



DegreeDays

News from the Virginia Propane Gas Association

VAPGA Partners with Vets2Techs and GenerationNext Propane Pros



The Virginia Propane Gas Association is proud to announce that it has entered into a partnership with Vets2Techs and GenerationNext Propane Pros to provide recruitment support and workforce development for our members and propane dealers across the Commonwealth. After the initial success of VAPGA's virtual pilot program earlier this year, we are excited to see what we can accomplish through our partnership with V.E.T.S. on a more long-term basis. **The program will kick off on Thursday, December 17th from 3:00–4:00 pm** with an introductory webinar. (See more information in box to the right.) **To register, click [here](#).**

For more information about the Vets2Techs program or if you are unable to attend the webinar on December 17, but would like to be involved in the program, please contact V.E.T.S. Co-Founder **Jesse Lord** at jesse@vets2techs.com.

V.E.T.S. WEBINAR

December 17, 3:00–4:00 pm

Please join us as we discuss Vets2Techs available programs that your company can utilize to increase veteran recruitment and review the new V.E.T.S. online portal. The V.E.T.S. team will provide specific information explaining the available programs, tools, and assistance provided through the Vets2Techs program.

Webinar Overview:

This presentation will discuss the veteran initiative program provided by V.E.T.S./Vets2Techs available to the marketers in our industry. We will discuss the items listed below and the process or applications required to take advantage of the available opportunities. Additionally, we will review the newly redesigned V.E.T.S. portal focusing on the utilization of vets2.org's available features to assist in candidate tracking and position posting.

1. V.E.T.S./VAPGA Program Overview
2. Veteran Outreach Efforts
3. Veteran Benefits and Programs
4. Veteran Friendly Position Description
5. V.E.T.S. Portal Overview
6. Position/Personnel Request Process
7. COVID-19 Effects on Veteran Community

Upcoming Events

SPRING MEETING

April 25–27, 2021

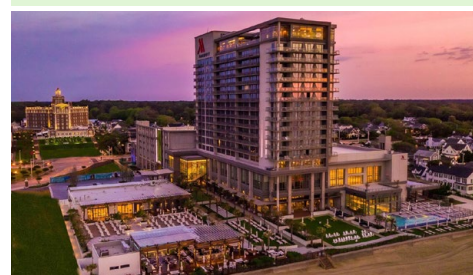
Kingsmill Resort
Williamsburg, VA



SUMMER MEETING

July 11–14, 2021

Marriott Resort Virginia Beach
Oceanfront, Virginia Beach, VA



FALL MEETING

October 10–12, 2021

The Virginian Hotel
Lynchburg, VA





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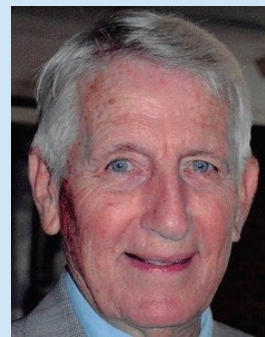
President's Message



As 2020 draws to a close, I would like to take this opportunity to review the efforts our association has made over the past twelve months. This year has been a year of not only challenge and uncertainty but also a year of opportunity. We are fortunate to be in an essential industry and in these trying times been able to not only continue operating but given the chance to evolve, test our ability to adapt, and evaluate what matters most. We were able to virtually transition to Eisenman & Associates, engage in Vets2Techs, rollout MemberClicks this month, host a webinar on VA COVID regulations and a webinar with PERC on propane and the environment. There is more work to be done and we will continue to focus on legislative efforts, environmental messaging and workforce development. I ask that you join these committees and get involved. We have tough trials ahead and we need your help!

It goes without saying that I would have preferred to progress our association and see all of you in person but as I reflect back on the year, I'm flooded with feelings of gratefulness. I hope you all can look back on the year with positivity and enjoy a wonderful holiday with your loved ones.

In Memoriam



Thomas Everett "Tuck" Perkins
1925-2020

VAPGA is saddened to announce the loss of Tuck Perkins, who died at home surrounded by family on December 8. Tuck spent his whole career in the propane business and was a long standing supporter and active member of VAPGA, serving as President at one time. Tuck had a rich and storied life, and he was a credit to the propane industry and to his community.

