



Annual Report 2022 - 2023

Contents

| | |
|------------------------------------|------|
| Message from the President | 3 |
| Message from the Chair | 4 |
| Federal Legislative Affairs..... | 5 |
| State and Local Affairs..... | 6 |
| Regulatory Affairs..... | 7 |
| Propane Days | 8 |
| PropanePAC | 9 |
| PropanePAC Contributors..... | 9-10 |
| Administrative Fund Sponsors | 11 |
| Codes and Standards | 12 |
| NPGA Business Councils | 13 |
| Benchmarking Council | 13 |
| Cylinder Exchange Council..... | 13 |
| Women in Propane Council | 13 |

| | |
|--------------------------------|-------|
| NPGA Programs | 14 |
| Administrative Compliance | |
| Experts (ACE) Services | 14 |
| Affinity Programs..... | 14 |
| Apprenticeship Program | 15 |
| Scholarship Program | 15 |
| Member Services | 16 |
| Conventions and Meetings | 17 |
| Financial Statements | 18-23 |
| Awards..... | 24 |
| Board of Directors | 25-29 |
| NPGA Staff | 30 |

Message from the President



Steve Kaminski
President & CEO, NPGA

What a resilient year it's been for the propane industry! Our clean-burning fuel was attacked by policymakers in 2022 like no other time in history, and yet continues to thrive. From gas furnaces to water heaters to cooktops, propane has had to ward off the misdirected efforts of policymakers who have electric-only tunnel vision.

Two years ago, propane was overlooked at best and intentionally sidelined at worst. Now, the mantra is even more clear: All fossil fuel is evil, all carbon is evil, and all combustion is evil. To these, the preachers in the "church of the pure moral compass," there is black and there is white. And anyone who speaks to the contrary is ignorant. Well, it's safe to say propane sales didn't reach 10 billion gallons through ignorance. And since the year 2000, CO₂ emissions from conventional fossil fuels in the United States have gone down 24%. During the same span, China's tripled, Indonesia's doubled, and Brazil's has spiked.

We must not be afraid to push to the forefront the importance of protecting our environment. Because propane *accelerates* our country's green footprint compared to the electric grid. And in places like India and Central America, propane is the linchpin to the clean energy future.

We have entered a time where the reality is that there is no reality. Policymakers have become enthralled with the shallow appearance of a concept—clean energy—rather than the actual product, and looking at real numbers like BTUs against emissions from cradle to grave.

NPGA has been fighting vigorously alongside our dedicated members and partners at PERC and the regional and state associations throughout 2022. A few examples of the work we achieved include:

Historic hours of service waiver

NPGA worked diligently with Federal Motor Carriers Safety Administration (FMCSA) to secure a Regional Emergency Declaration for Winter Storm Elliott in December 2022 across 47 states—the most widespread waiver ever.

Fighting Off Threats to Clean-Burning Propane

NPGA has, and continues, to work tirelessly to stave off attacks on gas furnaces, water heaters, cooktops, unvented heaters, and other core propane applications. We have ongoing policy salvos from multiple federal regulatory agencies—which have been tremendously aggressive during the Biden Administration—as well as codes-setting bodies. And we continue to support regional and state associations on grave threats across multiple states.

Proactive Efforts

NPGA lobbied Congress to allocate \$4.5 billion to the Low-Income Home Energy Assistance Program (LIHEAP) with propane's share amounting to about \$225 million. We achieved success in almost every proposal presented to the 2023 version of NFPA 58 (updated every 3 years). And NPGA successfully launched the Administrative Compliance Experts (ACE) service for Entry Level Driver Training requirements.

Rail and Buses

NPGA advocated vigorously on behalf of the industry to literally keep the trains moving during the threatened rail strikes of 2022. We successfully advocated for an additional \$60 million under the Diesel Emissions Reduction Act (DERA) for grants to transition diesel school buses to cleaner fuels, like propane. And under the U.S. Department of Environmental Protection's (EPA) clean school bus rebates program, school districts were awarded millions for the purchase of propane-powered school buses.

I'm proud of our team, our partners, and our industry for these wins and look forward to a terrific 2023 for the propane family.

Warmest wishes,

A stylized, handwritten signature in dark ink, appearing to read "Stephen Kaminski".

Stephen Kaminski
President and CEO
National Propane Gas Association

Message from the Chair



Michelle Bimson Maggi
AmeriGas Propane LP/UGI Corporation
NPGA Chair

“
NPGA is at full
strength, serving the
membership and
supporting our work...”

Thank you for being a member of the National Propane Gas Association! The industry tripod of NPGA, State Associations, and Members worked together at the national, state, and local levels to achieve many accomplishments this year. Fighting electrification and maintaining energy choice continue to undergird everything we do to support the propane industry, with regulatory and legislative victories moving us toward those goals.

Also of note:

- NPGA is at full strength, serving the membership and supporting our work with new in-house counsel and additional new personnel providing expertise in technology, codes, & standards; state affairs; ACE services; member services; and accounting.
- The ACE program is helping untangle the red tape associated with Entry Level Driver Training (ELDT) and getting thousands of drivers on the road to serve our customers. The first year of this program has been an incredible success.
- NPGA's relationship with the Propane Education and Research Council (PERC) is stronger than ever, with a new Partnership agreement in place for 2023.

I could go on about NPGA's incredible efforts on behalf of the membership. This is an exciting time for NPGA and the propane industry, with lots challenges and opportunities. Thank you for allowing me to lead the Association for the past year. It's been an honor to serve!

Regards,

A handwritten signature in blue ink, consisting of a stylized 'M' followed by a horizontal line.

Michelle Bimson Maggi
NPGA Chair
AmeriGas Propane LP/UGI Corporation

Federal Legislative Affairs

In 2022, with a democratically controlled House of Representatives, Senate, and White House, NPGA achieved significant policy successes through short- and long-term advocacy efforts. These wins include an extension of the Alternative Fuel Tax Credit, annual appropriations, and the National Defense Authorization Act. These programs serve as critical cornerstones for the industry's longevity and success.

