionals had the chance to earn twice the incentive dollars through

PERC's Propane Mower Incentive Program. Until December 31, the \$1,000 incentive was \$2,000 for a new mower purchase, and contractors could earn \$1,000 instead of \$500 for an eligible mower conversion. In return, contractors provide PERC with feedback and performance data for one mowing season. The incentive was promoted through a "Double Your Money" promotion at GIE Expo during Oct. 22 (Dealer Day), 23, and 24 (all attendees) in Louisville, Kentucky.

At its summertime Council meeting, PERC received approval for several initiatives — including the Consumer Safety Preparedness Campaign — and named its new executive officers. In mid-September, the Consumer Safety Preparedness Campaign TV commercial hit the airwaves in 31 states to encourage consumers to prepare for a comfortable winter before cold weather arrives. They were driven to PropaneComfort.com to find some safety tips, along with the commercial and another video about how to make the most of propane in one's home. PERC created a dozen materials for free download, including both the free Consumer Safety Preparedness Campaign Guide and Campaign Bundle.

PERC's new Facebook page went live in 2014. Users were encouraged to post photos featuring the new brand: *PROPANE Clean American Energy™* and like the new Facebook page. The new logo and brand identity is intended to strengthen propane's image and reinforce it as a clean, affordable, and American-made alternative to conventional fuels. The logo and guidelines are available for free here with other PERC-produced materials at propanecouncil.org/productcatalog.

LOOKING AHEAD



A year removed from the industry-wide challenges and lessons learned from the polar vortex and the logistical obstacles of the winter of 2013-2014, the outlook for the industry enjoyed some welcome optimism through strategic and technological advancements during the course of 2014.

What remains steadfast about the mission of the propane industry is our commitment to our partners and customers. Companies large and small, municipalities, farmers, fleet managers, and homeowners are sold on propane's competitive strengths — value, efficiency, and power. They appreciate that propane offers cleaner emissions than gasoline, diesel or electricity in many applications. The fact that virtually all of the propane consumed in the United States is made here helps seal the deal. We're proud to have nurtured our relationships with manufacturers of many types and sizes, and we look forward to developing more cooperative partnerships. They continue to provide strong foundations for the industry's success.

As we continue to weather the uncertainties of the climate, the market, and governmental policy, we remain sure of two things: there is vital energy in propane, and there is transformative power in information.

That's why we at the Propane Education & Research Council (PERC) have dedicated a great deal of energy in recent years to supporting the traditional markets for propane while becoming an incubator for great new products and ideas.

Though we are still limited by a government restriction on our efforts to talk with

consumers about the generic benefits of propane, PERC nevertheless continues to talk with consumers about safety. These included, but were not limited to, our Consumer Safety Preparedness campaign, the Grilling for Heroes campaign, and the Leave It to a Pro [anti-DIY] campaign.

We found these to be helpful initiatives despite the limitations of their scope and scale. Nevertheless, we expect our continued work with the National Propane Gas Association to help clarify our view going forward.

WHAT'S IN A NAME? BRAND OUTREACH FOR THE INDUSTRY.

Though 2014 overall was a year in which the Council enjoyed returns from several successful communications initiatives for consumer outreach, the one prospectively destined for the longest return on investment was the rebranding effort for *PROPANE Clean American Energy™*.

With the help of industry volunteers led by the Advisory Committee, over the summer PERC completed a research project on the ideal positioning for propane. The result was a new brand identity for propane, anchored by a new tagline: *PROPANE Clean American Energy™*.

Through the course of the initiative, PERC conducted extensive qualitative and

quantitative research to arrive at the new brand identity. The process included surveying residential users (current and prospective customers), landscape contractors, fleet managers, and propane marketers. Research participants evaluated a variety of new brand options, as well as the existing tagline, *PROPANE Exceptional Energy®*. Ultimately, the new concept performed significantly better among all audiences.

The new logo was designed to better showcase propane in many of the other industries where it's used every day.

Beyond the slogan *PROPANE Clean American Energy™*, a new propane brand mark underscored the theme. The clear winner in consumer testing was the new blue-and-red stylized eagle image positioned with the theme line.

The elements were extensively researched, and they resonated with consumers and our industry alike. This brand mark conveys strong messages that are important to homeowners, business leaders, farmers, and fleet managers.

We began translating the *PROPANE Clean American Energy™* idea into multimedia content communicated over TVs, computers, and mobile devices all across propane country. Clean energy is important to all consumers. A naturally low-carbon, nontoxic fuel, propane emits fewer emissions than most motor fuels and electricity in many parts of the country. Yet it delivers comparable or superior performance in all manner of engines and appliances. It's not a silver bullet; yet every bit helps, and using propane instead of other energy options will get the job done with less impact on our land, air, and water. That's the very definition of clean, efficient energy.

Propane is truly an American energy resource. The U.S. produces more of it than any nation on Earth. In its distinct way, propane is a valuable contributor to American energy independence.