Click [here](#) for full obituary.

Propane Dispensing System



The Total Package PDS-DCL51DP

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Steve Barton

Gas Equipment Co. TV - www.youtube.com/GasEquipmentTV

Executive Director's Message



Unprecedented. Perhaps no other word in the history of the English language has worn out its welcome as clearly as “unprecedented” did in 2020. We heard it from our political leaders, who instituted “unprecedented measures” to counter the “unprecedented public health crisis” of COVID-19. We heard it from fast food restaurants and tech companies, who ran commercials designed to reassure us that, “despite these unprecedented times,” our world will endure. And ultimately, we used it ourselves in emails and conversations with both customers and colleagues detailing the “unprecedented challenges” that impacted business operations this year.

In many ways, 2020 was an unprecedented year for the association itself too. We underwent a management transition in May, with myself and my team at Eisenman & Associates taking over for Alliance Group. We, along with **Dennis Cruise**, were forced to reimagine our training programs, as our normal classrooms were unavailable and various restrictions capped the number of participants we could accommodate. Perhaps most notably, we also had to make the tough decision to cancel our annual in-person Spring, Summer, and Fall Meetings.

All of that being said, I can assure you that this was not simply a wasted year for the association. This year we implemented a new database software, MemberClicks, which will improve the accuracy of our membership information and streamline processes such as dues renewal, event registration, and member communication. Our committees and the Board of Directors pivoted to Zoom meetings to continue their important work and we engaged with NPGA, PERC, and other organizations to partner on several new initiatives.

So, as we prepare to turn the page on 2020, I firmly believe there is much to look forward to for VAPGA in 2021. I look forward to working with our sponsors to identify new opportunities for engagement. I look forward to the rollout of the Vets2Techs program—which **Randy Doyle, Trent Johnson**, and several others have worked tirelessly on. I look forward to interacting with you, the members, once we can safely return to in-person meetings—including celebrating VAPGA's 75th Anniversary at our Summer Meeting in VA Beach in July. Truthfully, my goal is for VAPGA to have another “unprecedented” year in 2021...this time on positive terms.

Zach Eisenman

The Economic Impact of Propane in Virginia

No matter where you live, propane is helping to fuel your local economy.
These numbers show how Virginia benefits from this clean, American energy source.

250,287,164 GALLONS

Total odorized propane demand

\$100,374,000

Total labor income related to odorized propane

131,055

Total propane-heated households

\$1,043,621,000

Total odorized propane industry contribution to GDP

\$500,513,000

*Total market value of odorized propane sold**

1,609

Full-time jobs directly created by the odorized propane industry

\$267,839,000

*Total direct value added**

*At the state level, the difference between the total market value and the total direct value added is the difference between in-store propane production and odorized propane brought in from, or sent out to, other states.

Data from 2018 Propane Industry's Economic Impact Report with permission from the Propane Education & Research Council. For more information, visit propane.com/economic-impact.

2021 Means Uncertainty for the Legislative Process

VAPGA members will remember that the last day of the 2020 Virginia General Assembly session was Saturday March 7, just a few days before the entire world was transformed due to COVID-19. While it is usually possible to predict with reasonable certainty what issues will be considered and when during a session, the global pandemic has left us all guessing as to what the agenda will include.

We have been told that no one except Senators, Delegates, and staff will be allowed inside the Pocahontas Building—which will continue to be the General Assembly's temporary home for two more years. This means that members of the public and lobbyists will be required to monitor events on their computers, a tough task in that many valuable interactions are held in the stairway, elevator, or when you are leaving for the night. While we will have to adjust, the good news is that everyone else should be in the same boat, and that new bill limits are being imposed to address the shortened and virtual session.

What does this mean for VAPGA? It's too soon to tell. If the Northam administration decides to endorse the flawed TCI program to ration and eventually ban fossil fuels, our efforts will need to focus on working with other like-minded groups to defeat this proposal authored by unelected bureaucrats and academics.

