

**Vermont Fuel Dealers Association
Executive Board Meeting
February 26, 2025 at 1:30pm**

**Capitol Plaza Hotel
100 State Street
Montpelier, Vermont**

Agenda

- Welcome
- Anti-Trust Statement
- Minutes from December 13, 2024
- Board Election
- Administrative and Financial Report
- Government Affairs Update

Antitrust and Fair Competition Guidelines

The antitrust laws are a comprehensive charter of economic controls aimed at promoting free competition. These laws rest upon the premise that the preservation of free competition will yield the best allocation of economic resources, the lowest prices, the highest quality and the greatest material progress for the public welfare. All VFDA activities comply strictly with all state and federal antitrust laws.

Under the antitrust laws, competitors may not restrain competition via agreements or understandings regarding the price, production, or distribution of products and services. Competitors may not engage in any activity intended to restrict the competitive capabilities of their customers, suppliers, or other competitors. The antitrust laws are complex and are often of unclear applicability. Unlawful agreements can be inferred from circumstantial evidence. A conviction for violating the antitrust laws may result in stiff fines, jail sentences for individuals who participated in the violation, and forced disbanding of their trade association.

The following guidelines are designed to avoid even the appearance of questionable activity.

The following will not be discussed at VFDA meetings:

- ▶ Current or future prices
- ▶ What constitutes a "fair" profit level
- ▶ Possible increases or decreases in prices
- ▶ Standardization or stabilization of prices
- ▶ Pricing procedures
- ▶ Cash discounts
- ▶ Credit terms
- ▶ Control of sales
- ▶ Allocation of markets
- ▶ Freight allowances
- ▶ Refusal to deal with a corporation or individual because of its pricing or marketing practices

The most important antitrust statutes applicable to VFDA activities are Section 1 of the **Sherman Act**, which prohibits conspiracies in restraint of trade, and Section 5 of the **Federal Trade Commission Act**, which establishes broad prohibitions against unfair methods of competition and unfair or deceptive business acts or practices.

All VFDA activities comply strictly in all respects with federal antitrust laws and state fair competition laws.

Minutes ∞ VFDA Executive Board Meeting ∞ December 13, 2024

Meeting held at the VFDA Office in Berlin, VT

DRAFT MINUTES

Present: Manny Fletcher, Judy Taranovich, Scott Moore, Matt Cota, Stephanie Austin, Rob Korrow, Kinson Craft, Casey Cota, Beth Jackman, Cameron Chase, Greg Nido, Dan Jarvis, Chris Keyser, Mallory Corse, Mark Limoges, Kevin McIntyre, Jim Kurrle

Absent: None

VFDA President Manny Fletcher called the meeting to order at 10:00 am. Fletcher asked the Executive Board to review the anti-trust statement. Fletcher then asked those present to review the minutes from the Executive Board meeting held on May 29, 2024. Judy Taranovich made a motion to approve the minutes, seconded by Rob Korrow, and approved unanimously.

Austin provided a review of VFDA's financial statements. Through November 30, 2024, the Vermont Fuel Dealers Association (VFDA) has total current assets of \$1,057,947 and a net ordinary income of \$99,686. Austin noted the expected income from the directory and electronic newsletter sponsorships as well as NORA funds for 2025. Due to declining NORA funds, Austin recommended waiting at least a year before re-starting a rebate program. Casey Cota suggested offering a shortened program, possibly for the summer of 2025, because of the new AST rules and yellow tags. Austin gave the board an update on VFDA membership and the recent outreach for dealers to affirm their gallons sold in Vermont to ensure their 2025 dues are invoiced correctly. VFDA has not increased dues in 25 years but may consider doing so in 2026. Austin reviewed VFDA's education program and the changes from CETP to PEP. VFDA has been working with Vermont State officials on the changes to the Vermont Fire Code. At this time, VFDA will not be able to offer propane certification training until the state accepts this new training module. Austin said she will continue to work with the state, PGANE, and PERC to resolve this. VFDA has also submitted a Type S plumbing renewal class for approval, and we should have a response by the January Plumbing Board meeting. The Board agreed to discuss this at the next meeting.

Judy Taranovich made a motion to approve the budget as outlined in the board packet. Seconded by Kevin McIntyre, approved unanimously.

Matt Cota reviewed legislative and regulatory issues facing VFDA members and discussed what we are likely to see for 2025 in response to the Clean Heat Standard. M. Cota reported that VFDA has spent roughly \$40k in legal expenses to date. The board discussed adding a contribution request to support the legal fund if needed in 2025. VFDA and the Board will discuss options at a later date once the legislative session starts.

