



2018-2019

ANNUAL REPORT

**NPGA**  
NATIONAL PROPANE GAS ASSOCIATION





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# Dear NPGA Member,

The 2018-2019 year has been one of progress and continued success for our industry, as well as a year of transition at NPGA.

After nearly a decade of discussion, we were able to come to a reasonable accommodation with the Occupational Safety and Health Administration (OSHA) on the Cranes and Derricks in Construction regulation. While we did not get a full exemption, OSHA did listen to our concerns and narrowed the application of the rule to our industry significantly. I would like to thank everyone for their hard work on this important regulation. Members were highly engaged on this issue, with nearly a quarter of our membership participating in online educational webinars run by NPGA staff. This partnership empowered members as they interfaced with OSHA, Congress, and many others. For more information on our other advocacy efforts, please see the Legislative Affairs section of this report on page 16.

This year, you'll notice a few changes as Propane Days gets underway. We've been listening to our members and this year's program incorporates the changes that many of you have asked for, including streamlining our program so you can have more face time with Congressional leaders and staff. I hope you'll enjoy the new format.

This past year, we continued to focus on building our relationships with both the Propane Education and Research Council (PERC) and our state and regional association partners to maximize the value we provide to the propane industry. NPGA and PERC officer teams meet regularly to discuss coordination of efforts and the agenda keeps growing. Last fall, we

added two positions to the state engagement team to support those efforts. This year alone we have followed more than 700 bills in the state legislatures that could impact the propane industry.

The recently completed 2019 NPGA Southeastern Convention & International Propane Expo brought our industry together once again in Atlanta. While our attendance numbers were down slightly, feedback from our exhibitors was very positive. Thanks once again to the NPGA staff and Conventions & Meetings team for their tireless work.

As my term as chairman comes to a close, I am happy to report that NPGA's fiscal position is strong and sound. We ended the year with a significant surplus. Our strong balance sheet will enable us to take on unanticipated challenges should they arise in future years.

Finally, as we begin a transition to new leadership at NPGA, we are continuing a process that we started last October when we discussed the need to evaluate our internal operations. While we review our strategic plan regularly, we have not reviewed our internal operations for many years to ensure that we function at the most effective level. That process is now an integral part of our transition plan.

I want to thank the NPGA staff for all their efforts in the last year; they went above and beyond to deliver results on behalf of our industry. We have a lot of positive things in motion as we move on to the next era, and I'm confident that we can build on our past successes.



Sincerely,

**Chris Earhart**

*Chairman,  
National Propane Gas Association  
President,  
Dixie Gas and Oil Corporation*





## NPGF Scholarship Program

Founded in 1993, the National Propane Gas Foundation's Scholarship Fund (NPGF/SF) offers higher educational opportunities in the form of \$1,000 and \$2,000 scholarships to children whose parents are employed at NPGA member companies to attend college, vocational or technical schools. In the 2019-2020 school year, the NPGF/SF will bestow \$128,000 in scholarships on 95 students. Since its inception, more than \$1,900,000 in scholarships have been awarded in NPGF financial aid.

Scholarships are funded by generous contributions from individuals, companies and state/regional propane gas associations to endow the named scholarships. The Fund is designed to reserve and grow the investments in order to maximize the scholarship awards. The NPGF endowment's value now stands at just under \$3 million dollars.

This year, NPGF launched a pilot program for scholarships to attend vocational or trade schools majoring in one of six programs: Commercial Truck Driving, Electrical, Gas Fitting, HVAC, Pipe Fitting or Plumbing. The Missouri Propane Gas Association also converted one of its nine NPGF scholarships, the Missouri Propane CONNECT Scholarship, to be awarded to a student pursuing HVAC course of study.

New scholarships this year include the Gold Level \$1,000 Iowa Propane Gas Association Scholarship along with the two vocational/trade school awards as noted above.

In the 2018/2019 year, The NPGF's Corporate Partners were a special group of 31 industry companies who annually supported the Scholarship Foundation. Their names are synonymous with providing educational opportunities to our children in the industry and in return NPGA recognizes and promotes their patronage. Please visit [www.npga.org/organization/scholarship-fund/](http://www.npga.org/organization/scholarship-fund/) to view these companies along with all NPGF's scholarship donors.

This past fiscal year, the Scholarship Foundation's fundraisers included a golf tournament with a raffle in September 2018 and a silent auction in February 2019, raising \$16,300 and \$32,200, respectively.



## Helping the Next Generation — Highlighting an NPGF Scholarship Recipient



Cheyenne Perry is a three-time recipient of an NPGF Scholarship. Cheyanne, who graduated as valedictorian of Umatilla (Florida) High School, earned an associate's degree in English from Lake Sumter State College in Leesburg, Florida, in 2016. But in 2017, Cheyanne and her family relocated to South Carolina so she could undergo treatment for her serious health issue, Ehlers Danlos Syndrome and Mast Cell Disease. After working through her personal struggle with this rare genetic condition, she is studying at North Greenville University in Tigerville, South Carolina, to be a counselor with a subspecialty in chronic and terminal illness.

Chronic illness during a person's formative years is challenging, and Cheyanne aspires to help others overcome the emotional burdens of poor physical health. She is a blogger on The Mighty about her chronic illness, and she donates hand-knit items including beanies and scarves to those in need.

Cheyenne is grateful for the NPGF college awards because it has aided her in pursuing her dreams. "I am proud to represent an industry that focuses on the future of the next generation," she says.

Cheyenne's stepfather, Sean Chavis, works for Heritage Propane (a part of AmeriGas Propane LP) as a Service Technician in Easley, South Carolina.