We are also likely to see efforts on the part of electric utilities to again promote electric school buses, which



they envision as a cash cow moving free power back on to the grid the 18 hours a day when the buses are not transporting students. I will remind members that propane has also continued to be shut out of the VW settlement dollars—despite promises by the Director of the Department of Environmental Quality for a set-aside for propane. The utilities may also seek to use ratepayer funds to expand the number of homes “heated” by heat pumps and to install charging stations for passenger vehicles. We will of course remind legislators that any expansion by propane companies must be self-funded, and thus ratepayer subsidization will be opposed at every turn.

As always, any success that VAPGA has at the General Assembly will be directly related to each member's willingness to be an effective advocate for the association. In 2021 we will not be calling upon you to come to Richmond, but rather to contact your elected officials via phone or email to advocate for our industry and express your concerns with any legislation unfairly favoring one energy source over another. Our success will largely depend upon your willingness to participate and no effort of outreach or support is too small.

Mike O'Connor



Feature Your Company in DegreeDays

We are still accepting advertising for 2021 issues of *Degree Days*, the official publication of the Virginia Propane Gas Association. *Degree Days* will be published bi-monthly in 2021, and advertising can be purchased for a full year or on a per-issue basis. With a reach of approximately 500 members and industry contacts, *Degree Days* is the best way to promote your products or services to Virginia's propane community. Complete the form on page 12 of this newsletter or contact **Lorraine Meade** at lorraine@eametings.com.

Safe Appliance Rebates



We currently have **31** Safe Appliance Rebates and **0** Autogas Rebates left for 2020.

Please contact **Tami Guthrie** at tami@eameetings.com or **804.241.2232** for additional information or to request an application and pre-approval numbers.

Tell Us Your Story!

Do you have any company news to share? Big anniversaries? Success stories? Philanthropic events? We'd like to know! Please send your news to **Zach Eisenman**, Executive Director, at zach@eameetings.com. Your news may be published in future newsletters.

VAPGA Training

Due to COVID-19, the normal VAPGA training season will not be possible this year.

If you have training needs or would like to schedule CETP programs for your company, please contact **Dennis Cruise**

at **(434) 841-1636** or

propanetrainingservices@gmail.com

for availability. Dennis can offer a variety of training classes, including bobtail rollover training.

2021 Dues



It's almost time for dues renewals. VAPGA's 2021 membership dues will be sent out electronically after the first of the year. We will be using our new membership software, MemberClicks, to send and process dues. An invoice for dues will be emailed to each company and can be paid either online with a credit card or by check mailed to our office.

Look for more information soon on how to set up your MemberClick's member profile and how to navigate the member side of the website.

2020-2021 VAPGA Leadership

OFFICERS

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Nicole Sullivan, *Anderson Propane*

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Colin Wood-Bradley, *Tarantin Industries*

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Meghan Kulinski, *Valley Energy*

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Tony Hogue, *Anderson Propane*

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Scott Turner, *Sharp Energy*

NAPGA State Director

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Immediate Past President

Taft Yeatts, *Davenport Energy*

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Joe Pennesi, *Davenport Energy*

Tim Carlson, *Centennial Energy*

Hayley Karicofe, *AmeriGas*

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Stephanie Richards, *Elite Power and Energy*

Taylor Sutton, *Tiger Fuel*

Chuck Tunnell, *CUI*

Supplier Representative

Trent McKenzie, *Woodgate Petroleum*

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VAPAC

John Phillips, *Phillips Energy*

jphillips@peifuels.com

| Safety/RegulationsUpdate

TSA PreCheck eligibility has expanded to TWIC, HME holders

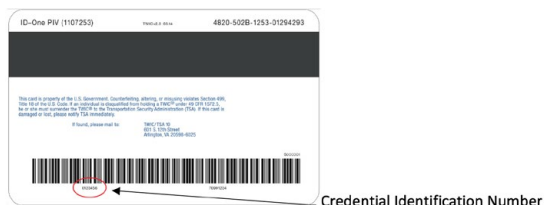
On April 15th of this year the Transportation Security Administration enacted a policy change beneficial to approximately 3.5 million drivers. However, due to the many distractions we have all encountered this year, the changes received little advertisement or attention.

