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Message from the President



Steve Kaminski
President & CEO, NPGA

It is your time,
your resources,
and your support
that are pushing
the propane
industry forward.

Two successful Southeastern Expos in six months—what a whirlwind! It was terrific to see the entire industry, together, after so much time away from in-person events. In Nashville, not only was the energy palpable, but the engagement by the propane industry's youth was tremendous!

Another source of energy is the work around NPGA's Administrative Services Program (ACE) for Entry Level Driver Training (ELDT) which launched in February. ACE is an administrative program designed to assist companies in navigating the ELDT red tape. The response to ACE has exceeded our expectations. It is gratifying to provide a specific service that is helpful across so many segments of the industry. And thank you to PERC for their collaboration in building the platform.

It's been a busy time and I want to update you on a few recent industry wins.

- The Federal Infrastructure Investment and Jobs Act makes \$7+ billion available for the propane industry. One key 2022 priority is getting that money to work for propane.
- The Federal Energy Regulatory Commission (FERC) agreed with NPGA's petition to lower the index governing liquids pipelines rates, which translates to an industry savings of 3.23 cents per gallon for 5 years: A big win against the pipelines for the industry.
- NPGA and a select few allies fought against the Biden Administration and OSHA on Covid-related restrictions and we beat them in the U.S. Supreme Court. The court stayed the OSHA program requiring vaccination or testing plus face covering for companies with 100+ employees.

NPGA obtained a 42-state FMCSA hours of service waiver which ran for 60 days in the heart of winter heating season. The waiver was made possible by the data collection efforts of our regional and state association executives.

We're working hard with regional and state associations on proactive energy choice legislation and defending propane against onerous anti-gas proposals. We're doubling down on our firepower in the building codes and standards space. We're as integrated with PERC as ever and are engaging with them on dozens of endeavors. And NPGA is fully aligned with all regional and state associations, steering in the same direction—onwards and upwards for propane.

Above all, it is you who make our industry's successes possible. It is your time, your resources, and your support that are pushing the propane industry forward. I'm looking forward to seeing more of you with NPGA's full return of in-person events—Propane Days, State and Regional association summer meetings, and the fall NPGA Board of Directors meeting.

Warmest wishes,

A handwritten signature in black ink, appearing to read 'Stephen Kaminski'.

Stephen Kaminski
President
National Propane Gas Association

Message from the Chair



Robert Barry
Bergquist, Inc.

Chair of the NPGA Board

Propane provides equity on the path to net zero – it is an affordable fuel for families and businesses.

A Year of New Beginnings

In the past year we have emerged from restrictions caused by the pandemic. This relief from the lockdowns has allowed the propane community to partake in two Expo's & they were both stimulating events. After three long years of separation, we had the ability to join together and discuss victories and defeats. The industry tripod of Members, State Associations and the NPGA were active at the local, state & National levels advocating for our families, our customers & our industry.

The climate change controversy continues and the role of fossil fuels in the long-term heating of Earth's atmosphere continues to be debated. Our industry is engaged in the energy conversation as a low carbon alternative to many fuels currently being consumed today. Propane is a US sourced renewable fuel. Propane provides equity on the path to net zero – it is an affordable fuel for families and businesses.

In partnership with the Propane Education and Research Council (PERC) we are establishing our place in the environmental conversation. We are using two pillars to support our platform:

1. Access to clean, affordable and renewable energy like propane ensures equity on the path to zero
2. Clean and renewable energy like propane accelerates decarbonization.

To assist members in complying with the new Entry Level Driver Training requirements we have started the NPGA Administrative Compliance Experts or ACE. NPGA is a Federal Motor Carrier Safety Administration (FMCSA) Registered Training Provider and can complete the submission of your driver documents to FMCSA on your

behalf. If you are a user of NPGA's ACE services your drivers will be shepherded through the education and training requirements. NPGA will also be offering this service to companies outside the propane industry to generate non dues revenue.

As part of our workforce recruitment effort NPGA is participating in the US Department of Labor's Apprenticeship Program. Engaging in this training and education program can help you attract and retain employees. Apprenticeship programs have a long history of assisting employers in attracting and retaining skilled employees. NPGA offers four types of apprenticeships each of which has been approved by the Department of Labor. We are offering these in two broad classifications (1) Propane Service Technician, and (2) Commercial Motor Vehicle Driver, which has three separate driver programs – (a) Bobtail (2) Transport and, (3) Service. These are competency-based programs which requires on the job instruction & learning. These programs are a partnership between the employer that the apprentice works for and the NPGA which assist in managing the program.

As a final note I wish to thank the members of this industry for rewarding me with the opportunity to lead the Association for the last year. As a supplier I am honored by your trust. I wish each of you and your families good health and success in your endeavors.

Regards,

A handwritten signature in black ink, appearing to read 'Robert Barry', with a stylized flourish at the end.