Matt Cota discussed the open board seats and terms coming up in 2025 and asked for suggested nominations to be reviewed for the February 26 meeting. The discussion then moved to the Executive Officers' terms being up for renewal. Fletcher, Taranovich, Keyser, and Moore all volunteered to remain in their current roles as Executive Officers for 2025-2026. Casey Cota made a motion to approve the re-elected Officers. Seconded by Kevin McIntyre, the motion was approved unanimously.

The board then met in executive session. In this session, the board decided to recognize the efforts of VFDA staff in 2024 with a bonus payment of \$9000 to Stephanie Austin and \$5000 to Matt Cota. The VFDA President also approved Stephanie's proposed contract, which will begin on January 1, 2025.

Judy Taranovich made a motion to adjourn the meeting at 12:03 p.m., seconded by Casey Cota, and approved it unanimously.

Term Ends	VFDA Board Member <i>As of February 2025</i>
2026	Manny Fletcher, Fyles Brothers, President/25-26
2027	Judy Taranovich, Proctor Gas, Vice-President/25-26
2025	Chris Keyser, CS Keyser Consulting, Treasurer/25-26
2025	Scott Moore, Johnson Energy, Secretary/25-26
2026	Rob Korrow, Gillespie Fuels & Propane
2027	Greg Nido, Guy E. Nido, Inc.
2025	Mallory Corse, Jack F. Corse Fuels
2025	Kinson Craft, Simple Energy
2025	Dan Jarvis, Rowley Fuels
2025	Bob Young, Eastern Propane and Oil
2027	Kevin McIntyre, Suburban Propane
2026	Casey Cota, Cota & Cota
2026	Patrick Sage, Dead River
2026	Cameron Chase, Mirabito Energy
2027	Beth Jackman, Jackman Fuels
2024	<i>Vacant</i>
2025	<i>Vacant</i>

According to VFDA bylaws, a third of the board must be elected or re-elected every year. This election occurs during the first meeting of the year. The year on this chart is when the three year term ends and the Board member must indicate whether or not to seek re-election. Executive officers are appointed to two year terms and are elected during the final meeting on the year at the end of the two year term.

Administrative and Financial Report

- ❖ The Vermont Fuel Dealers Association (VFDA) closed the 2024 fiscal year with total current assets of \$1,006,387, net ordinary income of \$62,424, and net income of \$108,055.
- ❖ As of *January 31, 2025*, VFDA's net ordinary income is \$92,722 with total current assets of \$1,106,144.
- ❖ As of January 31, our investment account holds \$794,142.
- ❖ Receivables are at \$38,803 as of February 14, \$1995 of which is past 90 days. We have 45 members that have not paid 2025 dues.
- ❖ We have 7 sponsors for our Montpelier Membership Meeting bringing in \$3,000.
- ❖ We have scheduled 11 classes so far for 2025 including two full bronze and two CETP series.
- ❖ VFDA has gained 1 member so far this year. We currently have **193** dues-paying members.
- ❖ Vermonters for Affordable Heat PAC has \$29,289 that will be carried forward to the next campaign.
- ❖ The Split the Ticket Fund account has \$47,897 as of January 31, 2025. We have recently received two donations from Green Mountain Credit Union and Passumpsic Bank totaling \$6250.

9:55 AM

02/10/25

Accrual Basis

Vermont Fuel Dealers Association
Balance Sheet
As of January 31, 2025

	Jan 31, 25	Jan 31, 24
ASSETS		
Current Assets		
Checking/Savings		
10180 · M&T Bank - Checking	102,032.96	123,718.48
10182 · M&T Bank Savings	154,900.24	101,610.54
10388 · Morgan Stanley	794,142.64	744,660.44
Total Checking/Savings	1,051,075.84	969,989.46
Accounts Receivable		
11100 · Accounts Receivable	55,069.00	53,220.00
Total Accounts Receivable	55,069.00	53,220.00
Total Current Assets	1,106,144.84	1,023,209.46
Fixed Assets		
11500 · Furniture, Fixtures, Equipment		
11500-1 · Depreciation	-3,572.34	-3,572.34
11500 · Furniture, Fixtures, Equipment - ...	3,889.66	3,889.66
Total 11500 · Furniture, Fixtures, Equipment	317.32	317.32
Total Fixed Assets	317.32	317.32
Other Assets		
10500 · Loan - HCCV	6,290.01	-1,809.75
12500 · Accumulated Depreciation	-317.32	-317.32
Total Other Assets	5,972.69	-2,127.07
TOTAL ASSETS	1,112,434.85	1,021,399.71
LIABILITIES & EQUITY		
Equity		
32000 · Unrestricted Net Assets	660,278.71	552,222.93
39000 · Opening Balance Equity	369,593.25	369,593.25
39005 · Retained Earnings	-17,194.19	-17,194.19
Net Income	99,757.08	116,777.72
Total Equity	1,112,434.85	1,021,399.71
TOTAL LIABILITIES & EQUITY	1,112,434.85	1,021,399.71

