



propane
ENERGY FOR EVERYONE™

2023 Annual Report

 Propane Education & Research Council

▶ Table of Contents

- 3 Message from the Chairman & CEO
- 4 Council Officers & Members
- 5 PERC Staff
- 6 Strategic Priorities
- 18 Grants
- 20 Rebates
- 30 Financial Statements

▶ From the Chairman & CEO



Council Officers & Members

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Houston, Texas

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Eagle, Idaho

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ThompsonGas, LLC
Frederick, Maryland

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Aux Sable
Morris, Illinois

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Crestwood Equity Partners, LP
Kansas City, Missouri

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Conger LP Gas Inc.
Tifton, Georgia

MARK SUTTON

Wagoner, Oklahoma

STUART WEIDIE

Chairman
Blossman Gas
Swannanoa, North Carolina

TAMMI WEIGAND

MPLX G&P
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Enterprise Products Operating Co.
Houston, Texas

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Fairview USA Inc.
Wheatfield, New York

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Eastern Propane Gas Inc.
Rochester, New Hampshire

LISA ZUPPAS

Ferrellgas
Columbus, Ohio

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BRIDGET KIDD

Chief Operating Officer

ERIN HATCHER

Senior Vice President of
Communications and Marketing

ERIC KUSTER

Senior Vice President of Safety,
Education, and Compliance

SHAWN STACK

Vice President
of Finance, Data,
and Technology

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Manager of Industry
Training Programs

JIM BUNSEY

Senior Manager of
Safety and Compliance

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Communications Manager

BRYAN CORDILL

Director of Residential Business
Development

EMMA CORNING

Industry Relations Coordinator

DESTINY FERNANDISSE

Hubspot Marketing Manager

SAI SATISH GUDA

Manager of Research
and Development

GAVIN HALE

Director of Product Development
and Power Generation

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Director of Learning Center
and Educational Projects

MARGARET HIATT

Manager of Educational Content

PATRICK HYLAND

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Director of Contracts
and Internal Counsel

TEBEL KISER

Instructional Design and
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SAMANTHA LAMBERT

Executive Assistant

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Director of Meetings and Events

KIRSTAIN MCARDLE

Industry Engagement Manager

GINNA MOSELEY

Program Manager

KHOSROW NADERI

Data Scientist

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Development

JOANNA RANDAZZO

Senior Manager of Grants
and State Support

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Director of Safety and Compliance

THERESA RYAN

Director of Administration
and Human Resources

SOPHI SANDOVAL

Social Media Manager

PERC Staff

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Communications

GOKUL VISHWANATHAN

Director of Research
and Sustainability

STEPHEN WHALEY

Director of Autogas Business
Development

GRACE WILLIS

Director of Market and Industry Data

PAULA WILSON

Director of Industry Engagement

JEREMY WISHART

Director of Technical
Communications

▶ 2023 Strategic Priorities



The Propane Education & Research Council (PERC) is a not-for-profit organization that provides state-of-the-art propane safety and training programs, invests in research and development of new propane-powered technologies, and educates consumers about the uses and benefits of propane. Operated and funded by the propane industry, its programs target a variety of markets including transportation, agriculture, residential and commercial building, off-road, and material handling, including power generation.

In 2023, PERC's work specifically enhanced opportunities to position propane marketers for success within the changing landscape of clean energy. Guided by four strategic priorities, PERC helped introduce innovations in power generation, home heating, port applications, on-road engines, and technical and safety training programs to meet climate and energy challenges.

Develop professional, informed, and skilled workforce and trade allies through world-class safety and technical training.

A record number of propane industry companies and professionals leveraged vital education and compliance material using the PERC learning management system in 2023. The platform offers more than 670 pieces of educational content in an array of program offerings.



Since its launch in 2020, The Learning Center has served as a convenient, central access point to make workforce training better, faster, and more economical than ever. The system enables participating users large and small to customize learning to fit specific skill sets, job duties, and company policies.

The 800 new companies and 17,000 new individual users added in 2023 bring the total number of Learning Center users to 4,738 companies and almost 65,000 individuals.

This year, PERC created 15 new safety and educational programs and two complete learning paths for the industry to access free of charge. These programs include new content for bobtail and delivery drivers, consumer safety updates, safety and regulatory programs, market-specific safety guides, and an autogas service inspection program.

The number of modules completed this year specifically in technical training, safety, and market and industry categories represents more than 51,000 hours of online interaction with PERC educational materials.

The platform also hosted almost 3,000 Entry-Level Driver Training program users to help industry members more quickly and cost effectively obtain commercial driver licenses or hazmat endorsements.

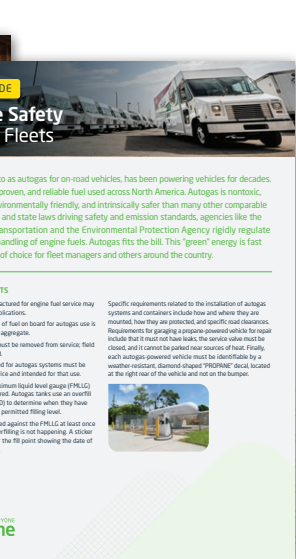
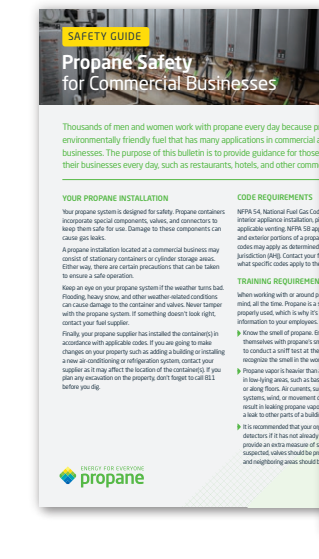
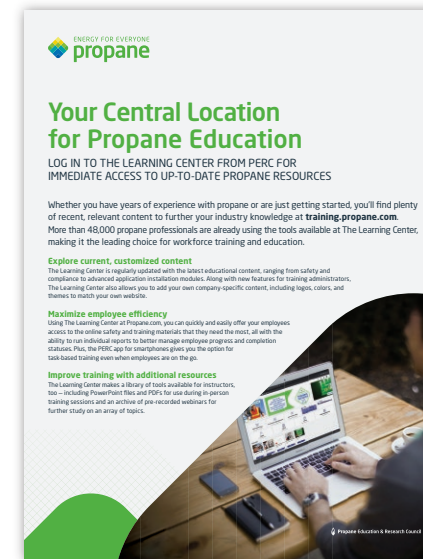
IACET ACCREDITATION

Beyond the sheer volume of new materials created in 2023, PERC earned the distinction of being named an accredited provider by the [International Accreditors for Continuing Education and Training \(IACET\)](#). This accreditation indicates PERC has completed a rigorous audit and evaluation of its courses, policies, and processes to ensure all training and educational materials deliver top-quality instruction to users.