Alternative Fuel Tax Credit

In August 2022, after numerous years of advocacy, President Biden signed legislation into law that provided a retroactive and prospective extension, through 2024, of the Alternative Fuel Tax Credit (AFTC). The AFTC has incentivized alternative fuel use, increased consumers' buying power, and created a clean, domestic, and economical alternative to gasoline and diesel. Consumers will benefit from the AFTC and see a \$0.37 benefit for each gallon of propane sold in the transportation sector, including off-road vehicles like forklifts.

Appropriations

For three years, NPGA has worked with Capitol Hill to seek funding for propane priorities in the yearly appropriations process. Because of these requests, the propane industry has seen over \$20 million of research and development through the U.S. Department of Energy (DOE). In 2022, NPGA made four requests to the House and Senate, with Congress including three of the four in the end-of-the-year funding legislation. These three requests total over \$9 million in investments from the federal government.

National Defense Authorization Act

For the last 60 years, Congress has passed, yearly, the National Defense Authorization Act (NDAA). NDAA provides policy direction for the U.S. Department of Defense (DOD), DOE, and other defense-related activities and is one of the few pieces of legislation that Congress passes every year. As a result of NPGA's efforts, DOD will begin a review of facilities that would best be situated to adopt propane power generators.



State and Local Affairs

The propane gas industry is highly regulated at the state and local levels. NPGA works closely with the state and regional associations and state policymakers 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 and policy positions.

In 2022, NPGA analyzed thousands of state bills and actively monitored 860 that offered opportunities or challenges to the industry, including efforts to phase out thermal fuels, suspend container laws, enact product stewardship regulations on LP cylinders, and cap the price at which retail propane can be sold during emergency situations. In addition, NPGA monitored hundreds of utility cases around the country. These proceedings involved utility efforts to electrify buildings and transportation (on- and off-road), as well as expand natural gas delivery infrastructure.

New in 2022, NPGA began tracking the actions of local governments, such as municipalities and counties, regarding initiatives to ban the installation of gas infrastructure and electrify residential and commercial buildings. State Affairs monitored such activities in more than 102 local jurisdictions across 15 states.

Twenty-one states, which represent 37% of all gallons sold, have enacted energy choice laws to protect energy freedom and ensure propane remains a fuel option for space heating, water heating, and cooking applications in buildings. NPGA and our state partners will continue to fight to enact more energy choice laws in 2023, to include expanding energy choice protections to other market segments, such as engines.



Regulatory Affairs

NPGA won several regulatory reform victories in 2022. At the U.S. Department of Transportation (DOT), NPGA secured a 15-day waiver for 47 states in association with Winter Storm Elliott. NPGA successfully gathered critical information from members and state associations, which in conjunction with our positive relationship with the Federal Motor Carrier Safety Administration (FMCSA), resulted in essential assistance for our members during severe winter weather. NPGA's regulatory team worked in coalition with strong industry partners on the DOE Furnace Rule, the DOE Federal Buildings Rule, and the Consumer Cooking Rule. NPGA also provided comments on a rule at FMCSA focusing on amending the Hours-of-Service Regulation, a rule at the U.S. Department of Labor (DOL) regarding Independent Contractors, as well as other rulemakings, and applied for a five-year special exemption to Hours-of-Service regulations, which was denied.

Resources & Logistics

In partnership with the Propane Supply & Logistics (PS&L) Committee, NPGA gathered information regarding supply and demand and started preparing for rulemakings on Chemical Facility Anti-Terrorism Standards. NPGA also initiated projects on renewable propane, focused on increasing the production and demand for renewable propane.

Grants

NPGA has been aggressive in seeking funds for propane projects. NPGA met with the EPA DERA program staff to push for enhanced funding for Autogas buses, and developed materials for fleet bus applications through the Federal Transit Administration's Low-No Program. NPGA met with the U.S. Maritime Administration (MARAD) on expanding propane use at ports, and is applying for funds under the Inflation Reduction Act and the Infrastructure, Investment, and Jobs Act. NPGA was awarded \$29,000 for the Pipeline and Hazardous Materials Safety Administration's (PHMSA) Hazardous Materials Instructor Training program, of which Virginia and South Dakota are the sub-awardee recipients. NPGA will continue to push for more applications for grants to stimulate demand for propane.

Harvest Demand

During a record-breaking corn planting and growing season, NPGA tracked all environmental factors impacting corn crops and conditions using the PERC Grain Drying Index, the U.S. Department of Agriculture crop progress report, and communicating with several agriculture associations. The corn crop was steady in many states; however, the conditions were drier than average and resulted in moderate levels of field drying. NPGA coordinated with state associations and the Propane Education and Research Council (PERC) to assess the average gallons needed to dry crops and the factors driving the drier conditions.

REGULATIONS

Propane Days

NPGA hosted a non-traditional, yet very successful, Propane Days and Board of Directors meeting in 2022. Activities included an energy coalition meeting with representatives from the Business Council for Sustainable Energy, National Energy & Fuels Institute, and Transportation Energy Partners

to discuss the Infrastructure, Investments, and Jobs Act and other energy-specific legislation Congress was considering. Additionally, Kountoupes Denham Carr & Reid, a DC-based advocacy firm, hosted a bi-partisan panel on expectations for the election, the end of the year, and the 118th Congress.

Presenters included Dr. Scott Tinker, State Geologist of Texas, and Drue Pearce, former PHMSA Deputy Administrator. The annual Capitol Hill reception was well-attended, with NPGA members mingling with Rep. Dan Crenshaw (TX-02), Rep. Debbie Lesko (AZ-08), and other Members of Congress.





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. Association members' personal, voluntary contributions allow NPGA to participate directly in the political process and support candidates for Congress who align with the industry's interests.

PropanePAC ended the 2021-2022 election cycle having raised over \$222,000 and provided resources to 55 candidates in the November election. Overall, propane provided \$210,000 in disbursements to these candidates, a \$55,000 increase from the last election cycle. PropanePAC also ramped up efforts leading into election day, raising over \$38,000 in the final three months -- outpacing fundraising in previous election cycles during this same three-month period. This successful fundraising enabled PropanePAC to boost disbursements to candidates who remained tight in elections leading to November.

With generous support from NPGA members, the PropanePAC equipped NPGA with the resources needed to advocate for the industry successfully. NPGA was able to engage, create relationships, and educate members of Congress on the propane industry. The PropanePAC continues to be an essential tool for NPGA's advocacy, ensuring the industry has a voice on Capitol Hill. PropanePAC is pleased to recognize our 2022 Contributors:

npga.org/propane-pac

2022 PropanePAC Contributors:

GOLDEN TRANSPORT CLUB \$5,000

Robert Barry
Bergquist, Inc.