2014 GRANTS

MISSION AREA	DOCKET#	TITLE	PARTNER	FUNDING AMOUNT
Off Road	18199	Propane Mower Incentive Program (2013)	Nexight Group LLC Swanson Russell	\$2,142,500
On Road	19135	Autogas Aftermarket Support Strategy		\$500,000
Propane Industry	19188	2014 Corporate Communications	Hiltzik Strategies Swanson Russell	\$2,300,000
On Road	19191	2014 Autogas Market Outreach	Swanson Russell The Sales Network	\$750,000
Agriculture	19192	2014 Agriculture Market Outreach	Swanson Russell	\$725,000
Propane Industry	19174	2014 Industry Outreach		\$290,000
Propane Industry	19185	2014 Partnership with States Program		\$1,800,000
Propane Industry	19199	2014 Marketer Technology and Sales Training	Sales Transformation Now	\$575,000
	19247	2014 Advisory Committee and Program Support		\$519,000
Propane Industry	19245	2014 Propane Market Research Initiative	ICF International	\$399,580
	19248	2013 API Survey and Report	American Petroleum Institute (API)	\$177,782
	19246	2014 Partnership Agreement Between PERC, GPA and NPGA	Gas Processors Association National Propane Gas Association	\$1,389,500
On Road	19348	Autogas Refueling Infrastructure Demonstration & Testing	United Postal Service	\$780,000
Propane Industry	20036	Cochin Pipeline Research	ICF International	\$110,000
Propane Industry	17257	Electronic Hand-Held Odorant Detector for Propane	Battelle Memorial Institute	\$385,000
Propane Industry	20004	Carbon Management Information Center Consortium 2014	Gas Technology Institute	\$50,000
Propane Industry	20075	Propane Industry Impact on U.S. and State Economies	ICF International	\$76,800
Commercial	15177	Polar Power Advanced Premium Genset	Polar Power Inc	\$215,000
Off Road	20086	CARB Certification Roadmap 2014	Dunlap Group	\$60,000
Propane Industry	19357	2014 Workforce Training Initiative	Dashe & Thomson	\$461,252
Propane Industry	20005	First Responder Training & Conferences	International Association of Fire Chiefs	\$326,229
Agriculture	20113	Development of an Agriculture Safety Program for the Propane Industry	Logica 3	\$0
Residential & Commercial	20159	Propane Energy Pod Incentive Program	Hanley Wood Swanson Russell	\$300,000
Residential & Commercial	20187	2014 Consumer Safety Preparedness Campaign	Swanson Russell	\$6,149,000
Off Road	20003	Off-Road Aftermarket Stimulation Strategy		\$210,000
Off Road	20006	Kohler Command PRO Propane EFI Engine	Kohler Co.	\$975,000
Propane Industry	20064	National Propane Fuel Survey Program	Southwest Research Institute	\$398,000
Propane Industry	20103	2015 CETP Help Desk Support	Dashe & Thomson	\$78,571
Residential & Commercial	20114	Performance Evaluation and Competitive Analysis of a Propane-Fired Tri-Generation System	Gas Technology Institute	\$153,023
Propane Industry	20105	Propane Emergency Scenarios Flash to HTML5 Conversion	Industrial Training Services	\$200,000
Off Road	20129	Propane Powered Golf & Turf Equipment Demonstration Program	R & R Products	\$929,976
Propane Industry	20286	Propane Inventory Trends Analysis	National Propane Gas Association	\$110,000
Propane Industry	20101	CETP NFPA 54 2015 Updates	Dashe & Thomson	\$464,126
Residential & Commercial	20102	Consumer Safety Education Modules Flash to HTML Conversion	Logica 3	\$118,460
Propane Industry	20125	CETP E-Learning Flash to HTML5 Conversion	Dashe & Thomson	\$403,019
Residential & Commercial	20196	2015 Residential & Commercial Market Outreach	Swanson Russell	\$3,000,000
Off Road	20199	2015 Off-Road Market Outreach	Swanson Russell	\$1,095,750
Agriculture	20242	High Intensity Radiant Brooder	Detroit Radiant Products	\$30,000
Agriculture	20243	Origin Engines 5.7 and 6.2L LPG Industrial Engines	Origin Engines	\$160,000
Residential & Commercial	20245	Residential & Commercial Gas Heat Pump Development - Phase 2	IntelliChoice Energy Marathon Engine Systems Southwest Gas Corp	\$465,000
On Road	20249	Department of Defense Autogas Program	National Center for Manufacturing Sciences, Office of the Deputy Assistant Secretary of Defense	\$200,000

2014 PRESIDENTIAL GRANTS

MISSION AREA	DOCKET#	TITLE	PARTNER	FUNDING AMOUNT
On Road	20267	GREET model and Low Carbon Fuel Standard Analysis	Western Propane Education & Research Council	\$50,000
Propane Industry	20389	New Booth Structure	Swanson Russell	\$98,000
Propane Industry	20415	PROPANE Clean American Energy™ Brand Rollout Support	Swanson Russell	\$97,528
Propane Industry	20046	2014 Industry-wide Communications Support	Strategic Communications	\$45,000

