



NORA Board Meeting  
Rhode Island Convention Center  
Room 557  
September 27th, 2022  
3:00 pm

- I. Introduction – Chairman Roger Marran
- II. Approval of Minutes
- III. Financial Information – Accountants Navy Djonovic & Cecilia Rubio
  - a. NORA 2021 Audited Financials Completed
  - b. 2022 Financial Statements - through August 31, 2022
- IV. NORA 2022 Activities – President Michael Devine
  - NORA Escrow Account
  - IECC Activities
  - NORA 101 & External Outreach
  - Net Zero Home
  - GHG Calculator
  - NORA-CFAA Collaboration
  - Bioheat Trademark Agreement
  - OEM Workshop – IRA benefits
  - NORA Marketing – Fuel / GHG Calculator / social media
- V. Research and Development – Director of Laboratory Dr. Thomas Butcher
- VI. Education and Training – Bob O’Brien
- VII. Executive Committee & Officers
- VIII. Old Business – Ohio Activity Update
- IX. New Business –
- IX. Adjournment

NORA Board Meeting  
Mohegan Sun Resort  
Earth Ballroom  
May 23rd, 2022  
3:30 pm

- I. Introduction – Chairman Roger Marran and President Michael Devine called the meeting to order at 3:32 pm.

The following members of the Board were in attendance and they constituted a Quorum.

Allison Heaney	Charlie Uglietto
Daniel Mattice	Eric DeGessero
Gary Sippin	Kate Duffy
Mario Bouchard	Rick Bologna
Roger Marran	Sandra Farrell
Steve Clark	Matt Meehan
Mark Caspers	Bobby Parlet
Carter Vaillancourt	Hal Johnson
Justin Jeffers	Brent Moore
Steve Powers	David Coyne
Mike Van Doren	Kristyn Schweitzer

- II. Approval of Minutes – On motion made by Allison Heaney and duly seconded by Mario Bouchard, the minutes of the previous meeting were approved and submitted.
- III. Roger Marran - NORA President's Transition Process – The NORA Search Committee conducted an extensive search with the help of Staffing Associates to identify a replacement to succeed John Huber as President of NORA. Staffing Associates provided a significant number of potential candidates for consideration and put forth a process to help the to identify a smaller group for in person interviews for the NORA search committee. Following background checks of the final list of candidates, and a subsequent second round of face-to-face interviews, the search committee agreed on Michael Devine to become the next NORA President. Michael officially assumed this role on March 1<sup>st</sup> of 2022. We would like to thank Staffing Advisors and the NORA search committee for the many hours that were dedicated to identifying our new NORA President.
- IV. Michael Devine resigned from the NORA Board of Directors & subsequent approval of becoming NORA President.
- V. Michael Devine - View of the industry – As we sit here today, we realize and recognize the momentum around the world to decarbonize our planet. Renewable energy will play a key role in this decarbonization process as the changes are being made across the energy supply chain, including big oil. NORA is focusing our programs and initiatives to anticipate these changes and opportunities to decarbonize our fuels through our testing programs for higher blends of biodiesel, testing of renewable diesel and renewable diesel blends with biodiesel and continue our efforts to advance the commercial scale opportunities of EL.

VI. Financial Information – Accountant Cecilia Rubio

a. 2021 Financials Review –

The total assets of NORA through December 31<sup>st</sup>, 2021 are \$18.3M, which consists of \$11M in cash and \$3.8M in the NORA Escrow account. The assessment receivable of \$3.6M consists of \$3.3M of current receivables, which was subsequently collected. The prepaid assets consist of payments made in advance for rent, insurance and escrow fees. The grants payable of \$7.6M represents remaining amounts granted to the states to be expended and the accounts payable of \$362K is current and subsequently paid. The refunds payable of \$150K represent an accrual recorded at 12/31/21 for refunds expected to be received during 2022 for 2021 and prior years. The unrestricted net assets represent the cumulative deficit/surplus since inception.

The R&D – not yet obligated of \$4.8M has been adjusted during 2022 for amounts expended by the states of the additional extra \$2M allocated to them by the BOD for 2021 and 2022. The net deficit of \$1.2M is mainly due to current year grants made to the states which are recognized on Jan 1<sup>st</sup> which will be offset as the revenue/collections are received during subsequent months. The collections as of March 31<sup>st</sup> are \$3.6M which is approximately 43% of budgeted annual collections for 2022 and the overall unallocated expenses are underbudget as of March 31, 2022.

b. 2022 Review - through March 31, 2022

Cecilia Rubio proceeded with the review of the 2022 financial statements through March 31, 2022. The total NORA assets of \$16.7M consists of \$10M in cash and \$3.8M in the escrow account. The assessment receivable was \$2.7M at that time, of which \$24K remains outstanding as of today. The prepaid assets consist of payments made in advance for rent, insurance and escrow fees and the grants payable of \$4.6M represents remaining amounts granted to the states to be expended.

The accounts payable of \$136K is now current and subsequently paid and the refunds payable of \$415K represents an accrual recorded at December 31, 2021 for refunds expected to be received during 2022 for 2021 and prior years. The unrestricted net assets represent the cumulative deficit/surplus since inception. The R&D – not yet obligated of \$4.9M has been adjusted during 2022 for amounts expended by the states of the additional extra \$2M allocated to the states. The net surplus of \$1.5M is comparable to 2020 net surplus of \$1.2M. The 4<sup>th</sup> quarter of 2021 revenue and refunds for that year continues to come in steadily in 2022 and the overall unallocated expenses are underbudget as of December 31, 2021.

VI. NORA 2022 Activities – President Michael Devine

NORA 101 & External Outreach – I have had the pleasure of traveling to several of the NORA States thus far, providing in person NORA 101 presentations to these respective state associations. In our presentations we are providing an update on our activities, including the technical projects and the new initiatives of NORA Education, being conducted at the NORA Research Center. Additionally, we are providing a general overview of the NORA structure, our purpose and the programs that NORA provides for the states. We have found these meetings to be very informative and productive.

States Spending & Rebates Programs – As part of our NORA 101 outreach, we have been working directly with the state executives to provide any guidance regarding the four program categories. These programs include Research & Development, Energy Efficiency, Consumer & Technical Education, and Equipment Rebates. There are a portion of the states that carry over dollars in some of these categories from year to year, so we are providing regular spending updates to the states to assist them in tracking their NORA dollars.

EIA reporting - We received a call from Warren Wiczewshi from the EIA to inquire about the NORA data collection through our check-off program. After some discussion, Warren shared that EIA intends to eliminate their heating oil reporting services due to budgeting reallocations. He asked if NORA would be willing to provide our reporting data to EIA so they could continue to report the heating oil industries sales activities. We agreed to supply the data, providing NORA was cited as the source for the data.

Bioheat Trademark Agreement – We provided an update on the new version of the Bioheat trademark agreement that CFAA & NORA have been working on. While we have not executed the final version, we feel that we are close and are just working through some final points together.

GHG Calculator – We provided a brief PowerPoint presentation on the new NORA GHG Conversion Calculator that Richard Sweetser has created and refined over the past year and a half. We are planning on creating individual state presentations to those NORA states, whose GHG numbers are showing a significant decrease in these emissions. Our presentation will also be able to show that biodiesel blends can reduce carbon more cost effectively for the consumer than electric source heat pumps.