Robert Barry

Workforce Development

Through the Registered Apprenticeship Program (RAP), NPGA continues to engage in workforce development efforts to address the challenges faced by propane marketers in attracting and retaining qualified employees for the propane industry. Under RAP, there are two approved job classifications: propane service technician and driver. Notably, over the past year, both the number of RAP employer sponsors and the number of apprentices has increased significantly. In partnership with NPGA's Administrative Compliance Experts Services, new CDL- and HME-applicants that successfully complete classroom and behind-the-wheel training are able to transition directly into the RAP increasing the potential for even more new applicants.

More information on RAP is available on NPGA's website: <http://npga.org/apprenticeship-program>.

NPGA continues to engage in workforce development efforts to address the challenges faced by propane marketers in attracting and retaining qualified employees...



State Affairs

The propane gas industry is highly regulated at the state and local levels. NPGA works closely with the state and regional associations and policymakers at the state level to ensure the safety and reliability of propane gas service is maintained. Since issues under debate at the state level can have a national effect on the propane industry and its customers, NPGA coordinates with state propane gas associations to ensure that accurate and timely information is available regarding industry operations.

In 2021, NPGA analyzed more than 10,000 bills, actively monitoring more than 700 that offered opportunities or challenges to the industry. In addition, NPGA actively monitored more than 300 utility cases across 45 states. 20 states enacted energy choice laws to protect the use of propane and NPGA and our state partners will continue to press for similar laws in 2022.

Legislative Affairs

2021 was an historic year for the propane industry. As a direct result of NPGA's strategy and advocacy efforts, the industry received access to nearly \$10 billion through various pieces of legislation. The most significant piece of legislation was the Infrastructure Investment and Jobs Act (IIJA), in which the propane industry received access to over \$7.5 billion. These wins were the culmination of years of work and will serve as a launching board for future initiatives.

American Rescue Plan

In March 2021, President Biden signed the American Rescue Plan, a \$1.9 trillion legislative package designed to address the ongoing pandemic and related issues. The plan includes \$4.5 billion in supplemental funding for the Low-Income Home Energy Assistance Program (LIHEAP), which helps disadvantaged families afford their energy bills. NPGA estimates that approximately 5%, or \$225 million of all LIHEAP spending, goes to propane customers for space and water heating applications. Additionally, the American Rescue Plan provided \$7.25 billion in additional funding for the Paycheck Protection Program (PPP) and expanded PPP eligibility to more nonprofit organizations.

Clean School Bus Funding

Congress introduced numerous pieces of legislation in the 117th Congress that aimed to incentivize electrification and limit fossil fuel use. NPGA worked closely with propane industry stakeholders to educate Members of Congress on the benefits of autogas and highlight propane as a green fuel. Through these efforts, the association was able to sway Congress and secure access to \$2.5 billion for clean school bus funding as part of IIJA. Relatedly, NPGA secured an additional \$1.6 billion for low-emission transit buses.

Clean Corridors

The IIJA contained an additional \$2.5 billion for the Clean Corridors Program, which provides grant funding for alternative refueling infrastructure across our national highway system. Initially, the bill did not include propane as an eligible fuel. NPGA successfully led a lobbying strategy in the House and Senate that resulted in Congress including propane in the program. This victory paved the way for propane's inclusion in many other provisions in the IIJA.



Benchmarking

NPGA's Benchmarking Council provides opportunities for propane marketers to discuss successful business practices. Nearly 130 propane marketers are members of 12 benchmarking groups. Benchmarking has returned to in-person meetings and it is an opportunity for a wide cross-section of marketers to connect. www.npga.org/membership/business-councils/benchmarking-council/



Scholarship

The National Propane Gas Foundation (NPGF) Scholarship Fund provides educational opportunities by offering \$1,000 and \$2,000 scholarships. The scholarships are available to the children of NPGA member company employees and may be used for college, vocational training, technical, and trade schools.

NPGF awarded scholarships to 101 students for a total of \$136,000 in 2021. Since its inception, NPGF has awarded more than \$2 million dollars in scholarships to help students achieve their higher education goals. Scholarships are endowed by companies, individuals, and state/regional associations.

NPGF's annual fundraising efforts enhance NPGF's ability to award scholarships. Thirty-five members of the propane industry donated \$51,250 to the Corporate Partners Campaign. The Scholarship Steering Committee endowed a new award with campaign proceeds.

For a complete list of scholarships and Corporate Partners, please visit the scholarship page of the NPGA website.

NPGF awarded scholarships to 101 students for a total of \$136,000 in 2021.

Women in Propane Council

During the second year of the pandemic, the Women in Propane Council developed two new initiatives which are impacting the council's growth and industry engagement. Founded with diversity and inclusion at its core, the council continued during this period to present education and training, networking, and mentorship programs available to the entire industry.



New in 2021-2022

- **Association Engagement Committee**
 - Recognizing the shared missions of state/regional associations and the Women in Propane Council, volunteers stepped up to make this alliance possible at the state level across the country.
 - Presentations were made to state leaders last spring and recruitment of Ambassadors started in the fall. With a goal to have a council representative (Ambassador) at every state/regional association meeting in the U.S., there are 15 states represented by volunteer Ambassadors in the pilot program.
 - Ambassadors make council reports at their state meetings. They bring information, updates, and opportunities to the states which will benefit the association's members.

