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October 2024

E-Newsletter

Happy Halloween!

As we end October, the month dedicated to Cybersecurity Awareness, it's crucial that each of us, as employees, understand our role in maintaining the security of our company, especially during the peak demand of the heating season in the propane business.

The Cybersecurity and Infrastructure Security Agency (CISA) has free resources and live events you can use and participate in to support Cybersecurity Awareness Month. There are four easy ways to stay safe online:

- Use strong passwords
- Turn on multifactor authentication (MFA)
- Recognize and report phishing (Think before you click)
- Update your software

One best practice to protect your company is to work with your IT department or service provider to update your software and manage your cybersecurity needs. Your IT service can handle many of the items recommended by CISA. Another best practice is to train your employees on recognizing and reporting phishing or attempts to gain control of your system.

According to Terranova Security, 96% of all phishing attacks are delivered via email. Surprisingly, 90% of data breaches are the result of phishing attacks. Interisle's annual survey noted that from April 2023 to April 2024, there were just under 1.9 million phishing incidents worldwide, almost four attacks per minute.

At the NPGA Fall Marketers Section meeting in San Antonio, attendees will hear from George Reeves, the CISA Supervisory Cybersecurity Advisor for Region Six. George will speak on current threats, CISA's responsibilities in response and detection, and what small businesses can do to protect their assets. For more information, please visit CISA's Cybersecurity Best Practices or contact Eric Sears, NPGA's Senior Manager of State Association Relations, at esears@npga.org.

As always, if you have any questions or need any association information, please contact the LPGA office at 225-763-8922.

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2024-25 Calendar of Events

November 7-8: State Leadership Summit, Washington, DC.

December 11, 2024: Fourth Quarter Board of Directors Meeting, Church Street Inn-Natchitoches, LA. Christmas Dinner to follow at Merci Beaucoup.

December 15: NPGF Scholarship Applications Open.

February 15, 2025: NPGF Scholarship Applications Deadline.

March 2025: First Quarter Board of Directors Meeting, Date and Location TBD.

April 4-6, 2025: Southeastern Propane Expo, Charlotte Convention Center-North Carolina.

June 8-10, 2025: NPGA Propane Days, Hilton Washington DC Capitol Hill.

June 29-July 1, 2025: APGA-LPGA Annual Summer Convention, Perdido Beach Resort-Orange Beach, Alabama.

Renewable Propane Has Future-Proofed this School District's Fleet

In the heart of Oregon, Beaverton School District is quietly revolutionizing how students travel to school. As the third-largest district in the state, with over 300 buses crisscrossing diverse routes, the district faces significant transportation challenges. But where others see hurdles, Beaverton School District has seen an opportunity — embracing a groundbreaking mixed-energy fleet that prioritizes sustainability and efficiency.

Through a combination of renewable propane, renewable diesel, and electric buses, the district is setting new standards for clean school transportation. At the heart of this transformation lies 66 renewable propane-powered Type C buses, offering long-range capability, reliability, and significantly reduced emissions. Beaverton School District is leading the charge toward a greener, healthier future for its students and community.

A Mixed-Energy Approach to Sustainability

Back in 2015, Beaverton School District faced a familiar dilemma — how to reduce emissions from its diesel fleet without sacrificing performance.

Diesel particulate filters, though designed to limit harmful exhaust emissions, were not making the grade. That's when the district looked into propane autogas, an affordable fuel that is 90 percent cleaner than the Environmental Protection Agency's standards.

Fast forward to 2023, and the district's commitment to sustainability has only deepened. In April of that year, the district swapped out conventional propane for renewable propane, a move that required no additional infrastructure or costly new equipment. This innovative fuel, produced from renewable feedstocks, offers the same reliability and power as its conventional counterpart but with the added benefit of even lower emissions.

This decision wasn't just about meeting today's clean energy goals. It was about future-proofing Beaverton School District's transportation fleet for the challenges ahead. By taking a mixed-energy approach, the district has been able to assign each energy source to the routes best suited for its strengths. Renewable propane Type C buses handle long-range routes, and type D powered by electric and renewable diesel serve the shorter routes. The result is a balanced, efficient, and environmentally friendly system for the district.

Cost Savings That Benefit the Classroom

For Beaverton School District, reducing emissions was only one part of the equation. As the district's Transportation Administrator, Craig Beaver, pointed out, cost savings are just as important, especially when operating one of the largest fleets in Oregon with a \$2 million annual fuel budget.

By transitioning to propane autogas, and later renewable propane, Beaverton School District has enjoyed significant financial benefits. The district saves more than \$200,000 each year in fuel costs alone, thanks to propane's lower price point compared to diesel. But the savings don't stop there. The district's propane buses have been 50 percent cheaper to operate than their diesel counterparts, further driving down the district's overall transportation costs.

These savings translate directly into more money for classrooms, allowing the district to focus on what matters most — educating the next generation. And with propane continuing to reduce costs, Beaverton School District is setting an example for districts across the country looking to make both eco-friendly and budget-conscious decisions.