2014 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
19267	2013 Western Convention Reimbursement _Idaho	Interwest PERC	ID	\$1,146.29		\$1,146.29
19268	2013 Western Convention Reimbursement _Montana	Interwest PERC	MT	\$1,146.29		\$1,146.29
19269	2013 Western Convention Reimbursement _Utah	Interwest PERC	UT	\$1,146.29		\$1,146.29
19270	2013 Western Convention Reimbursement _Wyoming	Interwest PERC	WY	\$1,146.29		\$1,146.29
19272	2013 Western Convention Reimbursement _Washington	Interwest PERC	WA	\$3,350.70		\$3,350.70
19293	2013 Reimbursement Request - Form 990 Prep Fees	Pennsylvania Propane Foundation	PA	\$715.00		\$715.00
19294	2013 Radio PSAs with Penn State Sports Properties	Pennsylvania Propane Foundation	PA	\$47,624.50	\$47,624.50	\$95,249.00
19295	2013 Radio PSAs with Radio PA/Top Flight Media	Pennsylvania Propane Foundation	PA	\$34,591.50	\$34,158.50	\$68,750.00
19338	Michigan Propane Safety and Education Rebate 2013-14	MIPERC	MI	\$432,400.00	\$19,800.00	\$452,200.00
19346	2014 Texas Propane Magazine	Propane Council of Texas	TX	\$25,143.44		\$25,143.44
19349	2014 Colorado Fire Training	Colorado PERC	CO	\$8,891.82	\$8,891.82	\$17,783.64
19350	Reimbursement for 2013 Leadership Summit	Georgia PERC	GA	\$578.44		\$578.44
19353	2013 Nebraska Irrigation Engine Incentive Program	Nebraska PERC	NE	\$65,674.00	\$24,326.00	\$90,000.00
19354	2014 Virginia Safety External Training and Education	Virginia PREF	VA	\$40,528.28	\$13,931.72	\$54,460.00
19355	2014 AZ Safe Appliance Installation Program	Interwest PERC	AZ	\$27,024.00	\$22,976.00	\$50,000.00
19356	2014 New Mexico Safe Appliance Installation Program	Interwest PERC	NM	\$29,027.00	\$20,973.00	\$50,000.00
19358	Utah Demonstration Vehicle Data Collection	Interwest PERC	UT	\$53,506.00	\$16,253.00	\$69,759.00
19359	2014 Oregon Safe Appliance Installation Program	Interwest PERC	OR	\$25,968.00	\$24,032.00	\$50,000.00
19360	2014 Wyoming Safe Appliance Installation Program	Interwest PERC	WY	\$29,326.00	\$20,674.00	\$50,000.00
19361	2014 Montana Safe Appliance Rebate Program	Interwest PERC	MT	\$23,100.00	\$23,100.00	\$46,200.00
19362	2014 Montana Propane Emergencies Outreach	Interwest PERC	MT	\$12,425.00	\$12,325.00	\$24,750.00
19363	2014 Idaho Duty to Warn Project	Interwest PERC	ID	\$7,025.41	\$7,025.41	\$14,050.82
19364	2014 Idaho Safe Appliance Rebate Program	Interwest PERC	ID	\$14,817.41	\$13,782.59	\$28,600.00
19365	2014 Washington Safe Appliance Rebate Program	Interwest PERC	WA	\$66,570.00	\$63,430.00	\$130,000.00
20002	2014 Arizona Industry Responders Conference	Interwest PERC	AZ	\$35,850.00		\$35,850.00
20013	2014 Poultry Progress Day Partnership	Pennsylvania Propane Foundation	PA	\$2,750.00		\$2,750.00
20014	2014 Multi-Media Safety and Training Communications	Pennsylvania Propane Foundation	PA	\$19,800.00		\$19,800.00
20015	2014 PA Manufactured Housing Association Partnership	Pennsylvania Propane Foundation	PA	\$5,500.00	\$5,500.00	\$11,000.00
20017	2014 Community College Scholarship Program - HVAC Part 2	New York PERC	NY	\$15,324.00	\$15,324.00	\$30,648.00
20018	2014 NYPGA CETP Classes	New York PERC	NY	\$99,000.00		\$99,000.00
20019	2014 Statewide Safety Awareness and Training	New York PERC	NY	\$12,000.00		\$12,000.00
20020	2014 NYPGA Scholarship Program - Public Relations Services	New York PERC	NY	\$4,000.00		\$4,000.00
20021	2014 Vehicle Data Collection Program	New York PERC	NY	\$25,000.00	\$25,000.00	\$50,000.00
20022	2014 Emergency Response	New York PERC	NY	\$21,450.00	\$21,450.00	\$42,900.00
20024	2014 Tradeshows	Louisiana Propane Gas Foundation	LA	\$16,372.80		\$16,372.80
20025	2014 Trainer Contract	MNPEPSC	MN	\$79,000.00		\$79,000.00
20026	2014 Training Site Costs	MNPEPSC	MN	\$105,000.00		\$105,000.00
20027	Water Heater Installation Safety Incentive Program	MNPEPSC	MN	\$50,000.00	\$50,000.00	\$100,000.00
20028	Missouri Safe Appliance Installation Program FY14	MO-PERC	MO	\$212,574.94	\$72,715.00	\$285,289.94
20032	NJPGA Partnership with NJ Clean Cities Coalition 2014	New Jersey PERF	NJ	\$1,250.00	\$1,250.00	\$2,500.00
20033	Propane Training 2014	West Virginia PERF	WV	\$40,000.00		\$40,000.00
20037	California Safe Installation of Appliance Rebates 2014	Western PERC	CA	\$25,000.00	\$25,000.00	\$50,000.00

2014 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
20038	California Propane On-Road Vehicle Data Collection 2014	Western PERC	CA	\$25,000.00	\$25,000.00	\$50,000.00
20039	WPERC Filing of IRS Tax Form 990 - 2012	Western PERC	CA	\$3,450.00		\$3,450.00
20040	WPERC Directors & Officers Insurance for 2013	Western PERC	CA	\$1,571.50		\$1,571.50
20041	2013 CO Safe Appliance Installation Rebates - Supplemental Funding	Colorado PERC	CO	\$21,444.98		\$21,444.98
20042	Nevada Propane Dealers Assn Consumer Safety Material Project	Interwest PERC	NV	\$6,000.00	\$6,000.00	\$12,000.00
20043	2014 Propane Appliance Safe Installation Rebate Program	Kentucky PERC	KY	\$70,808.00	\$34,192.00	\$105,000.00
20044	Advanced Transportation Technology Center Training Funding	Interwest PERC	OR	\$180,000.00		\$180,000.00
20047	2014 Utah NFPA 58 Code and Handbook Set	Interwest PERC	UT	\$9,205.50		\$9,205.50
20048	2012 Colorado Employee Training Program - Supplemental Funding	Colorado PERC	CO	\$1,943.62		\$1,943.62
20049	2014 NYPGA CETP Rebate Program	New York PERC	NY	\$26,400.00		\$26,400.00
20050	Leadership Conference Nov 2013 - Reimbursement	South Carolina PERF	SC	\$1,639.13		\$1,639.13
20051	Propane Safety and Training 2014 - DE	Mid-Atlantic PREF	DE	\$36,295.00		\$36,295.00
20052	Propane Safety and Training 2014 - MD	Mid-Atlantic PREF	MD	\$73,705.00		\$73,705.00
20053	Consumer Safety Messaging 2014 - DE	Mid-Atlantic PREF	DE	\$7,000.00	\$7,000.00	\$14,000.00
20054	Consumer Safety Messaging 2014 - MD	Mid-Atlantic PREF	MD	\$13,500.00	\$13,500.00	\$27,000.00
20055	Commercial Mower Data Collection Program 2014 - DE	Mid-Atlantic PREF	DE	\$4,970.00	\$4,970.00	\$9,940.00
20056	Commercial Mower Data Collection Program 2014 - MD	Mid-Atlantic PREF	MD	\$7,530.00	\$7,530.00	\$15,060.00
20057	Engine Fuel Road Shows 2014 - DE	Mid-Atlantic PREF	DE	\$1,688.00	\$1,687.00	\$3,375.00
20058	Engine Fuel Road Shows 2014 - MD	Mid-Atlantic PREF	MD	\$6,574.00	\$51.00	\$6,625.00
20059	2012 Colorado CGA Pamphlets - Supplemental Funding	Colorado PERC	CO	\$1,504.42		\$1,504.42
20060	2014 Safe Installations of Propane Appliances Program	Georgia PERC	GA	\$50,000.00	\$50,000.00	\$100,000.00
20061	Safety Training for Georgia Propane Industry Workers	Georgia PERC	GA	\$45,250.00		\$45,250.00
20066	CETP & Safety Training	North Dakota Propane Gas Foundation	ND	\$79,308.00		\$79,308.00
20067	2014 Colorado Fire Training - Additional Funding	Colorado PERC	CO	\$16,108.18	\$16,108.18	\$32,216.36
20077	2014 Colorado Consumer Safety Materials Project	Colorado PERC	CO	\$14,000.00	\$14,000.00	\$28,000.00
20079	Directors & Officers Insurance	New Jersey PERF	NJ	\$1,174.25		\$1,174.25
20080	2014 New Mexico Training Classes	Interwest PERC	NM	\$108,805.00		\$108,805.00
20082	Safety Training Courses 2014	New Jersey PERF	NJ	\$46,000.00		\$46,000.00
20083	LPGF Partnership with LA Clean Cities Coalition 2014	Louisiana Propane Gas Foundation	LA	\$500.00	\$500.00	\$1,000.00
20084	Reimbursement Request - 2014 D&O Liability Insurance	Pennsylvania Propane Foundation	PA	\$1,425.00		\$1,425.00
20085	2014 Somerset County Emergency Training	Pennsylvania Propane Foundation	PA	\$1,650.00		\$1,650.00
20087	Certified Employee Training Program - 2014	Kentucky PERC	KY	\$42,000.00		\$42,000.00
20088	2014 Training	Tennessee PERC	TN	\$135,000.00		\$135,000.00
20090	2014 Training Program	Pennsylvania Propane Foundation	PA	\$84,700.00		\$84,700.00
20091	2014 Colorado Safe Appliance Installation Rebates	Colorado PERC	CO	\$34,274.18	\$17,725.82	\$52,000.00
20092	Montana Energy Share	Interwest PERC	MT	\$25,500.00		\$25,500.00
20098	Propane Customer Newsletter	Propane Council of Texas	TX	\$64,665.89		\$64,665.89
20099	Propane Builder Newsletter	Propane Council of Texas	TX	\$18,877.40		\$18,877.40
20100	CETP #16	Ohio Propane Education & Research Council	OH	\$100,000.00		\$100,000.00
20104	Football Radio #18 - Consumer Safety Messaging	Ohio Propane Education & Research Council	OH	\$23,000.00	\$23,000.00	\$46,000.00
20106	Basketball radio #9 - Consumer Safety Messaging	Ohio Propane Education & Research Council	OH	\$22,425.00	\$22,425.00	\$44,850.00