The completion of this vital step establishes the opportunity for users to earn continuing education units (CEUs) using PERC educational materials that comply with the American National Standards Institute (ANSI) and IACET standards. The ANSI standard is internationally recognized by companies, state agencies, regulatory boards, colleges, and universities.

With accredited, CEU-eligible education materials available that can be customized to fit specific job functions, the industry can begin to transition to these new programs and materials in lieu of traditional CETP training.



2023 STRATEGIC PRIORITIES

Engage in commercialization efforts to create market growth opportunities.

PERC is responsible for leading the development of safe, clean, propane-powered solutions that Americans trust today and the innovations that they'll rely on tomorrow. We foster new product technology that helps inspire Americans to choose propane at home, at work, on the road, and on the farm – anywhere they need clean, reliable energy.

PERC investments accelerate the research, development, and demonstration of innovative, propane-powered appliances, equipment, and vehicles that reduce emissions and save money for homeowners, businesses, farms, and fleets.



POWER GENERATION

The accelerating demand for resilient, affordable power – both primary and backup – has never been more acute. PERC investments are delivering expanded power generation technologies such as microgrids, towable and backup generators, and combined heat and power (CHP) systems that work in tandem with other energy sources like solar, electric, and battery power to ensure resilient operation.

There also are innovative portable recharging solutions that use a propane-powered generator – in some cases alongside wind and solar power – to recharge electric vehicles independent of the electric grid. Propane-powered fast charging stations can be a temporary or long-term solution to meet projections that America will need 28 million charging ports by 2030 to refuel an expected 33 million light-duty electric vehicles.

Here are some of the propane power generation products that PERC is helping bring to market:

> [DEUTZ DPS 25 SG - 240v Generator Set](#)



> [Upstart Power Uppen® NGX 1.25kW Fuel Cell Generator](#)



> [ANA Energy Boss™ Hybrid 25kW Towable Generator](#)



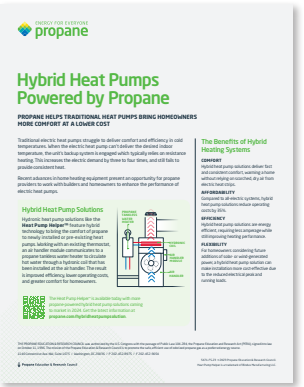
> [EV Power Pods 120kW Mobile DC Fast Charger](#)



HEAT PUMP HELPER™

PERC-supported advances in new home heating equipment have presented an opportunity to showcase the benefits of propane to enhance the performance of electric heat pumps and decrease demand on the fragile electric grid.

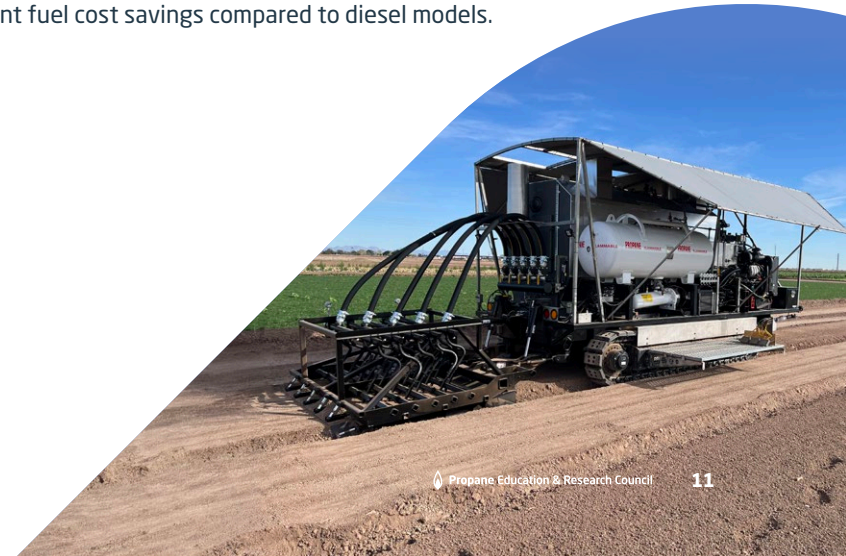
Hydronic heat pump solutions like the Heat Pump Helper™ feature hybrid technology that brings the comfort of propane to newly installed or pre-existing heat pumps. Working with an existing thermostat, an air handler module communicates to a propane tankless water heater to circulate hot water through a hydronic coil that has been installed at the air handler.



SOIL STEAMER

Farmers' never-ending battle against crop disease and weed control is a mounting challenge as standard herbicides lose their efficacy or get banned outright. Supported with PERC funding, development of a new, propane-powered soil steamer offers a promising solution for organic farmers who can't use traditional herbicides or any producer who wants to reduce their herbicide use.

The banded applicator injects steam along the seed line before planting. Heating the soil to 150-160 degrees Fahrenheit for 15-20 minutes controls 90+% of certain troublesome weeds. Field testing showed the process reduced weeding times by 73% compared to standard herbicide and increased lettuce yields by 25% where lettuce drop was present. Propane also presents significant fuel cost savings compared to diesel models.



Increase propane's voice in the national energy conversation through data-driven, provocative, and assertive messaging.

Every day, conversations about the environment, health, and energy are shaping the future. But energy usage is a challenging topic, rife with myths and misunderstandings about propane and its role in the future of clean, reliable energy for everyone.



To enhance awareness and understanding of propane's many benefits as part of a sustainable future, PERC partners with the U.S. Departments of Energy and Transportation, Clean Cities coalitions, and others to elevate and broaden propane's position as a solution.

PERC also continues to deliver an integrated communications and marketing campaign to all types of energy decision-makers. Through paid advertising, earned media, and PERC's website and social channels, consumers and business audiences learned about clean, propane-powered solutions.

The 2023 campaign targeted consumers based on their beliefs and behaviors rather than simply by their geography. Some segments feel their responsibility to support sustainable living for future generations is secondary to their personal needs and interests, particularly in trying times. Others commit to their environmental values even if it means sacrificing. Both influential groups are open to learning how propane can support those positions.

