



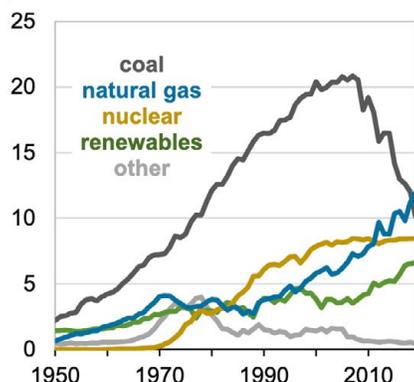
# DegreeDays

News from the Virginia Propane Gas Association

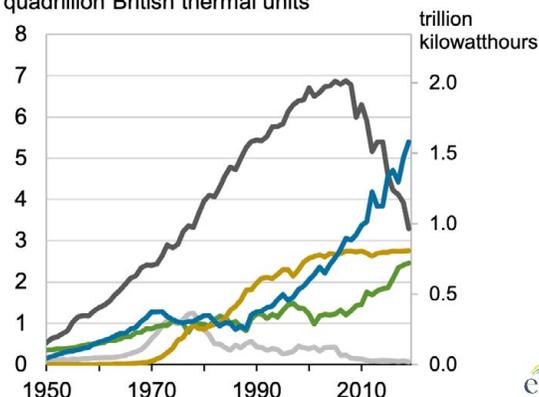
## More than 60% of Energy Used for Electricity Generation is Lost in Conversion

In 2019, U.S. utility-scale generation facilities consumed 38 quadrillion British thermal units (quads) of energy to provide 14 quads of electricity. Most of the difference between these values was lost as an inherent result of the energy conversion process. The U.S. Energy Information Administration's (EIA) U.S. [electricity flow diagram](#) visualizes U.S. electricity flow from energy sources consumed to generate electricity and electricity net imports to disposition (conversion and other losses, plant use, and end-use consumption).

**U.S. energy consumption for electricity generation (1950–2019)**  
quadrillion British thermal units



**U.S. heat content of electricity generation (1950–2019)**  
quadrillion British thermal units



Source: U.S. Energy Information Administration, [Monthly Energy Review](#), and Form EIA-923, [Power Plant Operations Report](#).

Electricity is a secondary energy source that is produced when primary energy sources (for example, natural gas, coal, wind) are converted into electric power. When energy is transformed from one form to another and moved from one place to another, some of the input energy is lost in the process. Some input energy is lost during electricity generation as well as other processes, such as when vehicles burn gasoline.

The technology and the type of fuel used to generate electricity affect the efficiency of power plants. For example, in 2019, of the 11.9 quads of natural gas consumed for

*continued on page 10 >*

## VAPGA Partners With Recruiting Program



VAPGA has partnered with V.E.T.S. (Veterans Education & Transition Services) to launch a pilot program for Vets2Techs, a program aimed at recruiting qualified military veterans into careers in the propane and oil industry. This program has been successful in several other states/state propane gas associations, and we believe it will be highly successful in Virginia as well. We already have 11 companies signed up for the pilot program (10 marketers & 1 supplier), and encourage all interested member companies to participate.

Click [here](#) to view an introductory webinar.

If you are interested in participating in the pilot program or would like to learn more about it, please contact Jesse Lord (V.E.T.S. Co-Founder) directly at [jesse@vets2techs.com](mailto:jesse@vets2techs.com) or visit [www.vets2techs.org](http://www.vets2techs.org).



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# President's Message



I hope this message finds you, your staff, and all of your loved ones healthy and safe. I would like to start by welcoming some new faces and some old ones, too. Welcome our new Executive Director, **Zach Eisenman**; Safety & Education Chair, **Trent Johnson**; Director and VAPAC Chair, **John Phillips**; and Director, **Joe Pennesi**. A big thank you to **Tony Hogue** for serving as Chair of Safety & Education and for taking on his new role as Secretary. It will be a pleasure to work with all of you! When we are able to meet again, we will honor the selfless efforts of those transitioning out of positions this year but I'd like to officially thank **Dennis Hochkammer** for his dedication as a Director, **Danny Alexander** for his efforts as the Chair of VAPAC, and **Patrick Kelliher** for his service as Governmental Affairs Chair. A special thanks to **Kevin Lloyd** for your many years of dedicated guidance and leadership. Last but certainly not least, thank you to **Taft Yeatts** for serving as our President during a challenging year of transition. We have persevered under your leadership, compassion, and courage to make some tough decisions. I confidently speak for all of us in saying thank you for your commitment.