2014 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
20107	Farm Science Safety Review #10	Ohio Propane Education & Research Council	OH	\$25,000.00		\$25,000.00
20108	2014 Emergency Response Training	Propane Council of Texas	TX	\$23,037.41		\$23,037.41
20109	Virginia Safety Training and Education 2014	Virginia PREF	VA	\$97,995.00		\$97,995.00
20110	AIA Ohio Professional Training Partnership #2	Ohio Propane Education & Research Council	OH	\$20,000.00		\$20,000.00
20111	Safety Spots on Miss State, Ole Miss, Miss Southern baseball	Mississippi PERC	MS	\$27,175.00		\$27,175.00
20112	2013 Montana Safe Appliance Rebate Program Reimbursement	Interwest PERC	MT	\$40,097.00		\$40,097.00
20115	VFEC Required Technical Training	New England Propane Foundation	New England	\$6,000.00		\$6,000.00
20116	2015 Consumer Safety Tip & Recipe Calendar	Propane Council of Texas	TX	\$50,878.30		\$50,878.30
20117	Technical Training Funding	New England Propane Foundation	New England	\$15,000.00		\$15,000.00
20118	2014 CETP Rebate Program	New England Propane Foundation	New England	\$75,000.00		\$75,000.00
20119	2014 On-Road Vehicle Data Collection	New England Propane Foundation	New England	\$10,000.00	\$10,000.00	\$20,000.00
20120	Water Heater and Central Heating System Safe Installation Rebates	New England Propane Foundation	New England	\$125,000.00	\$125,000.00	\$250,000.00
20121	2014 Consumer Safety Public Relations Program	New England Propane Foundation	New England	\$15,000.00		\$15,000.00
20122	PGANE Emergency Response Projects 2014	New England Propane Foundation	New England	\$15,000.00	\$15,000.00	\$30,000.00
20123	PGANE Residential Propane Training	New England Propane Foundation	New England	\$10,000.00		\$10,000.00
20124	2014 Duty to Warn Project	Propane Council of Texas	TX	\$68,306.07		\$68,306.07
20126	2014 Colorado State Firefighters Association Fire Training	Colorado PERC	CO	\$10,000.00		\$10,000.00
20127	2014 CO-NM Convention Educational Seminars	Colorado PERC	CO	\$37,500.00		\$37,500.00
20132	2014 Virginia Consumer Safety Materials Project	Virginia PREF	VA	\$11,000.00	\$11,000.00	\$22,000.00
20133	2014 Virginia NFPA 58 Code and Handbook Set	Virginia PREF	VA	\$17,111.00		\$17,111.00
20134	2014 - 2015 VAPGA Commercial Mower Data Collection	Virginia PREF	VA	\$16,500.00	\$16,500.00	\$33,000.00
20135	2014 Virginia Safe Appliance Rebate Program	Virginia PREF	VA	\$13,850.00	\$13,850.00	\$27,700.00
20136	2014 Southeast Propane Expo Reimbursement	Pennsylvania Propane Foundation	PA	\$1,571.77		\$1,571.77
20137	2014 Sweeney Oil Company Emergency Training	Pennsylvania Propane Foundation	PA	\$1,320.00		\$1,320.00
20138	2014 Iowa Duty to Warn Project	Iowa PERC	IA	\$12,500.00	\$12,500.00	\$25,000.00
20139	Southeastern Convention 2014 Reimbursement	Iowa PERC	IA	\$755.08		\$755.08
20140	2014 Safe Installation of Propane Appliances Program	Illinois PERC	IL	\$332,994.00	\$103,400.00	\$436,394.00
20143	Dispensing Propane Safely - Trade Show Booth	Wisconsin PERC	WI	\$800.00	\$800.00	\$1,600.00
20144	2014 Emergency Response	Wisconsin PERC	WI	\$14,000.00	\$14,000.00	\$28,000.00
20145	2014 Propane Web Services - Illinois	Illinois PERC	IL	\$500.00		\$500.00
20146	CETP Classroom Training 2014	Louisiana Propane Gas Foundation	LA	\$28,550.00		\$28,550.00
20148	2014 NJLM Autogas Ad	New Jersey PERF	NJ	\$1,476.00		\$1,476.00
20149	NJPGA Booth at 2014 League of Municipalities Conference	New Jersey PERF	NJ	\$9,500.00	\$9,500.00	\$19,000.00
20150	2014 Propane Web Services - Alabama	Propane Education Foundation of Alabama	AL	\$500.00		\$500.00
20151	2014 Propane Web Services - Florida	Propane Education Foundation of Florida	FL	\$500.00		\$500.00
20152	2014 Propane Web Services - Georgia	Georgia PERC	GA	\$500.00		\$500.00
20153	2014 Propane Web Services - Indiana	Indiana Propane Gas Foundation	IN	\$500.00		\$500.00

