



December 2024

E-Newsletter

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Merry Christmas & Happy New Year!

We hope everyone had a wonderful holiday season with family, friends and loved ones. Christmas is a time of renewed hope with the birth of our savior, Jesus Christ. It is a time of giving, not just gifts of physical and tangible items but also those of love, grace and forgiveness. You see, Christmas is not just a season, but it is a spirit and feeling.

It is the hope that we find ways to carry the spirit of Christmas with us into the next year and throughout the year. If the spirit of the season lives within us for longer than a few weeks, we can truly make the world a better place.

At the stroke of midnight tonight, we will officially enter 2025! With a new year comes a new start and beginning for each and every person. It's the chance to start over and anew! Whether 2024 was good, bad or otherwise, may 2025 be everything good, wonderful, and more!

Thank you for being a part of this association and our industry. We could not do what we do without you! You are who makes us who we are, and we appreciate each and every one of you.

Merry Christmas, Happy Holidays and Happy New Year!

As always, if you have any questions or need any information regarding the association, please contact the LPGA office at 225-763-8922. You may also email our Executive Director Randy Hayden at randy@ccilouisiana.com.



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2025 Calendar of Events

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.

June 30, 2025: Second Quarter Board of Directors Meeting, Perdido Beach Resort-Orange Beach, AL.

September 2025: Third Quarter Board of Directors Meeting, Date and Location TBD.

December 2025: Fourth Quarter Board of Directors Meeting, Date and Location TBD.

Now Open: NPGF Scholarship Application

The National Propane Gas Foundation 2025 - 2026 scholarship application is now open. Children of employees of NPGA member companies, state propane associations, or PERC are eligible to apply and may be pursuing any course of study at two- and four-year colleges or technical, trade, or vocational schools.

Learn more about this opportunity including important FAQs. The deadline is February 15.

Questions? Contact Scholarship Program Manager Maril Olson at molson@npga.org.

Special thanks to NPGF's media sponsors!



Manufactured Housing

Today's manufactured homes are modern and competitively priced, built for discerning home buyers who are interested in an efficient, affordable, and uncomplicated purchase process. This presents the propane industry with a great opportunity to develop new customers and grow gallons.

Manufactured housing includes both modular and United States Department of Housing and Urban Development (HUD) code homes.

Modular homes are built to state building codes, and HUD code homes are built to the Federal Construction and Safety Code. All these homes are built in controlled-environment factories allowing for decreased construction time and material costs.

Currently, more than 22 million people live in manufactured homes across the country. In 2023 the industry produced nearly 90,000 new homes- which accounts for about 10% of all new homes in the US.

Manufactured homes are between 15% and 30% less expensive than site-built houses in the current market, with the average cost of the modular, multi-section home being around \$193,000.

Recently, HUD approved a rule update that allows tankless water heaters to be installed in the home at the factory. This change creates a new opportunity for propane marketers. Think of the manufactured housing retailer as another allied partner and an extension of your sales team. Building relationships with the retailer helps them understand the benefits of adding propane into their homes. When the retailer is working with a buyer to design their home, they can promote propane appliances and your services as a trusted partner.

A key strategy for marketers to include in their partnership is a way to roll the costs of the propane system into the buyer's home loan. This reduces the upfront cost to the buyer and makes it easier to use propane. For example, a \$1,200 propane installation would only change the mortgage cost of \$10 per month. Customers love the endless hot water that propane tankless water heaters provide. Now buyers of manufactured housing can enjoy that, as well. And once the first propane appliance is in the home, it's easier to add in others.

There are new resources on propane.com to help propane marketers when they go to meet with manufactured housing retailers. The Manufactured Housing Guide is a one-page guide detailing the steps, and what to include in a partnership.

The Manufactured Housing Toolkit is a collection of materials to utilize with manufactured housing retailers, including point-of-sale resources, showroom signage, one pagers and more. So, get out there and get to know the manufactured housing retailers in your area.

For more information on propane in manufactured housing, visit propane.com.

Expo Registration is Open!

