

## How to Conduct a Successful Meeting

Conducting a virtual meeting with members of Congress and their staff is a great way to build relationships between your company and lawmakers and increase support for a pro-propane agenda. Additionally, these visits provide an excellent opportunity for elected officials to meet constituents, hear firsthand stories about the services you provide for the community and the struggles they face, and see the real-world effects of their policies. These meetings educate lawmakers on propane's importance to the economy and in maintaining a comfortable quality of life.

Following this step-by-step guide is an easy way to ensure you have a successful meeting with your legislator.

### ➤ **INTRODUCTION**

- What is your name and role at your company?
- How Many Company locations, and where are the locations?
- How many employees are there?
- Who does the company serve? Residential, commercial, schools, parks?
- What services does the company provide? Heating fuel, forklifts, autogas?
- Have you met or hosted a site visit for this legislator before?

### ➤ **IDENTIFY THE ISSUE**

- What is the topic you are looking to discuss?
- Are you in favor or against it?
- Is it in effect or at the proposal stage?
- What work has the legislator done on this issue?

### ➤ **THE ASK**

- What action are you looking for the office to take?
- By meeting your ask, what are the benefits to the legislator's constituents?
- What is the cost to your company or the industry if the ask is not met?
- Is there a deadline for the office to take action?

### ➤ **CLOSING**

- Who should the office talk to for more information?
- Who should you follow up with after the meeting?
- Would the legislature be interested in a site visit?
- Thank the legislature for their time.



## Congressional Visit Information

Member of Congress	Party	State	District Code
John Cornyn	Republican	Texas	

Committee Assignments
Senate Committee on Finance, Senate Committee on Intelligence, Senate Committee on the Judiciary

Homes Heated In District	Propane Employees in District	Gallons Consumed in District
281,874	8,445	341,581,572

Last Site Visit	Congressional Propane Caucus Member
N/A	N/A

Legislative Ask #1	Legislative Ask #2	Notes
Alternative Fuel Tax Credit		N/A

## Extend Alternative Fuel Tax Credits

**The Issue:** Propane is the world's third most prevalent motor fuel after gasoline and diesel. Nearly 200,000 vehicles in the United States currently run on propane. Favorable tax provisions that encourage consumers to adopt alternative fuels such as propane aid in the continued investment in these clean vehicles. A long-term extension of alternative fuel tax credits is essential to the growth of propane as an alternative fuel.

**Background:** The **Alternative Fuel Tax Credit**, which provides a 37 cent per gallon credit on the sale of propane when used in motor vehicles (including forklifts), and the **Alternative Fuel Refueling Infrastructure Tax Credit**, which provides an income tax credit equal to 30% of the cost of qualified alternative fuel vehicle refueling property, expired on December 31, 2021.

The alternative fuel tax credits have incentivized alternative fuel use, increased consumers' buying power, and created a clean, domestic, and economical alternative to gasoline and diesel. Public and private vehicles that run on propane are gaining increased market acceptance, particularly with fleet businesses and local governments. These credits provide the opportunity to choose a cleaner and more economical alternative to traditional gasoline and diesel, which lowers greenhouse emissions and lessens U.S. dependence on foreign oil.

Propane engines produce 12% fewer CO<sub>2</sub> emissions, 20% fewer NO<sub>x</sub> emissions, and 60% fewer CO emissions than gasoline engines. They also produce 80% fewer smog-producing hydrocarbon emissions and 90% fewer NO<sub>x</sub> emissions than diesel engines.<sup>1</sup> These environmental and health benefits have encouraged the adoption of propane in a critical marketplace – school buses. In addition to cleaner air, propane-powered buses are 50% quieter than their diesel counterparts. Propane not only provides benefits in the transportation sector but also offers more environmentally-conscious landscape equipment.

Increased adoption of propane vehicles benefits the environment and allows American companies to utilize a domestically-produced fuel creating and sustaining jobs in the United States. Propane production – 80% of which is a product of natural gas processing – is soaring as part of the boom in American natural gas and crude oil production. The United States is now a net exporter of propane, and domestic sources of propane are capable of handling 100% of our country's demand.

Currently, the Build Back Better Act, a comprehensive legislative package that passed the House of Representatives this Congress, includes a five-year extension of the Alternative Fuel Tax Credit and the Alternative Fuel Refueling Infrastructure Credit.

A straight long-term extension, preferably for at least five years, would provide significant certainty to customers – both the public sector and private sector – considering buying alternative fuel vehicles. Additional extensions should be considered until EVs in the medium- and heavy-duty market address existing performance issues and become affordable for all consumers and businesses. Extending these tax credits is not only solid public policy but would be great news for the environment, the economy, and consumers.

**The Ask:** Support a long-term extension (at least five years) of the Alternative Fuel Tax Credit and the Alternative Fuel Refueling Infrastructure Tax Credit.