It is an honor and privilege to serve as President. I am proud to be a part of this association and our focus on continuing to add value to our members from a distance. It is not business as usual but we are taking this time to tackle objectives, including improved membership communication and engagement through a new association management software, MemberClicks; piloting the Vets2Techs program to engage the veteran community in available job opportunities in our industry; creating a legislative engagement strategy; and planning a webinar series available to our members beginning early Fall. I am impressed and grateful for the work many are doing and encourage others to jump in and participate in committees.

**Bill Woodward** recently informed me that I could be the first President to never attend a meeting and while I hope he is wrong, I am committed to using this time as an opportunity to continue to strengthen the association. We will still be engaged and we will keep turning the wheel. I encourage you to share your comments and feedback and would love to hear from all of you! Thank you again for this opportunity and I hope to "see" you all soon.

*Nicole Sullivan*

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**Steve Barton**

# PastPresident'sMessage



As with most things in our current world, the 2019-2020 VAPGA year was anything but typical. Can you believe it's August, and we have not met as a collective group in over 9 months?! I have missed seeing everyone and certainly have missed our meetings, which truly are the social backbone of our association. While our meetings may be paused, I can assure you that your board of directors has remained quite busy.

One of our biggest successes of the past year was finding a new association management company. We began the search in October, and after a couple months we found what we felt was the best fit for our organization—Eisenman & Associates, Inc. (E&A). E&A is a Richmond-based company with a proven track record in the association industry. Many of you have likely seen communications from our new Executive Director, **Zach Eisenman**, and I'm looking forward to a time when you all can welcome him in person. We are excited for what Zach and his team at E&A bring to

the table, and the board feels there are great things to come with our partnership, as evidenced by the new design of this newsletter.

Before I sign off, I would like to take a moment to thank you all for your support over the past year. All of the calls, texts, emails, and conversations have been key in advancing our association forward. It is you, the membership, who helps to shape our collective group. Your thoughts, ideas, and concerns are not only welcomed by the board, they are necessary. I want to thank each of you for your continued support of VAPGA and I urge you to continue to be engaged. It has been an honor to serve as your President for the past year, even with the unfortunate impact COVID-19 had on our collective lives. I know each member has had to reorganize their everyday operations to keep customers, employees, and their families safe. I'm sure it has not been easy, and I appreciate your efforts and sacrifice. You're in good hands with the new board leadership and E&A, and I look forward to seeing you all soon.

*Laft Yeatts*

## UpcomingEvents



### Fall Meeting 2020

Due to continued concerns with COVID-19 and the inability of our members to safely assemble in groups, **THE 2020 FALL CONFERENCE SCHEDULED TO BE AT THE VIRGINIAN HOTEL IN LYNCHBURG, VA ON OCTOBER 11–13 HAS BEEN CANCELLED.** That meeting will be rescheduled at The Virginia Hotel for Fall 2021 and the new dates will be announced once confirmed.

### Spring Meeting 2021

Our next scheduled meeting is slated for **April 25–27, 2021 at Kingsmill Resort in Williamsburg, VA.** More details to come, and we hope to see you then!



## Safe Appliance Rebates



We currently have **87** Safe Appliance Rebates left for 2020. Please contact **Tami Guthrie** at [tami@eameetings.com](mailto:tami@eameetings.com) or **804.241.2232** for additional information or to request an application and pre-approval numbers.

## 2020–2021 Directory



If you did not receive an updated copy of the 2019-2020 VAPGA Directory, we have a limited amount of copies at the VAPGA office.