Registration is open for the 2025 NPGA Southeastern & International Propane Expo™! The propane industry's premiere annual event, Expo brings together thousands of marketers and suppliers from across the United States and beyond for education and networking.

This year we're back in Charlotte, North Carolina at the Charlotte Convention Center, Friday, April 4 – Sunday, April 6. NPGA now offers Full Conference & Expo registration packages or Exhibit Hall Only options for all member types. Please note that Exhibit Hall Only does not include the Welcome Reception on Friday. Check out the entire Schedule at a Glance to see what Expo has in store!

Register by January 24, 2025 to take advantage of our lowest Early Bird prices.

Book your accommodations only through EventSphere, the official housing provider for the 2025 Expo. EventSphere's "PassKey" technology lets you search hotel availability, compare rates, and reserve in one convenient location. Once booked, you can quickly and efficiently manage your reservation online.

Click or call 1-866-446-3551 (Monday - Friday: 9:00 am - 5:00 pm EST). The NPGA room block is available until March 7, 2025. Book early for the best selection!

Build Sales and Grow Gallons, with Manufactured Housing

**By working with manufactured housing retailers,
marketers can develop propane packages built directly
into the cost of the home.**

More than 22 million Americans live in manufactured homes, making it a large, untapped market for specifying propane systems and appliances. By developing relationships within the manufactured housing industry, marketers can help integrate propane packages directly into existing sales systems. This benefits both the manufactured housing retailers and their customers – while offering you the opportunity to sell more gallons each month.

▶ Scan the code below or visit
propane.com/manufacturedhousing
to download your free
Manufactured Housing Guide.



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. The application deadline is January 9, 2025.

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.



What Drives Household Space Heating Demand?

Space heating is the most energy-intensive application in a typical household. Space heating provides the bedrock demand that most propane marketers rely on to keep their doors open. However, residential space heating demand is influenced by numerous structural characteristics that impact overall fuel consumption.

These characteristics include the size of the dwelling, the amount of space in the dwelling that is heated, whether the home is standalone or physically connected to another residential or commercial structure, and year of construction, among others. Residential housing characteristics vary widely across the country.

Fast Facts:

- 62% of American households are single-family detached homes
 - oIndiana has the highest percentage of single-family detached homes at 77%
- 21% of American homes were built after the year 2000
 - oUtah has the highest percentage of homes built

after 2000 at 37%

- The average home in the U.S. is 1,818 square feet
 - oUtah has the largest average home size of any state at 2,158 square feet
- The average amount of space in a U.S. home that is heated is 1,614 square feet
 - oUtah has the largest average amount of household space that is heated at 2,086 square feet

For additional information and materials on residential propane applications, visit the For My Home section on PERC's website. For more information, contact NPGA's Director of State Affairs, Jacob Peterson at jpeterson@npga.org.

SAVE THE DATE: PERC Propane Sales Forum

The Propane Sales Forum: Learning and Action for Business Growth will take place May 20-21, 2025, at Swissotel Chicago.

Designed specifically for propane marketers who are sales professionals, this two-day event will provide presentations and tools from industry leaders. Participants will leave with ready-to-use deliverables, including product catalogs, presentations for key decision-makers, and guides for placing propane products in their markets.

The Keynote, Sam Richter, is a distinguished Hall of Fame speaker renowned for his expertise in digital information. Sam is the only professional speaker who not only helps you discover the power of online intelligence, but also builds the AI and ChatGPT intel resources to ensure you experience immediate success. You won't want to miss it! Mark your calendars, and click here to learn more.



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School District's Buses Run on Renewable Propane



The school bus fleet at Maine's Bonny Eagle School District — the largest in the state — became the first in New England to run on renewable propane. Renewable propane is made out of 100% sustainable

materials and is one of the cleanest alternative fuels on the market. The district has been operating propane-powered school buses for 20 years, with 79% of its fleet running on propane autogas. The district reports saving 50% on fuel costs and additional savings on maintenance.

News about the environmentally sustainable and fiscally responsible efforts being made by Bonny Eagle School District was covered in many local outlets, including the Portland Press Herald, and World Liquid Gas.