2014 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
20154	2014 Indiana Safety and Training Program - Add'l Funds	Indiana Propane Gas Foundation	IN	\$70,300.00	\$66,251.00	\$136,551.00
20155	2014 Propane Web Services - Iowa	Iowa PERC	IA	\$500.00		\$500.00
20156	California Low-Emission Equipment Rebate 2014, Part 2	Western PERC	CA	\$50,000.00		\$50,000.00
20158	Southeastern Convention 2014 Reimbursement	Propane Education Foundation of Florida	FL	\$918.47		\$918.47
20160	2014 Propane Web Services - Nevada	Interwest PERC	NV	\$500.00		\$500.00
20162	2014-2015 Utah Fuel Quality, Technical & Supply Program	Interwest PERC	UT	\$69,500.00		\$69,500.00
20163	Clean Fuels Ohio Autogas Partnership	Ohio Propane Education & Research Council	OH	\$24,000.00	\$24,000.00	\$48,000.00
20164	2014 Idaho NFPA 58 Code and Handbook Set	Interwest PERC	ID	\$6,149.30		\$6,149.30
20165	2014 Idaho Employee Training	Interwest PERC	ID	\$15,585.00		\$15,585.00
20166	2014 Montana Consumer Safety Materials Project	Interwest PERC	MT	\$7,050.00	\$7,050.00	\$14,100.00
20167	2014 Montana Propane Safety Coloring Book Program	Interwest PERC	MT	\$24,500.00		\$24,500.00
20169	2014 Montana Employee Training	Interwest PERC	MT	\$42,030.00		\$42,030.00
20170	2014 Utah Safe Grilling Campaign at Rocky Mountain Raceway	Interwest PERC	UT	\$5,625.00	\$5,625.00	\$11,250.00
20171	2014 Wyoming Horse Trailer Safety Workshop	Interwest PERC	WY	\$5,350.00		\$5,350.00
20172	2014 Wyoming Employee Training	Interwest PERC	WY	\$31,695.00		\$31,695.00
20173	2014 Wyoming Propane Safety Coloring Book Program	Interwest PERC	WY	\$18,300.00		\$18,300.00
20174	2014 Wyoming Fire Training	Interwest PERC	WY	\$7,625.00	\$7,625.00	\$15,250.00
20175	Reimbursement of 2013 Audit Fees	Iowa PERC	IA	\$2,350.00		\$2,350.00
20176	2014 Montana Fire Training	Interwest PERC	MT	\$5,500.00	\$5,500.00	\$11,000.00
20177	Southeast Propane Convention 2014	South Dakota PERC Foundation	SD	\$1,923.99		\$1,923.99
20178	2014 Historical Records and Safety Literature Storage	South Carolina PERF	SC	\$1,454.00		\$1,454.00
20179	2014 Duty to Warn Notification	South Carolina PERF	SC	\$3,750.00	\$3,750.00	\$7,500.00
20180	2014 Publication of SCPGA News Magazine	South Carolina PERF	SC	\$23,313.00		\$23,313.00
20181	2014 CETP & Propane Emergencies Training	South Carolina PERF	SC	\$45,000.00	\$7,750.00	\$52,750.00
20182	Training Seminars at 2014 SCPGA / GPGA Convention	South Carolina PERF	SC	\$5,750.00		\$5,750.00
20184	Safe Installations of Appliances Program	Propane Foundation of Kansas	KS	\$30,500.00	\$30,500.00	\$61,000.00
20185	Reimbursement of 2013 Audit Fees for 990	Iowa PERC	IA	\$735.00		\$735.00
20186	Mower & Vehicle Data Collection Program	Tennessee PERC	TN	\$59,166.00	\$28,834.00	\$88,000.00
20190	2014 Colorado Employee Training Program	Colorado PERC	CO	\$92,430.00		\$92,430.00
20193	Mower Data Collection Incentive Program	Georgia PERC	GA	\$2,500.00	\$2,500.00	\$5,000.00
20194	2014 Foundation Costs	Georgia PERC	GA	\$6,802.60		\$6,802.60
20204	Safety Valve Shut-off Tag #3	Ohio Propane Education & Research Council	OH	\$3,700.00		\$3,700.00
20205	2014 Western Convention Reimbursement _California	Western PERC	CA	\$20,884.53		\$20,884.53
20208	2014 Bolig's Propane Emergency Training	Pennsylvania Propane Foundation	PA	\$1,595.00		\$1,595.00
20209	Michigan Propane Safety and Training Program 2014	MI PERC	MI	\$406,336.00	\$65,000.00	\$471,336.00
20211	Sunbelt Ag Expo 2014	Georgia PERC	GA	\$12,500.00		\$12,500.00
20216	2014 Propane Web Services - Alaska	Interwest PERC	AK	\$125.00		\$125.00
20217	2014 Propane Web Services - Colorado	Colorado PERC	CO	\$500.00		\$500.00
20218	2014 Propane Web Services - Arizona	Interwest PERC	AZ	\$500.00		\$500.00
20219	2014 Propane Web Services - Missouri	MO -PERC	MO	\$500.00		\$500.00
20220	2014 Propane Web Services - Nebraska	Nebraska PERC	NE	\$500.00		\$500.00
20221	2014 Propane Web Services - Hawaii	Interwest PERC	HI	\$125.00		\$125.00