Please contact **Zach Eisenman**, Executive Director, at [zach@eameetings.com](mailto:zach@eameetings.com) or **804.249.2241** to request a copy.

## Happy 75 Years to VAPGA!



2021 will mark the 75th Anniversary of the Virginia Propane Gas Association! Since 1946, VAPGA has been the leading voice for the propane industry in the Commonwealth.

As we prepare to celebrate this milestone next year, please consider joining the 75th Anniversary Committee to assist in our planning efforts. Anyone interested should contact the Chair of the 75th Anniversary Committee, **Meghan Kulinski**, at [meghan@valleyenergy.org](mailto:meghan@valleyenergy.org).

## 2020–2021 VAPGA Leadership

### OFFICERS

#### President

Nicole Sullivan, *Anderson Propane*

#### President-Elect

Colin Wood-Bradley, *Tarantin Industries*

#### Treasurer

Meghan Kulinski, *Valley Energy*

#### Secretary

Tony Hogue, *Anderson Propane*

#### Director to Executive Committee

Scott Turner, *Sharp Energy*

#### NAPGA State Director

Brian Atwood, *Parker Oil Company*

#### Immediate Past President

Taft Yeatts, *Davenport Energy*

### DIRECTORS

Tom Krupa, *NGL Supply*

Joe Pennesi, *Davenport Energy*

Tim Carlson, *Centennial Energy*

Hayley Karicofe, *AmeriGas*

John Phillips, *Phillips Energy*

Stephanie Richards, *Elite Power and Energy*

Taylor Sutton, *Tiger Fuel*

Chuck Tunnell, *CUI*

#### Supplier Representative

Trent McKenzie, *Woodgate Petroleum*

### COMMITTEE CHAIRS

#### Governmental Affairs

Elizabeth McCormick, *Phillips Energy*

[elizabeth@peifuels.com](mailto:elizabeth@peifuels.com)

#### Market Development

Hayley Karicofe, *AmeriGas*

[hayley.karicofe@amerigas.com](mailto:hayley.karicofe@amerigas.com)

#### Safety & Education

Trent Johnson, *Bergquist, Inc.*

[trent.johnson@bergquistinc.com](mailto:trent.johnson@bergquistinc.com)

#### Membership

Rita Pecilunas, *Otodata*

[rpecilunas@otodatatankmonitors.com](mailto:rpecilunas@otodatatankmonitors.com)

#### Young Gassers

Will Rudich, *Quarles Inc.*

[wrudich@QuarlesInc.com](mailto:wrudich@QuarlesInc.com)

#### Suppliers

Trent McKenzie, *Woodgate Petroleum*

[tmckenzie@woodgate-petroleum.com](mailto:tmckenzie@woodgate-petroleum.com)

#### VAPAC

John Phillips, *Phillips Energy*

[jphillips@peifuels.com](mailto:jphillips@peifuels.com)

## Congressional Site Visit Survey

Are you interested in engaging your Members of Congress? If so, NPGA wants to make your visit a reality, and more importantly, a success. These visits can take place at your facility or the legislator's office. Please complete this brief [Congressional Visit Survey](#), and NPGA's legislative team will be in contact with you soon to help arrange the visit.

## Congressional Site Visits

Congressional site visits are one of the most powerful tools our industry has to educate federal legislators about the policy issues that impact your business. While it is difficult to substitute face-to-face meetings on Capitol Hill, visiting with a federal legislator at the local level is a fantastic alternative. Congressional visits provide an opportunity for legislators to meet with constituents locally and learn about the benefits the propane industry provides for its community and the challenges it faces firsthand. Local visits also provide an opportunity for association members that can't make the annual trip to Washington, DC, but still have an interest in federal legislative advocacy. The propane industry employs thousands of people and provides essential energy needs to Americans across the country. Propane has a great story to tell, and these visits allow industry stakeholders to educate legislators firsthand on the important work you do every day.