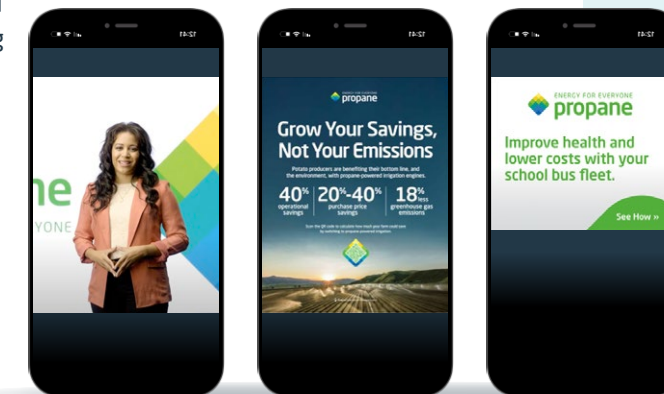
We also engaged with academics, journalists, and energy industry leaders who influence the national energy conversation, including the Illinois Institute of Technology, Penn State University, University of Michigan, The Ohio State University, U.C. Davis, Reuters, and The Wall Street Journal. Since 2018, earned media from those environmental thought leadership efforts has consistently raised propane's share of voice, suggesting growth in media interest in this fuel.

PERC's messages this year reached more than 871 million consumers and thought leaders and drove 2 million new users to learn more at propane.com.

Supporting its national consumer outreach program, PERC also provided a \$2-to-\$1 match for state entities to reach targeted state and regional homeowners about the environmental and functional benefits of propane.

Forty-two states participated in the program this year using video, radio, and digital ads.

Research showed states that participated in the matching funds program saw a significant uptick in consumer perceptions of propane as a clean energy solution.



MARKETING REACH

871+
MILLION

CONSUMERS AND THOUGHT LEADERS reached in 2023 through the use of paid advertising, earned media, and PERC's website and social channels

2+
MILLION

NEW USERS driven to learn more at propane.com through the use of paid advertising, earned media, and PERC's website and social channels

\$2-to-\$1
MATCH

FOR STATE ENTITIES

to reach targeted state and regional homeowners about the environmental and functional benefits of propane

42
STATES

PARTICIPATED IN THE PROGRAM

this year using video, radio, and digital ads — and research showed a significant uptick in consumer perceptions of propane as a clean energy solution

Grow the autogas market through industry adoption, the development of certified applications, service networks, and commercialization support of applications in the market.

About 90% of the propane industry's roughly 60,000 fleet delivery trucks, service trucks, rack trucks, and other medium-duty vehicles run on gasoline or diesel. A solution to the industry's long-standing need for a dedicated propane autogas engine to power its own delivery fleets came one step closer thanks to a PERC partnership with automotive fuel system experts Katech Engineering and Stanadyne.



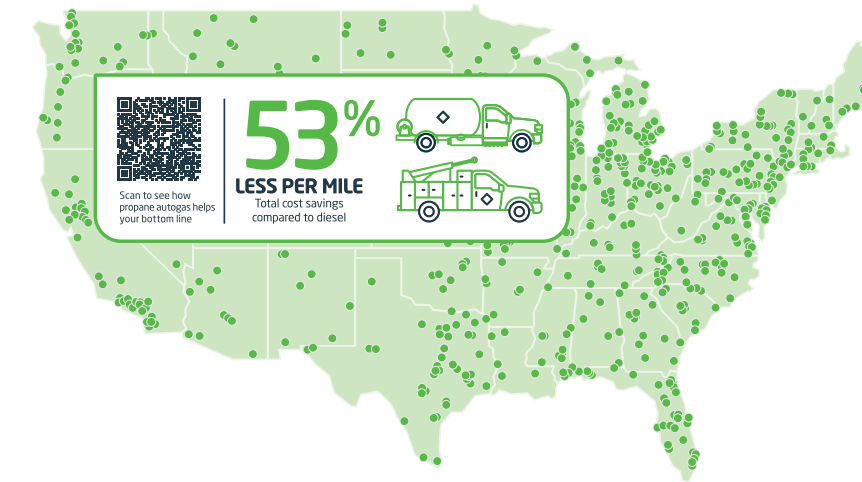
BREAKTHROUGH LIQUID DIRECT-INJECTION FUEL SYSTEM

A two-year research effort delivered a new liquid direct-injection system that exceeds sustainability goals while reducing fuel and operating costs to provide the lowest total cost of ownership of any energy source.

The breakthrough technology is the industry's first medium-duty engine fuel system that can deliver propane autogas at a constant 350-bar pressure directly into the engine using Stanadyne's direct-injection fuel pump and injector system with Katech's vapor lock technology. The system overcomes vapor lock, a common technical issue when liquified gases vaporize, which can interrupt fuel pump operation.

Project tests demonstrated that the system offers a low-carbon, high-performance replacement for gasoline and diesel engines to help fleet owners exceed the ultra-low emissions mandates for 2027. It also can run on renewable propane, which has a carbon intensity four times lower than conventional diesel.

The technology is expected to be used in both off- and on-road engine applications as well as for growing standby power generation, particularly for off-grid applications and resiliency-conscious applications.



AUTOGAS TRAINING

PERC continued its work with vehicle and system manufacturing partners to make information about technical support, replacement parts, training, and service locations more readily accessible to the industry. A growing network of more than 770 autogas OEM-certified service centers nationwide has been identified on an interactive map hosted on PERC's website. Fleet directors can use the map to find the nearest Alliance AutoGas, Freightliner Custom Chassis, ICOM, or ROUSH CleanTech service contacts.

This year, PERC added a new, introductory training course for service technicians interested in learning about propane autogas components, systems, and operations. The online curriculum in The Learning Center is available for new service technicians or as refresher training on basic propane systems at service centers nationwide.

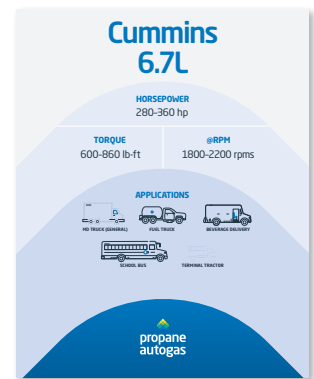
The course has four separate lessons on propane fuel, safety considerations, propane vehicle systems and component operation, and vehicle inspections.



CUMMINS 6.7L ENGINE

PERC continued its outreach to truck builders and fleet customers to drive market demand for the Cummins 6.7-liter, high-efficiency propane engine under development.

PERC partnered with Cummins to develop and commercialize the engine, which will bring unparalleled performance and near-zero emissions to the medium-duty vehicle market while also providing a pathway for off-road applications. The project includes final optimization of the engine, performance testing, emissions certification, on-board diagnostics certification, manufacturing and production preparation, development of training and support materials, identification of truck manufacturer partners, and product launch. While originally projected for availability in 2025, the engine is unlikely to be introduced within the next two years.



► Conclusion

The fast-changing energy landscape is complex, and no single approach can reliably meet the world's energy needs in a sustainable way. Propane today – and renewable propane tomorrow – has a clear role in this dynamic energy transformation for millions of Americans in their homes, on their farms, at work, and on the road.