2014 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
20222	2014 Propane Web Services - New England	New England Propane Foundation	New England	\$500.00		\$500.00
20223	2014 Propane Web Services - New York	New York PERC	NY	\$500.00		\$500.00
20224	2014 Propane Web Services - Idaho	Interwest PERC	ID	\$125.00		\$125.00
20225	2014 Propane Web Services - North Carolina	North Carolina PERF	NC	\$500.00		\$500.00
20226	2014 Propane Web Services - Montana	Interwest PERC	MT	\$125.00		\$125.00
20227	2014 Propane Web Services - South Carolina	South Carolina PERF	SC	\$500.00		\$500.00
20228	2014 Propane Web Services - New Mexico	Interwest PERC	NM	\$500.00		\$500.00
20229	2014 Propane Web Services - Tennessee	Tennessee PERC	TN	\$500.00		\$500.00
20230	2014 Propane Web Services - Oregon	Interwest PERC	OR	\$125.00		\$125.00
20231	2014 Propane Web Services - Utah	Interwest PERC	UT	\$125.00		\$125.00
20232	2014 Propane Web Services - Western	Western PERC	CA	\$500.00		\$500.00
20233	2014 Propane Web Services - Wyoming	Interwest PERC	WY	\$125.00		\$125.00
20234	2014 Propane Web Services - Wisconsin	Wisconsin PERC	WI	\$500.00		\$500.00
20235	2014 Propane Web Services - Virginia	Virginia PREF	VA	\$500.00		\$500.00
20236	2014 Propane Web Services - Washington	Interwest PERC	WA	\$125.00		\$125.00
20237	2014 Radio PSAs with Radio PA/Top Flight Media	Pennsylvania Propane Foundation	PA	\$57,318.00	\$57,318.00	\$114,636.00
20238	2014 Radio PSAs with Penn State Sports Properties	Pennsylvania Propane Foundation	PA	\$75,876.00	\$29,404.00	\$105,280.00
20239	2014 Colorado Autogas Project	Colorado PERC	CO	\$70,000.00		\$70,000.00
20240	2014 Colorado E-Learning Distribution	Colorado PERC	CO	\$13,970.00		\$13,970.00
20241	Training Seminars at 2014 SCPGA / GPGA Convention	Georgia PERC	GA	\$5,839.19		\$5,839.19
20260	2014-2015 Florida Propane Irrigation Engine Program	Propane Education Foundation of Florida	FL	\$100,000.00		\$100,000.00
20261	Educational Training Facility	North Carolina PERF	NC	\$4,633.17		\$4,633.17
20264	2014 Safe Installations of Propane Appliances Program-Add-on	Georgia PERC	GA	\$31,100.00	\$13,248.00	\$44,348.00
20265	2014 Autogas Ad	New Jersey PERF	NJ	\$3,000.00		\$3,000.00
20266	Clear Channel Media Safety Campaign	Ohio Propane Education & Research Council	OH	\$85,996.00	\$6,933.00	\$92,929.00
20268	Ohio News Network Radio Safety #3	Ohio Propane Education & Research Council	OH	\$92,690.00		\$92,690.00
20269	MN Demonstration Vehicle Data Collection	MNPEPSC	MN	\$29,792.50	\$29,792.50	\$59,585.00
20271	Arkansas PGA 2014 Safety Projects	Arkansas PERC	AR	\$77,000.00		\$77,000.00
20275	2014-2015 Regulator Rebate	Propane Education Foundation of Alabama	AL	\$8,000.00		\$8,000.00
20276	Safe Installations of Appliances Program	Propane Education Foundation of Alabama	AL	\$73,127.00	\$27,623.00	\$100,750.00
20277	2014-2015 Commercial Mower Data Collection	Propane Education Foundation of Alabama	AL	\$10,500.00		\$10,500.00
20280	Kansas State Fair Sponsorship 2014	Propane Foundation of Kansas	KS	\$41,958.67		\$41,959.00
20281	Southeast Alternative Fuels Conference	North Carolina PERF	NC	\$2,275.00	\$2,275.00	\$4,550.00
20282	Promote new Propane Logo/Tagline to Alabama Propane Industry	Propane Education Foundation of Alabama	AL	\$1,500.00		\$1,500.00
20285	Educational Training Facility	Iowa PERC	IA	\$106,000.00		\$106,000.00
20288	CETP Classroom Training Fall 2014	Louisiana Propane Gas Foundation	LA	\$23,450.00		\$23,450.00
20292	Audit Fees, Property Taxes, Tex Prep Reimb.	North Carolina PERF	NC	\$6,000.00		\$6,000.00
20297	Safe Installations of Appliances 2014-2015 Program	North Carolina PERF	NC	\$105,000.00	\$105,000.00	\$210,000.00
20298	2014/15 Training & Safety Package	North Carolina PERF	NC	\$140,000.00		\$140,000.00