Timothy Johnson
Propane Plus

Gino Vansteenhuyse
Pinnacle Propane, LLC

SILVER BOBTAIL CLUB \$2,500

Joseph Armentano
Paraco

Gary France
France Propane Services, Inc.

Shannon McWhorter
Blue Star Gas

Roger Boehlke
Boehlke Bottle Gas Corp.

Joe Green
Green's Blue Flame Gas Co. Inc.

Raymond Murray, III
Ray Murray Inc.

Joe Buschur
McMahan's Bottle Gas

Michael Hopsicker
Ray Murray Inc.

Stuart Weidie
Blossman Gas, Inc.

Jerry Brick
Brick Transport, Inc.

Paul Ladner
AmeriGas Propane LP

Derek Dalling
Ohio Propane Gas Association

Keith McMahan
Tri-Gas & Oil Co., Inc.

PROPANE FOUNDERS CLUB \$1,912

Ann Kelly
AmeriGas Propane LP

Richard Cummings III
Mulhern Gas Co. Inc.

Chad Kroening
Boehlke Bottled Gas Corp.

David Barrett
Barrett Propane, Inc.

Denis Gagne
Thomas Jaenicke
ATomiK Creative Solutions, LLC

Thomas Manson
Eastern Propane Gas, Inc.

Malcolm Barrett
Barrett Propane, Inc.

Stephen Kaminski
NPGA

Tamria Zertuche
Ferrellgas

Brian Brooks
Brooks Gas Co. Inc.

1075 CLUB \$1,075

Christina Armentano
Paraco Gas Corp.

John Armentano
Blue Peak Resources,
LLC

Michael Baker
NPGA

James Blake
Eastern Propane Gas, Inc

Michelle Bimson-Maggi
AmeriGas Propane LP

Barry Boehlke
Boehlke Bottled Gas
Corp.

Stephanie Carlson
Bowman Gas Co., Inc.

Tom Clark
Rocky Mountain PGA

Scott Klein
The Gas House- Propane
Corp.

Wayne Kohley
Excel Propane Co.

David Long
Greendale Propane
Partners

David Lowe
Pro Image
Communication

Perry McGuire
Rinnai America
Corporation

Boyd McGathey
Energy Distribution
Partners

Nash McMahan
Tri-Gas & Oil Co., Inc.

Roland Penta

David Parker
Parker Gas Co.

Daniel Richardson
Conger LP Gas, Inc.

Randal Sams
Sams Gas

Elliot Shaffer
Shaffer's Bottled Gas
Corp.

Jeffrey Shaffer
Shaffer's Bottled Gas
Corp.

Dr. Shawn Coady
Hicks Oils

David Gable
Hocon Gas Inc.

Kim Godlewski
IPS Equipment Inc.

Walton Gresham, III
Gresham Petroleum Co.

Dominique Monlezun
Lake Arthur Butane Co.

Brad Morrill
Crystal Flash Inc

John O'Neal
O'Nealgas, Inc

Daniel Overpeck
Overpeck Gas Co.

Matt Solak
Indiana Propane Gas
Association

Judy Taranovich
Proctor Gas Inc.

Frank Taylor
Taylor Gas Company, Inc

CONGRESSIONAL CLUB \$535

Michael Ackerman
Ackerman Oil Co.

DD Alexander
Global Gas Inc.

John Buller
McMinnville Gas Inc.

Amy Dean
L G Jordan Oil Co. Inc.

Brian Dunlap
NPGA

Andrew Healey
NPGA

Stephanie Hennen
Lakes Gas Co.

Anton Hummer
AmeriGas Propane LP

Jennifer Jackson
AmeriGas Propane LP

Ken Janc
MarketPropane.com

Steven Manion
Superior Plus Propane

Alan Martin
DCC Propane

Warren Patterson
AmeriGas Propane LP

Jill Rhoades
Ferrellgas

Randy Sams
Sams Gas

Megan Sharp
Ferrellgas

Eric Sears
NPGA

Kate Singleton
NPGA

Adam Stier
Jomar Valve

Frank Sutton
Tiger Fuel

Randy Sams
Sams Gas

Kara Tucker
Koppy's Propane, Inc.

PROPANE365 CLUB \$365

Josh Balmer
Penn Valley Gas Inc.

Cassandra Barry
Ray Murray, Inc.

Chris Buschur
McMahan's Bottle Gas

Stephan Chase
FSI Oil and Propane,
Inc

Chris Cook
AmeriGas Propane LP

Daniel Coyne
Coyne Oil & Propane

Kelsey Coyne
Coyne Oil & Propane

Mike Coyne
Coyne Oil & Propane

Michael DeBerdine
Rhoades Energy Corp

Mark Denton
Blossman Gas, Inc.

Daniel Dixon
Energy Distribution
Partners

Lisa Gerwitz
Barrett Propane, Inc.

Alejandro Hinojosa, Jr.
Hino Gas Sales

Rick Humphrey
One-Tank

Neal Kanel
Stateline Propane
Service, Inc.

Greg Krise
Ferrellgas

Jane Newton
Collett Propane, Inc

Lawrence Osgood
Consulting Solutions,
LLC

Janice Peterson
Buster Brown Propane
Service

Jim Rushing
Energy Distribution
Partners

Mike Rutherford
Rutherford Equipment

Glenn Saunders
White Mountain Oil &
Propane

Robert Shibley
Bob's Cash Fuel

Thomas Van Buren
Meritum Energy
Holdings

Ed Varney
Metsa Tanks Inc.

Dave Wager
Minnesota Propane
Association

Robert Zeek, Jr.
Lakes Gas Co.

Lisa Zuppas
Ferrellgas

Administrative Fund Sponsors

NPGA thanks our generous PropanePAC Administrative Fund sponsors. The Administrative Fund pays for fundraising events, educational materials, and other administrative expenses. 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.



Codes and Standards

NPGA's **Technology, Standards and Safety Committee** (TS&S) works to influence the codes and standards that are adopted into law and govern the propane industry.

