

# Virginia Propane Gas Association

# 2013

## Summer Meeting



**Bring the family and enjoy:**

- Networking
- Industry updates
- Family & friends
- Innovative ideas
- New perspectives
- Fun on the beach and boardwalk
- VALUE - reduced registration fee, with free registration for spouse and children!



**July 14-16, 2013**

**Hilton Virginia Beach Oceanfront**

# SCHEDULE OF EVENTS

## Sunday, July 14

11:00 a.m. - 4:30 p.m.	Young Gassers' Golf Tournament – Virginia Beach National Golf Club
6:30 p.m. - 7:30 p.m.	Welcome Reception & Registration
Dinner on your own	

## Monday, July 15

7:00 a.m. - 7:50 a.m.	Executive Committee Breakfast Meeting
7:00 a.m. - 7:50 a.m.	Registration & Buffet Breakfast
8:00 a.m. - 9:00 a.m.	VAPGA Update – Baron Glassgow
	VAPGA Safety & Compliance Update- Dennis Cruise
9:00 a.m. - 9:30 a.m.	NPGA Update – Rick Roldan, NPGA President & CEO
9:30 a.m. - 10:15 a.m.	Education & Safety Meeting
	Young Gassers Committee Meeting
10:15 a.m. - 10:30 a.m.	Break
10:30 a.m. - 11:15 a.m.	Governmental Affairs Committee Meeting
	Membership Committee Meeting
11:15 a.m.- 12:00 p.m.	Suppliers' Committee Meeting
	Market Development Committee Meeting
	VPAC Committee Meeting
12:00 p.m.- 9:00 p.m.	Family time / Lunch & dinner on your own
9:00 p.m. – 1:00 a.m.	Suppliers' Hospitality Suite

## Tuesday, July 16

7:30 a.m. - 8:30 a.m.	Past Presidents' Council Breakfast Meeting
7:30 a.m. - 8:30 a.m.	Buffet Breakfast
8:30 a.m. - 9:45 a.m.	Best Foot Forward – Communication During Sensitive or Crisis Situations <i>Michael Meath, President, Strategic Communications LLC</i>
9:45 a.m. - 10:00 a.m.	Break
10:00 a.m. - 12:00 p.m.	VAPGA Annual Report & General Membership Meeting
12:00 p.m.- 2:00 p.m.	VAPGA Board of Directors Meeting with working lunch
2:00 p.m. – 2:30 p.m.	VAPREF Board of Directors Meeting
Afternoon	Family time / Lunch on your own
6:00 p.m. - 7:00 p.m.	Reception Sponsored by the Suppliers
7:00 p.m. - 9:00 p.m.	Dinner Banquet & Awards Ceremony
9:00 p.m. - 12:00 a.m.	Young Gassers Reception
	-- Convention Ends --

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## Tuesday Morning Workshop with Michael Meath

### *Best Foot Forward – Communication During Sensitive or Crisis Situations*

Most propane suppliers are excellent at responding to emergencies and are eager to assist the fire service and other public safety officials. But many do not have a crisis **communications** plan and strategy for effectively dealing with serious or sensitive situations that can impact their company or the industry. This session explores how to deal with key audiences such as the news media... how to use "key messages," and how to respond to any question. The workshop is filled with real-world examples and practical approaches. It also includes two (2) video clips that were specifically prepared for the propane industry. Lots of dialogue and Q&A is encouraged.



Michael Meath

Michael Meath is founder and president of Strategic Communications, a company that specializes in working with organizations to manage sensitive and confidential situations that need to be communicated with the right tone at the right time. He has consulted on numerous crisis situations around the United States related to energy, environmental, healthcare, education and financial services industries; including dozens of propane related incidents. Previously, Michael served as vice president of business development and public affairs for Agway Energy Products. Michael has served as a group facilitator for the NPGA Benchmarking Council since 2009.

## NPGA Update with Rick Roldan

During Tuesday morning's membership meeting, Rick Roldan, President and CEO of the National Propane Gas Association, will provide insights into critical issues facing the industry.