- VII. Research and Development – Director of Laboratory Dr. Thomas Butcher provided a presentation outlining the current NORA projects that he and the technical team are undertaking at the NORA Research Center on Long Island. The updates included the project status on Advancing Biodiesel and Renewable Diesel, Ethyl, Levulinate, SMTI Fuel Fired Heat Pumps Project, ACT Burner Development Project, Efficiency / Rebate Heat Pump Impact Project and the Net Zero GHG Home Concept.
- VIII. Education and Training – Bob O'Brien provided a presentation that outlined the goals and objectives for the NORA Education programs which included: Combining many educational resources into a new section on the NORA Learning website called the Technical Resource Center. This web portal is designed for use by technical personnel of all skill levels who, when they have technical questions, have a one stop go-to place to find the information they are seeking at any time of the day. The other significant item to highlight is the publication of the new NORA Technician's Manual. This can serve as a basis for a turnkey curriculum, including an instructors guide designed through a chapter-based set of Power Point presentations for the classroom providing hands-on guidance. Other changes to the NORA Technical Manual include the ways in which we deliver this information to the technicians, as a preferred manner of formats. We will be creating a digital guide that will have a corresponding audio with each chapter, to assist the learning process. Additionally, the NORA Education Team would like to increase awareness and uptake of certification program throughout the NORA states.
- IX. Old Business – Ohio Activity: Michael Devine is following up on the outreach initiated by John Huber to follow up with Alex Boehnke, Executive Director of the Ohio Energy & Convenience Stores. Our goals are to help the Ohio Oilheat dealers establish a platform to take advantage of the NORA funding that they have been receiving over the years. To date, they have reformed

their heating oil committee and have begun the search process for a marketing firm to assist them in creating a formal heating oil outreach program utilizing their member dues and NORA dollars.

X. New Business

IX. Adjournment

**NATIONAL OILHEAT RESEARCH ALLIANCE, INC.**

**DECEMBER 31, 2021 AND 2020**

**These financial statements  
may be reproduced only  
in their entirety.**

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

DECEMBER 31, 2021 AND 2020

TABLE OF CONTENTS

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INDEPENDENT AUDITOR'S REPORT	2-3
FINANCIAL STATEMENTS	
Statements of Financial Position December 31, 2021 and 2020	4
Statements of Activities For the Years Ended December 31, 2021 and 2020	5
Statements of Functional Expenses For the Years Ended December 31, 2021 and 2020	6
Statements of Cash Flows For the Years Ended December 31, 2021 and 2020	7
Notes to Financial Statements	8-14
SUPPLEMENTARY INFORMATION	
Supplemental Schedules of Expenses by State/Jurisdiction For the Year Ended December 31, 2021	15-18





## **INDEPENDENT AUDITOR'S REPORT**

The Board of Directors  
National Oilheat Research Alliance, Inc.  
Alexandria, Virginia

### **Opinion**

We have audited the accompanying financial statements of National Oilheat Research Alliance, Inc. (the Alliance), which comprise the statements of financial position as of December 31, 2021 and 2020, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Alliance as of December 31, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### **Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Alliance and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Alliance's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with auditing standards generally accepted in the United States of America will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

The Board of Directors  
National Oilheat Research Alliance, Inc.  
Alexandria, Virginia

### **Auditor's Responsibilities for the Audit of the Financial Statements (continued)**

In performing an audit in accordance with auditing standards generally accepted in the United States of America, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Alliance's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Alliance's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

### **Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The Schedules of Expenses by State/Jurisdiction on pages 15-18 for the year ended December 31, 2021, are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

*Ross, Langan & Mc Kendrick*  
L.L.P.

CERTIFIED PUBLIC ACCOUNTANTS

September 21, 2022

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

STATEMENTS OF FINANCIAL POSITION  
DECEMBER 31, 2021 AND 2020

ASSETS

	<u>2021</u>	<u>2020</u>
ASSETS		
Cash	\$ 10,082,112	\$ 10,842,158
Assessments receivable	2,697,953	2,534,377
Prepaid state assessments	55,928	-
Cash held in escrow	3,815,660	1,779,828
Other assets	<u>70,375</u>	<u>113,292</u>
TOTAL ASSETS	<u>\$ 16,722,028</u>	<u>\$ 15,269,655</u>

LIABILITIES AND NET ASSETS

LIABILITIES		
Accounts payable	\$ 145,168	\$ 89,987
Refunds payable	415,152	490,606
State grants payable	2,503,142	3,172,763
Obligation for unallocated state rebates	2,106,810	1,531,943
Other liabilities	<u>86,860</u>	<u>81,830</u>
Total liabilities	.....5,257,132	.....5,367,129
NET ASSETS		
Net assets without donor restrictions available for obligation - other than for consumer education, safety, and training	181,784	396,039
Designated net assets:		
Pre-2014 reauthorization net assets	55,933	55,933
Unavailable for obligation until October 1, 2028	5,947,053	3,817,660
National spending not yet incurred:		
Research, development, and demonstration - not yet obligated	4,966,214	5,315,615
Research, development, and demonstration - obligated under contract	67,594	127,884
Heating oil efficiency and upgrade - not yet obligated	145,880	141,559
Consumer education, safety, and training - not yet obligated	<u>100,438</u>	<u>47,836</u>
Total net assets without donor restrictions	<u>11,464,896</u>	<u>9,902,526</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 16,722,028</u>	<u>\$ 15,269,655</u>

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

STATEMENTS OF ACTIVITIES  
FOR THE YEARS ENDED DECEMBER 31, 2021 AND 2020

	<u>2021</u>	<u>2020</u>
CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS		
REVENUE		
Assessments revenue, net of refunds	\$ 8,461,408	\$ 7,984,164
Other income	<u>61,087</u>	<u>39,621</u>
Total revenue	.....8,522,495	.....8,023,785
EXPENSES		
Program services:		
Research, development, and demonstration	2,466,539	2,386,988
Heating oil efficiency and upgrade	1,055,724	927,801
Consumer education, safety, and training	1,670,758	1,810,188
Unallocated state rebates	<u>1,255,095</u>	<u>1,176,350</u>
Total program expenses	.....6,448,116	.....6,301,327
Administrative costs	.....239,921	.....225,789
General and special projects:		
Assessment and collection costs	217,852	227,615
Annual report costs	<u>54,236</u>	<u>23,624</u>
Total general and special projects	<u>272,088</u>	<u>251,239</u>
Total expenses	<u>6,960,125</u>	<u>6,778,355</u>
CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS	1,562,370	1,245,430
NET ASSETS, BEGINNING OF YEAR	<u>9,902,526</u>	<u>8,657,096</u>
NET ASSETS, END OF YEAR	<u>\$ 11,464,896</u>	<u>\$ 9,902,526</u>