9:56 AM

02/10/25

Accrual Basis

Vermont Fuel Dealers Association
Profit & Loss Budget vs. Actual
January 2025

	Jan 25	Budget	% of Budget
Ordinary Income/Expense			
Income			
40000 · Dues - Fuel Dealers	75,500.00	75,000.00	100.7%
40050 · Dues - Wholesalers/Transpor...	17,500.00	16,500.00	106.1%
40100 · Dues - Associates	36,800.00	39,000.00	94.4%
40150 · Conference and Meetings	2,400.00	75,000.00	3.2%
40200 · Education and Training	640.00	210,000.00	0.3%
40225 · Affinity Programs	0.00	500.00	0.0%
40400 · Drug and Alcohol Program	1,480.00	33,000.00	4.5%
40500 · Member Directory	0.00	15,000.00	0.0%
40600 · Grant Income	0.00	30,000.00	0.0%
40675 · HCCV Loan Repayment	0.00	2,310.00	0.0%
40680 · HCCV Management Fee	0.00	8,500.00	0.0%
40725 · Contributions	596.75	1,000.00	59.7%
40850 · Compliance Documents	1,734.00	2,600.00	66.7%
40930 · Sponsorships	0.00	15,000.00	0.0%
40950 · Interest Earned	13.15	0.00	100.0%
Total Income	136,663.90	523,410.00	26.1%
Gross Profit	136,663.90	523,410.00	26.1%
Expense			
60000 · Payroll	18,815.02	215,000.00	8.8%
60015 · Education & Training	5,674.45	120,000.00	4.7%
60017 · Rent	960.00	7,000.00	13.7%
60019 · Office Supplies & Equip	360.28	5,500.00	6.6%
60021 · Communications	349.22	5,000.00	7.0%
60025 · Postage & Delivery	766.49	5,500.00	13.9%
60030 · Printing & Reproduction	3,913.69	10,000.00	39.1%
60037 · Conference & Meetings	0.00	60,000.00	0.0%
60039 · Industry Meetings	0.00	5,000.00	0.0%
60041 · EMA Dues & Meetings	4,369.25	20,000.00	21.8%
60045 · NAORE/NEFI	0.00	2,140.00	0.0%
60047 · NAORE	2,140.00		
60250 · Drug & Alcohol Program	1,451.46	24,000.00	6.0%
60300 · Accounting	297.62	5,500.00	5.4%
60350 · Legal Fees	1,193.50	10,000.00	11.9%
60400 · Income Taxes	0.00	300.00	0.0%
60425 · Insurance	2,134.00	8,800.00	24.3%
60460 · Banking & Credit Card Fees	174.76	4,200.00	4.2%
60550 · Dues and Subscriptions	4.00	470.00	0.9%
60600 · Public Relations & GOV Affairs	1,337.50	10,000.00	13.4%
60635 · Donations/Contributions	0.00	5,000.00	0.0%
Total Expense	43,941.24	523,410.00	8.4%
Net Ordinary Income	92,722.66	0.00	100.0%
Other Income/Expense			
Other Income			
40940 · Unrealized Gain/Losses	7,034.42		
Total Other Income	7,034.42		
Net Other Income	7,034.42		
Net Income	99,757.08	0.00	100.0%