Rick was named President and Chief Executive Officer of the National Propane Gas Association in March 2002. His tenure with NPGA began in 1995 with his appointment as Vice President of Government Relations. Since that time, he has played an important role in the formulation of numerous federal laws and regulations that have saved the propane industry billions of dollars and strengthened its reputation as a clean, safe and reliable energy source. Rick's involvement with the propane gas industry began in 1994 with his selection as the founding Executive Director of the Propane Vehicle Council (PVC), which was formed to promote propane as a cleaner-burning alternative transportation fuel.



Rick Roldan

## Safety & Training Update with Dennis Cruise

On Monday morning, Dennis Cruise, VAPGA Outreach Coordinator, will provide an update on safety and training issues that are important to all propane industry members.

Dennis came to the propane industry from a law enforcement career in Virginia which spanned from 1977-2006. During that period of time Dennis was a DOT Inspections and Hazmat Officer from 1991 – 2006. He has 14 years experience in roadside inspections and compliance with DOT regulations. Dennis also worked as a Hazardous Materials Technician and continues to provide instruction for the Virginia Department of Criminal Justice Services, Virginia Department of Fire Programs and the Virginia Department of Emergency Management. Dennis is recognized by the Virginia Department of Fire Programs and by the West Virginia Fire Commission as an adjunct instructor in Propane Emergencies Training.



Dennis Cruise



# Hilton Virginia Beach Oceanfront

Refresh, work and relax at the Hilton Virginia Beach Oceanfront hotel, conveniently located just 20 minutes' drive from Norfolk International Airport and right on Virginia Beach. Wander along the boardwalk or experience great live music for free at Neptune's Park next to the hotel. Enjoy superior views of the Atlantic Ocean and surrounding areas from Sky Bar, located on the 21st floor of the hotel next to Virginia's first rooftop infinity pool. Indulge with gourmet cuisine at Salacia, Virginia's first AAA-4 diamond steakhouse. Be tempted by the freshest oysters and specialty seafood at Catch 31.

Work out at the fitness center or take a dip in the heated indoor pool. Be pampered with a massage at the spa or simply relax in the comfortable guest room, decorated in calming ocean tones.



## ROOM RESERVATIONS

Please call the Hilton Virginia Beach directly at 1-800-HILTONS (1-800-445-8667) to make your reservations. Ask for the VAPGA rate of \$219/night. Rooms are available on a first come basis. Please make reservations by June 11, or until the block is filled. You will be responsible for any charges by the hotel for cancellations.

## The Boardwalk

*First constructed in 1888, the Virginia Beach Boardwalk has received national acclaim in recent times as one of America's favorite boardwalks by the Discovery Channel, and in magazines such as Coastal Living, Southern Living, and National Geographic Traveler.*

*In its various forms, the thoroughfare has seen it all: Prohibition and German U-boats, Big Bands and surfer girls, shag contests and rollerblades. Throughout time, the Boardwalk has remained an enduring symbol of Virginia Beach. Built from wooden planks during the nation's "gilded age," the five-block promenade attracted thousands of Victorian vacationers. At the famed Peacock Ballroom, couples swooned to the music of legendary artists such as Duke Ellington, Cap Calloway and Tommy Dorsey.*

*Today's Boardwalk is now 28-feet wide and stretches three miles featuring a separate bike path, making it ideal for strolling, rollerblading and biking. Entertainment is offered nightly during the summer months and four oceanfront stages at 7th, 17th, and 24th and 31st Streets provide live musical acts. Along the boardwalk there's a variety of quaint outdoor restaurants and vendors offering bike and surrey rentals. Nautical sculptures adorn many of the side streets which lead to Atlantic Avenue. While there, don't forget to swing by and see King Neptune – a twenty-four foot, twelve-ton bronze statue that stands at the gateway to Neptune Festival Park on 31st Street. This is perhaps one of the most popular photo opportunities in the resort area.*