PERC remains committed to fostering innovation that enhances the standard of living for those who choose propane to meet their clean energy needs.



▶ 2023 Grants

MISSION AREA	DOCKET #	TITLE	MARKET TYPE	FUNDING AMOUNT
Propane Education & Research Council	23866	Impact of the Propane Industry on U.S. and State Economies (2021)	Propane Industry	\$89,000.00
Propane Education & Research Council	23826	2023 Market Data & Research Program	Propane Industry	\$525,700.00
Propane Education & Research Council	23665	2023 Partnership with Industry Organizations	Propane Industry	\$1,495,000.00
Propane Education & Research Council	24030	Learning Center Operations	Propane Industry	\$614,000.00
Propane Education & Research Council	24017	GPA Midstream Clear the Air Campaign	Propane Industry	\$250,000.00
GTI Energy	24109	UTD Consortium 2023	Cross-Market	\$339,000.00
Propane Education & Research Council	24130	WLPGA rDME and rP Research Program 2022-2023	Cross-Market	\$125,000.00
Propane Education & Research Council	24144	2024 Workforce Outreach and Education	Propane Industry	\$1,020,000.00
Propane Education & Research Council	24170	2024 Environmental Campaign	Cross-Market	\$5,410,000.00
Propane Education & Research Council	24171	2024 Industry Engagement	Propane Industry	\$879,500.00
Propane Education & Research Council	24186	2024 Integrated Marketing & Communications Plan	Cross-Market	\$12,863,000.00
Propane Education & Research Council	24202	2024 Residential Market Business Development	Residential	\$545,500.00

MISSION AREA	DOCKET #	TITLE	MARKET TYPE	FUNDING AMOUNT
Propane Education & Research Council	24203	2024 Agriculture Market Business Development	Agriculture	\$230,095.00
Propane Education & Research Council	24204	2024 Autogas Market Business Development	On-Road	\$776,700.00
Propane Education & Research Council	24205	2024 Commercial Market Business Development	Commercial	\$345,380.00
Propane Education & Research Council	24218	2024 Market Data & Research Program	Propane Industry	\$645,100.00
Propane Education & Research Council	24219	Propane Educational Content Creation and Updating	Cross-Market	\$650,000.00
Propane Education & Research Council	24220	CETP Modularization Development (Basic Plant Ops) Phase 1	Cross-Market	\$800,000.00
Propane Education & Research Council	24221	Accreditation Program	Cross-Market	\$200,000.00
Propane Education & Research Council	24225	2024 Partnership with Industry Organizations	Propane Industry	\$1,495,000.00
Propane Education & Research Council	24226	2024 Propane Construction Research and Data Collection Program	Residential	\$2,500,000.00
Propane Education & Research Council	24251	Heat Pump Helper Personal Use Program	Residential	\$400,000.00
Propane Education & Research Council	24267	2024 Off-Road Market Business Development	Off-Road	\$313,500.00
Propane Education & Research Council	24302	GPA Midstream 2023 Clear the Air Campaign	Cross-Market	\$250,000.00

▶ 2023 Rebates

DOCKET #	PROJECT TITLE	PROGRAM ORG NAME	STATE/REGION	AMOUNT AWARDED
23831	2023 District Safety Meetings	Iowa PERC	Iowa	\$35,000.00
23832	2023 CETP and Safety Refresher Classes	Iowa PERC	Iowa	\$145,000.00
23812	2023 MN Appliance Rebate Program	Minnesota Propane Education Promotion and Safety Council	Minnesota	\$554,312.72
23833	2021 Preparation, Organization and Filing of IRS 990	New Jersey PERF	New Jersey	\$3,000.00
23842	Safe Installations of Appliances Program Phase 21	Propane Foundation of Kansas	Kansas	\$50,000.00
23840	CETP Classroom Training 2023	South Dakota PERC Foundation	South Dakota	\$100,000.00
23853	2023 New Mexico Employee Training Program	New Mexico PERF	New Mexico	\$65,000.00
23850	2023 Travel for Industry Meetings and Events - CO	Colorado PERC	Colorado	\$13,500.00
23852	2023 Travel for Industry Meetings and Events - NM	New Mexico PERF	New Mexico	\$15,500.00
23830	2023 Newsletter	Iowa PERC	Iowa	\$20,000.00
23848	2023 Fire Training Program	Arizona PERF	Arizona	\$20,000.00
23864	2023 Colorado Employee Training Program	Colorado PERC	Colorado	\$35,000.00
23854	2023 Colorado Fire Training	Colorado PERC	Colorado	\$72,000.00
23865	2023 Colorado Safe Appliance Installation Rebate	Colorado PERC	Colorado	\$39,500.00
23851	2023 SEPA Workforce Development Program	Southeast PERF	Southeast	\$75,000.00
23801	2023 AZ Training Program	Arizona PERF	Arizona	\$25,000.00
23857	2023 MAPGA Propane Safety and Training	Mid-Atlantic PERF	Mid-Atlantic	\$108,000.00
23858	2023 MAPGA Consumer Education Campaign	Mid-Atlantic PERF	Mid-Atlantic	\$62,700.00
23863	2023 New Mexico Technical Training (Spring)	New Mexico PERF	New Mexico	\$13,800.00
23861	2023 MAPGA Workforce Development Program	Mid-Atlantic PERF	Mid-Atlantic	\$45,000.00
23860	2023 MAPGA Safe Appliance Rebate Program	Mid-Atlantic PERF	Mid-Atlantic	\$27,000.00
23859	2023 MAPGA External Professional Training Partnership	Mid-Atlantic PERF	Mid-Atlantic	\$21,100.00
23862	Travel Reimbursement for PERC Leadership Summit in DC	Southeast PERF	Southeast	\$1,078.53