## Advocacy Toolkit

NPGA will prepare member companies to participate in local Congressional visits with an Advocacy Toolkit. This resource is designed to provide you with everything you need to host a federal legislator at your facility or to visit a state or district Congressional office. The Toolkit includes:

- **Facility Tour Guide.** This guide provides a simple breakdown of how to schedule, prepare, and execute a successful visit with an elected official *at your facility*.
- **Local State and District Congressional Visit Guide.** This guide will educate association members on how to conduct a successful visit with legislators and their staff *at their local Congressional offices*.
- **Tailored Advocacy Materials.** NPGA will provide targeted advocacy materials for each Congressional engagement activity. These materials will include a list of targeted legislative issues that directly correlate with a legislator's geographic location and Congressional

committee assignments. Additionally, NPGA will provide propane industry data for the relevant state or Congressional district, up-to-date issue briefs, and specific legislative talking points.

## Webinars

NPGA will create a series of pre-recorded webinars that can be viewed on-demand to prepare association members for a Congressional visit. These webinars will provide background information on the most important legislative issues the propane industry faces, address the Advocacy Toolkit, and examine how to conduct a successful Congressional visit. Links to these webinars can be found on the Member Dashboard of the NPGA website.

## Questions

If you have any questions about hosting a legislative propane facility tour or visiting a local state or Congressional district office, please contact Tyler Lawrence, NPGA's Manager of Legislative Affairs, at [tlawrence@npga.org](mailto:tlawrence@npga.org).



## Virginia Propane Gas Association

### Please make note of new address:

2924 Emerywood Parkway, Suite 202  
 Richmond, VA 23294  
**804.249.2241**  
 fax 804.747.5022

### Newsletter Editor and Advertising:

Zach Eisenman, Executive Director  
[zach@eameetings.com](mailto:zach@eameetings.com)

### Graphic Design

Lorraine Meade  
[lorraine@eameetings.com](mailto:lorraine@eameetings.com)

# Relief from Federal DOT Regulations

Many members have questions regarding CDLs, HMEs, and medical cards. Most are aware that a waiver was granted extending the validity of credentials. This waiver was updated July 1 and provides the following:

- Extends until **September 30, 2020**, the validity for CDLs due for renewal on or after **March 1, 2020**.
- Extends until **September 30, 2020**, the validity for Commercial Learners Permits (CLPs) that are due for renewal on or after **March 1, 2020**, without requiring the CLP holders to retake the general and endorsement knowledge tests.

## Extension of Hazardous Material Endorsement (HME)

- The validity of an HME that expired between **March 1, 2020 and May 2, 2020** is extended for an additional 180 days beyond the original extension of 180 days (a total of 360 days).
- An HME that has expired or will expire between **May 3, 2020 and October 29, 2020** is extended for 180 days.

- Those with an HME expiring after **October 29, 2020** must renew the HME before the expiration date shown on the CDL.

All HME holders receiving the extension must hold a valid CDL and initiate the process of renewing their security threat assessment no later than 60 days before the extended HME expiration date.

CDL holders' current HME expiration date is printed on their CDL. Any extensions to the expiration date can be viewed online by accessing their MyDMV account.

## Extension of Medical Examiner Certificates

UPDATE: As a result of the COVID-19 emergency, FMCSA has granted an extension for medical examiner certificates valid 90 days or more, that expire between March 1, 2020 and September 29, 2020. They will be extended to September 30, 2020.

DMV continues to accept CDL medical certification document(s) [online](#), by fax, and by mail.

*continued on page 8 >*

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> DOT Regulations, continued from page 7

For drivers returning from being laid off or furloughed, FMCSA has granted a three-month waiver from certain pre-employment drug testing requirements. This waiver is effective for drivers returning to work beginning June 5, 2020 and ending on September 30, 2020.

In other words, if your driver was in an approved drug testing program before being furloughed and returns to work within 90 days, a pre-employment drug test is not required.

A query of the Drug and Alcohol Clearinghouse prior to performing safety sensitive work is still required.