- **WWW.WOMENINPROPANE.ORG**

- With a reciprocal link to the NPGA website, Women in Propane established its separate, stand-alone website in 2021. Designed and developed by Warm Thoughts Communications, the site is fully functional, allowing industry members to access program information, calendar of events, membership and event registration details.
- Since its launch in October, the site has attracted many visitors, new members, and engaged volunteers.

- **Celebration Summit | A Decade of Excellence**

- The day prior to the opening of the Expo in Nashville, the council celebrated its tenth anniversary at a full-day event offering attendees four speakers (people who were the first women to lead national organizations during the ten-year period), a celebratory luncheon, and two professional leadership trainings.
- Generous sponsorships will help support council programming in the coming year.



Ongoing Programs 2021-2022

- WIP Knowledge Exchange | Mentorship Network
 - Mentors and mentees enroll and are matched using Chronus software platform funded by the NPGA and the WIP council. "Knowledge Partners" meet via video conference.
- DISC on the Road
 - Businesses and state associations contract with WIP for certified DISC training at their place of business (or, for example, at a trade show).
- Council Business Meetings are open to all industry members and take place in conjunction with NPGA board meetings.
- Seminars, webinars, WIP Leadership Forum at the Expo, WIP Roundtable Session, and WIP Networking Reception occur throughout the year (some are annual) as stand-alone programs or in conjunction with industry events. To learn more, visit www.womeninpropane.org.

Propane Days

Due to ongoing COVID-19 concerns, NPGA hosted a non-traditional, yet very successful, Propane Days and Board of Directors meeting in June. NPGA was thrilled to host Congressman Rodney Davis (IL-13), who provided an update on the 117th Congress and his perspectives on the House Transportation and Infrastructure Committee markup of infrastructure legislation. Following the presentation with Congressman Davis, staff from the offices of Congressman Kurt Schrader (D-OR) and Senator Bill Hagerty (R-TN) led a bipartisan and bicameral take on energy, infrastructure, and climate change legislation in 2021. Other presentations included updates on domestic and international gas bans and an update from the Energy Choice Coalition.



Codes and Standards

In 2021 NPGA's Technology, Standards and Safety Committee continued to advocate for the use of unvented room heaters in ASHRAE 62.2, *Standard for Indoor Air Quality for Low-Rise Residential Buildings*. The committee continues to support the development of codes and standards based on scientifically valid information. The coming year will be important as the Committee will participate on the International Energy Conservation Code and advocate for NPGA priorities - safe transportation, storage, handling and use of propane.



Affinity Programs

NPGA offers members an array of discounted business services through our affinity partnership programs. Our members receive discounts or exclusive services on uniforms, insurance, office supplies, tires, and much more. NPGA works with our affinity partners to promote their programs and advise members of the benefits these programs provide. We also partner with the state and regional associations to increase awareness among members.



Our members receive discounts or exclusive services on uniforms, insurance, office supplies, tires, and much more.

Chair's Citations

Chair Denis Gagne awarded four citations to individuals who have demonstrated extraordinary commitment to the industry.

Joy Alafia

President & CEO, Western Propane Gas Association

In recognition of her extraordinary leadership of the Western Propane Gas Association in the face of extreme legislative and regulatory challenges from those that want to eliminate gas.

Leslie Anderson

President & CEO, Propane Gas Association of New England

In recognition of her extraordinary leadership of the Propane Gas Association of New England in the face of extreme legislative and regulatory challenges from those that want to eliminate gas.

Rob Freeman

Freeman Gas, Inc.

In recognition of his major contributions to the cause of safety and the NPGA codes and standards advocacy program for many years.

Bruce Swiecicki

Senior Technical Advisor, NPGA

In recognition of his skillful navigation of the proposal development process within the TS&S Committee, and for his invaluable technical expertise in supporting both NPGA staff and members.

State Director of the Year Award

Judy Taranovich

Proctor Gas Inc.

Vermont State Director



MEMBER SERVICES

Member Outreach

NPGA hired a Manager of Recruitment & Retention in 2021, who was assigned an ambitious undertaking: call every NPGA marketer member over the course of the year. 2098 active NPGA members were contacted, resulting in conversations with 33%.

The goal of the phone outreach was to determine how NPGA could better serve its members. Questions asked included:

- Are you pleased with your NPGA membership?
- Which member benefit does your company find the most valuable?
- Is there anything that NPGA could do differently?
- What would increase the value of your annual membership with NPGA?
- 79% were satisfied and find value in their membership, citing member communications and advocacy efforts as the most valuable benefits.
- 20% had no comments to share, saying they were more aware of their state association benefits and less aware of NPGA's.
- 1% provided negative feedback, primarily based on the impending 2022 dues increase and non-NPGA membership issues like driver shortages.

The information collected will help guide new member onboarding, and influence messaging to all members on NPGA activities and benefits.



Dues & Member Categories

The NPGA Board of Directors approved a dues increase for the 2022 membership year. This included a reorganization of our associate members into fewer categories and equalizing the dues across member types, and the addition of a new Dispenser Member category.