Reliability for Long-Range Routes

While cost savings and emissions reductions are critical, reliability remains a non-negotiable when it comes to transporting students safely. When the Beaverton school board questioned whether the district would fully transition to electric buses, Craig Beaver was clear in his response: "With the current technology, we don't see that happening in any realistic time horizon."

Why? Because electric buses, while practical for short-range urban routes, don't yet offer the range or reliability needed for the district's long-distance travel needs. The district's electric buses have a range of approximately 125 miles, which pales in comparison to the 400-mile range of its renewable propane buses. This extended range allows buses to travel round-trip to destinations across Oregon without needing to refuel.

Moreover, propane is a portable energy source, meaning the district's buses can continue running even during power outages. For a district as large and spread out as Beaverton, this kind of reliability is priceless.

Propane Leads the Way Toward Zero Emissions

Looking to the future, Beaver and the district's transportation team are laser-focused on continuing the transition from renewable diesel to renewable propane across their fleet. This shift will help the district further reduce its carbon footprint while maintaining the flexibility and dependability of its transportation system.

Renewable propane plays a crucial role in the district's commitment to student health. Today's propane engine technology reduces nitrogen oxide (NOx) emissions by 94 percent compared to diesel. This near-zero emission level significantly improves air quality for students, bus drivers, and the broader community. It's a clear win-win — one that puts Beaverton School District at the forefront of sustainable, student-centric transportation.

The Road Ahead

Beaverton School District's journey to a renewable-fuel fleet is a reminder that sustainability and practicality can go hand in hand. "Everyone is looking at electric buses, but propane is still high on our list," Beaver said.

Learn more about propane school buses and renewable propane.

Generate More Sales Through Equipment Rentals

WHEREVER PROPANE-POWERED GENERATORS, TOOLS AND EQUIPMENT ARE PUT TO WORK, OPPORTUNITIES TO SELL MORE GALLONS CAN BE FOUND.

Every day, equipment rental companies help builders, contractors and homeowners get the job done – and propane helps them do it. From towable generators and forklifts to space heaters, marketers can connect with local rental companies to showcase propane's benefits and the business potential of becoming a refueling and cylinder sales site.

▶ Reach out to equipment rental companies in your service area to see how you can tap into new sales opportunities. To learn more about advances in propane-powered generators, visit propane.com.powergen.



Rental Market and Mobile Power

As we continue to make our way through hurricane season and prepare for a busy winter, propane marketers would be remiss if they put all their eggs in one basket. Exciting developments in propane-based power generation are expanding business opportunities in the rental market. Whether it's neighborhoods or a job site, propane generators possess the efficiency and versatility to protect homes and businesses from power outages without sacrificing performance. Options like towable and portable generators ensure even the most remote locations are covered.

Propane is the ideal fuel for power generation. One of propane equipment's key advantages is its ease of operation and maintenance compared to diesel generators, making them accessible to all contractors and builders regardless of their size or specialization. Moreover, propane is a clean fuel—98% cleaner than its diesel counterparts—reducing the environmental impact while still delivering reliable power and performance. That's why PERC has an extensive resource library on power generation developed for propane marketers and their sales teams to use when making calls to local rental companies.

Both propane marketers and rental houses benefit from integrating fuel sales with equipment rental solutions. This mutually beneficial relationship expands revenue streams, increases profitability, and ensures customers have access to cleaner, more efficient power generation.

To further enhance their understanding and capabilities in propane power generation, propane marketers can access valuable insights through PERC's website. The "Business Use" tab features resources on mobile power generation, backup power, combined heat and cooling systems, and microgrids. One standout resource is "The Ultimate Guide to Power Generation," which serves as a valuable asset for sales calls, equipping marketers with the knowledge needed to address customer needs effectively.

October's Propane Presents Technology Series showcased the latest advancements in propane equipment for power generation. This event highlighted both forthcoming innovations and products currently serving various industries. Attendees heard from equipment providers about their offerings and marketing strategies, providing insights into how propane marketers can impact this segment of power

generation.

Every day, equipment rental companies help builders, contractors, and homeowners get the job done—and propane helps them do it. Reach out to rental companies in your service area and tap into new sales opportunities.

Learn more about advances in propane power generation by visiting propane.com/powergen.

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2024 Clean School Bus (CSB) Rebate

The Environment Protection Agency (EPA) has announced \$965 million dollars in funding to incentivize and accelerate the replacement of existing school buses with clean school buses, including propane buses. Propane buses are eligible for up to \$35,000 per bus. While NPGA continues to fight for increased funding, we are glad to see an incremental advancement towards parity with electric buses: between the previous funding program and this rebate program, propane bus funding stayed the same while electric bus funding was reduced by up to \$30,000 per bus.