DOCKET #	PROJECT TITLE	PROGRAM ORG NAME	STATE/REGION	AMOUNT AWARDED
23867	Propane Education Foundation of Florida Operating Expense Reimbursement	Propane Education Foundation of Florida	Florida	\$2,747.59
23875	2022 Leadership Summit	Louisiana Propane Gas Foundation	Louisiana	\$1,457.20
23878	NJPGA Partnership with NJ Clean Cities Coalition 2023	New Jersey PERF	New Jersey	\$2,750.00
23879	CETP & Safety Training	North Dakota Propane Gas Foundation	North Dakota	\$125,000.00
23877	Travel Reimbursement for PERC Leadership Summit DC	Southeast PERF	Southeast	\$1,413.00
23680	TX Conference /Compliance & Safety Pavilion	Propane Council of Texas	Texas	\$28,724.05
23735	CETP Classroom Training Fall 2022	Louisiana Propane Gas Foundation	Louisiana	\$6,366.46
23872	2023 Safe Installation of Energy-Efficient Propane Appliances Program	Illinois PERC	Illinois	\$375,000.00
23915	Travel for Industry Meetings & Events	Propane Council of Texas	Texas	\$17,700.00
23956	Reimbursement of Audit of Dec. 31, 2022 Financial Statements	Iowa PERC	Iowa	\$237.50
23960	LCF Stakeholder Mtg. 2023	Louisiana Propane Gas Foundation	Louisiana	\$1,470.76
23961	Rocky Mountain PERC Employee Training	Rocky Mountain PERC	Rocky Mountain	\$117,000.00
23876	2023 Propane Energy Mix Campaign	Kentucky PERC	Kentucky	\$100,000.00
23874	2023 Propane Appliance Safe Installation Rebate Program	Kentucky PERC	Kentucky	\$110,000.00
23834	2023 Illinois PERC Intern Rebate Program	Illinois PERC	Illinois	\$118,100.00
23920	2023 Environmental Campaign	Propane Education Foundation of Alabama	Alabama	\$11,691.00
23944	2023 Environmental Campaign	Propane Education Research Council of New York	New York	\$45,763.00
23926	2023 Environmental Campaign	Mid-Atlantic PERF	Mid-Atlantic	\$19,568.00
23942	2023 Environmental Campaign	New Jersey PERF	New Jersey	\$9,585.40
23912	2023 Environmental Campaign	West Virginia PERF	West Virginia	\$5,411.00
23935	2023 Environmental Campaign	Louisiana Propane Gas Foundation	Louisiana	\$5,886.00
23929	2023 Environmental Campaign	Rocky Mountain PERC	Rocky Mountain	\$36,579.00
23918	2023 Environmental Campaign	New England Propane Foundation	New England	\$151,852.00

▶ 2023 Rebates

DOCKET #	PROJECT TITLE	PROGRAM ORG NAME	STATE/REGION	AMOUNT AWARDED
23951	2023 Environmental Campaign	Tennessee PERC	Tennessee	\$12,921.00
23923	2023 Environmental Campaign	Arkansas PERF	Arkansas	\$9,263.00
23924	2023 Environmental Campaign	Western PERC	California	\$57,207.00
23925	2023 Environmental Campaign	Colorado PERC	Colorado	\$20,485.00
23930	2023 Environmental Campaign	Illinois PERC	Illinois	\$51,517.00
23931	2023 Environmental Campaign	Indiana PERC, Inc.	Indiana	\$24,267.00
23940	2023 Environmental Campaign	Nebraska PERC	Nebraska	\$12,694.08
23946	2023 Environmental Campaign	Ohio PERF	Ohio	\$36,214.00
23949	2023 Environmental Campaign	Southeast PERF	Southeast	\$75,961.00
23952	2023 Environmental Campaign	Propane Council of Texas	Texas	\$55,694.40
23934	2023 Environmental Campaign	Kentucky PERC	Kentucky	\$12,292.00
23939	2023 Environmental Campaign	Missouri PERC	Missouri	\$28,932.00
23941	2023 Environmental Campaign	Nevada PERF	Nevada	\$5,647.00
23943	2023 Environmental Campaign	New Mexico PERF	New Mexico	\$8,529.00
23936	2023 Environmental Campaign	Michigan PERC	Michigan	\$50,000.00
23937	2023 Environmental Campaign	Minnesota Propane Education Promotion and Safety Council	Minnesota	\$50,745.00
23967	2023 Michigan Safety, Training and Education Projects	Michigan PERC	Michigan	\$953,900.00
23959	2023 Ohio Propane Safety, Training and Education Projects	Ohio PERF	Ohio	\$561,900.00
23953	2023 Environmental Campaign	Virginia PERF	Virginia	\$27,069.00
23948	2023 Environmental Campaign	Pennsylvania Propane Foundation	Pennsylvania	\$39,054.00
24021	Low Emissions Technical Expert	Propane Council of Texas	Texas	\$15,600.00
24004	2023 NJ Foundation Management - Wanner Associates	New Jersey PERF	New Jersey	\$41,500.00
24023	2023 Iowa PERC Consumer Education Campaign – Propane Matters, Website & Support	Iowa PERC	Iowa	\$41,000.00

DOCKET #	PROJECT TITLE	PROGRAM ORG NAME	STATE/REGION	AMOUNT AWARDED
24010	2023 PA Manufactured Housing Association Partnership	Pennsylvania Propane Foundation	Pennsylvania	\$11,500.00
24012	2023 GeneratioNext Propane Pros	Pennsylvania Propane Foundation	Pennsylvania	\$46,500.00
23907	Training Facility Equipment Upgrade	Southeast PERF	Southeast	\$62,683.30
24019	Propane Education Foundation of New Jersey Operating Expense Reimbursement	New Jersey PERF	New Jersey	\$608.00
24025	Reimbursement of Progress Bill Audit of Dec. 31, 2022 Financial Statements	Iowa PERC	Iowa	\$1,925.00
23985	2023 California Propane Forklift Safety Rebate Program	Western PERC	California	\$5,000.00
23986	2023 California Propane Shows	Western PERC	California	\$5,000.00
23988	2023 California Training and Safety Edu Consultant	Western PERC	California	\$50,000.00
23989	2023 Propane Strategic Issues Consultant	Western PERC	California	\$120,000.00
23990	World Ag Expo 2023	Western PERC	California	\$15,000.00
23998	2023 Consumer Education Program	Tennessee PERC	Tennessee	\$48,000.00
24015	2023 Poultry Progress Day Partnership	Pennsylvania Propane Foundation	Pennsylvania	\$2,000.00
24018	2022 Preparation, Organization and Filing of IRS 990	New Jersey PERF	New Jersey	\$3,000.00
23979	Regulatory Compliance & Administrative Law Consultant	Western PERC	California	\$120,000.00
23980	Safe Appliance Installation Rebates 2023	Western PERC	California	\$75,000.00
23982	2022 Directors & Officers Insurance	Western PERC	California	\$1,739.00
23983	2022 Audit Fees	Western PERC	California	\$4,700.00
23984	2023 PERC and Industry Travel	Western PERC	California	\$9,000.00
24013	2023 Logo Items to Promote the Propane Industry	Pennsylvania Propane Foundation	Pennsylvania	\$17,000.00
23993	2023 CA Certified Employee Training Program (CETP)	Western PERC	California	\$7,100.00
23947	2023 Environmental Campaign	Oklahoma Propane Education and Safety Council	Oklahoma	\$14,758.00
24024	Iowa PERC Consumer Education Campaign	Iowa PERC	Iowa	\$20,000.00
24014	2023 PA Plumbing Heating Cooling Contractors (PAPHCC) Partnership	Pennsylvania Propane Foundation	Pennsylvania	\$5,500.00