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

STATEMENTS OF FUNCTIONAL EXPENSES  
FOR THE YEARS ENDED DECEMBER 31, 2021 AND 2020

	2021							
	PROGRAM SERVICES							
	Research, Development, and Demonstration	Heating Oil Efficiency and Upgrade	Consumer Education, Safety, and Training	Unallocated State Rebates	Total Program Services	Administrative Costs	General and Special Projects	Total 2021
Grants	\$ 1,055,573	\$ 1,000,046	\$ 1,413,359	\$ 1,255,095	\$ 4,724,073	\$ -	\$ -	\$ 4,724,073
Salaries, taxes, and benefits	697,652	46,067	37,083	-	780,802	49,508	46,646	876,956
Professional fees	518,239	7,261	217,530	-	743,030	181,163	200,826	1,125,019
Occupancy	80,921	882	672	-	82,475	873	918	84,266
Other expenses	114,154	1,468	2,114	-	117,736	8,377	23,698	149,811
TOTAL EXPENSES	<u>\$ 2,466,539</u>	<u>\$ 1,055,724</u>	<u>\$ 1,670,758</u>	<u>\$ 1,255,095</u>	<u>\$ 6,448,116</u>	<u>\$ 239,921</u>	<u>\$ 272,088</u>	<u>\$ 6,960,125</u>

	2020							
	PROGRAM SERVICES							
	Research, Development, and Demonstration	Heating Oil Efficiency and Upgrade	Consumer Education, Safety, and Training	Unallocated State Rebates	Total Program Services	Administrative Costs	General and Special Projects	Total 2020
Grants	\$ 1,008,204	\$ 858,123	\$ 1,554,636	\$ 1,176,350	\$ 4,597,313	\$ -	\$ -	\$ 4,597,313
Salaries, taxes, and benefits	701,178	46,896	22,720	-	770,794	37,324	60,457	868,575
Professional fees	479,839	18,793	213,076	-	711,708	182,726	132,310	1,026,744
Occupancy	73,670	1,845	891	-	76,406	1,458	2,374	80,238
Other expenses	124,097	2,144	18,865	-	145,106	4,281	56,098	205,485
TOTAL EXPENSES	<u>\$ 2,386,988</u>	<u>\$ 927,801</u>	<u>\$ 1,810,188</u>	<u>\$ 1,176,350</u>	<u>\$ 6,301,327</u>	<u>\$ 225,789</u>	<u>\$ 251,239</u>	<u>\$ 6,778,355</u>

The accompanying notes are an integral part of these financial statements.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

STATEMENTS OF CASH FLOWS  
FOR THE YEARS ENDED DECEMBER 31, 2021 AND 2020

	<u>2021</u>	<u>2020</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 1,562,370	\$ 1,245,430
Adjustments to reconcile change in net assets to net change in cash from operating activities:		
Changes in assets and liabilities:		
Assessments receivable	( 163,576)	431,752
Prepaid state assessments	( 55,928)	80,408
Other assets	42,917	( 10,180)
Accounts payable	55,181	( 11,000)
Refunds payable	( 75,454)	58,076
State grants payable	( 669,621)	669,698
Obligation for unallocated state rebates	574,867	( 763,110)
Other liabilities	<u>5,030</u>	<u>6,265</u>
NET CHANGE IN CASH AND CASH HELD IN ESCROW	1,275,786	1,707,339
CASH AND CASH HELD IN ESCROW, BEGINNING OF YEAR	<u>12,621,986</u>	<u>10,914,647</u>
CASH AND CASH HELD IN ESCROW, END OF YEAR	<u>\$ 13,897,772</u>	<u>\$ 12,621,986</u>
SUPPLEMENTAL BREAKDOWN OF CASH AND CASH HELD IN ESCROW:		
Cash	\$ 10,082,112	\$ 10,842,158
Cash held in escrow	<u>3,815,660</u>	<u>1,779,828</u>
Total cash and cash held in escrow	<u>\$ 13,897,772</u>	<u>\$ 12,621,986</u>

# NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021 AND 2020

### NOTE 1 - THE ORGANIZATION

National Oilheat Research Alliance, Inc. (the Alliance) is a non-profit trade organization developed under *the National Oilheat Research Alliance Act of 2000* (NORA), Public Law 106-469, legislation passed by the United States Congress and signed into law in November 2000. The law was amended in 2014 under Public Law 113-79. The Alliance was created to educate consumers about the benefits of oilheat, to perform research and development, to encourage heating oil efficiency and upgrades, and to provide technical training to provide better customer service. The Alliance's Board consists of members from the oilheat industry, retail markets, wholesale distributors, public members, and representatives from the states with the highest oilheat sales. The Alliance was incorporated on January 31, 2001. Funding under the Public Law 106-469 ceased on February 6, 2010. On February 7, 2014, the Public Law 113-79 extended the provisions of Public Law 106-469 to February 6, 2019. Funding under Public Law 113-79 resumed effective April 1, 2014. On December 20, 2018, Public Law 115-334, *the Agriculture Improvement Act of 2018* was signed. Public Law 115-334 extended and modified the provisions of Public Law 113-79 to February 6, 2029.

Pursuant to Public Law 113-79, Congress established a limit on the use of assessments revenue of 30 percent for consumer education, safety, and training; a minimum of at least 30 percent of assessments revenue for research, development, and demonstration; a minimum of at least 15 percent of assessments revenue for heating oil efficiency and upgrade; and a limit on the use of assessments revenue of 5 percent for administrative costs. Beginning February 6, 2019, Public Law 115-334 increased the limit on administrative costs to 7 percent of assessments revenue. Furthermore, Public Law 115-334 requires in each calendar year beginning February 6, 2019, the Alliance may not obligate an amount greater than the sum of (1) 75 percent of the amount of assessments estimated to be collected in the calendar year; (2) 75 percent of the amount of assessments actually collected in the most recent calendar year for which an audit report has been submitted less the amount estimated in (1) above; and (3) amounts permitted in preceding calendar years to be obligated that have been obligated. The assessments collected in excess of the amounts permitted to be obligated in (1), (2), and (3) above, shall be deposited in an escrow account and be unavailable for use until October 1, 2028, when it can be used consistent with the provisions of Public Law 106-469. In the years ended December 31, 2021 and 2020, the Alliance was in compliance with these percentages. From time to time, the Alliance may receive inquiries from government agencies, because of the nature of its funding sources. Management does not expect the result of such inquiries to impact the financial information of the Alliance.

### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Basis of Accounting

The financial statements have been prepared on the accrual basis of accounting following the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC), which is the sole source of authoritative accounting principles generally accepted in the United States of America (GAAP). The Alliance reports information regarding its financial position and activities according to two classes of net assets: with donor restrictions and without donor restrictions.

#### Accounting Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that could affect certain reported amounts of assets, liabilities, revenue, and expenses, the disclosure of contingent assets and liabilities at the date of the financial statements, and functional allocations during the year. Actual results could differ from those estimates.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2021 AND 2020

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Revenue Recognition

Assessments Revenue

The Public Laws 113-79 and 115-334 require wholesale distributors of No. 1 distillate and No. 2 dyed distillate to remit an assessment of two-tenths of one cent per gallon at the point of sale to the Alliance. If the No. 1 distillate or No. 2 dyed distillate is imported after the point of sale, the assessment is to be made when the product enters the United States of America. Assessments are due to be remitted to the Alliance at least quarterly based on actual sales.