This is an overly simplified description of the waiver; however, it can easily provide much needed relief to employers if recalling employees to work. To view the actual waiver with all details included click [here](#).

The most current information from the Virginia Department of Motor Vehicles regarding extensions and waivers can be found [here](#).

## TSA Precheck

Drivers who have a TWIC or HME will now be able to use that card for the TSA Precheck program. Last month TSA announced the expansion of Precheck eligibility to all active TWIC/ HME holders who are U.S. citizens, nationals, or lawful permanent residents. The new benefit allows individuals to obtain Precheck clearance at no additional charge beyond what they've already paid to obtain their credentials.

TWIC and HME holders can obtain Precheck expedited screening by entering the identification numbers printed on their TWIC card or state-issued CDL during the airline reservation process. Active TWIC holders enter their credential identification number in the known traveler number field of their airline reservation. Active HME holders enter the two-letter state abbreviation and CDL identification number from their state-issued commercial driver's license in the appropriate field.

TSA Precheck is an expedited screening program that allows travelers to leave on their shoes, light outerwear and belt; keep their laptop in its case; and keep their food and 3-1-1-compliant liquids/gels bag in a carry-on, as they go through select TSA airport checkpoint screening lanes.

For more information, contact **Dennis Cruise** at (434) 841-1636 or [propanetrainingservices@gmail.com](mailto:propanetrainingservices@gmail.com).

## VAPGA Training

Due to continuing issues with 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 [propanetrainingservices@gmail.com](mailto:propanetrainingservices@gmail.com) or (434) 841-1636 for availability.

## Congratulations to the 2020 VAPGA Scholarship Recipients



### **Johnna Atwood**

University of Alabama  
*Brian Atwood*  
*Parker Oil Company*

### **Rebecca Carlson**

University of Virginia  
*Tim Carlson*  
*Centennial Energy*

### **Paige David**

University of Lynchburg  
*Laura David*  
*Foster Fuels*

### **Caiden Holsinger**

James Madison University  
*Chad Holsinger*  
*Holtzman Propane*

### **Logan Pasley**

Roanoke College  
*Tim Pasley*  
*Davenport Energy*

### **Rachel Sevinsky**

Liberty University  
*Thomas Sevinsky*  
*Holtzman Propane*

### **Faith Stowe**

Liberty University  
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electricity generation, natural gas plants converted 45% (5.4 quads) into net generation of electricity. By contrast, of the 10.2 quads of coal consumption, coal plants converted 32% (3.3 quads) into net generation.

The difference in conversion rates is because coal-fired generation plants in the United States are often older and less efficient than many natural gas-fired plants. In U.S. power plants, generating a kilowatt-hour of electricity from coal requires on average about one-third more energy than producing a kilowatt-hour from natural gas. Although more electricity was generated by natural gas than by coal in 2016, it was not until 2019 that more natural gas was used to generate electricity than coal.

In recent decades, the U.S. electric power grid's fuel mix has shifted from mostly coal to a more diverse selection of fuels, including natural gas and renewable energy. In particular, the shift toward newer, more efficient natural gas-fired power plants with combined-cycle generators has resulted in an increase in the average efficiency of fossil fuel-fired electric power plants and in lower levels of overall conversion losses. EIA calculates total primary energy consumption for noncombustible renewable

electricity sources, such as hydroelectricity, wind, and solar, by applying a fossil fuel equivalency factor.

In terms of end use, nearly all (96%) of the 13.3 quads of electricity used in the United States during 2019 was delivered as retail sales to four end-use sectors (residential, commercial, industrial, and transportation). The remaining 4% was used directly by facilities in the commercial and industrial sectors. The residential and commercial sectors accounted for nearly 75% of electricity retail sales in 2019.

You can find electricity data in a number of EIA sources, including

- [Electricity data browser](#), an interactive data browser containing nearly all of EIA's electricity-related data series
- [Monthly](#) and [annual](#) electricity reports, which compile information from EIA's electricity industry surveys
- [Monthly Energy Review](#), EIA's comprehensive source for historical energy data

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