2014 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
20299	2014/2015 PA RV & Camping Association (PRVCA) Partnership	Pennsylvania Propane Foundation	PA	\$4,180.00		\$4,180.00
20300	2014 Nevada Employee Training Reimbursement	Interwest PERC	NV	\$19,543.03		\$19,543.03
20301	California Propane Emergency Response/HazMat Training 2015	Western PERC	CA	\$134,500.00		\$134,500.00
20302	California Training and Safety Ed. Consultant 2015	Western PERC	CA	\$85,000.00		\$85,000.00
20303	California Fuel Quality and Supply Consultant 2015	Western PERC	CA	\$30,000.00		\$30,000.00
20304	World Ag Expo 2015	Western PERC	CA	\$15,000.00		\$15,000.00
20305	California Certified Employee Training Program [CETP] 2015	Western PERC	CA	\$12,500.00		\$12,500.00
20307	California Low-Emission Equipment Rebate 2015	Western PERC	CA	\$40,000.00		\$40,000.00
20308	California LIHEAP Consumer Safety Education Program 2015	Western PERC	CA	\$500.00	\$500.00	\$1,000.00
20309	California Propane Road Shows 2015	Western PERC	CA	\$2,500.00	\$2,500.00	\$5,000.00
20310	Western Propane Gas Association Fire Training 2015	Western PERC	CA	\$7,500.00	\$7,500.00	\$15,000.00
20311	California Propane Forklift Safety Incentive Program 2015	Western PERC	CA	\$40,000.00		\$40,000.00
20312	California Safe Installation of Appliance Rebates 2015	Western PERC	CA	\$25,000.00	\$25,000.00	\$50,000.00
20313	California Propane Vehicle Data Collection 2015	Western PERC	CA	\$15,000.00	\$15,000.00	\$30,000.00
20314	Propane Safety Awareness Campaign 2014	Wisconsin PERC	WI	\$31,750.00	\$31,750.00	\$63,500.00
20316	California Irrigation Engine Incentive Program 2015	Western PERC	CA	\$15,000.00	\$15,000.00	\$30,000.00
20317	California Propane Vehicle/Mower Demonstration Program 2015	Western PERC	CA	\$7,500.00	\$7,500.00	\$15,000.00
20318	WPERC Directors & Officers Insurance 2014-15	Western PERC	CA	\$1,627.00		\$1,627.00
20319	WPERC Filing of IRS Tax Form 990 - 2013	Western PERC	CA	\$3,575.00		\$3,575.00
20320	2015 Poultry Progress Day Partnership	Pennsylvania Propane Foundation	PA	\$1,650.00		\$1,650.00
20321	2014 CETP and Safety Refresher Classes - additional funds	Iowa PERC	IA	\$30,000.00		\$30,000.00
20322	2015 CETP Rebate Program	New England Propane Foundation	New England	\$50,000.00		\$50,000.00
20323	Fall 2014 Safe Appliance Installation Rebates	New England Propane Foundation	New England	\$25,000.00	\$22,569.00	\$47,569.00
20324	Technical Training Funding	New England Propane Foundation	New England	\$15,000.00		\$15,000.00
20325	Foundation Admin 2015	New England Propane Foundation	New England	\$25,000.00		\$25,000.00
20327	2015 Consumer Safety Public Relations Program	New England Propane Foundation	New England	\$15,000.00		\$15,000.00
20328	PGANE Emergency Response Projects 2015	New England Propane Foundation	New England	\$30,000.00		\$30,000.00
20329	Rebranded items for safety and training events	New England Propane Foundation	New England	\$10,000.00		\$10,000.00
20330	Directors & Officers Insurance #12	Ohio Propane Education & Research Council	OH	\$1,232.00		\$1,232.00
20331	2014-15 Virginia Propane On-Road Vehicle Purchase/Placement	Virginia PREF	VA	\$16,500.00	\$16,500.00	\$33,000.00
20334	External Professional Training Partnership 2015 - MD	Mid-Atlantic PREF	MD	\$10,533.00	\$10,532.00	\$21,065.00
20336	Consumer Safety Messaging 2015 - DE	Mid-Atlantic PREF	DE	\$11,265.18	\$1,634.82	\$12,900.00
20337	Commercial Mower Data Collection Program 2015 - DE	Mid-Atlantic PREF	DE	\$3,750.00	\$3,750.00	\$7,500.00
20340	Consumer Safety Messaging 2015 - MD	Mid-Atlantic PREF	MD	\$23,800.00	\$6,300.00	\$30,100.00
20341	Commercial Mower Data Collection Program 2015 - MD	Mid-Atlantic PREF	MD	\$16,107.00	\$1,393.00	\$17,500.00
20343	NC Consumer Safety Education Project/Duty to Warn	North Carolina PERF	NC	\$27,259.00	\$10,741.00	\$38,000.00
20344	2014 Virginia CGA Cylinder Requalification Standards	Virginia PREF	VA	\$8,870.00		\$8,870.00
20346	2014 Midwest Propane Gas Convention	Kentucky PERC	KY	\$610.10		\$610.10
20347	NC Demonstration Vehicle Data Collection	North Carolina PERF	NC	\$62,000.00		\$62,000.00
20348	2014 Vehicle Data Collection Program - [2]	New York PERC	NY	\$22,000.00	\$22,000.00	\$44,000.00

2014 REBATES

DOCKET	TITLE	PAYEE	STATE	REBATE	PARTNERSHIP	TOTAL
20349	2015 Texas Propane Magazine	Propane Council of Texas	TX	\$16,770.40		\$16,770.40
20350	Mower & Vehicle Data Collection and Technology Demonstration	Propane Council of Texas	TX	\$128,443.84	\$94,444.00	\$222,887.84
20351	2014-15 Safe Installations of Propane Appliances Program	Georgia PERC	GA	\$30,000.00		\$30,000.00
20352	2014/2015 Safe Installations of Water Heaters Program Amend.	Propane Education Foundation of Florida	FL	\$55,699.00	\$55,699.00	\$111,398.00
20353	Operating Expenses (Filing of IRS 990) - 2013	New Jersey PERF	NJ	\$3,000.00		\$3,000.00
20355	Foundation Trailer	North Carolina PERF	NC	\$2,640.30		\$2,640.30
20356	2014 Energy Outreach Colorado	Colorado PERC	CO	\$25,500.00		\$25,500.00
20358	Midwest Convention Expense Reimbursement 2014	Ohio Propane Education & Research Council	OH	\$341.61		\$341.61
20363	Reimbursement for 2014 Leadership Summit	Iowa PERC	IA	\$629.72		\$629.72
20364	2014 Leadership Summit (David Rogers)	Propane Education Foundation of Florida	FL	\$929.10		\$929.10
20365	Filing of IRS Tax Form 990 Year End 2012	North Dakota Propane Gas Foundation	ND	\$770.00		\$770.00
20367	Filing of IRS Tax Form 990 Year End 2013	North Dakota Propane Gas Foundation	ND	\$785.00		\$785.00
20368	Reimbursement for 2014 Leadership Summit	North Dakota Propane Gas Foundation	ND	\$1,375.88		\$1,375.88
20369	2014 National PERC Leadership Summit	Kentucky PERC	KY	\$777.74		\$777.74
20371	Mower & Data Collection Incentive Program	Georgia PERC	GA	\$30,000.00		\$30,000.00
20372	2014 NYPGA CETP Classes - Additional Request	New York PERC	NY	\$19,700.00		\$19,700.00
20395	Reimbursement Request - Form 990 Prep Fees	Pennsylvania Propane Foundation	PA	\$715.00		\$715.00
20396	2014 Leadership Summit Reimbursement	Pennsylvania Propane Foundation	PA	\$647.94		\$647.94
20397	2014-15 Georgia Propane On-Road Vehicle Purchase/Placement	Georgia PERC	GA	\$10,000.00		\$10,000.00
20398	2015 Nevada Safe Appliance Installation Program	Interwest PERC	NV	\$7,850.00	\$7,000.00	\$14,850.00
20401	Minnesota Propane Duty to Warn Materials	MNPEPSC	MN	\$10,104.50	\$9,895.50	\$20,000.00
20402	2015 Multi-Media Safety and Training Communications	Pennsylvania Propane Foundation	PA	\$19,800.00		\$19,800.00
20403	Reimbursement of Pre Audit Fees	Iowa PERC	IA	\$687.50		\$687.50