Assessments Receivable

An estimate of assessments to be received, but not remitted to the Alliance as of year-end, was recognized as assessments receivable of \$2,697,953, \$2,534,377, and \$2,966,129 as of December 31, 2021, 2020, and 2019, respectively. Receivables are charged to bad debt loss as they are deemed uncollectible based upon a periodic review of the accounts. As of December 31, 2021 and 2020, no allowance for uncollectible accounts was considered necessary by management.

Refunds Payable

Under the Public Laws 113-79 and 115-334's collections rules, any dyed distillate or blends are subject to assessment. Some of this fuel is used for non-heating applications and can be refunded. Assessments revenue is presented in the accompanying statements of activities net of refunds recorded of \$965,253 and \$1,408,745 for the years ended December 31, 2021 and 2020, respectively. The Alliance recorded a refunds payable of \$415,152, \$490,606, and \$432,530 as of December 31, 2021, 2020, and 2019, respectively, for estimated refunds remaining unpaid based on historical and subsequent refunds paid.

State Grants Payable and Obligation for Unallocated Rebates

Each year, the Alliance makes grants to state organizations to accomplish its mission. Grants are paid as the state organizations provide documentation of the expenditure of funds. Under Public Laws 113-79 and 115-334, the Alliance has entered into various grant agreements with state organizations, which may require periodic payment of grant funds. Grant obligations are recognized at the time the agreements are made. The outstanding grant liability by program was as follows as of December 31:

	<u>2021</u>	<u>2020</u>
Research, development, and demonstration	\$ 1,011,293	\$ 1,407,279
Heating oil efficiency and upgrade	343,767	529,392
Consumer education, safety, and training	<u>1,148,082</u>	<u>1,236,092</u>
Total state grants payable	2,503,142	3,172,763
Unallocated state rebates	<u>2,106,810</u>	<u>1,531,943</u>
Total state grants payable and obligation for unallocated state rebates	<u>\$ 4,609,952</u>	<u>\$ 4,704,706</u>



NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2021 AND 2020

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Functional Allocation of Expenses

The cost of providing the various programs and other activities have been presented on a functional basis in the accompanying statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited based on estimates of time and effort of staff.

Income Tax Status

The Alliance received a determination letter from the Internal Revenue Service (IRS) that it has been granted an exemption from federal income taxes and it qualifies under Section 501(c)(6) of the Internal Revenue Code. The Alliance believes its operations are consistent with the nature of their exemption granted by the IRS. There is no current liability for income taxes on unrelated business income and no temporary differences resulting in deferred taxes as of December 31, 2021 and 2020.

The Alliance is required to measure, recognize, present, and disclose in its financial statements uncertain income tax positions the Alliance has taken in the tax years that remain subject to examination or expects to take on an income tax return. The Alliance recognizes the tax benefits from uncertain income tax positions only if it is more likely than not the tax position will be sustained on examination by tax authorities. The Alliance recorded no liability for uncertain income tax positions for any open tax years.

Reclassifications

Certain prior year amounts have been reclassified to conform with current year presentation.

Subsequent Events

The Alliance has evaluated subsequent events through September 21, 2022, which is the date the financial statements were available to be issued.

NOTE 3 - CONCENTRATIONS OF CREDIT RISK

The Alliance maintains cash and investments in federally insured banks and broker-managed accounts and has exposure to credit risk on those accounts. Cash held with commercial banks is insured up to Federal Deposit Insurance Corporation (FDIC) limits. As of December 31, 2021, the Alliance had \$4,534,407 cash in excess of FDIC limits. Assets held in broker-managed accounts are insured by the Securities Investor Protection Corporation (SIPC), which protects investors for up to \$500,000 including a maximum of \$250,000 for claims of cash if the brokerage firm holding the assets becomes insolvent, but it does not insure the underlying assets of \$9,104,210 as of December 31, 2021. Management does not consider this a significant concentration of credit risk.

As of December 31, 2021, 30 percent of the Alliance's accounts receivable and 32 percent of total revenue and gains/losses were from three companies.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2021 AND 2020

NOTE 4 - PROGRAM SERVICES

The Public Laws 113-79 and 115-334 place requirements on how the Alliance can spend the assessments it collects. At the beginning of each year, the Alliance makes an estimate of what total assessments are anticipated to be in the coming year. Grants are made to state organizations and national campaigns are undertaken based on the estimates. Actual assessments revenue differ from the estimates and the requirements of Public Laws 113-79 and 115-334. The difference between the estimates and actual assessments are to be reflected in the grants made in future years. The law establishes strict percentage allocations for program spending and these percentages are tied to the revenue received from assessments. Management has developed procedures to ensure these percentages are reflected in budgets and carried forward as appropriate. Variances between the percentages disclosed in the program descriptions below are descriptive of the current year's operations and management believes they do not indicate non-compliance with the statute.

Research, Development, and Demonstration

The Public Laws 113-79 and 115-334 require the Alliance to ensure not less than 30 percent of the assessments collected for each calendar year after the amounts required to be escrowed and not obligated until October 1, 2028, under Public Law 115-334 are used by qualified state associations or the Alliance to conduct research, development, and demonstration activities relating to oilheat fuel, including the development of energy-efficient heating systems to be placed into the marketplace. This also includes the Alliance, in conjunction with an institution or organization engaged in biofuels research, to develop consumer education materials describing the benefits of using biofuels as or in oilheat fuel based on the technical information developed.

In 2021, the Alliance granted or expended \$2,466,539 for the research, development, and demonstration program, including \$1,747,285 in national spending of past year's assessments revenue. In 2021, the Alliance Board voted to reallocate up to \$1.0 million in national spending not yet incurred for research, development, and demonstration to those states that have utilized their budgeted grants for research, development, and demonstration for additional research, development, and demonstration spending. Any amount of the \$1.0 million not spent in 2021, will be reallocated in 2022 in addition to up to another \$1.0 million for grants to states that have used their research, development, and demonstration budgets. Amounts of these additional grants not spent at the end of 2022 will be forfeited. In 2021, the Alliance granted \$307,545 in such funds to states that is included in the amounts granted or expended above. The Alliance also budgeted \$1,270,000 in additional national spending from 2021 assessments revenue to be spent subsequent to year-end for the research, development, and demonstration program, making the total for 2021, 31 percent of net assessments revenue after deducting the amount added to net assets unavailable for obligation until October 1, 2028. Additionally, unallocated state rebates of 2021 assessments revenue will be used for the research, development, and demonstration program.