The Committee participated in the development of the 2024 edition of NFPA 58 "LP-Gas Code" and met virtually all of its objectives. NPGA has three seats on the 46-person NFPA Technical Committee on LP-Gas; several TS&S members also sit on the committee and contribute to our achievements. NPGA successfully advocated for the introduction of "self-service" refueling of propane vehicles; a new chapter on commercial food service vehicles; the introduction of reinforced thermoplastic piping as an alternative material for underground liquid service; and specific requirements for mobile fuel tenders used to provide temporary service for Autogas refueling.

NPGA continues to participate in the development of the International Energy Conservation Code/2024 proceedings. The primary goal of NPGA's efforts is to ensure that propane is treated equitably as a fuel with other energy sources in terms of its carbon intensity, which is the main performance characteristic driving widespread electrification efforts. Finally, NPGA continues to use its technical resources to oppose efforts to restrict the use of unvented heaters in the ASHRAE standards.



NGPA Business Councils

Benchmarking Council

For more than 25 years, NPGA's **Benchmarking Council** has provided opportunities for propane marketers to learn new ideas and improve their operations by comparing business practices with other marketers who share the same challenges. The Benchmarking Council is in a period of growth and welcoming new members. Its current roster includes 110 propane marketers representing 33 states in 11 benchmarking groups. The entire Council meets in person twice a year, while each group meets on their own a third time. In 2022, the Council initiated a sponsorship program that allows Associate members to access groups and provide resources to improve member operations. Through the combination of real-life data analytics, key performance indicators, and discussions about best practices, members learn how to better operate their businesses. Presentations on specialized topics provide additional learning and networking opportunities.



Cylinder Exchange Council

The **Cylinder Exchange Council** is comprised of major and independent marketers, as well as suppliers of equipment and service providers. The purpose of the Cylinder Exchange Council is to provide propane exchange marketers the opportunity to review issues and develop projects in the common interests of its members.

The Council monitored revisions to NFPA 58, particularly as they addressed cylinder valve face seal inspections. New issues arose related to tare weights of cylinders. The National Conference on Weights and Measures began to gather data on the accuracy of cylinder tare weights and published a report that highlights the difference in tolerances between DOT requirements and National Conference on Weights and Measures (NCWM) requirements. Also, reports that Canadian cylinders marked with tare weights in metric units are becoming more prevalent have led to a new docket in the TS&S Committee. The Council will monitor these issues in the coming year.

Women in Propane (WIP) Council

The **Women in Propane Council (WIP)** engages propane industry professionals – both women and men – through robust professional development programming, networking events, and collaborative efforts. These positive opportunities for NGPA member professionals support their knowledge, skills, advancement, and success in the propane industry:



DiSC training, a powerful tool to help managers and their employees better understand themselves and achieve optimal performance.

Formal mentoring through the WIP Knowledge Exchange with specific content on operations, succession planning, management, and leadership.

Representation through WIP Association Ambassadors, now engaged with 16 of 36 State Associations -- and counting.

A new Podcast series, *Through the Leadership Lens*, featuring experienced and knowledgeable industry leaders sharing ideas and inspiration.

A new, quarterly Webinar Series. More than 200 registrants participated in the first webinar of 2023 on attracting and retaining young people in the propane industry.



NPGA PROGRAMS



Administrative Compliance Experts (ACE) Services

NPGA created **ACE Services** in 2022 to meet the needs of individuals seeking to earn a CDL and/or HME under FMCSA's new Entry Level Driver Training (ELDT) regulations. As a FMCSA Registered Training Provider, ACE is designed to help companies navigate ELDT's regulatory complexities. In its first highly successful year, ACE enrolled more than 1,700 users and completed FMCSA submissions in 41 states. ACE plans to grow beyond the propane industry by extending these in-demand services to other industries in 2023.

Affinity Programs

NPGA is pleased to recognize its endorsed **affinity program** providers, including our newest, Qualpay. You can rely on our partners to provide products and services tailored to the propane industry, offering credit card processing, insurance, uniforms, and more. Visit the Member Dashboard under the Benefits & Services tab for details and contact information.

A.R.M. Solutions - Debt Collection & A/R Services

Cintas Corporation - Uniforms & Facilities Supplies

Colonial Life - Supplemental Insurance

Crum & Forster - Insurance Solutions

Goodyear Tire & Rubber Co. - Tire Purchasing Program

Human Resource Associates - Human Resources Support

MultiView - THE NPGA Propane Marketplace

P3 Propane Safety - Compliance Management & Duty to Warn

Qualpay - Credit Card Processing

Staples Advantage - Office Supplies & more



Apprenticeship Program

NPGA's **Registered Apprenticeship Program (RAP)** addresses the challenges faced by propane marketers in attracting, training, and retaining qualified employees in the industry. Under RAP, four types of apprentices fall within two approved job classifications: propane service technician and commercial driver. Within the driver classification, there are three different apprenticeship programs available, including bobtail delivery driver, transport driver, and utility/service vehicle driver. Over the past year, new apprentices have earned their certificate of completion from the U.S. Department of Labor. The program has seen an increase in both the number of RAP employer sponsors and the number of apprentices. In collaboration with NPGA's ACE Services, new CDL- and HME-applicants that successfully complete classroom and behind-the-wheel training can transition directly into the apprenticeship program, increasing the potential for even more new applicants.



Scholarship Program

The National Propane Gas Foundation (NPGF) **scholarship program** offers \$1,000 and \$2,000 scholarships to the children of NPGA member company employees. Full-time undergraduate students pursuing any field of study may receive up to four years of support. Scholarships earmarked for students attending vocational, technical, or trade schools help support propane industry workforce development. NPGF awarded 110 scholarships for a total of \$147,000 in 2022.