2023 Rebates

DOCKET #	PROJECT TITLE	PROGRAM ORG NAME	STATE/REGION	AMOUNT AWARDED
23954	2023 Environmental Campaign	Wisconsin PERC	Wisconsin	\$47,316.00
24037	2023 Wisconsin Consumer Safety Mailing Program	Wisconsin PERC	Wisconsin	\$31,000.00
23957	Safety Training Courses 2023	New Jersey PERF	New Jersey	\$37,235.00
24022	Texas Safe Appliance Installation Rebate Program	Propane Council of Texas	Texas	\$205,800.00
24042	NMPERF Training Tablets	New Mexico PERF	New Mexico	\$10,100.00
24046	LPGF Partnership with LA Clean Cities Coalition 2023	Louisiana Propane Gas Foundation	Louisiana	\$3,000.00
23987	2023 CA Propane Emergency Response/Hazardous Materials Training	Western PERC	California	\$149,600.00
24005	2023 Indiana Safety & Training Program	Indiana PERC, Inc.	Indiana	\$220,000.00
24009	2023 Training Program	Pennsylvania Propane Foundation	Pennsylvania	\$91,500.00
24035	2023 Wisconsin Consumer Awareness Program	Wisconsin PERC	Wisconsin	\$210,000.00
24043	2023 WI Propane Industry Training Program	Wisconsin PERC	Wisconsin	\$135,000.00
24044	2023 Wisconsin Safe Appliance Program	Wisconsin PERC	Wisconsin	\$60,000.00
24045	2023 Wisconsin Emergency Response Training Program	Wisconsin PERC	Wisconsin	\$85,000.00
24048	2023 Safe Appliance Rebate Program	Tennessee PERC	Tennessee	\$55,000.00
24011	2023 Multi-Media Safety and Training Communications	Pennsylvania Propane Foundation	Pennsylvania	\$17,000.00
24002	ProCOT Websites & Digital Subscriptions	Propane Council of Texas	Texas	\$25,902.00
24007	Hawaii 2023 Safety, Training & Education Projects	Pacific PERF	Hawaii	\$126,000.00
24006	2023 Pacific Region Safety, Training & Education Projects	Pacific PERF	Pacific	\$730,900.00
24056	2023 Wisconsin Regulator Replacement Rebate Program	Wisconsin PERC	Wisconsin	\$37,000.00
24070	2023 On-Road Vehicle Data Collection Incentive Program	Wisconsin PERC	Wisconsin	\$128,000.00
24064	2023 Propane Consumer Newsletter	Propane Council of Texas	Texas	\$86,037.60
24061	Market Outreach for Builders, Plumbers, Farmers	Propane Council of Texas	Texas	\$30,704.40
24066	Propane Emergencies Training (Propane Incident Management Training)	Propane Council of Texas	Texas	\$50,817.00

DOCKET #	PROJECT TITLE	PROGRAM ORG NAME	STATE/REGION	AMOUNT AWARDED
24062	2023 Duty to Warn Project	Propane Council of Texas	Texas	\$109,087.02
23836	Leadership Summit December 2022 – Reimbursement	West Virginia PERF	West Virginia	\$745.98
23992	2023 Western Propane Gas Association Fire Training	Western PERC	California	\$15,500.00
24121	2022 Preparation, Organization and Filing of IRS 990	West Virginia PERF	West Virginia	\$125.00
24072	Consumer Safety Education Project/Duty to Warn	Southeast PERF	Southeast	\$25,000.00
24074	2023 PERC's Leadership in Energy Ambassadors Conference	Pennsylvania Propane Foundation	Pennsylvania	\$983.28
24079	Propane Training 2023	West Virginia PERF	West Virginia	\$46,000.00
24071	Safe Installations of Appliances 2023 Program	Southeast PERF	Southeast	\$100,000.00
24083	2023 VFEC Required Technical Training Programs	New England Propane Foundation	New England	\$17,500.00
24082	2023 PGANE Technical Training Funding	New England Propane Foundation	New England	\$30,000.00
24081	2023 PGANE MA LP Licensing Funding	New England Propane Foundation	New England	\$50,000.00
24080	2023-2024 Autogas Promotion Project	New England Propane Foundation	New England	\$15,000.00
24114	2023 Duty to Warn Notification	Southeast PERF	Southeast	\$5,775.00
24067	2024 Consumer Safety Tip & Recipe Calendar	Propane Council of Texas	Texas	\$85,710.00
24077	2023/24 Training & Safety Package	Southeast PERF	Southeast	\$310,000.00
24058	Development of a Gas Cylinders Stewardship Program and Consumer Safety Campaign	New England Propane Foundation	New England	\$75,200.00
24075	2023 Radio PSA's with Penn State Sports Properties	Pennsylvania Propane Foundation	Pennsylvania	\$122,200.00
24032	Board Meeting Materials and Safety Literature Storage	New Jersey PERF	New Jersey	\$297.00
24076	TX Conference /Compliance & Safety Pavilion	Propane Council of Texas	Texas	\$38,616.60
24085	2023-2024 Safe Appliance Rebates	New England Propane Foundation	New England	\$411,750.00
23921	2023 Environmental Campaign	Pacific PERF	Pacific	\$38,359.00
24127	State Wide Communications Campaign	Mississippi PERC	Mississippi	\$70,000.00
24131	Logo T-Shirts to Promote the Propane Industry	Louisiana Propane Gas Foundation	Louisiana	\$2,335.00