## 2018-19 CETP Certification

NPGA's CETP Certification Committee was active in 2018-19 on a number of fronts as the committee continues to work in conjunction with other industry safety groups to ensure that the certification program is aligned with the newest safety and training materials and regulatory requirements. An example of this is the annual comprehensive review the committee does of all CETP certification exams and corresponding skills assessments. This process is designed to address new codes and standards, to ensure the effectiveness of the skills assessments and to align the program with the applicable CETP training materials published by Propane Education and Research Council (PERC).

This past year, the committee has worked to support workforce development activities at both NPGA and the PERC by working on the development of an industry specific HVAC/Plumber certification program. The intent of this certification area is to support the PERC's CETP curriculum and provide trade and technical schools with industry credentials for successful graduates of propane specific classes.

The committee continues to support the "Remaining Current" program which utilizes the PERC-produced Refresher Training materials for each certification area as the basis of this program component. Remaining Current is designed to keep certification holders current with new safety procedures, technology, equipment and code changes. Many of the codes and standards referenced in the CETP training courses (NFPA, OSHA and DOT) require recurrent or refresher training, and the Remaining Current program can assist marketers in complying with these requirements including documentation of training. Available online or via classroom training, this program is designed to be user friendly and easy to access.



# Workforce Development

An important initiative woven into NPGA's most recent strategic plan is to engage in efforts that promote workforce development. Through its Workforce Development Task Force (WDTF), NPGA is seeking to address the challenges faced by marketers in attracting and retaining qualified employee for the propane industry.

Over the past year, the WDTF has developed both short-term and long-term deliverables for the industry, which focus on four main areas: 1) statistical data, 2) recruiting, onboarding and employment development, 3) apprenticeship programs, and 4) strategic partnerships. Working in conjunction with the Propane Education and Research Council (PERC), the WDTF has produced the following industry deliverables:

- A completed industry workforce survey which gathered data from more than 500 industry respondents on a variety of workforce-related data points. This data will be used to target industry workforce development activities, benchmark against other like industries and provide context in promotional and outreach materials.
- Industry-specific recruitment outreach materials and a dedicated propane workforce website that can be utilized by employers and state associations in a variety of ways. Marketers can leverage these materials by posting them on jobsites and webpages, making them available as handouts and take-home materials for job fairs and career information for technical and vocational schools.
- Submittal of an application to the U.S. Department of Labor (DOL) for designation as a nationally-registered apprenticeship program, which will be under the administration of NPGA. The apprenticeship programs submitted were for service technicians, delivery drivers, transport drivers and utility drivers. Once approved by the DOL, these programs can be utilized to bring novice employees into the industry and provide a nationally recognized, structured program that provides the education and skills needed to become an industry professional. The apprenticeship programs can be used by employers internally or can be coupled with secondary educational programs or veterans' programs.
- Formation of ongoing partnerships with state trade and technical schools to deliver Certified Employee Training Program (CETP) training and certification materials and programs. Many of the CETP programs are being embedded with existing HVAC and plumbing curriculum to give student in these programs familiarity and technical expertise on propane systems and appliances.

NPGA continues working with our industry partners, PERC and state associations on methods and funding for implementation of these deliverables and programs to the industry.







## Codes and Standards

NPGA's Technology, Standards and Safety (TS&S) Committee continues to focus on developing improvements to the codes and standards that impact propane companies nationwide, primarily NFPA 58, the *LP-Gas Code* and NFPA 54/ANSI Z223.1, the *National Fuel Gas Code*. The International series of codes including the International Fuel Gas Code, Fire Code and Energy Conservation Codes are also high on NPGA's priority list, as are related documents such as the Z21/83 appliance standards.

The NFPA Technical Committee on LP-Gases is completing the development of the 2020 edition of NFPA 58 and once again, NPGA's representatives on the committee achieved much success with the industry's proposals to the code, as well as defending NPGA's members against onerous and burdensome proposals.

The new edition of NFPA 58 is scheduled to be published in late summer 2019 and will reflect advances in the requirements for propane-powered over-the-road vehicles with respect to the selection and installation of materials specifically designed to withstand the rigorous conditions encountered in the engine compartment and underside of a vehicle. Among many successful proposals to the next edition, NPGA is responsible for introducing material specifications for stainless steel pipe based on feedback that assemblers favor that material particularly for use on MC 331 cargo tank vehicles; for establishing requirements for structures over or surrounding tank installations; and for removing a suggested 10-year testing interval for relief valves on ASME containers.

In other codes and standards activities, NPGA continues to advocate for the use of unvented room heaters in high performance "green" buildings. NPGA also remains active in the development of ASHRAE standards and the International Codes, with the objective of achieving consistency between the requirements of the I-Codes and the NFPA codes and standards, as well as supporting NPGA's goal of utilizing full fuel cycle source energy as the primary means for assessing energy efficiency and carbon emission measurement.

Johnny Patrick, incoming Chairman of the TS&S Committee, said: *"The success of NPGA's Technology, Standards and Safety Committee in its role as the propane industry's developer of codes and standards that become law is due to the marketers of propane, manufacturers of equipment, insurance representatives and special experts who work so well together. Proof is that standards development organizations such as NFPA actually look to the TS&S Committee for leadership in addressing complex issues."*

Finally, the TS&S Committee modified its meeting format over the last year by streamlining its meetings from almost three days down to two full days of meetings, thereby increasing its efficiency and enabling attendees to return home within a more reasonable timeframe.