STATEMENTS OF FINANCIAL POSITION

December 31	2012	2013	2014
ASSETS			
CURRENT ASSETS			
Cash & Cash Equivalents	\$935,456	\$999,738	\$2,113,792
Accounts Receivable	\$23,969	\$18,508	\$32,727
Investments, Current Portion	\$12,968,458	\$16,893,597	\$9,904,085
Assessments Receivable	\$4,200,383	\$5,222,000	\$4,715,000
Inventory, Net	\$665,960	\$574,273	\$528,520
Prepaid Expenses	\$355,336	\$364,191	\$192,934
TOTAL CURRENT ASSETS	\$19,149,562	\$24,072,307	\$17,487,058
PROPERTY & EQUIPMENT			
Office Equipment	\$31,653	\$34,696	\$36,476
Office Furniture	\$178,009	\$180,436	\$180,436
Computer Hardware & Software	\$3,969,489	\$4,317,504	\$4,583,015
Leasehold Improvements	\$321,912	\$321,912	\$321,912
Less: Accumulated Depreciation	[\$3,451,075]	[\$4,102,566]	[\$4,507,310]
TOTAL PROPERTY & EQUIPMENT, NET	\$1,049,988	\$751,982	\$614,529
OTHER ASSETS			
Other	\$224,511	\$282,405	\$345,277
Investments, Net of Current Portion	\$17,493,799	\$15,531,342	\$18,714,230
TOTAL OTHER ASSETS	\$17,718,310	\$15,813,747	\$19,059,507
TOTAL ASSETS	\$37,917,860	\$40,638,036	\$37,161,094

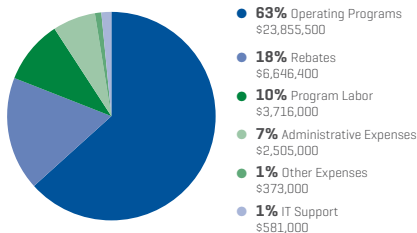
December 31	2012	2013	2014
LIABILITIES & NET ASSETS			
CURRENT LIABILITIES			
Accrued Expenses	\$3,552,079	\$2,551,807	\$3,779,401
State Rebate Obligation	\$7,859,559	\$9,184,076	\$9,872,794
TOTAL CURRENT LIABILITIES	\$11,411,638	\$11,735,883	\$13,652,195
Deferred Rent	\$157,876	\$121,914	\$61,281
TOTAL LIABILITIES	\$11,569,514	\$11,857,797	\$13,713,476
NET ASSETS			
Undesignated	\$2,946,465	\$8,471,573	\$5,930,961
Designated	\$23,401,881	\$20,308,666	\$17,516,657
TOTAL NET ASSETS	\$26,348,346	\$28,780,239	\$23,447,618
TOTAL LIABILITIES & NET ASSETS	\$37,917,860	\$40,638,036	\$37,161,094

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

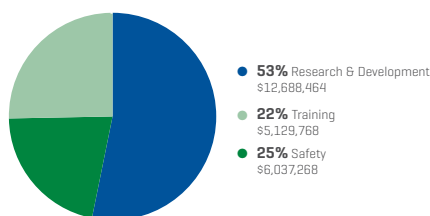
Years ended December 31	2012	2013	2014
REVENUE			
Assessment Revenue	\$29,929,913	\$36,365,175	\$37,236,466
Less: State Rebates	[\$5,985,979]	[\$7,273,032]	[\$7,447,291]
Net Assessment Revenue	\$23,943,934	\$29,092,143	\$29,789,175
Investment Income	\$337,426	\$257,080	\$305,286
Fulfillment Sales	\$1,420,947	\$1,413,364	\$1,581,606
Less: Costs of Goods Sold	[\$1,423,910]	[\$1,323,429]	[\$1,581,707]
Net Fulfillment Income [Cost]	[\$2,963]	\$89,935	[\$101]
TOTAL REVENUE	\$24,278,397	\$29,439,158	\$30,094,360
EXPENSES			
PROGRAMS			
Residential & Commercial	\$4,027,651	\$4,218,815	\$3,717,038
Safety & Training	\$2,371,083	\$2,013,845	\$7,890,499
Research & Development	\$3,538,379	\$1,743,734	\$3,081,990
Engine Fuel	\$7,732,232	\$7,742,718	\$7,502,218
Industry	\$4,079,440	\$5,937,452	\$6,984,350
Agriculture	\$1,617,853	\$2,170,202	\$3,322,752
TOTAL PROGRAM EXPENSES	\$23,366,638	\$23,826,766	\$32,498,847
GENERAL & ADMINISTRATIVE			
Administrative Costs	\$2,553,515	\$2,390,210	\$2,402,333
Collection Costs	\$145,741	\$138,798	\$121,057
Depreciation	\$797,481	\$651,491	\$404,744
TOTAL GENERAL & ADMINISTRATIVE EXPENSES	\$3,496,737	\$3,180,499	\$2,928,134
TOTAL EXPENSES	\$26,863,375	\$27,007,265	\$35,426,981
Changes in Net Assets	[\$2,584,978]	\$2,431,893	[\$5,332,621]
NET ASSETS AT BEGINNING OF YEAR	\$28,933,324	\$26,348,346	\$28,780,239
NET ASSETS AT END OF YEAR	\$26,348,346	\$28,780,239	\$23,447,618

2015 OPERATING EXPENDITURE BUDGET



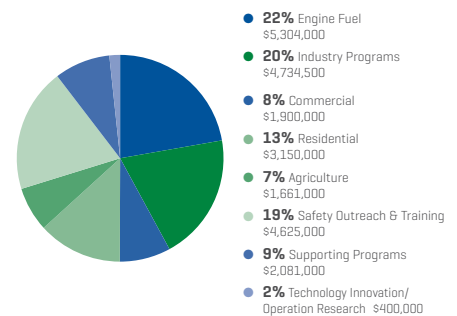
TOTAL \$37,676,900

2015 BUDGETED OPERATING PROGRAMS BY FUNCTION



TOTAL \$23,855,500

2015 BUDGETED OPERATING PROGRAMS INITIATIVES



TOTAL \$23,855,500

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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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