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### Special Edition, Issue #97

## Natural Gas Expansion Battle Begins

Today, the MPGA anticipates the legislative battle over natural gas expansion to be formally introduced by State Representative Aric Nesbitt (R-Lawton), the Chairman of the House Energy and Technology Committee. The legislation is every bit as bad as the MPGA has expected for the last couple of years.

As drafted and if enacted, the legislation will allow the natural gas utilities to create infrastructure investment plans, have the costs for those plans passed along to the entire existing utility rate base, and the plans are 5 year plans with 1 year increments. The plans are to go the Michigan Public Service Commission (MPSC) to be reviewed annually by the MPSC. In the event (or likelihood) that the expansion in the infrastructure investment plan costs more than the utility originally assumed, the utility can go back to the MPSC and ask for the excess to be added to utility rate base. Finally, these plans will be eligible to go "unserved or underserved areas" of Michigan. As defined, "unserved or underserved" essentially means anywhere where this is not existing natural gas infrastructure.

**Clearly, this legislation has the potential to be devastating to the propane industry here in Michigan.**

Here are the Top Five Steps you can take to begin helping the effort and saving your business:

1) Make plans now to attend the [2014 Propane Safety Awareness Day](#) at the Michigan State Capitol Lawn on Wednesday, May 28th. [Click here](#) to review the talking points about this legislation.

With natural gas legislation now introduced, it is critical that MPGA members attend Propane Safety Awareness Day in order to call on and meet with our legislators. It is up to every MPGA member to explain and educate our state legislators on the reasons for the MPGA opposition. The natural gas legislation will cause more customer loss and more negatively effect Michigan propane businesses than any other issue the MPGA has ever faced.

2) Contribute to the Michigan Propane PAC and/or MPGA Advocacy Fund. [Click here](#) to learn more about these contributions and to contribute online.

3) Make plans now to attend the [2014 Midwest Propane Gas Convention](#). The 2014 Midwest Convention features a Crisis Panel

Michigan State Capitol  
Lawn  
Lansing, MI

June 4-6, 2014  
Midwest Propane Gas  
Convention  
Hilton Polaris Hotel  
Columbus, OH

July 16, 2014  
District IV Meeting  
Forward Conference  
Center  
West Branch, MI

July 23-25, 2014  
MPGA Annual  
Convention  
Crystal Mountain  
Resort  
Thompsonville, MI

that will review the 2014 supply crisis, discuss options for the future, and cover the ever growing natural gas expansion.

4) Contact your legislators where you live, where your employees live, and in areas you service to let them know how bad this legislation is for you, your employees and your business. Ask him/her to not co-sponsor this legislation and to not support it.

To locate state representatives, [click here](#).

To locate state senators, [click here](#).

5) Make plans now to attend the [2014 MPGA Annual Summer Convention](#). The MPGA plans to have this natural gas expansion as a primary topic covered throughout the event - from learning the important reasons why and how to communicate with customers to the legislative and regulatory breakfast to the Board of Directors and Membership Meeting.

Additionally, the MPGA is attempting to build a coalition of groups to oppose this legislation. If you are a member of your local chamber of commerce, the Michigan Chamber, the Small Business Association of Michigan (SBAM), the National Federation of Independent Business (NFIB), or the Michigan Petroleum Association, please contact those groups and encourage them to join the MPGA in opposing the legislation.



Keeping your family safe

Important information about  
propane safety and

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## Midwest Propane Gas Convention Adds **Crisis Panel**

The 2014 Midwest Propane Gas Convention & Trade Show will include a panel of supply experts. Come hear how the wholesale market endured the winter crisis and learn what is in store for the future of propane supply.

**This will be among the most timely topics for the industry!**

Friday, June 6 | 7:30 – 9:30 am

In addition, the Midwest Board of Directors has expanded its *Eggs & Issues Breakfast & Learn* session to specifically focus on the the 2013–2014 winter propane crisis here in the Midwest. Discussion will focus on steps the industry must take to move past the crisis, how the industry can avoid a repeat performance of the crisis, and an update on the threats in the Midwest from natural gas. Come share your ideas, concerns, and thoughts with industry leaders shaping these issues.