Heating Oil Efficiency and Upgrade

The Public Laws 113-79 and 115-334 require the Alliance to ensure not less than 15 percent of the assessments collected for each calendar year after the amounts required to be escrowed and not obligated until October 1, 2028, under Public Law 115-334 are used by qualified state associations or the Alliance to carry out programs to assist consumers (i) to make cost-effective upgrades to more fuel efficient heating oil systems or otherwise make cost-effective modifications to an existing heating system to improve the efficiency of the system, (ii) to improve energy efficiency or reduce energy consumption through cost-effective energy efficiency programs for consumers, or (iii) to improve the safe operation of a heating system.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2021 AND 2020

NOTE 4 - PROGRAM SERVICES (continued)

Heating Oil Efficiency and Upgrade (continued)

In 2021, the Alliance granted or expended \$1,055,724 for the heating oil efficiency and upgrade program, including \$55,679 in grants and spending of past year's assessments revenue. The Alliance also budgeted \$60,000 in additional national spending from 2021 assessments revenue to be spent subsequent to year-end for the heating oil efficiency and upgrade program, making the total for 2021, 17 percent of net assessments revenue after deducting the amount added to net assets unavailable for obligation until October 1, 2028. Additionally, unallocated state rebates of 2021 assessments revenue will be used for the heating oil efficiency and upgrade program.

Consumer Education, Safety, and Training

The Public Laws 113-79 and 115-334 require the Alliance to ensure not more than 30 percent of the assessments collected for each calendar year after the amounts required to be escrowed and not obligated until October 1, 2028, under Public Law 115-334 are used (i) to conduct consumer education activities relating to oilheat fuel, including providing information to consumers on energy conservation strategies, safety, new technologies that reduce consumption or improve safety and comfort, the use of biofuel blends, and federal, state, and local programs designed to assist oilheat fuel consumers, (ii) to conduct worker safety and training activities relating to oilheat fuel, including energy efficiency training, (iii) to carry out other activities recommended by the Secretary of Energy, or (iv) to establish a data collection process to track equipment, service, and related safety issues to develop measures to improve safety.

In 2021, the Alliance granted or expended \$1,670,758 for the consumer education, safety, and training program, including \$47,836 in grants and spending of past year's assessments revenue. The Alliance also budgeted \$310,000 in additional national spending from 2021 assessments revenue for the consumer education, safety, and training program, of which \$100,438 remained unspent as of December 31, 2021, making the total for 2021 27 percent of net assessments revenue after deducting the amount added to net assets unavailable for obligation until October 1, 2028.

Unallocated State Rebates

In addition to the specific program commitments discussed previously, the Alliance has committed \$1,255,095, which is 20 percent of net 2021 assessment revenue after deducting the amount added to net assets unavailable for obligation until October 1, 2028, for state rebates that have not yet been allocated to a program specified in Public Law 115-334. The Alliance plans to allocate these state rebates to the research, development, and demonstration and/or heating oil efficiency and upgrade programs. State organizations develop detailed plans for use of the rebates to do work under these programs. These funds will be allocated between programs in accordance with the requirements of Public Laws 113-79 and 115-334 as discussed previously.

NOTE 5 - ADMINISTRATIVE EXPENSE CAP

Public Law 115-334 requires the Alliance to limit expenditures for "Administrative" costs to 7 percent of revenue generated by assessment remittances net of amounts unavailable for obligation until October 1, 2028. In 2021, the Alliance expended \$239,921 for Administrative expenses, which was 4 percent of net assessments revenue after deducting the amount added to net assets unavailable for obligation until October 1, 2028, in the year ended December 31, 2021. In 2020, the Alliance expended \$225,789 for Administrative expenses, which was 5 percent of net assessments revenue in the year ended December 31, 2020. Thus, management believes the Alliance is in compliance with this provision of Public Laws 113-79 and 115-334.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2021 AND 2020

NOTE 6 - ASSESSMENT AND COLLECTION COSTS

The Alliance has developed an audit system for collections compliance and has the legal authority to conduct audits to ensure member compliance. Collection costs include the costs incurred to process annual assessments, to publicize the collection system, and to ascertain compliance as stipulated by Public Laws 113-79 and 115-334. Assessment and collection costs were \$217,852 and \$227,615 for the years ended December 31, 2021 and 2020, respectively.

NOTE 7 - FINANCIAL ASSETS AND LIQUIDITY

Financial assets available within one year for operations that are not subject to restrictions that make them unavailable for general operations as of December 31, were as follows:

	<u>2021</u>	<u>2020</u>
Cash, except cash held in escrow	\$ 10,082,112	\$ 10,842,158
Assessments receivable due within one year	2,697,953	2,534,377
Prepaid state assessments	55,928	-
Other receivables	33,367	42,609
Less: state grants payable	( 2,503,142)	( 3,172,763)
Less: obligation for unallocated state rebates	( 2,106,810)	( 1,531,943)
Less: amounts to be transferred to escrow	( 2,131,393)	( 2,037,832)
Less: designated net assets for national spending not yet incurred	<u>( 5,280,126)</u>	<u>( 5,632,894)</u>
 Total financial assets available within one year for operations	 <u>\$ 847,889</u>	 <u>\$ 1,043,712</u>

The Alliance has a budgetary process to develop estimates and make grant payables to comply with Public Laws 113-79 and 115-334. Liquid assets are maintained in cash accounts to minimize risk of loss.

NOTE 8 - COMMITMENTS AND CONTINGENCIES

The Alliance has entered into operating lease agreements for a liquid fuels research center. The Alliance also had a month-to-month lease for its office space that was terminated in 2021 and transitioned to a mail service agreement. Total rent under the leases was \$94,582 and \$104,798 for the years ended December 31, 2021 and 2020, respectively \$21,904 and \$24,578, respectively, of which was shared with two state agencies and is therefore included in grants in the accompanying statement of functional expenses. The Alliance extended the lease for the liquid fuels research center through December 31, 2025. Future minimum lease payments are as follows for the years ending December 31:

2022	\$ 89,736
2023	92,428
2024	95,200
2025	<u>98,056</u>
 Total future minimum lease payments	 <u>\$ 375,420</u>

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2021 AND 2020

NOTE 9 - NET ASSETS

Pre-2014 Reauthorization Designated Net Assets

As discussed previously, Public Law 113-79 became effective April 1, 2014. The Alliance designated the remaining net assets under the former Public Law 106-469 for use in a national oilheat education program. As of December 31, 2021 and 2020, \$55,933 remained unspent and are designated for future use.

National Spending Not Yet Incurred Designated Net Assets

The Alliance budgets national spending in the accomplishment of its mission under Public Laws 113-79 and 115-334. The Alliance recorded \$5,280,126 and \$5,632,894 in national spending of assessments revenue, which had not yet been incurred as of December 31, 2021 and 2020, respectively. The Alliance has designated net assets in these amounts for future program spending, some of which, the Alliance has approved contracts to expend.