2018 - 2022 Total Members by Category

	2018	2019	2020	2021	2022
<i>Marketers</i>	2266	2233	2132	2111	2093
<i>Dispensers</i>					3
<i>Distributors</i>	40	37	36	34	33
<i>Individual</i>	6	6	5	7	8
<i>International</i>	45	42	40	32	31
<i>Manufacturers</i>	134	138	129	131	128
<i>Producers/Wholesalers</i>	16	15	17	19	19
<i>Services</i>	106	102	98	103	99
<i>Transporters</i>	14	14	12	9	9
TOTAL	2,627	2,587	2,469	2,446	2,423

2018 - 2022 Marketer Locations

	2018	2019	2020	2021	2022
<i>Bulk Plants</i>	7449	7662	7472	7695	7812
<i>Retail Locations</i>	5325	5409	5185	5256	5274



NPGA's political action committee is one of the association's most valuable advocacy tools and the industry's only political voice in Washington, D.C. The personal, voluntary contributions from members allow NPGA to participate directly in the political process and support candidates for Congress who align with the industry's interests.

Thanks to the generous support of NPGA members, the PropanePAC equipped NPGA with the resources needed to advocate for the propane industry successfully in the last year. In doing so, NPGA was able to engage and educate members of Congress, which allowed for our inclusion of over \$7.5 billion in funding for the propane industry through the Infrastructure Investment and Jobs Act (IIJA). This victory is just one of the many examples of how the PropanePAC provides opportunities to meet with policymakers to explain the importance of propane.

In 2021, PropanePAC raised close to \$100,000 from nearly 140 NPGA members. These receipts represent 75% of our yearly goal of \$125,000 and almost 50% of our cycle goal of \$250,000. NPGA distributed funds to 29 candidates: 19 Republicans, and 10 Democrats.

npga.org/propane-pac

Administrative Fund Sponsors

NPGA wants to thank our PropanePAC Admin Fund sponsors. The Admin Fund pays for our fundraising events, educational materials, and other administrative costs. The Fund is the only way member companies can participate in the Association's political activities, and NPGA does not use contributions to the Fund to support candidates for office.



2021 PropanePAC Contributors:

GOLDEN TRANSPORT CLUB \$5,000

Robert Barry
Bergquist, Inc.

Jim Davis
ThompsonGas, LLC

Judy Taranovich
Proctor Gas Inc.

Timothy Johnson
Propane Plus

SILVER BOBTAIL CLUB \$2,500

Joseph Armentano
Paraco

Joe E. Buschur
McMahan's Bottle Gas

Michael Hopsicker
Ray Murray Inc.

Roger Boehlke
Boehlke Bottle Gas Corp.

Frank Platz
Delta Liquid Energy

Raymond B. Murray, III
Ray Murray Inc.

PROPANE FOUNDERS CLUB \$1,912

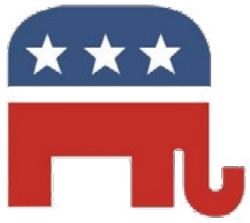
Gary France
France Propane
Service Inc.

Denis Gagne
Eastern Propane Gas Inc.

Thomas Knauff
Energy Distribution Partners

Thomas Manson
Eastern Propane Gas Inc.





1075 CLUB

\$1,075

David Barrett
Barrett Propane

Malcolm W. Barrett
Barrett Propane

Michael Baker
NPGA

Jennifer Baxter
Greenwell Bros Inc.

Eugene Bissell

Kristopher Bowman
Bowman Oil Co. Inc

Jerry Brick
Brick Transport, Inc.

Stephanie Carlson
Bowman Oil Co. Inc.

Richard Cummings III
Mulhern Gas Co. Inc.

Amy Dean
L. G. Jordan Oil
Company Inc.

Chris C. Earhart
DGO Corporation

Kim Godlewski
IPS Equipment

Thomas G. Jaenicke
ATomiK Creative
Solutions, LLC

Scott Klein
The Gas House

Wayne Kohley
Excel Propane Co.

Chad Kroening
Boehlke Bottled Gas
Corp.

David Long
Greendale Propane
Partners

David Lowe
Pro Image
Communications

Michelle Bimson Maggi
AmeriGas Propane LP

Boyd McGathey
Energy Distribution
Partners

Dominique Monlezun
Lake Arthur Butane Co.

Brad Morrill
Crystal Flash Inc.

Jeffrey L. Shaffer
Shaffer's Bottled Gas
Corp.

Jeffrey H. Stewart
Blue Star Gas

Kris Van Andel
Hopkins Propane

Craig Wood
O E Meyer Company



CONGRESSIONAL CLUB

\$535

Steve Ahrens
Missouri Propane Gas
Association

DD Alexander
Global Gas Inc.

Tracy Amburgey
Southern States
Cooperative

James E. Bertelsmeyer
Pinnacle Investments LLC

Barry Boehlke
Boehlke Bottled Gas
Corp.

Brian Brooks
Brooks Gas Co.

David Daniels
Daniels Propane LLC

Michael DeBerdine
Rhoads Energy
Corporation

Stephen Kossuth
UGI, Corp.