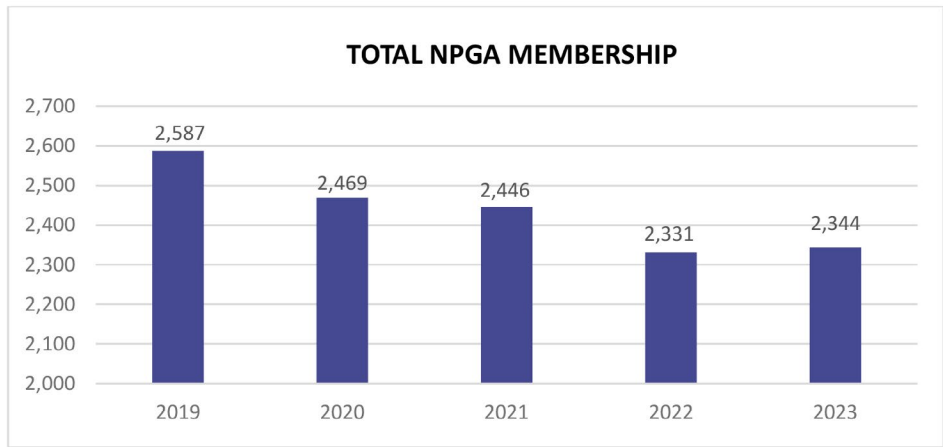
NPGF's annual fundraising efforts enhance its ability to award scholarships. The annual Corporate Partners Campaign raised \$61,500 from 34 generous donors and a silent auction raised more than \$25,000 with the support of more than 100 donors, bidders, and sponsors. The Scholarship Committee accepts **online donations** and uses proceeds from fundraising efforts to endow permanent scholarships and make one-time awards.

MEMBER SERVICES

The **NPGA membership** has grown slightly over the past year, mainly due to an increase in associate members. The new Dispenser category added three new members, ACE Services membership was established for non-propane companies to take advantage of the Entry Level Driver Training program, and NPGA welcomed five companies that became multistate marketers through growth or reinstatement.

The Member Services team continues to serve and retain current members while cultivating new ones. Member volunteers provided support and outreach by contacting at-risk members to renew and dropped members about returning. And we work in partnership with our state affiliates to provide advocacy and news to keep members engaged and informed.

2019 - 2023 NPGA Membership



Current Members by Category

| MARKETER MEMBER COUNT | | ASSOCIATE MEMBER COUNT | |
|-----------------------|------|--------------------------------|------|
| Independent Marketers | 1976 | Manufacturers | 125 |
| Multistate Marketers | 20 | Services | 109 |
| | | Distributors | 34 |
| TOTAL MARKETERS | 1996 | Producers/Wholesalers | 21 |
| OTHER MEMBER COUNT | | Transporters/Storage Providers | 11 |
| International | 33 | Dispensers | 3 |
| Retired Individuals | 12 | Total | 303 |
| | | TOTAL MEMBERSHIP COUNT | 2344 |

2019 - 2023 Marketer Locations

| Location Type | 2019 | 2020 | 2021 | 2022 | 2023 |
|-----------------|-------|-------|-------|-------|-------|
| Bulk Plants | 7,662 | 7,608 | 7,829 | 8,854 | 8,793 |
| Retail Branches | 5,409 | 5,261 | 5,289 | 5,477 | 5,473 |
| Marketer HQ | 2,233 | 2,132 | 2,111 | 1,994 | 1,996 |

Conventions and Meetings

The Southeastern Convention and International Propane Expo™ returned to the Music City Center in Nashville on April 23 - 25. The highly successful 75th Expo included:

- 3800+ attendees, an 8 % increase over 2022, representing 48 U.S. states, the District of Columbia, Guam, Puerto Rico, and 24 foreign countries and territories
- 210+ exhibitors showcasing their products and services in the nearly sold-out 180,000 sq. ft. hall
- 40 sessions and workshops providing attendees with education and professional development on key topics

NPGA hosted *Lounge 1075* which featured a retrospective of the past seven decades of the propane industry to celebrate the 75th anniversary of Expo and recognize the accomplishments of the industry. The exhibit space included a 60-foot wall with dozens of historical photos and a display of vintage propane industry artifacts on loan from several exhibitors.

Expo program highlights included a welcome session with NPGA President & CEO Steve Kaminski and NPGA Chair Michelle Bimson Maggi; the *PERC Update* from Propane Education & Research Council President & CEO Tucker Perkins; a keynote

address from best-selling author Jon Acuff; the WIP Leadership Forum with workplace expert Kathleen Quinn Votaw; and a Prayer Breakfast featuring Thistle Farm Founder Becca Stevens. The annual welcome reception on the exhibit hall floor, the black-tie LP Gas Hall of Fame Induction Dinner, the Women in Propane Reception, and the Young Gasser's Reception provided ample opportunities to network and celebrate the industry.

The 2024 Expo is being held at the Charlotte Convention Center in Charlotte, North Carolina on April 5 - 7.

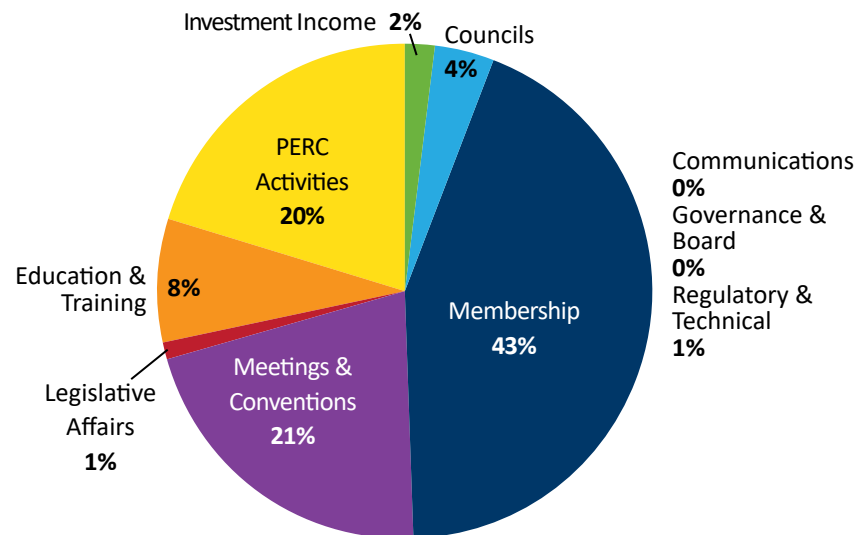


Financial Statements

Financial Statements At-a-Glance

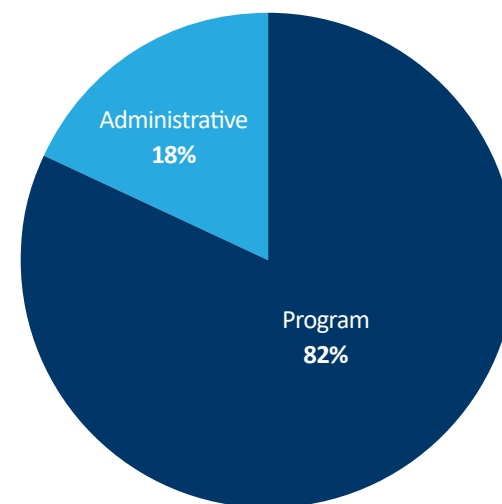
FY 2023 Unrestricted Sources of Revenue (NPGA Only)