Vermont Fuel Dealers Association Profit & Loss Prev Year Comparison

	Jan 25	Jan 24
Ordinary Income/Expense		
Income		
40000 · Dues - Fuel Dealers	75,500.00	73,000.00
40050 · Dues - Wholesalers/Transpor...	17,500.00	16,000.00
40100 · Dues - Associates	36,800.00	36,700.00
40150 · Conference and Meetings	2,400.00	0.00
40200 · Education and Training	640.00	0.00
40400 · Drug and Alcohol Program	1,480.00	12,834.00
40725 · Contributions	596.75	13,888.50
40850 · Compliance Documents	1,734.00	812.00
40930 · Sponsorships	0.00	600.00
40950 · Interest Earned	13.15	8.63
Total Income	<u>136,663.90</u>	<u>153,843.13</u>
Gross Profit	136,663.90	153,843.13
Expense		
60000 · Payroll	18,815.02	17,180.78
60015 · Education & Training	5,674.45	0.00
60017 · Rent	960.00	500.00
60019 · Office Supplies & Equip	360.28	526.30
60021 · Communications	349.22	328.11
60025 · Postage & Delivery	766.49	66.07
60030 · Printing & Reproduction	3,913.69	3,678.23
60037 · Conference & Meetings	0.00	3,700.00
60041 · EMA Dues & Meetings	4,369.25	4,669.25
60047 · NAORE	2,140.00	0.00
60250 · Drug & Alcohol Program	1,451.46	1,193.00
60300 · Accounting	297.62	283.72
60350 · Legal Fees	1,193.50	7,777.00
60425 · Insurance	2,134.00	0.00
60460 · Banking & Credit Card Fees	174.76	346.70
60550 · Dues and Subscriptions	4.00	0.00
60600 · Public Relations & GOV Affairs	1,337.50	0.00
Total Expense	<u>43,941.24</u>	<u>40,249.16</u>
Net Ordinary Income	92,722.66	113,593.97
Other Income/Expense		
Other Income		
40940 · Unrealized Gain/Losses	7,034.42	3,183.75
Total Other Income	<u>7,034.42</u>	<u>3,183.75</u>
Net Other Income	7,034.42	3,183.75
Net Income	<u><u>99,757.08</u></u>	<u><u>116,777.72</u></u>

Government Affairs Update

The Vermont Global Warming Solutions Act (GWSA), enacted in 2020, mandates a 26% reduction in greenhouse gas emissions by 2025 (compared to 2005 levels), a 40% reduction by 2030 (compared to 1990), and an 80% reduction by 2050. Vermont already faces a lawsuit for failing to make the mark. If a state superior court judge rules against Vermont, the Agency of Natural Resources could be legally compelled to implement the Vermont Climate Action Plan (CAP), which is a 265-page document outlining 26 pathways, 64 strategies, and 234 specific actions, many of which require substantial funding from the legislature. *Bills H.52 and H.62 seek to repeal these binding mandates, allowing the Vermont Climate Office and the Public Service Department to focus on practical emissions reductions rather than responding to litigation driven by special interests.*

The Clean Heat Standard (CHS), developed under Act 18, is the most complex and costly regulation ever proposed for Vermont's heating sector. The Public Utility Commission's (PUC) second Checkback Report warns that CHS is expensive and challenging to implement, recommending that the Legislature find a more practical, cost-effective alternative.

- **Cost:** CHS is projected to cost nearly \$1 billion over the next decade. Heating fuel prices could rise by 58 cents per gallon. None of these estimates include the "participant costs" paid by Vermonters when installing a "clean heat" measure.
- **Disproportionate Burden:** The Equity Advisory Group (EAG) found that low and moderate-income households, renters, and mobile home residents will struggle to afford clean heat measures while bearing a disproportionate share of the costs. Even those receiving fuel assistance could see their benefits reduced.
- **Unaccounted Expenses:** The regulation requires a trading platform, credit verification, administration, and enforcement. These costs remain undetermined.

A repeal is essential because the Clean Heat Standard (CHS) remains embedded in the Vermont Climate Action Plan. Without legislative action, a court ruling could impose this costly regulation on Vermonters. *H. 16 repeals the CHS, eliminating related regulations and state agency positions.*

Back in 2022, Vermont adopted California-style vehicle mandates requiring 35% of new cars delivered to Vermont in 2026 be electric, increasing to 100% by 2035. These

targets are unrealistic. Automakers admit it would "take a miracle" to meet them. In 2024, only 12% of new vehicles sold in Vermont were electric, and nearly all of them light-duty vehicles. If manufacturers fail to meet quotas, they must buy credits—mostly from Tesla—and pay up to \$26,000 per gas-powered vehicle exceeding the cap. This could result in fewer cars shipped to Vermont, reducing consumer choice, harming local dealerships, and reducing tax revenue to the state. *The truck mandate is worse.* According to the rule, 50% of all new Class 2b-8 trucks sold in Vermont must be zero-emission by 2030. Less than 1% of trucks are electric. They cost 2-3 times more than diesel, offer shorter range, and carry 8,000 pounds less payload, requiring more trips, more drivers, and more road wear. No commercial charging infrastructure exists, making widespread adoption infeasible. *H.65 revokes Vermont's adoption of California's vehicle emission mandates, preventing state regulators from enforcing stricter-than-federal standards.*

The Legislature must act to ensure emissions reductions are achieved through practical, affordable, and effective strategies rather than rigid, unrealistic mandates.

Montpelier Membership Meeting Sponsors