Andrew Levinson
SchagrinGAS Co.

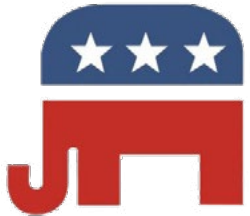
John O'Neal
O'Nealgas, Inc.

Dan Overpeck
Overpeck Gas Co

David Parker
Parker Gas Co.

Roland Penta

Matthew Solak
Indiana Propane Gas
Association



PROPANE365 CLUB

\$365

Christopher Buschur
McMahan's Bottle Gas

Mark Coyne
Coyne Oil Corporation

Mike Coyne
Coyne Oil Corporation

Jeannie Fitterer
Fitterer Oil & Gas Co.

Lesley Garland
NPGA

Stephanie Hennen
Lakes Gas Co.

Ken Janc
Lorex, Inc.

Brian T. Petrovich
Barrett Propane, Inc.

Glenn R. Saunders
White Mountain Oil &
Propane, Inc.

Thomas Van Buren
Meritum Energy
Holdings

Arthur Volkmann Jr
W.C. Esp Inc.

Gordon Williams
Stephenson Service Co.

Robert W. Zeek Jr
Blackhawk Propane Co.
Inc.

Mark Zimora
Tankfarm LLC



NPGA's Administrative Compliance Experts

NPGA successfully launched its Administrative Compliance Experts (ACE) Services to assist the propane industry in complying with new federal regulations requiring entry-level driver training for commercial drivers. As of February 7, 2022, the Federal Motor Carrier Safety Administration (FMCSA) requires all new CDL- and HME-applicants to successfully complete classroom and behind-the-wheel training before they are eligible to sit for state CDL or HME exams.

NPGA developed online training modules that are accessible through the Learning Center hosted by the Propane Education and Research Council (PERC). In this coordinated effort, NPGA and PERC were able to bring training resources to the propane industry.

NPGA's ACE Services aid companies in leveraging the training resources with the regulatory know-how of NPGA's staff. ACE Services complete the regulatory requirements, file appropriate records, and submit information to FMCSA. While companies focus on their day-to-day business, NPGA's ACE navigates the regulatory red tape. To date, NPGA's ACE Services has exceeded benchmarks in terms of financial goals and drivers assisted. Please contact the Regulatory & Industry Affairs team for more details and next steps to market ACE Services to non-industry companies.



Regulatory Actions

NPGA's regulatory team secured positive resolutions to several regulatory reform initiatives, and initiated new efforts advocating for the propane industry. At the U.S. Department of Transportation (DOT), NPGA is advocating for:

- a change in the classification of jurisdictional propane pipeline systems; and
- a recategorization by PHMSA for small, jurisdictional propane systems to be exempt from Distribution Integrity Management Plan requirement.

Resources & Logistics

In partnership with the Propane Supply & Logistics Committee, NPGA collected information on the supply of a variety of commodities that the propane industry relies upon. Over the last twelve months, raw commodities like steel, brass, and copper, have faced exceptional demand as manufacturing has increased while production of these raw materials more slowly returned to pre-pandemic levels.

FMCSA Emergency Declarations

NPGA successfully obtained an expanded Emergency Declaration from the Federal Motor Carrier Safety Administration (FMCSA) last winter. The agency published a revised Emergency Declaration to include a total of 42 states for approximately eight weeks during peak winter heating season. The Emergency Declaration waived the hours-of-service requirements for commercial vehicle operations delivering propane and other heating fuels in response to winter storms and high demand from consumers.

Successful Vaccine Litigation

The Supreme Court of the United States issued a stay on the OSHA Emergency Temporary Standard for vaccination or testing plus face covering policies for all companies with 100 or more employees. NPGA's counsel, also representing several other trade associations, was the only industry voice represented in chambers and was a significant contributor to the success in achieving the stay.

Reducing Tariff Rates for Five Years

The Federal Energy Regulatory Commission (FERC) supported NPGA's petition to reduce the Producer Price Index for Finished Goods. As of March 1, 2022, the Producer Price Index Finished Goods is minus 0.21%, and the new five-year index - adjusted based on the methodology in our petition - is effective through June 30, 2026. FERC estimates an overall cost savings for consumers of \$3.7 billion over the next five years. While we are still calculating savings for the propane industry, we expect the 2022-2026 rate to translate to savings of approximately 3.23 cents per gallon of propane passed through to marketers. FERC regulates the rates of liquids pipelines, including those that ship propane.

DOT Hazmat Grants

The U.S. Department of Transportation's (DOT) Pipeline Hazardous Materials and Safety Administration (PHMSA) has hazmat grant award programs for non-profit organizations implementing projects for hazmat transportation safety. To best support our state partners, NPGA was able to create a sub-award process. On behalf of 14 state and regional associations, NPGA submitted a \$1 million

grant proposal for the Community Safety grant program. Additionally, a \$29K grant proposal was submitted for the Hazardous Materials Instructor Training program. PHMSA will notify applicants of their decision by July 30, 2022.