# NPGA Business Councils

## Benchmarking Council

For more than 20 years, NPGA's Benchmarking Council has provided opportunities for propane marketers to search for new ideas by comparing business practices with other marketers who share the same challenges. More than 170 individuals from 125 companies, representing 40 states, meet three times a year and collaborate in a dozen small groups to improve their company's performance. Through the contribution of real-life data analyzed in projects including bobtail operating and delivery analysis, compensation analysis, and key performance indicators, members learn how to operate their businesses better. Presentations on specialized topics provide additional learning and networking opportunities. Learn more at [www.npga.org/organization/benchmarkingcouncil/](http://www.npga.org/organization/benchmarkingcouncil/).

## Cylinder Exchange Council

The Cylinder Exchange Council, comprised of major and independent marketers as well as suppliers of equipment and service providers, reviews issues and develops projects that are related to the common interests of its members during two meetings every year.

During 2018, the Council worked on addressing issues related to the development of the 2020 edition of NFPA 58. Once again, the requirements for fire extinguishers installed at cylinder exchange outlets are going to be modified from the previous edition. Fire extinguishers will have to be in compliance with the requirements of NFPA 10 as the primary document for rating and choosing fire extinguishers.

Council members participated in the development of the NFPA 58 requirements. In addition, the Council followed closely and provided input into the development of new inspection requirements for face seals on CGA 791 and CGA 793 cylinder valves. These requirements will be part of the 2020 edition of NFPA 58. Members of the Council look forward to continuing involvement in the state and national issues affecting cylinder exchange businesses throughout 2019.







### Women in Propane Council

Workforce development was a heightened focus of the Women in Propane Council as its leadership designed enhanced ways to deliver training to the industry's next generation of leaders. Council members and industry employees at large have multiple opportunities around the country and via teleconference to participate in signature programming that has defined a new standard of professional development within the propane industry. The key programs presented by the council this year included:



- Leadership Forum at the Expo
  - With an eye on sales skills, the five-hour intensive training was held in Atlanta at the Expo.
- DISC on the Road
  - The popularity, power, and productivity of the DISC program is now available at your place of business.
- WIP Knowledge Exchange: Mentoring Network
  - Volunteer mentors work closely via video conference to guide mentees on their chosen career goals.
- Roundtable Session and Networking Reception
  - Annually, at the Southeast Expo, Women in Propane hosts a leading industry speaker whose topic launches interactive roundtable discussions.

Women in Propane Council meetings and presentations were also held at the NPGA Fall and Winter Board meetings and the Western Propane Convention.

Council membership currently includes 475 individuals and 36 corporate members. To learn more, visit [www.npga.org/wip](http://www.npga.org/wip).

# Regulatory

## Regulatory Reform

NPGA continued to advocate for regulatory reform across all federal agencies, in particular the U.S. Department of Transportation (DOT) and the U.S. Department of Energy (DOE). NPGA persistently engaged DOT to reduce regulatory burdens on the propane industry, such as finalizing the requalification period for DOT-specification cylinders requalified by the hydrostatic method. NPGA also continues to pursue hours-of-service reform at DOT, including expansion of the 100 air-mile radius provision of the short-haul operation regulation.

This year, NPGA successfully engaged DOT to amend an hours-of-service exemption to include propane operations. The exemption applies to drivers of short-haul operations who unexpectedly operate beyond the limits of the short-haul exemption and, therefore, must immediately comply with the HOS requirement to take a 30-minute rest break after eight consecutive hours of time on-duty. Now, when unexpected situations like this occur, a propane short-haul driver can count other time from the day, such as waiting to fill the bobtail, as the 30 minute rest break.

NPGA also joined other associations and companies to call on DOE to withdraw an ongoing rulemaking on furnace efficiency standards. We urged DOE to withdraw the rulemaking primarily on the basis that it would cause consumers to switch furnace types and have the effect of fuel switching, particularly in the southeastern region of the United States. We argued that the non-condensing aspect of a furnace is a 'feature' as outlined in the Energy Policy and Conservation Act, which prohibits DOE from promulgating regulations that would likely eliminate a product type of performance characteristic.

## OSHA's Crane Rule in Construction

In November 2018, the U.S. Occupational Safety and Health Administration (OSHA) published the Final Rule on the *Cranes and Derricks in Construction* regulation, of which NPGA has long-contested the applicability to the propane industry. Since the start of the rulemaking process in 2010, NPGA opposed application of the Crane Rule to propane tank delivery and persisted in our arguments for exclusion from the regulation. Ultimately, the Final Rule included a statement that narrowly defines the occasion that use of a crane to deliver a propane tank at a construction site would be subject to the regulation, "*Propane field technician operators would fall under the crane rule in only one very specific and limited scenario: installation of new tanks (not replacement of existing tanks in kind) at a construction site.*"







The Final Rule was published after a significant effort over the past year to draw the attention of the federal legislative and executive branches of government to the propane industry's argument that OSHA should not include cranes operated in the delivery or retrieval of tanks in the regulation. Since the beginning of the year, supporters of the propane industry sent more than 13,000 messages to The White House and Congress in addition to hundreds of comments to OSHA. Earlier in the year, Congressman Drew Ferguson supported the propane industry's position by introducing HR 5988, the Common Sense Certification Reform Act, which totaled 50 co-sponsors, largely due to the grassroots engagement of industry members leading up to and during Propane Days 2018.

