



## **ACE Services: Entry Level Driver Training Revenue Sharing State & Regional Propane Trade Associations**

### **Background**

The Federal Motor Carrier Safety Administration (FMCSA) Entry Level Driver Training (ELDT) requirements begin February 7, 2022 for a new Commercial Driver's License (CDL) or endorsement. The regulation requires Theory and Behind-the-Wheel training provided by a Registered Training Provider before an individual can apply for a CDL or HME.

### **How will the ACE services help my members?**

NPGA's Administrative Compliance Experts (ACE) Services can shorten the time an individual needs to become CDL-eligible. The online Theory and guided Behind-the-Wheel training can be completed on a schedule established by companies and tailored to the needs of new drivers. Enable drivers to learn at their own pace to see their skills develop; let ACE maneuver through the regulatory burdens. ACE Services reduces 30+ regulatory burdens to 5 simple steps. ACE can navigate the regulatory pathways and manage compliance records while companies focus on getting drivers up to speed.

### **What are the costs of the program?**

See Fee Structure Documents.

### **What is the revenue sharing program?**

To partner with NPGA, state and regional propane associations can market ACE Services to member and non-member companies. State and regional propane associations are each assigned a unique referral code. Companies that purchase ACE Services can enter the referral code during the online purchasing process. For each referral code used in completed purchases, NPGA shares a percentage of the revenue with the state or regional propane association. Only one referral code may be used at purchase. A state or regional propane association must be affiliated with NPGA to participate in the revenue sharing program. Multistate propane marketers are excluded from the revenue sharing program.

### **What is the revenue share percentage? When is it disbursed?**

For the period of February 2022 – February 2023, the revenue share percentage is 10% of each purchase per applicant. Non-propane industry companies are subject to PERC's Learning Center Fee of \$66. Revenue sharing for non-propane industry companies is subject to PERC's Learning Center Fee. NPGA will disburse the total amount of revenue shared to each participating state and regional propane association between February 1, 2023 and February 28, 2023.

### **How does the revenue sharing program work?**

1. Each state or regional propane gas association is assigned a unique referral code.
2. State and regional propane gas associations can feature the referral code in promotion and marketing of the ACE Services.
3. A member or non-member company enters the referral code during the online purchase process for each service package.



## ACE Services: Entry Level Driver Training Revenue Sharing State & Regional Propane Trade Associations

4. The referral code is recorded in purchase confirmation automatically received by NPGA.
5. NPGA calculates the revenue sharing percentage applied to each service package, aggregates the total amount, and provides payment to the state or regional propane association on a periodic basis.
6. Revenue sharing percentage is calculated subject to the applicability of a PERC LMS access fee for non-propane industry users.
7. If a referral code is not applied, no revenue sharing accrues for a state or regional propane association.
8. One referral code per purchase.
9. Multistate marketers are excluded from the revenue sharing program.
10. State and regional propane associations must be affiliated with NPGA to participate in the revenue sharing program.

### *Example 1:*

*The Kiddo Propane Gas Association promotes ACE Services through printed materials distributed at a state Board meeting. The materials include Kiddo's referral code "KIDDO10." Sarah's Propane – an independent, intrastate propane marketer – chooses to purchase NPGA'S ACE CDL Deluxe plus HME Add-On for a new employee. Sarah's Propane enters the "KIDDO10" referral code during the online purchase of the CDL Deluxe plus HME Add-On service. The CDL Deluxe plus HME Add-On for a NPGA Member totals \$510. The Kiddo Propane Gas Association receives 10%, or \$51, from NPGA through the revenue sharing program.*

### *Example 2:*

*The Kiddo Propane Gas Association promotes ACE Services through printed materials distributed at a state Board meeting. The materials include Kiddo's referral code "KIDDO10." Key's Transport – transportation company that is not a member of NPGA – chooses to purchase NPGA'S ACE CDL Deluxe plus HME Add-On for a new employee. Key's Transport enters the "KIDDO10" referral code during the online purchase of the CDL Deluxe plus HME Add-On service. The CDL Deluxe plus HME Add-On for a Non-Member of NPGA totals \$740. The Kiddo Propane Gas Association receives 10%, or \$74, from NPGA through the revenue sharing program.*

### *Example 3:*

*The Kiddo Propane Gas Association promotes ACE Services through printed materials distributed at a state Board meeting. The materials include Kiddo's referral code "KIDDO10." City Movers – a professional moving company that is not a member of NPGA and not a member of the propane industry – chooses to purchase NPGA'S ACE CDL Deluxe for a new employee. City Movers enters the "KIDDO10" referral code during the online purchase of the CDL Deluxe service. The CDL Deluxe for a Non-Member of NPGA totals \$620. City Mover's is subject to PERC's Learning Center fee of \$66 for non-propane industry companies. The Kiddo Propane Gas Association receives 10% of revenue subject to PERC's Learning Center fee:  $\$620 - \$66 = \$554$ . Kiddo Propane Gas Association receives 10% of \$554, or \$55.40, from NPGA through the revenue sharing program.*