Harvest Demand

During a record-breaking corn planting and growing season, NPGA tracked environmental factors impacting the corn crop and growing conditions. The corn crop was steady in many states, however the conditions varied. Crop conditions were drier than average and resulted in elevated levels of field drying. NPGA coordinated with state associations and PERC to assess the average gallons needed to dry crop and factors driving the drier conditions.

Growing Market: Cannabis Crops

A cannabis panel was held at NPGA's Winter Board of Directors Meeting to discuss the emerging market insights, codes, and a potential regulatory framework to create uniform regulations for the cannabis industry. Cannabis operations are energy-intensive and growers spent an average of \$6 billion on energy in 2020. NPGA continues to identify pathways for the propane industry to service cannabis operations safely by having two staff members on the National Fire Protection Agency 420 Committee, which is creating a code for cannabis processing facilities.

Meetings and Conventions

Expo times two - the Southeastern Convention & International Propane Expo™ returned as an in-person event to the World Congress Center in Atlanta, Georgia, October 18-20, 2021. The Expo, "United in Meeting Today's Challenges: The Promise of Propane," hosted nearly 1500 individuals at the two-and-a-half day event.

The keynote speaker, 2016 Paralympic Bronze Medalist, Melissa Stockwell, gave a presentation on how she has dedicated her life to giving back to others who face challenges similar to her own.

Due to the unique set of circumstances with COVID, the 2022 Expo was held only six months later at the Music City Center in Nashville, Tennessee, April 24-26. Appropriately themed, "Propane Returns to the Stage, Experience our Energy in Music City!," the event boasted over 3500 in attendance.

The education programs consisted of nearly 40 sessions, a US DOT led Propane Gas Cargo Tank Workshop, and the Women in Propane Leadership Forum and Roundtable. Additionally, the Young Gassers' held their annual reception at the Hard Rock Café Nashville.

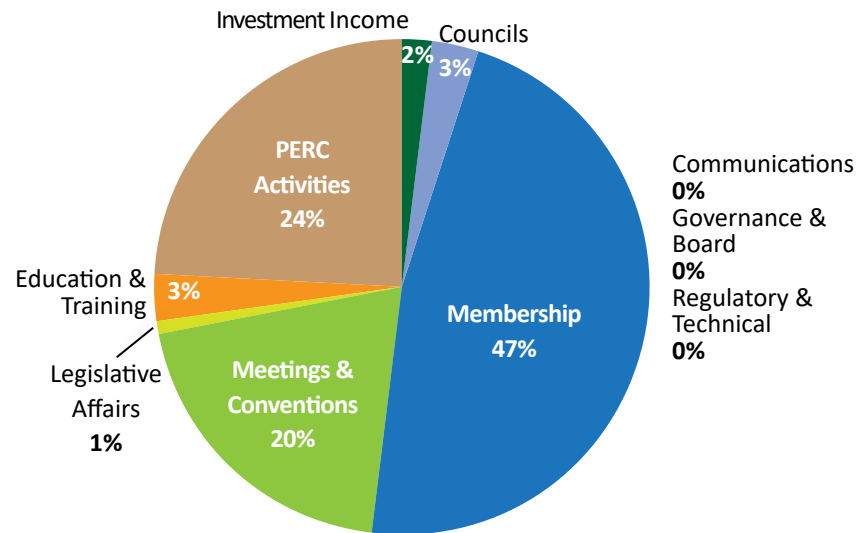


Financial Statements

Financial Statements At-a-Glance

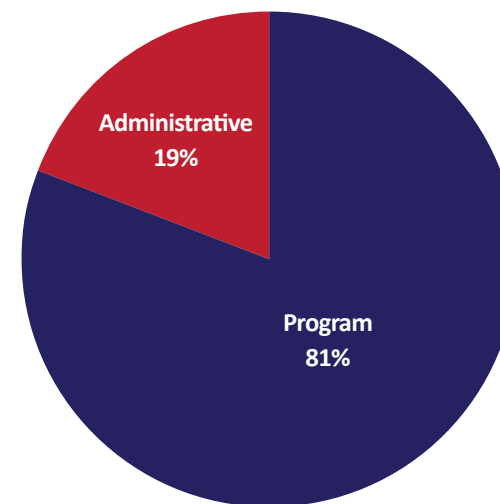
FY 2022 Unrestricted Sources of Revenue (NPGA Only)

Revenue	Amount	Percent
Membership	\$ 3,434,598	47%
Meetings & conventions	1,050,815	20%
Communications	13,218	0%
Regulatory & technical	2,263	0%
Legislative affairs	28,120	1%
Education & training	238,079	3%
PERC activities	1,797,996	24%
Governance & board	23,258	0%
Investment income	311,752	2%
Councils	276,216	3%
TOTAL REVENUE	\$ 7,176,315	100.00%