Qualifying Transportation Worker Identification Credential (TWIC) and Hazardous Materials Endorsement (HME) holders are now eligible for TSA PreCheck at no cost and no extra enrollment.

To be qualified, a driver must also meet the TSA PreCheck eligibility requirement of being a U.S. Citizen, U.S. national, or a lawful permanent resident. Also, the driver's TWIC or HME must have been approved without a waiver. Drivers who require a waiver to obtain the TWIC or HME are not eligible for this benefit.

Drivers will not receive a Known Travelers Number (KTN) from TSA. When using the Hazmat Endorsement to book a flight online, by phone with a reservation agent, or with a travel management company, your two-letter state abbreviation and CDL number will be used as your KTN. Provide or enter your state abbreviation and CDL number as your KTN to receive PreCheck status.

Example: VA T12345678



When using the TWIC, the Credential Identification Number (CIN) printed on the back lower left corner of the TWIC card will be used as your KTN and should be entered or provided in the same manner.

For convenience, either number you use can be saved to any frequent flyer profile, employer booking systems, or travel websites used.

Ensure that your name and date of birth on your flight reservation and airline profile match your name and date of birth provided when you applied for your HME or TWIC. Also, if you already have a valid TSA Known Traveler Number, either the KTN or HME/TWIC can be used. Both will be valid, provided they are current.

Federal Motor Carrier Safety Administration Drug & Alcohol Clearinghouse

Employers must conduct annual queries by January 5, 2021

If an employer has already conducted a query on all currently-employed CDL drivers, that employer has met the annual query requirement, and is not required to conduct a query for one year from the query date.

Employers may also designate a consortium/third-party administrator (C/TPA) to conduct these queries on their behalf. Employers can [log in to their Clearinghouse accounts](#) and access their Query History page (under My Dashboard > Queries) to verify which drivers have been queried, and when each completed query was conducted.

If an employer has not yet conducted a query on each currently-employed CDL driver, the employer must conduct this annual check to meet the compliance requirement.

What do employers need to do to satisfy the annual query requirement?

Per [§382.701](#), employers of CDL drivers must conduct a query of the Clearinghouse at least once per year for each CDL driver they employ. A limited query satisfies the annual query requirement.

Employers must obtain a general consent from CDL drivers they employ before conducting limited queries in the Clearinghouse to view these drivers' information. [Download a sample limited query consent form here.](#)

You can [log in to the Clearinghouse](#) and conduct your annual queries today.

What if an employer conducted a pre-employment query this year?

The pre-employment query will satisfy the annual query requirement for that driver. You are not required to query that driver until one year after that pre-employment query.

To learn more about queries and consent requests, download the [Queries and Consent Requests Factsheet](#).

What is a query plan?

Before an employer can conduct queries in the Clearinghouse, the employer must purchase a query plan. [Download the How to Purchase a Query Plan job aid](#) for full instructions.

Questions? Please contact **Dennis Cruise** at (434) 841-1636 or propanetrainingservices@gmail.com.

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VAPGA's Governmental Affairs Committee has been hard at work this year monitoring several key issues which have the potential to significantly impact our collective industry. One such item is the Transportation & Climate Initiative (TCI), a regional collaboration of Northeastern and Mid-Atlantic states and the District of Columbia with a stated goal of promoting clean energy and reducing carbon emission from the transportation sector. While the Commonwealth of Virginia is not currently an official member of TCI, we anticipate it to be among the many contentious items in front of the upcoming 2021 General Assembly. Now more than ever, the committee feels it is important to alert our legislators that this proposal will be harmful to our businesses.

The primary purpose behind the TCI is to make purchasing transportation fuels so expensive that the high price discourages people from buying it. In short, consumers will have to pay more at the pump to fund increased government spending.

But, unlike motor fuel taxes levied to pay for transportation infrastructure, TCI would be a penalty for engaging in the purchase of fossil fuels. (While TCI currently mentions only gasoline and diesel, the probability that propane will be impacted is likely). Driving to or from work, transporting children to school, transporting goods, going to the grocery store, and all the other necessary activities that generally require a vehicle, should not be treated as a taxable offense.