Eighth Largest U.S. School District Adopts Propane Buses



The School District of Philadelphia recently added 38 propane buses and installed an 18,000-gallon on-site fueling station, positioning itself

as a national leader in clean student transportation. SDP estimates that its propane-powered buses could save more than \$2.1 million over their 15-year lifecycle, giving the district a powerful opportunity to reinvest in classroom initiatives and student resources. The buses also produce 96% fewer nitrogen oxide emissions than clean diesel alternatives and virtually eliminate particulate matter.

Coverage of the district's new, clean buses appeared in BP News, Energy Tech, LP Gas, NGT News, School Bus Fleet and School Transportation News.

Two Transit Agencies Adopt South Dakota's First-Ever Propane Vehicles



Two South Dakota transit agencies, People's Transit in Huron and Prairie Hills Transit in Spearfish, unveiled their first orders of safe, clean and economical vehicles fueled with propane autogas. Both

agencies now operate the ROUSH CleanTech Ford E-450 cutaway chassis, which is the only propane vehicle that has completed the Federal Transit Administration's New Model Bus Testing Program ("Altoona Testing") and allows operators to access federal funds that cover 85% of the entire alternative fuel vehicle cost. The vehicles also provide superior drivability, long range and reliable cold weather performance with unaided starts up to negative 40°F and a quick cabin warm-up.

Nearly a dozen outlets covered this incredible story of environmental sustainability in South Dakota, including local outlets, ABC News, BP News, Mass Transit, Metro Magazine, NGT News, Transportation Today and Yahoo News.



Todd Mouw is executive vice president of sales and marketing of ROUSH CleanTech, an industry leader of advanced clean vehicle technology. Mouw has more than two decades of experience in the automotive and high-tech industries. As

former president of the NTEA Green Truck Association, Mouw helped set standards in the green trucking industry. To learn more, visit ROUSHcleantech.com.

Extended-LEA Program Applications

The opportunity to participate in PERC's Leadership in Energy Ambassadors program has been extended, but don't wait—**applications are now due by January 15th.**

The 2025 program will provide you with a unique opportunity to enhance your skills through comprehensive training in communications and stakeholder engagement. You'll gain practical experience in crafting data-driven messaging and strategies that resonate with key business decision-makers, explore the use of AI tools, and create real-world marketing assets. You will also engage in future-focused discussions on renewable propane and power generation, preparing you to lead conversations about propane's evolving role in the energy landscape and drive growth in the industry.

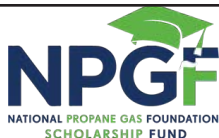
To be considered for this program, eligible individuals must:

- Receive a nomination from their company owner or CEO.

- Submit an online application before January 15, 2025, here.
- Complete the pre-work assigned in the online learning center (about 2 hours).
- Attend the Leadership in Energy Ambassadors Conference
- Engage in post-conference activities that will highlight propane's benefits and technology in your community.

The Leadership in Energy Ambassadors Conference will be held on March 25-26th in St. Petersburg, Florida.

This program is a fantastic opportunity to represent your company, grow as a leader, and champion propane as a clean, safe, and reliable energy solution for a diverse range of customers. We sincerely hope you will consider applying today.



National Propane Gas Foundation Scholarships



The National Propane Gas Foundation (NPGF) Scholarship Fund awards \$1,000 and \$2,000 scholarships to students pursuing any course of study at two- and four-year colleges or technical, trade, or vocational schools. Students pursuing propane-related careers are especially encouraged to apply. Eligible applicants are children of employees of NPGA member companies, state propane associations, or PERC.

Since 1994, the NPGF Scholarship Fund has awarded more than two million dollars in scholarships to 1700+ children of NPGA member company employees!

Key Dates

December 15, 2024
Application window opens

February 15, 2025
Application deadline

[Learn more](#) about this opportunity on NPGA's website, read about past scholarship recipients, and see a list of the generous donors who make this program possible.

[Apply here](#)

Questions?

Contact us at scholarship@npga.org

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