▶ 2023 Rebates

DOCKET #	PROJECT TITLE	PROGRAM ORG NAME	STATE/REGION	AMOUNT AWARDED
24084	2023 Energy Independence Summit	Louisiana Propane Gas Foundation	Louisiana	\$2,421.28
24126	2023 Southeast Propane Expo Reimbursement	North Dakota Propane Gas Foundation	North Dakota	\$2,646.26
24125	Southland Conference	Louisiana Propane Gas Foundation	Louisiana	\$2,042.18
24099	2023 Website Services - NJ	New Jersey PERF	New Jersey	\$500.00
24100	2023 Website Services - ND	North Dakota Propane Gas Foundation	North Dakota	\$500.00
24105	2023 Website Services - CA (Western)	Western PERC	California	\$500.00
24106	2023 Website Services - WI	Wisconsin PERC	Wisconsin	\$500.00
24107	2023 Website Services - WV	West Virginia PERF	West Virginia	\$500.00
24103	2023 Website Services - Rocky Mountain	Rocky Mountain PERC	Rocky Mountain	\$500.00
24104	2023 Website Services - TN	Tennessee PERC	Tennessee	\$500.00
24094	2023 Website Services - MI	Michigan PERC	Michigan	\$500.00
24096	2023 Website Services - NV	Nevada PERF	Nevada	\$500.00
24097	2023 Website Services - NM	New Mexico PERF	New Mexico	\$500.00
24088	2023 Website Services - AZ	Arizona PERF	Arizona	\$500.00
24089	2023 Website Services - CO	Colorado PERC	Colorado	\$500.00
24090	2023 Website Services - FL	Propane Education Foundation of Florida	Florida	\$500.00
24092	2023 Website Services - IN	Indiana Propane Gas Foundation	Indiana	\$500.00
24093	2023 Website Services - IA	Iowa PERC	Iowa	\$500.00
24086	2023 Website Services - AL	Propane Education Foundation of Alabama	Alabama	\$500.00
24087	2023 Website Services - AR	Arkansas PERF	Arkansas	\$500.00
24135	2023 Joint State Meeting	Pennsylvania Propane Foundation	Pennsylvania	\$3,500.00
24136	Filing of IRS Tax Form 990 Year End 2022	North Dakota Propane Gas Foundation	North Dakota	\$1,000.00
24142	Reimbursement of Audit of Dec. 31, 2022 Financial Statements	Iowa PERC	Iowa	\$3,100.00

DOCKET #	PROJECT TITLE	PROGRAM ORG NAME	STATE/REGION	AMOUNT AWARDED
24157	2023 Virginia Safe Appliance Rebate Program	Virginia PERF	Virginia	\$148,500.00
24154	Southeastern Convention 2023 Reimbursement	Iowa PERC	Iowa	\$1,666.04
23962	2023 Virginia Education, Safety, and Training	Virginia PERF	Virginia	\$164,613.00
24129	Media Tracking & Consulting	Western PERC	California	\$24,000.00
24162	Reimbursement of Audit of Dec. 31, 2022 Financial Statements and Schedule of Functional Expenses	Iowa PERC	Iowa	\$1,265.00
24160	2023 PGANE Propane Safety and Training	New England Propane Foundation	New England	\$125,000.00
24159	ENTECH Advanced Energy Training Laptops for Training Center	New England Propane Foundation	New England	\$27,900.00
24139	NPDA Meeting	Nevada PERF	Nevada	\$1,114.18
24153	Safe Installations of Appliances Program Phase 22	Propane Foundation of Kansas	Kansas	\$31,000.00
24169	2023 TNPGE Training Program	Tennessee PERC	Tennessee	\$59,977.54
24168	2021-2023 Operational Fees for TPERC Account	Tennessee PERC	Tennessee	\$2,700.00
24123	2023 Nevada Safe Appliance Installation Program	Nevada PERF	Nevada	\$15,400.00
24166	2023 Western Convention Reimbursement – California	Western PERC	California	\$21,254.37
24187	KASB – Exhibit Autogas Promotion	Propane Foundation of Kansas	Kansas	\$2,600.00
24188	2023 Safe, High-Efficiency Propane Furnace/Boilers Appliance Installation Rebate Program	Iowa PERC	Iowa	\$300,000.00
24190	2023 CETP Training	Propane Education Research Council of New York	New York	\$44,750.00
24179	2023 Emergency Response Training	Propane Education Research Council of New York	New York	\$46,773.00
24158	2023 Virginia Duty To Warn Rebate	Virginia PERF	Virginia	\$22,000.00
24191	2023 NY Autogas Outreach	Propane Education Research Council of New York	New York	\$28,650.00
24192	2023-24 Safe Installation of Appliance Rebate Program	Propane Education Foundation of Alabama	Alabama	\$75,000.00
24194	2023-24 Workforce Development & Recruitment	Propane Education Foundation of Alabama	Alabama	\$47,000.00
24183	Reimbursement for Audit Fees FY 22 and 23	Propane Foundation of Kansas	Kansas	\$11,750.00

▶ 2023 Rebates

DOCKET #	PROJECT TITLE	PROGRAM ORG NAME	STATE/REGION	AMOUNT AWARDED
24185	Supplemental Autogas Education and On-road Consumer Rebates	Ohio PERC	Ohio	\$47,000.00
24178	2023 Workforce Recruitment & Development	Propane Education Research Council of New York	New York	\$60,000.00
24176	Operating Expense – Audit Iowa PERC National	Iowa PERC	Iowa	\$912.50
24182	Website Redesign	Propane Foundation of Kansas	Kansas	\$7,450.00
24177	QuickBooks Online Essentials	Iowa PERC	Iowa	\$577.80
24199	2023 Environmental Campaign July-October	Rocky Mountain PERC	Rocky Mountain	\$39,342.00
24200	Idaho FFA Engagement	Rocky Mountain PERC	Idaho	\$65,000.00
24208	2023 Meetings	Rocky Mountain PERC	Rocky Mountain	\$38,000.00
24180	2023-2024 Iowa PERC (Warm Thoughts) Consumer Education Campaign – Propane Matters, Website & Support	Iowa PERC	Iowa	\$130,000.00
24237	2024 New Mexico Fire Training	New Mexico PERC	New Mexico	\$20,750.00
24201	2023 Montana Energy Share	Rocky Mountain PERC	Montana	\$28,350.00
24161	2023 Travel Reimbursement for PERC and Industry Meetings	New England Propane Foundation	New England	\$10,000.00
24230	2023 WI Propane Trade Show Promotions	Wisconsin PERC	Wisconsin	\$6,000.00
24231	2023-24 WI Website Promotions	Wisconsin PERC	Wisconsin	\$6,000.00
24265	Safe Installations of Residential Appliances Program	Propane Education Foundation of Florida	Florida	\$198,000.00
24264	Hurricane Wind and Flood Zone Tank Tie Down Engineering	Propane Education Foundation of Florida	Florida	\$16,000.00
24259	Travel Reimbursement for PERC Advisory Council RI	Southeast PERC	Southeast	\$1,199.68
24252	2023-2024 PGANE Motor Fuel Demonstration Vehicle	New England Propane Foundation	New England	\$75,000.00