To assist industry members, NPGA developed a fact sheet on when the regulation may apply to operations. In addition, NPGA conducted nearly a dozen national, regional, and state level webinars in conjunction with state and regional associations. These webinars discussed NPGA's engagement in the rulemaking process, the final regulatory action, and common questions. NPGA also developed a White Paper to provide a general overview of the entire regulation and its requirements. The fact sheet, webinar presentation, and white paper are available on the Membership Dashboard.

### Winter Preparedness

NPGA engaged the National Association of State Energy Officials (NASEO) to update the November 2014 edition of the guidance on emergencies and hours of service waivers. NPGA identified the need to clarify points of confusion regarding regional waivers by the Federal Motor Carrier Safety Administration (FMCSA) as well as provide state officials more information on what constitutes an emergency to justify a declaration and hours of service waiver. The guidance was reviewed by FMCSA for accuracy.

Highlights of the November 2018 NASEO Guidance include:

- Highlighting *prospective* declarations and HOS waivers;
- Clarifying that FMCSA regional waivers apply to intrastate and interstate drivers;
- Clarifying the variety of emergencies that may justify a declaration and HOS waiver, such as cold or wet weather, natural disasters, railway or terminal interruptions, etc;
- Providing state officials with sample questions to consider a declaration and HOS waiver.

In addition, NPGA is pursuing development of a communications system for the industry to share information about terminals, wait times, and emergency declarations. Pending review by outside legal counsel, NPGA's state affairs and regulatory team will work on development of the tool with the intent for application during the upcoming winter heating season. The tool would serve as another resource for marketers to prepare storage and logistics for winter heating season.

# Meetings and Conventions

## **Positively Propane! Innovation. Education. Collaboration.**

Atlanta was the site of the 2019 NPGA Southeastern Convention & International Propane Expo which took place April 13 – 15. Nearly 3,100 individuals participated in the three-day event from 48 U.S. states, the District of Columbia, Guam, Puerto Rico, and 31 foreign countries and territories. In addition, the nearly sold-out 180,000 sq. ft. exhibition hall included more than 240 exhibiting organizations.

During the annual PERC Update, PERC vice presidents Bridget Kidd and Cinch Munson explained how the Propane Education & Research Council is transforming to meet the changing needs of propane retailers and their customers. They talked about how PERC's core values reflect the time-tested values of the propane industry: dependable, customer-focused, purposeful, collaborative, creative, and expertise. And they described a way of moving forward together, through renewed commitment to workforce development, safety and training, innovation, and communications.

Following the PERC Update, actor, motivational speaker, and retired U.S. soldier J.R. Martinez entertained the audience with touching and sometimes humorous stories from his life experiences. The educational components of the Expo included 27 breakout sessions, eight Fast Track Sessions, several Propane Technical Workshops, and the WIP Leadership Forum @ the Expo. Additionally, NPGA, in conjunction with the U.S. Department of Transportation, held a preconference "Propane Cargo-Tank Test & Inspection Workshop."

Other program highlights included a three-hour Welcome Reception on the exhibit hall floor, Women in Propane Reception, Young Gassers' Reception at the College Football Hall of Fame, and a Prayer Breakfast featuring Rev. Dr. William Fullilove.

In 2020, Expo will return to the Music City Center in Nashville April 6-8. Visit the official website at [www.NPGAexpo.com](http://www.NPGAexpo.com) for additional information on exhibiting or attending.







## 2018 Propane Days

NPGA began its new annual year in June 2018 in Washington, D.C., with *Propane Days*, the industry's annual grassroots advocacy fly-in. Industry members were eager to visit their elected officials to discuss the OSHA Crane Rule, extending the alternative fuel tax credits, seeking support for the DRIVE-Safe Act and obtaining an exemption from the Jones Act.

More than 200 members met with their elected officials in Congress. Over the course of two days, attendees promoted the industry's latest policy objectives before dozens of senators and representatives, looking to take advantage of a pro-business Congress and administration.

*Propane Days* started with the presentation of two prestigious industry awards. The Distinguished Service Award, which is the industry's highest honor, was presented to Ray Murray for his numerous contributions to the industry including the launch of Vision 2014, which was planned and developed under his watch as Chairman of NPGA's Executive Committee. The Bill Hill Award, which recognizes a member's demonstrated great efforts in advocacy, was presented to Wayne Kohley, who was instrumental in a number of legislative successes in his home state of Michigan, including the adoption of tort reform legislation.

Focusing on advocacy, Congressman Drew Ferguson (R-GA) addressed the group on the subject of the OSHA Crane Rule, and his sponsorship of HR 5988, "Common Sense Certification Reform Act." Congressman Ferguson spoke about the nonsensical nature of the application of the rule to the propane industry and urged industry members to request their legislators for co-sponsor of the legislation.

Dr. Larry Sabato—a best-selling author, professor, and founder of the University of Virginia's Center for Politics—provided great insight into the current political environment in Washington. He shared his opinions on the upcoming midterm elections and how the results could shape the new 116th Congress that would be seated in January 2019.

Finally, in what has become a Capitol Hill tradition, *Propane Days* hosted a barbecue reception in the Rayburn House Office Building. Members of Congress and hundreds of Hill staff mingled with the attendees to cap off another successful event.

# Plant Tours

## Plant Tours: Bringing Congress Home

All politics is local, and the propane industry prides itself in being a local, nonpartisan energy solution in every congressional district in America. To bring this point home, NPGA members hosted dozens of elected officials at their facilities over the course of the year. These visits expand legislators' knowledge of the industry beyond the grill and educate them on the vital and diverse roles propane plays in providing a reliable, safe, clean, and comfortable way of life for their constituents.