*The Virginia Beach boardwalk has been a treasured beach hot spot. But like a perfectly placed beach towel, the love has spread throughout the country as Travel + Leisure has named the Virginia Beach Boardwalk one of America's Best Beach Boardwalks. And who could blame them? Nowhere else will you find such a perfect mix of restaurants, shops, and unforgettable beach vibes.*

*For more ideas on what to do, visit [www.visitvirginiabeach.com](http://www.visitvirginiabeach.com)*



# Young Gassers' Fundraisers

Through your generous support, the Young Gassers provide \$1000 scholarships to members and member dependents who will be attending a 2 or 4-year college as a full-time student. All of the funds are raised at events held at each membership meeting. Join in these fundraisers at the summer meeting.

## Golf Tournament

On Sunday, July 14, participate in the Young Gasser's Golf Tournament, a fundraiser for the Young Gassers's Scholarship Fund.

The Tournament is being held at the Virginia Beach National Golf Club, formerly the TPC. Virginia Beach National opened in May of 1999 as the premier public golf course in the Tidewater Area. A Pete Dye Design with assistance from PGA Tour Hall of Fame golfer Curtis Strange, VB National is a masterful blend of natural grasses, waste areas, rolling fairways and "tour quality" greens. The course has challenged some of the best players in the world in past years as host of the NATIONWIDE TOUR's Virginia Beach Open. This Par 72 course stretches to well over 7200 yards from the Championship markers, however, five sets of tees offer players of all abilities the opportunity to play within your "comfort zone."



The cost is \$125 per person, and includes green fees, beverage cart, range balls, prizes and two mulligans to benefit the Young Gassers Scholarship Fund. Note: lunch is not included but can be purchased at the course.

Shotgun start at 11 a.m. on Sunday, July 14. The course is located at 2500 Tournament Drive in Virginia Beach, approximately nine miles from the Hilton. Phone: 757-563-9440. Driving directions from the Virginia Beach Oceanfront: Follow Pacific Avenue South across Rudee Inlet Bridge. Pacific Ave turns into General Booth Blvd. Follow General Booth Blvd 2 miles & turn right on Dam Neck Road. Follow Dam Neck Road approx. 6 miles. Turn Left on Princess Anne Road. Entrance to the Golf Course is 1 mile on the right.

If you want to look especially great at the tournament, purchase your VAPGA Young Gassers' polo shirt using the registration form.

## Young Gassers' Reception

Following the Tuesday night Awards dinner, join the fun on the Sky Terrace. Open bar, DJ, endless views... Participation limited to age 21 and older. Tickets are \$40 per person.

## Reverse Raffle

Please join us for a reverse raffle to support the Young Gassers Scholarship Fund. Your generous contribution could very well mean the difference in another outstanding student having the opportunity to further his or her education. The tickets are \$50 each. Drawing will be held at the Tuesday night Awards Dinner.

## VAPGA Young Gassers' Polo Shirts

Show your pride in this great organization and wear the VAPGA Young Gassers' polo shirt. Cost is \$35 each for sizes small - XL. \$40 each for 2XL and 3XL. Shirts are embroidered with the new VAPGA logo.

**Thanks for your generous support  
of the Young Gassers' Scholarship Fund!**



# VAPGA Committees

Join a committee and participate in the VAPGA's future.

## **Education & Safety**

Mission: To continually offer and advance the highest quality educational programs, safety information, regulatory expertise and resource materials related to the propane industry, to manage our membership, their employees and consumers, through utilization of the Association's relationships with NPGA, PERC and state/local agencies.

CHAIRMAN: Taft Yeatts, Davenport Energy

## **Government Affairs**

Mission: To build long-term relationships with elected and appointed officials in the executive, legislative and judicial branches of state government, along with officials at state regulatory agencies, to advance the interests of the propane industry in Virginia through cooperation, education and advocacy with those state entities, as well as support national industry initiatives.

CHAIRMAN: Sheldon Wiebe, Amerigas Propane

## **Market Development**

Mission: To advance the industry through programs and publicity that enhance public awareness of propane, provide member opportunities to increase utilization and sales and disseminate information to energy decision-makers and others.