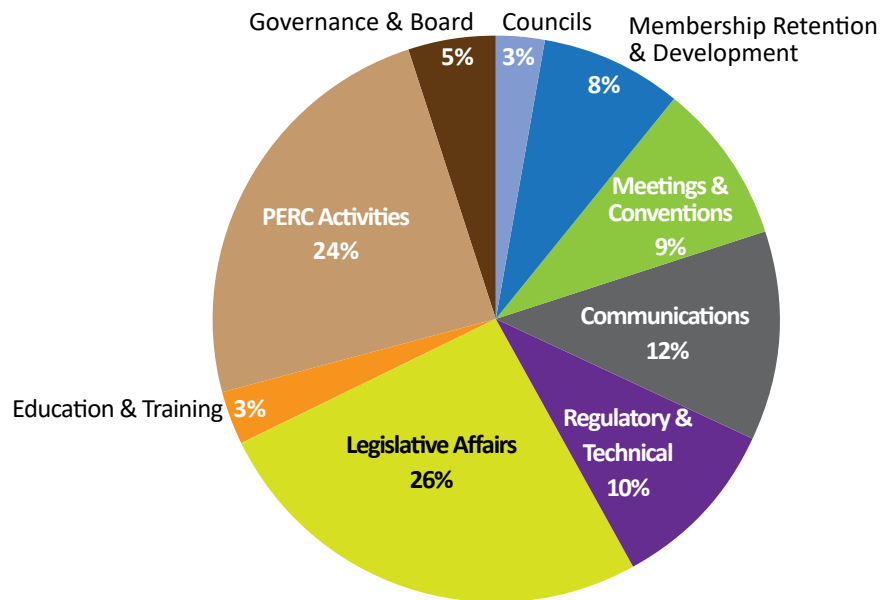
FY 2022 Program and Administrative Expenses (NPGA ONLY)

Expense	Amount	Percent
Program	\$ 5,600,991	81%
Administrative	1,290,904	19%
TOTAL EXPENSE	\$ 6,891,895	100.00%



FY 2022 Allocation of Program Expenses (NPGA Only)

Expense	Amount	Percent
Membership retention & development	\$ 539,937	8%
Meetings & conventions	904,197	9%
Communications	282,072	12%
Regulatory & technical	646,179	10%
Legislative affairs	1,816,694	26%
Education & training	337,803	3%
PERC activities	1,632,211	24%
Governance & board	456,586	5%
Councils	276,216	3%
TOTAL EXPENSE	\$ 6,891,895	100.00%



National Propane Gas Association and Affiliate

Consolidated Statement of Financial Position – With Consolidating Information
February 28, 2022 (With Comparative Totals for 2021)

	2022 (Consolidating Information)				
	NPGA	NPG Foundation	Eliminations	Consolidated 2022	Consolidated 2021
ASSETS					
Cash	\$ 1,598,296	\$ 22,921	\$ -	\$ 1,621,217	\$ 272,907
Investments	10,196,419	4,142,473	-	14,338,892	13,784,971
Accounts receivable, net	352,675	1,870	(1,750)	352,795	219,374
Notes receivable	-	-	-	-	500,000
Prepaid expenses and other assets	278,649	930	-	279,579	235,840
Prepaid convention expenses	208,967	-	-	208,967	88,004
Deferred compensation plan assets	278,493	-	-	278,493	255,720
Property and equipment, net	692,146	-	-	692,146	42,355
Deposits	20,357	-	-	20,357	27,267
Total assets	\$ 13,626,002	\$ 4,168,194	\$ (1,750)	\$ 17,792,446	\$ 15,426,438
LIABILITIES & NET ASSETS					
Liabilities:					
Accounts payable and accrued expenses	\$ 233,556	\$ -	\$ (1,750)	\$ 231,806	\$ 121,577
Accrued payroll and employee benefits	115,477	-	-	115,477	118,554
Finance lease liability	9,257	-	-	9,257	13,227
Deferred compensation plan obligations	278,493	-	-	278,493	255,720
Office Lease Liability	673,585	-	-	673,585	-
Total liabilities	1,310,368	-	(1,750)	1,308,618	509,078
Deferred revenue					
Dues	918,544	1,400	-	919,944	805,970
Conventions	1,073,651	-	-	1,073,651	85,176
Certified employee training program	16,701	-	-	16,701	82,264
Business councils and forums	192,444	-	-	192,444	176,998
Other deferred revenue	30,012	1,000	-	31,012	27,711
Total deferred revenue	2,231,352	2,400	-	2,233,752	1,178,119
Total liabilities and deferred revenue	3,541,720	2,400	(1,750)	3,542,370	1,687,197
Net assets:					
Without donor restrictions:					
Undesignated	9,571,213	340,581	-	9,911,794	9,607,441
Board designated	428,717	270,597	-	699,314	678,583
With donor restrictions	84,352	3,554,616	-	3,638,968	3,453,217
Total net assets	10,084,282	4,165,794	-	14,250,076	13,739,241
Total liabilities and net assets	\$ 13,626,002	\$ 4,168,194	\$ (1,750)	\$ 17,792,446	\$ 15,426,438

Financials are unaudited and do not represent a full financial statement presentation.
Please refer to the fiscal year 2022 audit report for full disclosure.