Plant tours have provided clarity and context to complex federal policy issues. As such, these tours serve as a critical grassroots advocacy tool for the association. To date, nearly 50 Members of Congress from both sides of the aisle have accepted invitations to tour propane facilities. When Congress has a broad understanding of what the propane industry is about and how it serves local communities, it can encourage and pass sensible public policies.







## Legislative Affairs

### Autogas Tax Credits

The alternative fuel tax credit and the alternative fuel infrastructure credit expired December 2017. In early February 2019, NPGA worked with other industry leaders to organize an “all parties” letter which included signatures from more than 650 organizations to encourage Congress to extend the expired tax credits. Since February, the U.S. House of Representatives has held a public hearing to discuss the future of these tax provisions, and the U.S. Senate released a new bill to extend a broader package of expired tax credits including the alternative fuel tax credits. NPGA continues to advocate for the prospective extensions of these tax credits.

### Appropriations Requests

NPGA sought changes to FY 2019 Appropriations language that would request research, development, and demonstration (RD&D) funding opportunities through the U.S. Department of Energy. NPGA submitted requests with more than a dozen House and Senate Appropriation members for the Energy and Water bill. Requests for RD&D were made through the Building Technologies Office for Combined Heat and Power systems, and to the Vehicle Technologies Office for vehicle engine technology. NPGA is hopeful these requests will be included in Committee report language this year.

### Exempting Propane Tanks from the OSHA Crane Rule

NPGA’s legislative advocacy efforts complemented our regulatory opposition to the Cranes and Derricks in Construction regulation. In the U.S. House of Representatives, Congressman Drew Ferguson (R-GA) supported the propane industry’s position by introducing HR 5988, which garnered 50 co-sponsors. NPGA also collaborated to give testimony during a Small Business Committee hearing and during an Education and Workforce Committee closed-door roundtable. In the Senate, Senator Pat Roberts (R-KS) drafted a letter to support our industry position, which five senators co-signed. Finally, NPGA hosted a bipartisan, bicameral staff briefing to educate Congressional leaders on the burdens of the crane regulation. NPGA’s legislative advocacy played a key role in successfully influencing OSHA’s final rulemaking that limited the scope of the rule to a narrow set of circumstances for the propane industry.

# PropanePAC



The second year of the 2018 election cycle continued the “engagement” theme established the previous year by PropanePAC Steering Committee Chairman David Biggs of United Propane Autogas Solutions Group (Marshall, MI). In particular, encouraging all members of NPGA’s 145+ member Board to take a more active role in the association’s political activities was a charge many directors greatly embraced. As a result, in calendar year 2018, PropanePAC received more than \$118,000 from eligible individuals and corporate PACs.

Collectively, for the 2018 election cycle (calendar years 2017-2018), PropanePAC received more than \$230,000 in personal and contributions. The PAC disbursed more than \$200,000 to a bipartisan collection of Congressional candidate committees and leadership PACs. Of those candidates supported, 74% won their election.

PropanePAC’s administration and fundraising activities are sponsored by the PropanePAC Administrative Fund. This separate fund receives corporate contributions from NPGA’s member companies to cover the expenses of administering and promoting PropanePAC. For FY2019 (March 1, 2018 through February 28, 2019), PropanePAC Administrative Fund sponsorships totaled more than \$43,000.

The propane industry has a great story to tell, and PropanePAC helps NPGA to tell that that story to Congress. NPGA greatly appreciates the personal generosity of all eligible contributors to PropanePAC. Furthermore, NPGA is truly grateful to the many companies and affiliated state and regional associations that sponsor the PropanePAC Administrative Fund.

## Red PACage Sponsors

**AmeriGas**®

**Bergquist**

**Missouri**  
**PROPANE**  
GAS ASSOCIATION

**PROPANE GAS**  
Association of New England

## White PACage Sponsor

**Michigan**  
PROPANE GAS ASSOCIATION

## Blue PACage Sponsors

**E** ENERGY  
DISTRIBUTION  
PARTNERS

**Georgia**  
Propane Gas Association, Inc.

**KDA**  
KANSAS DISTRIBUTION ASSOCIATION

**Iowa**  
Propane Gas  
Association







## About PropanePAC

PropanePAC is NPGA's multi-candidate, non-partisan political action committee serving as the political voice of the propane industry.

Federal election laws prohibit trade associations like NPGA from using their general funds generated from dues to make contributions to federal candidates. Only eligible employees of NPGA members can empower the association to have an active role in the federal election process by contributing their own personal funds to PropanePAC. These contributions allow NPGA to speak on behalf of the industry in the political realm and allow NPGA to support candidates for the U.S. Senate and House of Representatives who help advance the association's mission.

PropanePAC would like to specifically thank the following individuals and corporate PACs for their generosity for the 2018 association year (June 2018 – May 2019):

### Corporate PACs:

CHSPAC

### Individual Donors: Silver Bobtail Club (\$2,500/yr)

Joseph Armentano	Joseph Buschur	Gerry Misel	William Platz
Linda Barry	Carl Hughes	Andrew Peyton	Randy Thompson
Robert Barry	Keith McMahan	D. Frank Platz	

### Individual Donors: Propane Founders Club (\$1,912/yr)

Roger Boehlke	Chris Earhart	Denis Gagne	Shannon McWhorter
Jerry Brick	Gary France	Thomas Manson	Randall Sams

### Individual Donors: 1075 Club (\$1,075/yr)

Doug Auxier	John Brooks, III	Kim Godlewski	John O'Neal
David Barrett	Guy Bowman	Andrew Heaney	Charlie Ory
Malcolm Barrett	Shawn Coady	Thomas Jaenicke	Todd Pellett
Cindy Platz-Belmont	Amy Dean	Chad Kroening	Roland Penta
David Biggs	Rob Freeman	Andrew Levinson	Brian Petrovich
Eugene Bissell	Lisa Gerwitz	Boyd McGathey	Jeffrey Shaffer

*For full PAC financial information, please see page 27.*

# State Affairs

## State Engagement Initiative

The state affairs program coordinates with state and regional propane associations and industry leaders to defend against harmful legislative or regulatory proposals that could have a domino effect across the country.