**Invited presenters:**  
Jeff Petrush, NPGA Legal Counsel  
Paula Wilson, PERC Chair  
Roy Willis, PERC CEO  
Mike Sloan, ICF International  
Kirk Wright, Pro Image Communications  
Moderated by David Lowe, Chairman of the Midwest Propane Gas Association

Finally, this session will include a new study — unveiled for the first time at the Midwest Propane Gas Convention — detailing the anticipated problems the industry will have due to the Cochin Pipeline. The presentation is sponsored by PERC and given by Mike Sloan of ICF International.

**Register today at  
[propaneshow.com](http://propaneshow.com)**



[Click here to register](#)

### Plan Now to Attend 2014 Midwest Propane Gas Convention

Be sure to plan now for the 2014 Midwest Propane Gas Convention in its new hotel, new city and more affordable options.

Mark your calendar and plan to enjoy Columbus, Ohio on Thursday, June 5th and Friday, June 6th.

Don't miss opportunities to learn from colleagues throughout the Midwest about the propane crisis.

Learn about the future supply issues and the importance of storage.

Learn the tools you need to best communicate with your customers.

Learn the latest ways to add Summer gallons.

Click on the photo below to learn more!



### Comprehensive Insurance Services

The MPGA has teamed with Beckwith Financial Group to offer you complete insurance coverage and financial planning services. Simply [click here](#) and find out how "the big B" can help you enjoy exclusive benefits offered only to MPGA members.



### Credit Card Processing Services

Veracity Payment Solutions - the association's endorsed credit card processing company-now offers a new "two-sided interchange" pricing model. The average processing rate for a propane dealer is expected to drop to 1.40 percent.

To learn more about "two-sided interchange" and how it can significantly reduce credit card processing costs, contact Chuck Shults at Veracity at 888.599.2209 and let them know you are an MPGA member. Or [click here](#) for more information.



### Mobile Phone

Take advantage of smartphone and calling plan offers from Verizon Wireless and National Purchasing Partners-Energy. Receive exclusive discounts on eligible calling plans along with great discounts on select smartphones to help your employees remain connected, productive and efficient. Sign up today with Verizon Wireless and take advantage of these exclusive savings and promotions. Save 22% off your Verizon Wireless monthly access fees. For more information visit [www.mynpp.com](http://www.mynpp.com) or call 800-810-3909.



## Customer Appliance Protection Plans

Your customers' home and family are important. You can trust our experience, our legacy, our team, to provide them with the best equipment, knowledge, safety and service. Across Canada and the US, the Direct Energy Home Services team leads the way in heating and cooling, water heaters, plumbing, electrical work, maintenance and protection plans. Interested in eliminating home repair and replacement costs for your customers.

Contact [David Michael](#) or call 740.302.3240 to schedule a consultation.



## Human Resource Services

Saving time and money while significantly reducing employee-related liability are goals for all business owners. Keystone HR (formerly known as The Foundation Team), the association's endorsed HR service provider, converts these goals into reality by effectively handling part or all of the human resources functions within a company. From payroll processing services to providing worker's compensation and unemployment insurance for your employees, Keystone HR is legally responsible for most of your employee support activities including labor law compliance, tax compliance, worker's compensation and unemployment claims handling and much more. Keystone HR provides your HR management so you and your team can focus your efforts on core business activities that drive profitability. Contact Keystone at (888) 811-0450 or by email at [fbenages@keystonepeo.com](mailto:fbenages@keystonepeo.com).



## Customer Credit & Collection Services

The MPGA knows that managing customer credit and collection are among the top challenges our members face. The MPGA also knows how much you value the loyalty of your customers when dealing with sensitive credit issues. That is why the MPGA has teamed with Transworld Systems and CashFlow Consultants, LLC to bring you their GreenFlag Profit Recovery program. With Transworld's proven system of diplomatic contacts, your slow-paying accounts are conditioned for urgency to pay on time, while maintaining customer satisfaction and loyalty. Transworld Systems has the impact of third-party intervention while allowing you to maintain complete control of the process, and their GreenFlag Profit Recovery service features a low, flat fee. Transworld serves over 1,100 propane and heating oil locations nationwide, and has a success rate of 4 times the industry average. Discover the benefits and value that the GreenFlag Profit Recovery program from Transworld Systems can provide your propane company. Contact CashFlow Consultants, LLC, your exclusive MPGA agents, at 517-662-0126.

### Disclaimer

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