CHAIRMAN: Jim Trotter, Revere Gas

## **Membership**

Mission: To serve member companies and enhance the Association by soliciting new members, addressing retention of existing members, developing member benefit programs, educating members on the need to report annual propane sales and developing possible meeting locations and topics.

CHAIRMAN: Tim Carlson, Centennial Energy

## **Young Gassers**

Mission: To manage and promote the Association's scholarship program by offering diverse fundraising events that enhance Association meetings.

CHAIRMAN: Clayton Pridgen, Petroleum Tank Corp.  
VICE CHAIR: Lora Marti, Inergy

## **Suppliers**

Mission: To contribute to Association events and enhance networking through program suggestions and sponsorship of the hospitality suite and receptions.

CHAIRMAN: Steve Barton, Gas Equipment Company

## **VPAC (Political Action Committee)**

Mission: To solicit, collect and distribute funds as contributions to candidates for the state legislature who, by their acts, demonstrate interest in the propane gas industry and the private enterprise system.

**Interested in joining a committee?**

**Contact the respective committee chairman or Baron Glassgow at [bglassgow@npga.org](mailto:bglassgow@npga.org)**

## **PLAN NOW TO ATTEND**

Mid-Atlantic - Virginia Propane Gas Associations Joint Fall Meeting

October 13-15, 2013      The Tides Inn -- Irvington, Virginia

*Bordered by the Potomac River to the north, the Rappahannock River to the south, and historic Chesapeake Bay to the east*



# 2013 VAPGA Summer Meeting Registration Form

Name \_\_\_\_\_ Badge Name, if different \_\_\_\_\_

Spouse/Children \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Please list any special needs or accommodations: \_\_\_\_\_

2013 VAPGA Summer Meeting	Fee	Number	Cost
<b>Meeting Registration</b> <i>Includes welcome reception, Tuesday night pre-dinner reception, and buffet breakfast on Monday and Tuesday.</i>	\$100 per person. <i>No registration fee for spouse or children!</i>		
<b>Golf Tournament -Virginia Beach National Golf Club</b> <i>Includes green fees, beverage cart, lunch, range balls, prizes and two mulligans to benefit the Young Gassers Scholarship Fund.</i>	\$125 per player		
<b>Tuesday Awards Banquet Dinner</b>	\$85 per person - <i>filet and crab cakes entree</i>		
	\$25 per child - <i>chicken fingers entree</i>		
<b>Young Gassers' Reception (21 and older only)</b>	\$40 per person		
<b>Young Gassers' Reverse Raffle</b> <i>to support the Scholarship Fund</i>	\$50 per ticket		
<b>VAPGA Young Gassers' Polo Shirt</b>	\$35 ea: Circle size: S M L XL		
	\$40 ea: Circle size: 2XL 3XL		
<b>TOTAL</b>			
<input type="checkbox"/> I would like to make a monetary contribution to the Young Gassers' Scholarship Fund.			Amount: _____

Payment information:

**Questions: Contact Baron Glassgow at  
866-881-6309 or bglassgow@npga.org**

[ ] Check payable to Virginia Propane Gas Association

Credit Card: [ ] MC [ ] Visa [ ] AmEx

Card Number \_\_\_\_\_ Exp Date \_\_\_\_\_ Card Security Code \_\_\_\_\_

Card Billing Zip Code \_\_\_\_\_ Cardholder Name \_\_\_\_\_ Signature \_\_\_\_\_

Mail to: Virginia Propane Gas Association  
21430 Timberlake Road, Box 313  
Lynchburg, VA 24502

OR Fax to: 866-261-4910  
Email to: bglassgow@npga.org



# **Virginia** Propane Gas Association

**2013 Summer Meeting**

**July 14-16, 2013**

**Hilton Virginia Beach Oceanfront**



*Your spouse and children attend the convention free of charge. Family is IMPORTANT to the VAPGA. Please register your family and they attend for FREE!*