To complement this effort, in 2015 NPGA's Executive Committee committed up to \$500,000 for the State Engagement Initiative to provide necessary resources to protect the industry. Since that time, the propane industry has achieved significant victories, primarily over subsidized natural gas proposals in the legislative and regulatory arenas. Funds have been used to assist the propane gas associations in Illinois, Maryland, Michigan, Minnesota, New Mexico, North Carolina, Texas, and West Virginia, as well as throughout the states of the Propane Gas Association of New England.

In addition to fighting against natural gas expansion, NPGA is expanding its efforts into challenging proposals to curtail or eliminate the use of fossil fuels, including the elimination of internal combustion engines and efforts to limit infrastructure development.

In 2018, NPGA expanded the State Engagement Initiative to include two new key team members to expand the direct assistance provided to state and regional associations and also expand the propane industry's outreach to external audiences, most notably policy groups that influence state legislators and regulators.





# Awards

## Chairman's Citations

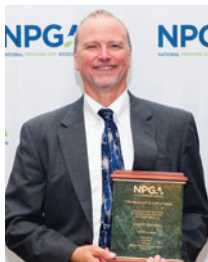
Chairman Jerry Brick awarded four citations to individuals who have demonstrated extraordinary commitment to the industry.



**Michelle Bimson-Maggi**  
AmeriGas Propane LP



**Bruce Montroy**  
Bergquist, Inc.



**Drew Combs**  
CHS, Inc.



**Ken Mueller**  
CHS, Inc.



**Bill Hill Award**  
**Wayne Kohley**  
*Excel Propane*

The NPGA Bill Hill Memorial Award is conferred upon an individual who has made outstanding and lasting contributions to the propane industry in the area of government relations.



## Distinguished Service Award

**Raymond Murray, III, Ray Murray, Inc.**

Ray Murray was awarded the 2017 NPGA Distinguished Service award on June 5, 2018. The Distinguished Service Award is the industry's highest honor.

Throughout his long industry career, Murray has been active with NPGA and his state association. He has chaired standing committees, task forces and a membership section and is a longtime supporter of the Scholarship Program. In 2009, he was recruited to serve as an officer of NPGA, moving through the chairs until his eventual election as Chairman of the Board.

Murray's service as Chairman of the Executive Committee is noteworthy because he launched Vision 2014. Its ambitious goals and accomplishments were one of the most successful strategic plans in NPGA's history.



**Safety Award**  
**Ed Ferguson**  
C3H8 Consulting  
2017 Individual  
Safety Award



**Safety Award**  
**Mike Walters**  
Superior Energy Systems  
2017 Individual  
Safety Award



**State Director  
of the Year**  
**Todd Pellett**  
Pelgas  
Iowa State Director

# Membership Services

## Membership

Marketer membership contracted in 2018, with 63 member companies sold or acquired while Supplier and International membership held steady. Member communications were increased in 2018 using traditional and digital media to convey our message, including print ads and direct mail. Postcards and ads reminded members about available programs and benefits, and email updates provided the latest news about regulatory and legislative issues.

### 2015 – 2019 Total Members by Category

	2015	2016	2017	2018	2019
Marketers	2,466	2,410	2,348	2,331	2,259
Manufacturers	127	143	140	137	136
Distributors	39	42	39	40	38
Producers/Wholesalers	16	21	19	18	16
Transporters	7	9	14	14	13
Services	93	113	117	99	99
International	41	46	43	44	42
Individual	11	9	5	5	7
<b>TOTAL MEMBERS</b>	<b>2,800</b>	<b>2,793</b>	<b>2,725</b>	<b>2,688</b>	<b>2,610</b>

### 2015 – 2019 Marketer Locations

	2015	2016	2017	2018	2019
Bulk Plants	9,968	9,965	7,552	7,341	7,523
Retail Branches	3,651	3,615	5,334	5,265	5,340
Marketer HQ	2,466	2,410	2,348	2,331	2,259







## Affinity Programs

NPGA continues to work with the affinity partners to promote their programs, expand their offerings, and provide responsive customer service. NPGA values the continued support of the state and regional associations in promoting the benefit programs and increasing awareness among members. As part of NPGA's new agreements, partners P3 Propane Safety and TekCollect shared nearly \$25,000 in revenue with the states in the 2018-19 program year.