Net Assets Unavailable for Obligation Until October 1, 2028

Public Law 115-334 established a requirement that funds be maintained in escrow and be unavailable for use until October 1, 2028. Net assets unavailable for obligation until October 1, 2028, is an accumulation of these net assets plus interest. The Alliance makes contributions annually to the escrow for the prior year's assessments after the conclusion of the audit. The following is a detail of amounts unavailable for use until October 1, 2028, as of December 31:

	<u>Assessments</u>	<u>Interest</u>	<u>Total</u>
Unavailable balance, January 1, 2020	\$ 1,779,971	\$ 1,002	\$ 1,780,973
Income on escrow	-	1,855	1,855
Assessments	<u>2,034,832</u>	<u>-</u>	<u>2,034,832</u>
Unavailable balance, December 31, 2020	3,814,803	2,857	3,817,660
Income on escrow	-	261	261
Assessments	<u>2,129,132</u>	<u>-</u>	<u>2,129,132</u>
Unavailable balance, December 31, 2021	<u>\$ 5,943,935</u>	<u>\$ 3,118</u>	5,947,053
Cash held in escrow account, December 31, 2021			<u>3,815,660</u>
Amount to be deposited in escrow after year-end			<u>\$ 2,131,393</u>

Net Assets Available for Obligation - Other Than For Consumer Education, Safety, and Training

The amount reported as net assets without donor restrictions available for obligation - other than for consumer education, safety, and training are the net amounts available for future obligation for all purposes other than consumer education, safety, and training, since Public Laws 113-79 and 115-334 have placed limits on the use of assessments revenue from consumer education, safety, and training.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

SUPPLEMENTAL SCHEDULE OF EXPENSES BY STATE/JURISDICTION -  
RESEARCH, DEVELOPMENT, AND DEMONSTRATION  
FOR THE YEAR ENDED DECEMBER 31, 2021

	Initial Amounts Granted/ Expended in 2021	Additional Amounts Expended From National Budget	2021 National Spending Not Yet Incurred	Total
STATE GRANTS:				
Connecticut	\$ 82,543	\$ -	\$ -	\$ 82,543
Indiana	996	-	-	996
Kentucky	7,424	-	-	7,424
Maine	56,568	75,620	-	132,188
MAPDA (Delaware, Maryland, and Washington, D.C.)	26,064	29,705	-	55,769
Massachusetts	85,258	-	-	85,258
Michigan	5,355	-	-	5,355
Nevada	200	-	-	200
New Hampshire	33,045	18,685	-	51,730
New Jersey	49,910	-	-	49,910
New York:				
UNYEA	37,905	-	-	37,905
HVOEC	22,262	-	-	22,262
NYSEC	90,251	120,631	-	210,882
North Carolina	26,904	35,966	-	62,870
Ohio	23,889	-	-	23,889
Pennsylvania	99,008	-	-	99,008
Rhode Island	26,858	-	-	26,858
South Carolina	10,550	-	-	10,550
Virginia	23,275	26,938	-	50,213
Vermont	17,547	-	-	17,547
Washington	3,223	-	-	3,223
Wisconsin	18,994	-	-	18,994
NATIONAL	<u>1,410,965</u>	<u>-</u>	<u>1,270,000</u>	<u>2,680,965</u>
TOTAL STATE GRANTS AND NATIONAL SPENDING	<u>\$ 2,158,994</u>	<u>\$ 307,545</u>	<u>\$ 1,270,000</u>	<u>\$ 3,736,539</u>

In addition to these amounts, the unallocated state rebates detailed in the accompanying supplemental schedule of expenses by state/jurisdiction - unallocated state rebates will be used for either this program or for the heating oil efficiency and upgrade program.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

SUPPLEMENTAL SCHEDULE OF EXPENSES BY STATE/JURISDICTION -  
HEATING OIL EFFICIENCY AND UPGRADE  
FOR THE YEAR ENDED DECEMBER 31, 2021

	Amounts Granted/ Expended in 2021	2021 National Spending Not Yet Incurred	Total
STATE GRANTS:			
Connecticut	\$ 99,202	\$ -	\$ 99,202
Indiana	1,197	-	1,197
Kentucky	8,921	-	8,921
Maine	67,984	-	67,984
MAPDA (Delaware, Maryland, and Washington, D.C.)	31,324	-	31,324
Massachusetts	102,465	-	102,465
Michigan	6,437	-	6,437
Nevada	240	-	240
New Hampshire	39,715	-	39,715
New Jersey	161,026	-	161,026
New York:			
UNYEA	45,556	-	45,556
HVOEC	26,755	-	26,755
NYSEC	108,466	-	108,466
North Carolina	32,335	-	32,335
Ohio	28,710	-	28,710
Pennsylvania	118,991	-	118,991
Rhode Island	32,279	-	32,279
South Carolina	12,680	-	12,680
Virginia	27,973	-	27,973
Vermont	21,088	-	21,088
Washington	3,873	-	3,873
Wisconsin	22,828	-	22,828
NATIONAL	<u>55,679</u>	<u>60,000</u>	<u>115,679</u>
TOTAL STATE GRANTS AND NATIONAL SPENDING	<u>\$ 1,055,724</u>	<u>\$ 60,000</u>	<u>\$ 1,115,724</u>

In addition to these amounts, the unallocated state rebates detailed in the accompanying supplemental schedule of expenses by state/jurisdiction - unallocated state rebates will be used for either this program or for the research, development, and demonstration program.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

SUPPLEMENTAL SCHEDULE OF EXPENSES BY STATE/JURISDICTION -  
CONSUMER EDUCATION, SAFETY, AND TRAINING  
FOR THE YEAR ENDED DECEMBER 31, 2021

	Amounts Granted/ Expended in 2021	2021 National Spending Not Yet Incurred	Total
STATE GRANTS:			
Connecticut	\$ 167,110	\$ -	\$ 167,110
Indiana	2,016	-	2,016
Kentucky	15,028	-	15,028
Maine	114,520	-	114,520
MAPDA (Delaware, Maryland, and Washington, D.C.)	52,766	-	52,766
Massachusetts	172,606	-	172,606
Michigan	10,842	-	10,842
Nevada	405	-	405
New Hampshire	66,902	-	66,902
New York:			
UNYEA	76,741	-	76,741
HVOEC	45,070	-	45,070
NYSEC	182,717	-	182,717
North Carolina	54,468	-	54,468
Ohio	48,363	-	48,363
Pennsylvania	200,445	-	200,445
Rhode Island	54,374	-	54,374
South Carolina	21,360	-	21,360
Virginia	47,122	-	47,122
Vermont	35,524	-	35,524
Washington	6,524	-	6,524
Wisconsin	38,454	-	38,454
NATIONAL	<u>257,401</u>	<u>100,438</u>	<u>357,839</u>
TOTAL STATE GRANTS AND NATIONAL SPENDING	<u>\$ 1,670,758</u>	<u>\$ 100,438</u>	<u>\$ 1,771,196</u>



NATIONAL OILHEAT RESEARCH ALLIANCE, INC.

SUPPLEMENTAL SCHEDULE OF EXPENSES BY STATE/JURISDICTION -  
UNALLOCATED STATE REBATES  
FOR THE YEAR ENDED DECEMBER 31, 2021

	Amounts Granted/ Expended in 2021	2021 National Spending Not Yet Incurred	Total
UNALLOCATED STATE REBATES:			
Connecticut	\$ 138,496	\$ -	\$ 138,496
Indiana	1,671	-	1,671
Kentucky	12,455	-	12,455
Maine	94,913	-	94,913
MAPDA (Delaware, Maryland, and Washington, D.C.)	43,732	-	43,732
Massachusetts	143,051	-	143,051
Michigan	8,986	-	8,986
Nevada	335	-	335
New Hampshire	55,446	-	55,446
New Jersey	83,742	-	83,742
New York:			
UNYEA	63,601	-	63,601
HVOEC	37,353	-	37,353
NYSEC	151,429	-	151,429
North Carolina	45,142	-	45,142
Ohio	40,082	-	40,082
Pennsylvania	166,123	-	166,123
Rhode Island	45,064	-	45,064
South Carolina	17,702	-	17,702
Virginia	39,054	-	39,054
Vermont	29,441	-	29,441
Washington	5,407	-	5,407
Wisconsin	31,870	-	31,870
TOTAL UNALLOCATED STATE REBATES	<u>\$ 1,255,095</u>	<u>\$ -</u>	<u>\$ 1,255,095</u>

These unallocated state rebates will be allocated to either the research, development, and demonstration or the heating oil efficiency and upgrade programs based on detailed plans for use of the rebates to be submitted by the states.