| Revenue | Amount | Percent |
|------------------------|---------------------|----------------|
| Membership | \$ 3,880,969 | 42.83% |
| Meetings & conventions | 1,945,907 | 21.47% |
| Communications | 9,100 | 0.10% |
| Regulatory & technical | 55,854 | 0.62% |
| Legislative affairs | 93,400 | 1.03% |
| Education & training | 696,240 | 7.68% |
| PERC activities | 1,809,167 | 19.97% |
| Governance & board | 35,938 | 0.40% |
| Investment income | 188,930 | 2.09% |
| Councils | 345,288 | 3.81% |
| TOTAL REVENUE | \$ 9,060,793 | 100.00% |

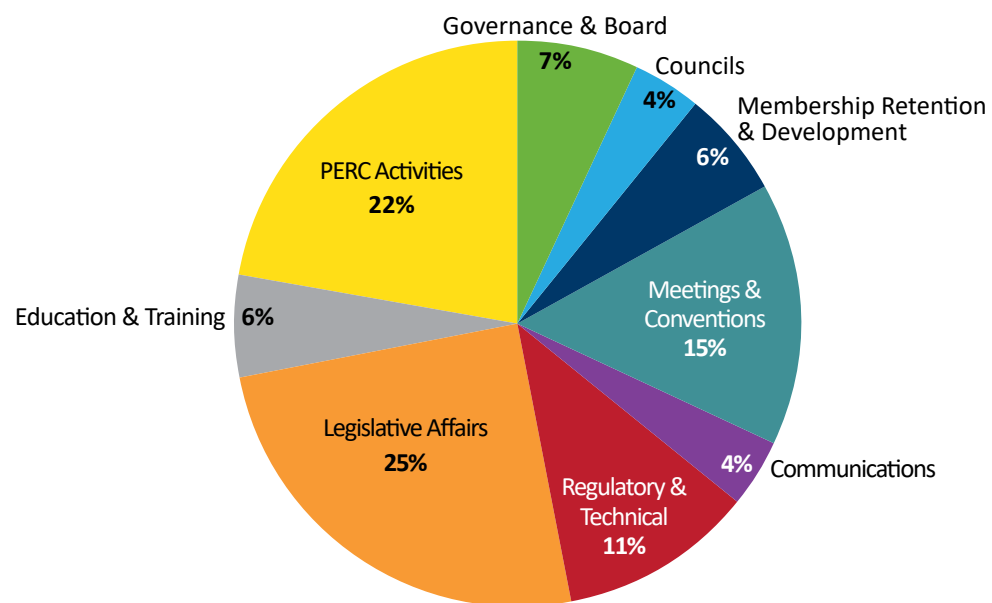


FY 2023 Program and Administrative Expenses (NPGA ONLY)

| Expense | Amount | Percent |
|----------------------|---------------------|----------------|
| Program | \$ 6,428,653 | 81.62% |
| Administrative | 1,447,345 | 18.38% |
| TOTAL EXPENSE | \$ 7,875,998 | 100.00% |



| Expense | Amount | Percent |
|------------------------------------|---------------------|----------------|
| Membership retention & development | \$ 491,001 | 6.23% |
| Meetings & conventions | 1,158,502 | 14.71% |
| Communications | 294,946 | 3.75% |
| Regulatory & technical | 900,612 | 11.44% |
| Legislative affairs | 1,943,271 | 24.67% |
| Education & training | 462,888 | 5.88% |
| PERC activities | 1,696,666 | 21.54% |
| Governance & board | 582,824 | 7.40% |
| Councils | 345,288 | 4.38% |
| TOTAL EXPENSE | \$ 7,875,998 | 100.00% |



National Propane Gas Association and Affiliate

Consolidated Statement of Financial Position – With Consolidating Information
February 28, 2023 (With Comparative Totals for 2022)

| | 2023 (Consolidating Information) | | | Consolidated 2023 | Consolidated 2022 |
|---|----------------------------------|---------------------|-----------------|----------------------|----------------------|
| | Association | Foundation | Eliminations | | |
| ASSETS | | | | | |
| Cash and cash equivalents | \$ 2,707,482 | \$ 14,336 | - | \$ 2,721,818 | \$ 1,621,217 |
| Investments | 10,034,639 | 3,880,877 | - | 13,915,516 | 14,338,892 |
| Accounts receivable | 347,967 | 660 | (727) | 347,900 | 352,795 |
| Prepaid expenses and other assets | 212,209 | 853 | - | 213,062 | 279,579 |
| Prepaid convention expenses | 213,297 | - | - | 213,297 | 208,967 |
| Deferred compensation plan assets | 302,803 | - | - | 302,803 | 278,493 |
| Property and equipment, net | 535,046 | - | - | 535,046 | 692,146 |
| Deposits | 5,441 | - | - | 5,441 | 20,357 |
| Total assets | \$ 14,358,884 | \$ 3,896,726 | \$ (727) | \$ 18,254,883 | \$ 17,792,446 |
| LIABILITIES & NET ASSETS | | | | | |
| Liabilities: | | | | | |
| Accounts payable and accrued expenses | \$ 269,550 | \$ 67 | \$ (727) | \$ 268,890 | \$ 231,806 |
| Accrued payroll and employee benefits | 106,274 | - | - | 106,274 | 115,477 |
| Deferred revenue: | | | | | |
| Dues | 1,180,134 | - | - | 1,180,134 | 919,944 |
| Conventions | 1,314,255 | - | - | 1,314,255 | 1,073,651 |
| Certified employee training program | - | - | - | - | 16,701 |
| Business councils and forums | 244,265 | - | - | 244,265 | 192,444 |
| Other deferred revenue | 35,962 | - | - | 35,962 | 31,012 |
| Lease liability – equipment lease | 22,708 | - | - | 22,708 | 9,257 |
| Lease liability – office lease | 501,697 | - | - | 501,697 | 673,585 |
| Deferred compensation plan obligations | 302,803 | - | - | 302,803 | 278,493 |
| Total liabilities | 3,977,648 | 67 | (727) | 3,976,988 | 3,542,370 |
| Net assets: | | | | | |
| Without donor restrictions: | | | | | |
| Undesignated | 9,950,784 | 408,104 | - | 10,358,888 | 9,911,794 |
| Board-designated | 352,675 | 252,944 | - | 605,619 | 699,314 |
| With donor restrictions | 77,777 | 3,235,611 | - | 3,313,388 | 3,638,968 |
| Total net assets | 10,381,236 | 3,896,659 | - | 14,277,895 | 14,250,076 |
| Total liabilities and net assets | \$ 14,358,884 | \$ 3,896,726 | \$ (727) | \$ 18,254,883 | \$ 17,792,446 |