### Affinity Partners



Uniforms & facility supplies



Insurance solutions



Tires



Human resources support



Background checks



Online products & services directory



Compliance system & duty to warn

**STAPLES**  
Business Advantage  
Office supplies & more



Collection services



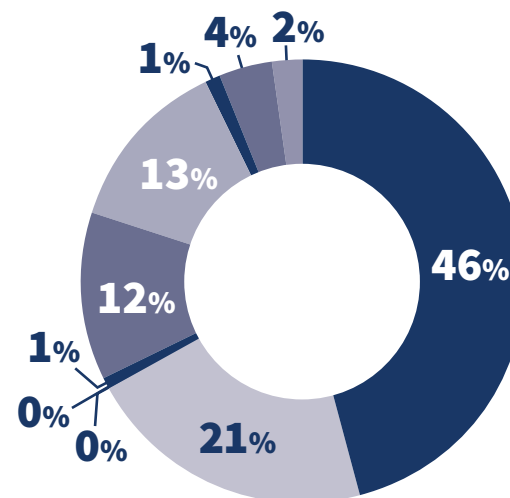
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# Financial Statements At-a-Glance

## FY 2019 Sources of Revenue (NPGA Only)

Membership	3,408,385	46%
Meetings and conventions	1,549,395	21%
Communications	18,947	0%
Regulatory and technical	5,559	0%
Legislative affairs	43,215	1%
Education and training	901,113	12%
PERC activities	912,436	13%
Governance and board	49,643	1%
Councils and forums	299,867	4%
Investment income – operating	171,045	2%

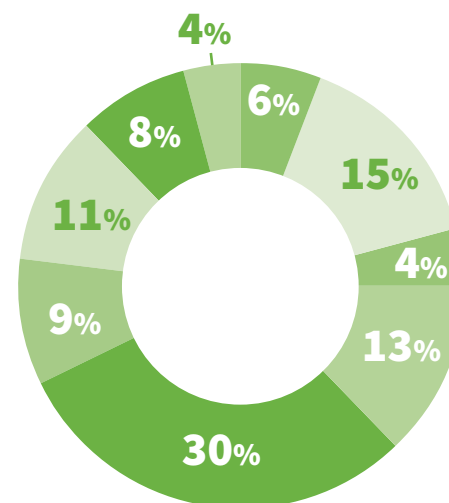
**Total** **7,359,605** **100%**



## FY 2019 Allocation Of Program Expenses (NPGA Only)

Membership	403,059	6%
Meetings and conventions	1,049,506	15%
Communications	263,082	4%
Regulatory and technical	923,149	13%
Legislative affairs	2,095,730	30%
Education and training	613,833	9%
PERC activities	742,576	11%
Governance and board	547,620	8%
Councils and forums	299,867	4%

**Total** **6,938,422** **100%**





# National Propane Gas Association and Affiliate

## Consolidated Statement of Financial Position – With Consolidating Information

February 28, 2019 (With Comparative Totals for 2018)

	2019 (Consolidating Information)				
	NPGA	NPG Foundation	Eliminations	Consolidated 2019	Consolidated 2018
<b>ASSETS</b>					
Cash	\$135,054	\$33,066	\$ —	\$168,120	\$1,320,375
Investments	7,826,687	3,102,949	—	10,929,636	10,162,435
Accounts receivable, net	218,880	85	(2,185)	216,780	194,231
Prepaid expenses and other assets	254,402	1,645	—	256,047	232,251
Prepaid convention expenses	195,695	—	—	195,695	169,158
Investment in deferred compensation plans	417,540	—	—	417,540	413,107
Inventory	12,607	—	—	12,607	10,073
Property and equipment, net	56,110	—	—	56,110	82,700
Deposits	20,892	—	—	20,892	31,360
<b>Total assets</b>	<b>\$9,137,867</b>	<b>\$3,137,745</b>	<b>\$(2,185)</b>	<b>\$12,273,427</b>	<b>\$12,615,690</b>
<b>LIABILITIES AND NET ASSETS</b>					
Liabilities:					
Accounts payable and accrued expenses	\$141,597	\$2,100	\$(2,185)	\$141,512	\$304,174
Accrued payroll and employee benefits	163,088	—	—	163,088	104,537
Capital lease liability	891	—	—	891	6,098
Deferred compensation plan obligations	417,540	—	—	417,540	413,107
Deferred rent expense	37,391	—	—	37,391	75,621
Deferred rent tenant buildout allowance	24,435	—	—	24,435	53,757
<b>Total assets</b>	<b>784,942</b>	<b>2,100</b>	<b>(2,185)</b>	<b>784,857</b>	<b>957,294</b>

	2019 (Consolidating Information)				
	NPGA	NPG Foundation	Eliminations	Consolidated 2019	Consolidated 2018
Deferred revenue:					
Dues	921,227	2,100	—	923,327	1,304,070
Conventions	990,803	—	—	990,803	1,072,132
Certified employee training program	129,868	—	—	129,868	127,369
Business councils and forums	170,829	—	—	170,829	205,564
Forklift promotion fund	3,573	—	—	3,573	3,573
Other deferred revenue	15,978	1,000	—	16,978	12,750
Total deferred revenue	2,232,278	3,100	—	2,235,378	2,725,458
Total liabilities	3,017,220	5,200	(2,185)	3,020,235	3,682,752
Net assets:					
Without donor restrictions:					
Undesignated	5,663,334	233,966	—	5,897,300	5,621,844
Board designated	386,891	199,373	—	586,264	582,543
	6,050,225	433,339	—	6,483,564	6,204,387
With donor restrictions	70,422	2,699,206	—	2,769,628	2,728,551
Total net assets	6,120,647	3,132,545	—	9,253,192	8,932,938
Total liabilities and net assets	\$9,137,867	\$3,137,745	\$ (2,185)	\$12,273,427	\$12,615,690

Financials do not represent a full financial statement presentation.  
Please refer to the fiscal year 2019 audit report for full disclosure.