September 26, 2022

Board of Directors  
National Oilheat Research Alliance  
600 Cameron Street, Suite 206  
Alexandria, VA 22314

We have audited the financial statements of the National Oilheat Research Alliance (the Alliance) for the year ended December 31, 2021, and have issued our report thereon dated September 21, 2022. Professional standards require that we provide you with information about our responsibilities under auditing standards generally accepted in the United States of America, as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated April 22, 2022. Professional standards also require that we communicate to you the following information related to our audit.

The following specific matters must be communicated:

- A. Qualitative Aspects of Accounting Practices
- B. Difficulties Encountered in Performing the Audit
- C. Corrected and Uncorrected Misstatements
- D. Disagreements with Management
- E. Management Representations
- F. Management Consultations with Other Independent Accountants
- G. Other Audit Findings or Issues
- H. Other Matters

Our comments on the above matters are presented in the attachment (Exhibit A) to this letter. The information contained therein is intended solely for the use of the Board of Directors and management of the Alliance and is not intended to be, and should not be, used by anyone other than these specified parties. We would welcome the opportunity to discuss the matters contained in this communication with you since they are best communicated in person.

Sincerely,

ROSS, LANGAN & McKENDREE, L.L.P.

A handwritten signature in black ink, reading "Jeffrey P. Hayden".

Jeffrey P. Hayden, Partner  
Certified Public Accountant

## **SIGNIFICANT AUDIT FINDINGS**

### **A. Qualitative Aspects of Accounting Practices**

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the Alliance are described in Note 2 to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during 2021. We noted no transactions entered into by the Alliance during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The estimates affecting the financial statements were:

- Recognition of R & D payables based on estimates of stage completion provided by contractors.
- Recognition of refund reserves based on historical trends and subsequent payments.
- Valuation of receivables based on subsequent and historical collections.
- Allocation of expenses based on actual time spent by function.

We evaluated the key factors and assumptions used to develop the estimates in determining that they are reasonable in relation to the financial statements taken as a whole.

Certain financial statement disclosures are particularly sensitive because of their significance to financial statement users. The most sensitive disclosures affecting the financial statements were:

- The disclosure of cash held in escrow and net assets unavailable for obligation until October 1, 2028, in Note 2 to the financial statements, which is based on estimates of revenue before and after inception of the new law (February 6, 2019) for calculation of requirements of cash to be held in escrow until 2028 based on an average of degree days in the Northeast and Mid-Atlantic for oil heat.

The financial statement disclosures are neutral, consistent, and clear.

### **B. Difficulties Encountered in Performing the Audit**

The completion of our audit was significantly delayed due to delays in closing of the books by the Alliance and due to analysis needed in response to classification errors noted for receipts and disbursements.

### **C. Disagreements with Management**

For purposes of this letter, a disagreement with management is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

D. Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. Management has corrected all such misstatements. The following material misstatements detected as a result of audit procedures were corrected by management:

- To reclassify state expenses for coding errors – approximately \$186,000
- To reclassify expenses for differences with accounting principles generally accepted in the United States of America – approximately \$174,000

E. Management Representations

We have requested certain representations from management that are included in the management representation letter dated September 21, 2022.

F. Management Consultations with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a “second opinion” on certain situations. If a consultation involves application of an accounting principle to the Alliance’s financial statements or a determination of the type of auditor’s opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other independent accountants.

G. Other Audit Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Alliance’s auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

H. Other Matters

With respect to the supplementary information accompanying the financial statements, we made certain inquiries of management and evaluated the form, content, and method of preparing the information to determine that the information complies with accounting principles generally accepted in the United States of America, the method of preparing it has not changed from the prior period, and the information is appropriate and complete in relation to our audit of the financial statements. We compared and reconciled the supplementary information to the underlying accounting records used to prepare the financial statements or to the financial statements themselves.



September 21, 2022

Board of Directors  
National Oilheat Research Alliance  
600 Cameron Street, Suite 206  
Alexandria, VA 22314

In planning and performing our audit of the financial statements of National Oilheat Research Alliance (the Alliance) as of and for the year ended December 31, 2021, in accordance with auditing standards generally accepted in the United States of America, we considered the Alliance's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Alliance's internal control. Accordingly, we do not express an opinion on the effectiveness of the Alliance's internal control.

Our consideration of internal control was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and, therefore, material weaknesses or significant deficiencies may exist that were not identified. However, as discussed below, we identified a certain deficiency in internal control that we consider to be a material weakness.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies in internal control, such that there is a reasonable possibility that a material misstatement of the organization's financial statements will not be prevented, or detected and corrected, on a timely basis. We consider the following deficiency in the Alliance's internal control to be a material weakness.

#### ***Classification of Expenses and Receipts***

During our audit, we noted several expenditure and receipt transactions that were misclassified. Specifically, we noted the following:

- Expenditures of state rebates and assessments payable and refunds were classified in the wrong state and/or type of rebate.
- Receipts of assessments were classified to the incorrect state.
- Other receipts were posted to an unclassified revenue account.
- Certain expenses were classified inconsistent with accounting principles generally accepted in the United States of America.

The errors resulted in additional analysis and journal entries proposed by us and made by management to correct the classification of expenses and receipts. We recommend management implement procedures to enter transactions more accurately and to monitor the entry more effectively.

**Management's Response** – Management agrees with this comment and has implemented changes to processes including training of staff, a 100 percent review of 2022 state transactions to date for classification, regular samples of ongoing transactions, and planned changes to reporting to states to enable their assistance with monitoring of expenditures.

Board of Directors  
National Oilheat Research Alliance  
Alexandria, VA  
September 21, 2022  
Page 2

The Alliance's written response to the material weakness identified in our audit has not been subjected to the audit procedures applied in the audit of the financial statements and, accordingly, we express no opinion on it.

This communication is intended solely for the information and use of the Board of Directors, management and others within the Alliance, and is not intended to be, and should not be, used by anyone other than these specified parties.

Sincerely,

ROSS, LANGAN & McKENDREE, L.L.P.

A handwritten signature in black ink, appearing to read "Jeffrey P. Hayden".

Jeffrey P. Hayden, Partner  
Certified Public Accountant



**Internal Financial Statements**  
**For the Eight Months Ended August 31, 2022**



No assurance is provided on these financial statements.