Financials are unaudited and do not represent a full financial statement presentation.
Please refer to the fiscal year 2023 audit report for full disclosure.

National Propane Gas Association and Affiliate

Consolidated Statement of Activities - With Consolidating Information
Year Ended February 28, 2023 (With Comparative Totals for 2022)

| | 2023 (Consolidating Information) | | | | |
|---|----------------------------------|------------|--------------|-------------------|-------------------|
| | Association | Foundation | Eliminations | Consolidated 2023 | Consolidated 2022 |
| Operating Revenue and Support Without Donor Restrictions | | | | | |
| Membership | \$ 3,880,969 | \$ 1,500 | \$ - | \$ 3,882,469 | \$ 3,436,198 |
| Meetings and conventions | 1,945,907 | 66,344 | - | 2,012,251 | 1,080,042 |
| Communications | 9,100 | - | - | 9,100 | 13,218 |
| Regulatory and technical | 4,564 | - | - | 4,564 | 2,263 |
| Education and training | 696,240 | - | - | 696,240 | 238,079 |
| PERC activities | 1,809,167 | - | - | 1,809,167 | 1,797,996 |
| Governance and board | 35,938 | - | - | 35,938 | 23,258 |
| Investment return | 418,838 | - | - | 418,838 | 311,752 |
| Council and forums | 345,288 | - | - | 345,288 | 276,216 |
| Contributions | - | 3,550 | - | 3,550 | 2,140 |
| Net assets released from restrictions | 79,802 | 143,000 | - | 222,802 | 158,454 |
| Total operating revenue and support without donor restrictions | 9,225,813 | 214,394 | - | 9,440,207 | 7,339,616 |
| EXPENSES: | | | | | |
| Program services: | | | | | |
| Membership | 491,001 | - | - | 491,001 | 539,937 |
| Meetings and conventions | 1,158,502 | - | - | 1,158,502 | 904,197 |
| Communications | 294,946 | - | - | 294,946 | 282,072 |
| Regulatory and technical | 900,612 | - | - | 900,612 | 646,179 |
| Legislative affairs | 1,943,271 | - | - | 1,943,271 | 1,816,694 |
| Education and training | 462,888 | - | - | 462,888 | 337,803 |
| PERC activities | 1,696,666 | - | - | 1,696,666 | 1,632,211 |
| Governance and board | 582,824 | - | - | 582,824 | 456,586 |
| Councils and forums | 345,288 | - | - | 345,288 | 276,216 |
| Scholarship foundation | - | 146,871 | - | 146,871 | 132,934 |
| Total program services | 7,875,998 | 146,871 | - | 8,022,869 | 7,024,829 |
| Total expenses | 7,875,998 | 146,871 | - | 8,022,869 | 7,024,829 |
| Change in operating revenue net assets without donor restrictions | 1,349,815 | 67,523 | - | 1,417,338 | 314,787 |

Continued on following page.

National Propane Gas Association and Affiliate

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

Year Ended February 28, 2023

(With Comparative Totals for 2022)

| | 2023 (Consolidating Information) | | | | |
|--|----------------------------------|--------------|--------------|-------------------|-------------------|
| | Association | Foundation | Eliminations | Consolidated 2023 | Consolidated 2022 |
| NON-OPERATING ACTIVITIES | | | | | |
| Long-term realized and unrealized investment (loss) gain less than designated amount | (1,035,132) | - | - | (1,035,132) | 30,196 |
| Pipeline infrastructure defense fund | (76,042) | - | - | (76,042) | 5,712 |
| Amount released from board-designated fund | 51,290 | - | - | 51,290 | 11,870 |
| Corporate partners program fund | - | (17,653) | - | (17,653) | 15,019 |
| State engagement initiative | - | - | - | - | (52,500) |
| Total non-operating activities | (1,059,884) | (17,653) | - | (1,077,537) | 10,297 |
| Change in net assets without donor restrictions | 289,931 | 49,870 | - | 339,801 | 325,084 |
| NET ASSETS WITH DONOR RESTRICTIONS | | | | | |
| Contributions | 93,400 | 63,093 | - | 156,493 | 170,870 |
| Endowment investment return | (6,575) | (239,098) | - | (245,673) | 173,335 |
| Net assets released from restrictions | (79,802) | (143,000) | - | (222,802) | (158,454) |
| Change in net assets with donor restrictions | 7,023 | (319,005) | - | (311,982) | 185,751 |
| Change in Net Assets | 296,954 | (269,135) | - | 27,819 | 510,835 |
| Net Assets, beginning of year | 10,084,282 | 4,165,794 | - | 14,250,076 | 13,739,241 |
| Net Assets, end of year | \$ 10,381,236 | \$ 3,896,659 | \$ - | \$ 14,277,895 | \$ 14,250,076 |

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

Please refer to the fiscal year 2023 audit report for full disclosure.

National Propane Gas Association Political Action Committee

Statements of Financial Position December 31, 2022 and 2021

| | 2022 | 2021 |
|---|-------------------|-------------------|
| ASSETS | | |
| Cash | \$ 263,095 | \$ 283,641 |
| Total assets | \$ 263,095 | \$ 283,641 |
| LIABILITIES & NET ASSETS | | |
| Net Assets: | | |
| Without donor restrictions | \$ 263,095 | \$ 283,641 |
| Total net assets | \$ 263,095 | \$ 283,641 |
| TOTAL LIABILITIES & NET ASSETS | \$ 263,095 | \$ 283,641 |

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

Please refer to the 2022 audit report for full disclosure.