# National Propane Gas Association and Affiliate, continued

## Consolidated Statement of Activities – With Consolidating Information

February 28, 2019 (With Comparative Totals for 2018)

	2019 (Consolidating Information)				
	NPGA	NPG Foundation	Eliminations	Consolidated 2019	Consolidated 2018
<b>UNRESTRICTED REVENUE AND SUPPORT:</b>					
Membership dues and lists	\$3,240,522	\$2,300	\$ —	\$3,242,822	\$3,348,114
Other membership	167,863	—	—	167,863	153,053
Meetings and conventions	1,549,395	104,394	—	1,653,789	1,770,179
Communications	18,947	—	—	18,947	21,042
Regulatory and technical	5,559	—	—	5,559	4,703
Education and training	901,113	—	(31,000)	870,113	704,456
PERC activities	912,436	—	—	912,436	1,094,179
Governance and board	49,643	—	—	49,643	34,662
General and administrative	—	—	—	—	460
Investment income	171,045	—	—	171,045	148,869
Councils and forums	299,867	—	—	299,867	303,099
Contributions	—	1,201	—	1,201	8,830
Net assets transferred from restricted net assets	76	21,838	—	21,914	255,944
Net assets released from restrictions	43,139	—	—	43,139	44,225
<b>Total net assets without donor restrictions revenue and support</b>	<b>7,359,605</b>	<b>129,733</b>	<b>(31,000)</b>	<b>7,458,338</b>	<b>7,891,815</b>

	2019 (Consolidating Information)			Consolidated 2019	Consolidated 2018
	NPGA	NPG Foundation	Eliminations		
EXPENSES:					
Program services and support:					
Membership	403,059	—	—	403,059	425,955
Meetings and conventions	1,049,506	—	—	1,049,506	1,134,872
Communications	263,082	—	—	263,082	547,486
Regulatory and technical	923,149	—	—	923,149	870,324
Legislative affairs	2,095,730	—	—	2,095,730	2,092,774
Education and training	613,833	—	—	613,833	582,131
PERC activities	742,576	—	—	742,576	911,095
Governance and board	547,620	—	—	547,620	559,721
Councils and forums	299,867	—	—	299,867	303,099
Management and general	—	65,569	(31,000)	34,569	35,424
Scholarships and award	—	124,446	—	124,446	127,470
Total expenses	6,938,422	190,015	(31,000)	7,097,437	7,590,351
Change in net assets without donor restrictions before other changes	421,183	(60,282)	—	360,901	301,464

(Continued)



# National Propane Gas Association and Affiliate, continued

## Consolidated Statement of Activities – With Consolidating Information

February 28, 2019 (With Comparative Totals for 2018)

	2019 (Consolidating Information)			Consolidated 2019	Consolidated 2018
	NPGA	NPG Foundation	Eliminations		
<b>OTHER CHANGES:</b>					
Realized investment earnings gain	\$94,527	\$ —	\$ —	\$94,527	\$10,843
Long-term unrealized investment (loss) gain less than designated amount	(206,389)	—	—	(206,389)	488,262
Pipeline infrastructure defense fund	2,774	—	—	2,774	39,579
Corporate partners program fund	—	947	—	947	48,915
State engagement initiative	(18,235)	—	—	(18,235)	(53,120)
State association management settlements	6,421	—	—	6,421	12,853
Membership dues contribution to state associations	—	—	—	—	(232,385)
Deferred rent adjustment	38,231	—	—	38,231	30,886
	(82,671)	947	—	(81,724)	345,833
Change in net assets without donor restrictions	338,512	(59,335)	—	279,177	647,297

	2019 (Consolidating Information)				
	NPGA	NPG Foundation	Eliminations	Consolidated 2019	Consolidated 2018
<b>CHANGES IN NET ASSETS WITH DONOR RESTRICTIONS:</b>					
Contributions	43,139	41,077	—	84,216	136,604
Endowment investment income	76	21,838	—	21,914	255,944
Net assets transferred to net assets without donor restrictions	(76)	(21,838)	—	(21,914)	(255,944)
Net assets released from restrictions	(43,139)	—	—	(43,139)	(44,225)
Change in net assets with donor restrictions	—	41,077	—	41,077	92,379
Change in net assets	338,512	(18,258)	—	320,254	739,676
Net assets:					
Beginning	5,782,135	3,150,803	—	8,932,938	8,193,262
Ending	\$6,120,647	\$3,132,545	\$ —	\$9,253,192	\$8,932,938

Financials do not represent a full financial statement presentation.  
Please refer to the fiscal year 2019 audit report for full disclosure.

# National Propane Gas Association Political Action Committee

## Statements of Financial Position

December 31, 2018 and 2017



	2018	2017
<b>Assets</b>		
Cash	\$167,625	\$154,294
Accounts receivable	190	100
<b>Total assets</b>	<b>\$167,815</b>	<b>\$154,394</b>
<b>Net Assets</b>		
Net assets — unrestricted	\$167,815	\$154,394

## Statement of Activities

Years Ended December 31, 2018 and 2017

<b>Revenue and support:</b>		
Contributions	\$118,171	\$107,966
Donated services and support	79,916	89,698
<b>Total revenue and support</b>	<b>198,087</b>	<b>197,664</b>
<b>Expenses:</b>		
Contributions	104,750	95,000
Donated services and supporting services	79,916	89,698
<b>Total expenses</b>	<b>184,666</b>	<b>184,698</b>
<b>Change in net assets</b>	<b>13,421</b>	<b>12,966</b>
<b>Net assets:</b>		
Beginning	154,394	141,428
Ending	\$167,815	\$154,394

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Please refer to the calendar year 2018 audit report for full disclosure.*







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Downers Grove, IL

## NPGA STAFF LIST

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President &  
Chief Executive Officer

#### Kevin Boland

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#### Lesley Garland

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#### Peter Ferrell

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