TCI will also increase state and municipal spending, as public services that use transportation will be faced with significantly higher fuel costs. Fuel-reliant small businesses that transport goods or provide services will suffer higher operating costs. Those increased expenses ultimately will be passed along to consumers and taxpayers. Citizens in TCI states can expect to be hit with higher personal costs and taxes. For those of us bordering another state, consumers will surely drive a few more miles to get to a state that did not join TCI.

Our association is not alone in opposing TCI. In fact, critics of TCI include community activists who are concerned that the increased taxes will [disproportionally impact the poor](#), and even the former Speaker of the House of Delegates, [William J. Howell](#).

TCI is an economically damaging proposal. It will impact our state, it will impact our industry, and it will impact our businesses. If you would like to get involved with the

"TCI is an economically damaging proposal. It will impact our state, it will impact our industry, and it will impact our businesses."

Governmental Affairs Committee, please reach out to me at elizabeth@peifuels.com. If you would like to support VAPGA's legislative efforts in another way, consider making a donation to our PAC. (See information in box below.) We're all in this together and your support is as crucial as ever!

*Elizabeth McCormick, Chair
Governmental Affairs Committee*

Donate to Our PAC



The mission of VAPGA's PAC is to distribute contributions to candidates for the state legislature who, by their acts, demonstrate support of the propane industry and the private enterprise system. Your donations help VAPGA gain visibility and leverage access to promote our industry. Make an investment in the future of Virginia's propane industry today! **A PAC Donation Form is included with this newsletter on page 13.**

If you have any questions or wish to be involved with the PAC, please contact VAPAC Committee Chairman, **John Phillips** at jphillips@peifuels.com.

Happy 75 Years to VAPGA



We've got a big birthday coming up in 2021! Next year marks the 75th Anniversary of the Virginia Propane Gas Association and we are looking forward to celebrating all year. If you have any pictures, funny stories, or VAPGA memories you'd like to be featured in a future newsletter or on the VAPGA website, feel free to pass those along to the Executive Director, **Zach Eisenman** at zach@eameetings.com. The "official" celebration will take place at our 2021 Summer Meeting in Virginia Beach, so if you are interested in helping to plan that event, please reach out to the Chair of the 75th Anniversary Committee, **Meghan Kulinski** at meghan@valleyenergy.org.



**Virginia Propane
Gas Association**

Please note new address

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Design & Advertising

Lorraine Meade, Communications Manager
lorraine@eameetings.com

See page 12 for 2021 Newsletter Advertising

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Virginia Propane Gas Association

2021 NEWSLETTER ADVERTISING CONTRACT

Degree Days is the official publication of the Virginia Propane Gas Association.

It is published bi-monthly in a digital format and has a circulation of approximately 500 members and industry contacts.

Advertising Requirements

Advertisements must be sent via email in hi-resolution PDF, JPG, EPS or TIFF format.

Full page ads are 8.5 inches x 11 inches. Half page ads are 8.5 inches x 5.5 inches.

Please send ads to lorraine@eameetings.com.

This form is an order and authorization to secure space in *Degree Days*, the official publication of the Virginia Propane Gas Association, and may be used by advertisers or their agents.

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Executive Director: Zach Eisenman

Phone: 804-249-2241 | Fax: 804-747-5022

Advertising Inquiries

Lorraine Meade

lorraine@eameetings.com

804-249-2237

Payment Inquiries

Tami Guthrie

tami@eameetings.com

804-249-2232



Virginia Propane Gas Association

PAC Donation Form

We Need Your Support for a Strong Voice in VA Government!

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- ☐ Governor's Club \$1,000
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- ☐ Delegate's Club \$250-\$499
- ☐ Friends of VPAC \$1-\$249

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(all fields are required)

Fax/email to: **Zach Eisenman**
(804) 249-2241
Zach@eameetings.com

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Signature: _____

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Billing City/State: _____ Zip: _____

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Richmond, VA 23294

Thank You for Supporting Your PAC!