Applications will be accepted from state and local governmental entities that provide bus service, including public school districts; eligible contractors; nonprofit school transportation associations; Indian Tribes, Tribal organizations, or Tribally-controlled schools responsible for the purchase, lease, license, or contract for service of school buses or for providing school bus service for a Bureau of Indian Affairs (BIA) funded schools, and third parties including school bus dealers, original equipment manufacturers (OEMs), school bus service providers, and private school bus fleets that

meet specified criteria are eligible contractors.

The 2024 Clean School Bus Rebates process includes SAM.gov account registration, rebate application submission, review and selection by the EPA, selectees will then submit purchase orders to request payment and then receive payment, which is followed by new bus delivery, existing bus replacement, and project close out. The program guidance and application process differ from prior EPA school bus rebate programs. View the summary of program requirements and the detailed Program Guide.

Questions? Consult your NPGA member dashboard for an FAQ about the rebate program, a template letter to send to eligible entities, or contact NPGA Director of Regulatory Affairs Kate Gaziano at Kgaziano@npga.org.



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Efficient Heating Solutions for Farmers

Ensuring a comfortable and warm environment for livestock is a top priority for farmers and ranchers, especially as the temperatures drop. The right heating system can be the difference between a thriving herd and animals struggling to maintain health and productivity. Cold stress can lead to poor weight gain, reduced milk production, and increased mortality, all of which can affect the farm's profitability and success. Traditional heating systems like electric or diesel options often fall short in terms of cost, efficiency, and reliability—particularly in rural areas where energy access may be limited.

Why Propane?

Propane offers a flexible, reliable, and efficient solution for keeping barns, hatcheries, and other animal buildings at the optimal temperature, ensuring your livestock are comfortable and healthy while also saving on operational costs. In this article, we'll explore the unique benefits of propane heating for different types of livestock and why it's becoming a popular choice for farmers nationwide.

Consistency

Propane-powered systems are well-suited to deliver consistent and adjustable warmth to maintain an optimal environment for animals.

Reliability

Unlike electric or diesel systems, propane can be stored on-site and used as needed, offering flexibility and peace of mind for farmers, especially in remote areas or during power outages.

Safety

Propane heaters are designed with safety in mind, featuring automatic shutoffs and sealed combustion, which minimizes fire risks and ensures barns remain well-ventilated.

On-Site Storage

Propane can be stored in bulk, ensuring a steady supply of fuel even in remote locations or during power outages, making it a dependable energy source.

Cost Efficiency

Propane heating systems are energy-efficient, typically lowering operational costs and improving the farm's bottom line.

Environmental Benefits

Propane burns cleaner than other fuels, reducing harmful emissions and promoting a healthier environment for both animals and farmers.

How Propane Can Benefit Various Types of Livestock

Poultry

Temperature control is particularly important for poultry, especially in the early stages of life. Propane-powered heaters are commonly used in broiler houses, breeder houses, and hatcheries to ensure birds remain healthy and comfortable. The radiant heat provided by propane allows chicks to grow evenly and maintain high production levels, while propane brooders and space heaters are simple to operate and maintain, reducing labor costs.

Swine

In swine production, different temperature needs must be met for piglets and sows. While piglets require a warm environment to thrive, sows are more comfortable in cooler conditions. Propane heating systems allow farmers to create heating zones within barns, providing

Game Changer for Propane Marketers

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the necessary warmth to piglets without overheating the sows. This level of temperature control improves feed conversion rates, reduces animal stress, and promotes healthier litters.

Dairy Cattle

A warm, dry environment is vital for dairy cows, particularly when temperatures drop. Cold conditions force cows to use more energy to stay warm, which can reduce milk production. Propane heaters effectively maintain barn warmth and dryness, contributing to both comfort and productivity. Radiant propane heaters also help prevent respiratory issues, which are common in cold, damp conditions.

Beef Cattle, Goats, and Sheep

All livestock are vulnerable to cold stress during winter, and young animals are especially at risk. Propane heating systems can be installed to keep barns, lambing areas, and kidding pens at suitable temperatures, reducing mortality rates and promoting healthy growth. Warm, well-ventilated environments promote animals' development and well-being.

For farmers and ranchers, ensuring the well-being of livestock is paramount, and maintaining healthy body temperature plays a crucial role in this effort. Propane-powered heating systems provide the necessary warmth to keep animals comfortable, dry, and safe from cold stress, ultimately enhancing animal welfare and boosting production.

The advantages of propane are clear: it provides consistent and efficient heat, offers the flexibility of on-site storage, and supports an environmentally friendly approach to farm energy needs. Additionally, propane's cost efficiency improves a farm's bottom line. By adopting propane heating solutions, producers not only improve the well-being of their livestock but also invest in a cleaner, more sustainable, and dependable energy source.

To learn more about how propane heating can enhance your farm's efficiency and improve livestock health, visit Propane.com/ag for resources, tools, and information on propane-powered solutions for agriculture.

Investing in Propane for a Healthier, More Profitable Farm