DOCKET #	PROJECT TITLE	PROGRAM ORG NAME	STATE/REGION	AMOUNT AWARDED
24255	2024 Foundation Administration	New England Propane Foundation	New England	\$42,900.00
24256	2023-2024 Safe Appliance Rebates #2	New England Propane Foundation	New England	\$474,000.00
24266	Demonstration Vehicle	Minnesota Propane Education Promotion and Safety Council	Minnesota	\$70,000.00
24250	New Customer Kits	Mississippi PERC	Mississippi	\$56,914.00
24298	2023 SEPA Workforce OTT Marketing	Southeast PERC	Southeast	\$10,000.00
24304	2024 Radio PSA's with Radio PA/Benchmark Strategic Partners, Inc.	Pennsylvania Propane Foundation	Pennsylvania	\$128,000.00
24322	Safe Installations of Appliances 2023-2024 Program	Southeast PERC	Southeast	\$100,000.00
24356	Reimbursement Request - Form 990 Prep Fees	Propane Education Foundation of Alabama	Alabama	\$1,025.00
24253	Heat Pump Helper Rebate Program	Virginia PERC	Virginia	\$9,575.00
24320	Heat Pump Helper	Propane Foundation of Kansas	Kansas	\$8,000.00
24318	Heat Pump Helper Rebate Program	Tennessee PERC	Tennessee	\$8,000.00
24308	Missouri Heat Pump Helper	Missouri PERC	Missouri	\$8,000.00
24269	Heat Pump Helper Rebate Program	Mid-Atlantic PREF	Mid-Atlantic	\$8,000.00
24312	Arkansas Heat Pump Helper	Arkansas PERC	Arkansas	\$8,000.00
24313	Arkansas Workforce Development 2024	Arkansas PERC	Arkansas	\$43,125.00
24068	First Contact Safety Propane Gas CSR Guidebook	Propane Council of Texas	Texas	\$14,400.00
24303	Heat Pump Helper Rebate Program	Propane Council of Texas	Texas	\$11,200.00
24314	2022 Publication of SEPA News Magazine	Southeast PERC	Southeast	\$25,000.00

Statements of Financial Position

December 31	2022	2023
Assets		
CURRENT ASSETS		
Cash & Cash Equivalents	\$2,594,435	\$3,275,366
Accounts Receivable	\$46,014	\$38,278
Investments, Current Portion	\$48,198,520	\$30,837,572
Assessments Receivable	\$7,043,153	\$6,749,057
Inventory, Net	\$582,722	\$562,586
Prepaid Expenses	\$684,337	\$730,592
TOTAL CURRENT ASSETS	\$59,149,181	\$42,193,451
PROPERTY & EQUIPMENT		
Office Equipment	\$53,454	\$62,453
Office Furniture	\$183,435	\$314,379
Computer Hardware & Software	\$4,774,490	\$4,793,650
Leasehold Improvements	\$355,522	\$373,209
Less: Accumulated Depreciation	(\$5,331,109)	(\$5,354,795)
TOTAL PROPERTY & EQUIPMENT, NET	\$35,792	\$188,896
OTHER ASSETS		
Other	\$154,742	\$194,911
Investments, Net of Current Portion	\$4,162,093	\$15,123,860
Right-of-use asset – Operating Lease	\$1,126,143	\$1,088,828
Deferred Rental Income	\$42,306	\$30,856
Intangible asset, net	\$0	\$0
TOTAL OTHER ASSETS	\$5,485,284	\$16,438,455
TOTAL ASSETS	\$64,670,257	\$58,820,802

December 31	2022	2023
Liabilities & Net Assets		
CURRENT LIABILITIES		
Accrued Expenses	\$3,231,428	\$3,346,205
State Rebate Obligation	\$14,373,843	\$12,236,694
Lease liability – operating lease, current	\$478,994	\$566,702
Deferred Revenue	\$0	\$6,100
TOTAL CURRENT LIABILITIES	\$18,084,265	\$16,155,701
Deferred Rent	\$0	\$0
Lease liability – operating lease, net of current	\$824,032	\$663,276
TOTAL NONCURRENT LIABILITIES	\$824,032	\$663,276
TOTAL LIABILITIES	\$18,908,297	\$16,818,977
NET ASSETS		
Net Assets without Donor Restriction	\$45,761,960	\$42,001,825
TOTAL NET ASSETS	\$45,761,960	\$42,001,825
TOTAL LIABILITIES & NET ASSETS	\$64,670,257	\$58,820,802

The Propane Education & Research Council's (PERC) 2022 and 2023 financial statements were audited and found in conformance with generally accepted accounting principles (GAAP) and an unqualified opinion was issued by Aprio LLC, of Rockville, Md.

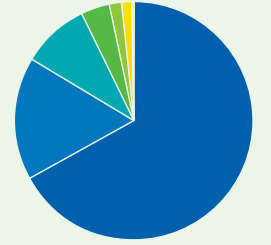
To request a copy of this report, contact PERC in writing at 1140 Connecticut Ave. NW, Suite 1075, Washington, DC 20036.

Statements of Activities & Changes in Net Assets

Years ended December 31	2022	2023
Revenue		
Assessment Revenue	\$49,022,832	\$44,975,303
Less: State Rebates	(\$9,804,566)	(\$8,995,061)
NET ASSESSMENT REVENUE	\$39,218,266	\$35,980,242
Investment Income	\$517,863	\$2,414,106
Other Revenue	\$1,316,069	\$1,243,375
Fulfillment Sales	\$1,265,942	\$1,346,334
Less: Costs of Goods Sold	(\$1,623,263)	(\$1,710,081)
NET FULFILLMENT INCOME (COST)	(\$357,321)	(\$363,747)
TOTAL REVENUE	\$40,694,877	\$39,273,976
Expenses		
PROGRAMS		
Residential market	\$7,752,017	\$9,532,414
Industry	\$5,288,599	\$5,119,041
Cross-market	\$16,371,385	\$16,751,704
Commercial market	\$1,748,728	\$1,543,421
On-road	\$3,793,254	\$2,604,077
Off-road	\$1,879,086	\$1,508,928
Material handling	\$720,915	\$1,184,045
Agriculture	\$2,625,741	\$2,659,113
TOTAL PROGRAM EXPENSES	\$40,179,725	\$40,902,743
GENERAL & ADMINISTRATIVE		
Administrative Costs	\$1,973,603	\$1,993,048
Collection Costs	\$118,489	\$114,634
Depreciation	\$19,067	\$23,686
TOTAL GENERAL & ADMINISTRATIVE EXPENSES	\$2,111,159	\$2,131,368
TOTAL EXPENSES	\$42,290,884	\$43,034,111
Changes in Net Assets	(\$1,596,007)	(\$3,760,135)
Net Assets at Beginning of Year	\$47,357,967	\$45,761,960
NET ASSETS AT END OF YEAR	\$45,761,960	\$42,001,825

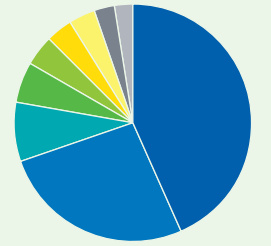
2024 OPERATING EXPENDITURE BUDGET

(\$ in millions)



2024 BUDGETED OPERATING PROGRAMS

Initiatives (\$ in millions)





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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