Statements of Activities Years Ended December 31, 2022 and 2021

| | 2022 | 2021 |
|--|-------------------|-------------------|
| Revenue and support: | | |
| Contributions | \$ 126,954 | \$ 96,281 |
| Donated services and support | 77,187 | 54,607 |
| Total revenue and support | 204,141 | 150,888 |
| Expenses | | |
| Program services: | | |
| Candidate Contributions | 147,500 | 77,000 |
| Total program services | 147,500 | 77,000 |
| Supporting Services: | | |
| Donated services and supporting services | 77,187 | 54,607 |
| Total supporting services | 77,187 | 54,607 |
| Total expenses | 224,687 | 131,607 |
| Change in net assets | (20,546) | 19,281 |
| Net assets, beginning of year | 283,641 | 264,360 |
| Net assets, end of year | \$ 263,095 | \$ 283,641 |

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

Please refer to the 2022 audit report for full disclosure.

Awards

Awards presented at June 2022 Board meeting

Chair's Citations

Chair Bob Barry awarded five citations to individuals who have demonstrated extraordinary commitment to the propane industry and the State Director of the Year award.



Dave Bertelsen

Matheson Tri-Gas

In recognition of his invaluable participation in NPGA and mentor to many in the propane industry.



Kim Colburn

BP Energy Company

In recognition of his involvement on NPGA's Board and Executive Committee, and his leadership of the Propane Supply & Logistics Committee, and Producer & Wholesaler Section.



Andy Lambert

SchagrinGAS Co.

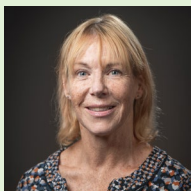
In recognition of his countless contributions to the propane industry, which include numerous expansion and infrastructure projects.



Bruce Montroy

Bergquist, Inc.

In recognition of his very active engagement in all levels of the propane industry for over 30 years.



Leslie Woodward

Fairview USA Inc.

In recognition of her significant contributions to the codes and standards advocacy program at NPGA.

State Director of the Year Award

Joe Buschur

McMahan's Bottle Gas
Ohio State Director



Bob Barry

Outgoing Chair Bob Barry receives plaque and gavel.

Board of Directors

■ NPGA Officers



Michelle Bimson Maggi
NPGA Chair of the Board
AmeriGas Propane LP/UGI
Corporation



Jeffrey Stewart
NPGA Chair-Elect
Blue Star Gas



Thomas Van Buren
NPGA Vice Chair
Meritum Energy Holdings



Michael Hopsicker
NPGA Treasurer
Ray Murray Inc.



■ Emeritus Directors

Malcolm Barrett
Barrett Propane, Inc.

Robert Barry
Bergquist, Inc.

James Bertelsmeyer

Eugene Bissell

Jerry Brick
Brick Transport, Inc.

Bill Byrne

Joe Cordill
Cordill Enterprises

J. Nutie Dowdle
Dowdle Enterprises, Inc.

Chris Earhart
Dixie Gas & Oil Corp.

Gary France
France Propane Service Inc.

Denis Gagne

Michael Gorham
Northwest Gas

Carl Hughes

Bill Jellison
Modern LP-Gas Co.

Robert Mattocks
NC Propane Company

Robert Mauch

Daryl McClendon
DFM Enterprises

Keith McMahan
Tri-Gas & Oil Co. Inc.

Gerry Misel
Georgia Gas Distributors

Raymond Murray III
Ray Murray, Inc.

Roland Penta

Randy Rutherford
Rutherford Equipment, Inc.

Glenn Saunders
White Mountain Oil &
Propane, Inc.

J. Charles Sawyer
Computer Energy Inc.

James Senty
Midwest Bottle Gas Co.

Randy Thompson
ThompsonGas, LLC

Stuart Weidie
Blossman Gas, Inc.

■ Directors-at-Large

Brian Atwood
Rutherford Equipment, Inc.

Jordan Burns
Ferrellgas

Christopher Cook
AmeriGas Propane LP

Nancy Coop
Cetane Associates LLC

Kelvin Covington
GROWMARK Inc.

Matt Dantine
DCC Propane

James Devens
Superior Plus Propane

Trent Hampton
Lakes Gas Co.

Thomas Knauff
Energy Distribution Partners

Tommy Manion
Superior Plus Propane

Brad Morrill
Crystal Flash Inc.

Warren Patterson
AmeriGas Propane LP

Andrew Peyton
Superior Plus Propane

Jim Reddington
FEI, Inc.

Aaron Reece
Alliance Energy Services LLC

Brian Sora
Dileo Gas Inc.

Chuck Strawn
Red Seal Measurement

Richard Tarantin
Tarantin Industries

Gino Vansteenhuyse
Pinnacle Propane, LLC

Tamria Zertuche
Ferrellgas

Lisa Zuppas
Ferrellgas

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Blossman Gas, Inc.

Alaska Director
Brad Lancaster
AmeriGas Propane LP

Arkansas Director
Mark Porth
CHS Inc.

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David Barrett
Barrett Propane, Inc.

California Director
Shannon McWhorter
Blue Star Gas - Fortuna

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DCC Propane

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GROWMARK Inc.

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Country Propane

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John Pankratz
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Partners

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ADD Systems

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Superior Plus Propane

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Patrons Cooperative Assn

Tennessee Director
Bob Wallace
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Chad Gray
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Vacant

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Blakeman Propane Inc.

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Superior Plus Propane

Mexico Director
Ricardo Schondube
INGUSA

■ District Directors

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Superior Gas Liquids

District 2 Director

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District 3 Director

Michael Sheehan
Sheehan's LP Gas Co.

District 4 Director

Eric Payne
DCC Propane

District 5 Director

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Daniel Dixon
Energy Distribution Partners

District 7 Director

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Taylor Gas Company, Inc.

District 8 Director

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Eastern Propane Gas, Inc.

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IPS Equipment Inc.

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Scott Rurak
Kiros Energy Marketing

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(Energy Division)

Larry Osgood
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