National Propane Gas Association and Affiliate

Consolidated Statement of Activities - With Consolidating Information
Year Ended February 28, 2022 (With Comparative Totals for 2021)

	2022 (Consolidating Information)			Consolidated 2022	Consolidated 2021
	NPGA	NPG Foundation	Eliminations		
Operating revenue and support without donor restrictions					
Membership	\$ 3,434,598	\$ 1,600	\$ -	\$ 3,436,198	\$ 3,367,110
Meetings and conventions	1,050,815	29,227	-	1,080,042	1,418,867
Communications	13,218	-	-	13,218	20,308
Regulatory and technical	2,263	-	-	2,263	2,431
Education and training	238,079	-	-	238,079	244,414
PERC activities	1,797,996	-	-	1,797,996	1,748,491
Governance and board	23,258	-	-	23,258	10,400
Investment income	311,752	-	-	311,752	125,490
Councils and forums	276,216	-	-	276,216	195,326
Contributions	-	2,140	-	2,140	3,555
Net assets released from restrictions	28,120	130,334	-	158,454	171,382
Total operating revenue and support without donor restrictions	7,176,315	163,301	-	7,339,616	7,307,774
EXPENSES:					
Program services:					
Membership	539,937	-	-	539,937	531,620
Meetings and conventions	904,197	-	-	904,197	572,729
Communications	282,072	-	-	282,072	335,579
Regulatory and technical	646,179	-	-	646,179	616,699
Legislative affairs	1,816,694	-	-	1,816,694	2,072,518
Education and training	337,803	-	-	337,803	180,710
PERC activities	1,632,211	-	-	1,632,211	1,533,926
Governance and board	456,586	-	-	456,586	339,278
Councils and forums	276,216	-	-	276,216	195,326
Scholarship foundation	-	132,934	-	132,934	127,500
Total expenses	6,891,895	132,934	-	7,024,829	6,505,885
Change in operating revenue net assets without donor restrictions	284,420	30,367	-	314,787	801,889

Continued on following page.

National Propane Gas Association and Affiliate

Consolidated Statement of Activities – With Consolidating Information, *continued*

Year Ended February 28, 2022

(With Comparative Totals for 2021)

	2022 (Consolidating Information)				
	NPGA	NPG Foundation	Eliminations	Consolidated 2022	Consolidated 2021
NON-OPERATING ACTIVITIES					
Long-term realized and unrealized investment gain less than designated amount	\$ 30,196	\$ -	\$ -	\$ 30,196	\$ 1,271,101
Pipeline infrastructure defense fund	5,712	-	-	5,712	19,338
Amount released from board designated fund	11,870	-	-	11,870	43,012
Corporate partners program fund	-	15,019	-	15,019	48,548
State engagement initiative	(52,500)	-	-	(52,500)	(19,610)
Total non-operating activities	(4,722)	15,019	-	10,297	1,362,389
Change in net assets without donor restrictions	279,698	45,386	-	325,084	2,164,278
NET ASSETS WITH DONOR RESTRICTIONS					
Contributions	28,120	142,750	-	170,870	44,132
Endowment investment return	351	172,984	-	173,335	634,383
Net assets released from restrictions	(28,120)	(130,334)	-	(158,454)	(171,382)
Change in net assets with donor restrictions	351	185,400	-	185,751	507,133
Change in net assets	280,049	230,786	-	510,835	2,671,411
Net assets, beginning of year	9,804,233	3,935,008	-	13,739,241	11,067,830
Net assets, end of year	\$ 10,084,282	\$ 4,165,794	\$ -	\$ 14,250,076	\$ 13,739,241

Financials are unaudited and do not represent a full financial statement presentation.

Please refer to the fiscal year 2022 audit report for full disclosure.

National Propane Gas Association Political Action Committee

Statements of Financial Position December 31, 2021 and 2020

	2021	2020
ASSETS		
Cash	\$ 283,641	\$ 265,360
Total assets	\$ 283,641	\$ 265,360
LIABILITIES & NET ASSETS		
Liabilities:		
Accounts Payable	\$ -	\$ 1,000
Total liabilities	-	1,000
Net Assets:		
Net assets-without donor restrictions	\$ 283,641	\$ 264,360
Total net assets	\$ 283,641	\$ 264,360
TOTAL LIABILITIES & NEW ASSETS	\$ 283,641	\$ 265,360

Financials are unaudited and do not represent a full financial statement presentation.

Please refer to the 2021 audit report for full disclosure.

Statements of Activities Years Ended December 31, 2021 and 2020

	2021	2020
Revenue and support:		
Contributions	\$ 96,281	\$ 148,424
Donated services and support	54,607	70,511
Total revenue and support	150,888	218,935
Expenses:		
Contributions	77,000	81,500
Donated services and supporting services	54,607	70,511
Total expenses	131,607	152,011
Change in net assets	19,281	66,924
Net assets, beginning of year	264,360	197,436
Net assets, end of year	\$ 283,641	\$ 264,360

Financials are unaudited and do not represent a full financial statement presentation.

Please refer to the 2021 audit report for full disclosure.

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Michelle Bimson Maggi
AmeriGas Propane LP



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vacant

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