National Oilheat Research Alliance, Inc.  
Internal Financial Statements  
August 31, 2022

	<u>Pages</u>
Table of Contents.....	1
Financial Summary.....	2
Statements of Financial Position.....	3
Statements of Activities.....	4



National Oilheat Research Alliance, Inc.  
Financial Summary  
For the Eight Months Ended August 31, 2022

NORA operated at a deficit of \$1.3 million for the first eight months of the year. This is the result of recording the state program expenses (Consumer Ed & Training, Research & Development and Home Efficiency) and state rebates in their entirety up front. Whereas, the revenue/collections are recorded throughout the year. We expect this to smooth out as we continue to receive collections.

Collections were approximately \$5.3 million for the first eight months of the year. This represents 64% of budgeted annual collections. Based on current trends, we expect to be in line with budget by the end of the calendar year.

The annual escrow is calculated at year end and will continue to be reflected as a variance throughout the year.

Central program expenses of \$1.2 million are behind budget by \$364,000 through August 31<sup>st</sup> as the expenses were not incurred.

State R&D program expenses of \$3.45 million are over budget by \$405,000 due to the \$1 million additional funds allocated in 2021 and 2022, respectively.

The Unallocated or non-programmatic expenses are approximately \$192,000 as compared to an annual budget of \$352,000. We expect some of the expenses to be incurred in the remainder of the year which will result in reducing the variance.

As of August 31, 2022, the NORA Statement of Financial Position continues to be very strong with \$12.9 million in available cash and \$3.8 million in escrow. This is offset by \$6.2 million in grants payable to the participating states and \$433,000 in other current liabilities. Accounts payable is current as are the other accrued expenses. Net assets are in excess of \$10.2 million.

**2021 Audit Update**

The 2021 annual audit is complete and all audit adjustments are reflected in the accompanying statements.

National Oilheat Research Alliance, Inc.  
Statements of Financial Position  
August 31, 2022 and December 31, 2021

ASSETS	August 31, 2022	Audited December 31, 2021
<b>CURRENT ASSETS:</b>		
Cash	\$ 12,873,201	\$ 10,082,112
Cash Held in Escrow	3,812,914	3,815,660
Accounts Receivable	-	33,368
Assessments Receivable	43,548	2,697,953
Security Deposit	24,514	24,514
Prepaid Assets	16,911	12,493
Prepaid State Assessments	-	55,928
Inventory - Books	42,667	-
Total Current Assets	<u>16,813,755</u>	<u>16,722,028</u>
<b>PROPERTY AND EQUIPMENT:</b>		
Office Furniture and Equipment	80,076	78,837
Website	45,450	45,450
Computer Equipment	3,819	3,819
Less: Accumulated Depreciation	(82,780)	(82,656)
Less: Accumulative Amortization (Web Site)	<u>(45,450)</u>	<u>(45,450)</u>
Total Property and Equipment	<u>1,115</u>	<u>-</u>
<b>TOTAL ASSETS</b>	<u><u>\$ 16,814,870</u></u>	<u><u>\$ 16,722,028</u></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES:</b>		
<b>Grants Payable:</b>		
State Rebate Obligations - Education	\$ 1,762,348	\$ 1,148,083
State Rebate Obligations - R&D	1,397,332	1,011,294
State Rebate Obligations - Energy Efficiency	515,413	343,765
State Rebate Obligations - Rebates	<u>2,554,292</u>	<u>2,106,810</u>
Total Grants Payable	6,229,385	4,609,952
<b>Other Current Liabilities:</b>		
Accounts Payable	192,877	103,025
Accrued Expenses	34,166	42,143
Accrued Salaries & Benefits	52,816	83,573
Deferred Rent	3,287	3,287
Refunds Payable	<u>150,000</u>	<u>415,152</u>
Total Other Current Liabilities	<u>433,146</u>	<u>647,180</u>
<b>Total Current Liabilities</b>	<u><u>6,662,531</u></u>	<u><u>5,257,132</u></u>
<b>NET ASSETS:</b>		
Unrestricted Net Assets	(725,791)	181,784
Pre-2014 Reauthorization Net Assets	55,933	55,933
Unavailable for Obligation until 10/01/2028	5,947,053	5,947,053
National Spending Not Yet Incurred:		
Research, development, and demonstration - not yet obligated	4,561,232	4,966,214
Research, development, and demonstration - obligated under contract	67,594	67,594
Heating oil efficiency and upgrade - not yet obligated	145,880	145,880
Consumer education, safety, and training - not yet obligated	<u>100,438</u>	<u>100,438</u>
Total Net Assets	<u>10,152,339</u>	<u>11,464,896</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u><u>\$ 16,814,870</u></u>	<u><u>\$ 16,722,028</u></u>

No assurance is provided on these financial statements.

National Oilheat Research Alliance, Inc.  
Statements of Activities  
Budget vs. Actual  
For the Eight Months Ended August 31, 2022

	YTD Actual 8/31/22	Annual Budget 2022	Variance	Audited 2021
<b>REVENUE:</b>				
Collections and Assessments:				
Collections	\$ 5,347,648	\$ 8,385,320	\$ (3,037,672)	\$ 9,426,660
Refunds	(501,847)	-	(501,847)	(965,252)
Escrow	-	(2,096,330)	2,096,330	-
Net Collections	<u>4,845,801</u>	<u>6,288,990</u>	<u>(1,443,189)</u>	<u>8,461,408</u>
<b>EXPENSES:</b>				
Program Expenses:				
Consumer Education and Training (Max. 30%)	1,687,183	1,859,697	(172,514)	1,670,757
Education and Training (Central)	107,486	280,000	(172,514)	257,398
Education and Training (States)	1,579,697	1,579,697	-	1,413,359
Research Development and Demonstration (Min. 30%)	2,094,297	1,859,697	234,600	2,466,539
Research Development and Demonstration (Central)	1,099,618	1,270,000	(170,382)	1,410,966
Research Development and Demonstration (States)	994,679	589,697	404,982	1,055,573
Home Energy Efficiency Program (Min. 15%)	909,163	929,848	(20,685)	1,055,725
Home Energy Efficiency Program (Central)	39,315	60,000	(20,685)	55,677
Home Energy Efficiency Program (States)	869,848	869,848	-	1,000,048
Total Central	<u>1,246,419</u>	<u>1,610,000</u>	<u>(363,581)</u>	<u>1,724,041</u>
Total States	<u>3,444,224</u>	<u>3,039,242</u>	<u>404,982</u>	<u>3,468,980</u>
State Rebates	<u>1,148,248</u>	<u>1,148,248</u>	<u>-</u>	<u>1,255,095</u>
Office Unallocated Expenses:				
Salaries and Consulting	75,000	165,000	(90,000)	102,525
Accounting	26,749	35,000	(8,251)	42,753
Insurance	9,258	15,000	(5,742)	672
Taxes	1,835	3,000	(1,165)	2,529
Postage	1,785	1,500	285	1,789
Web Pages	6,261	15,000	(8,739)	440
Rent and Telephone	2,987	20,000	(17,013)	5,184
Travel	1,892	1,000	892	3,216
Meeting Expenses	-	3,000	(3,000)	1,170
Office Supplies	-	1,000	(1,000)	2,061
Dues & Memberships	-	1,000	(1,000)	10,055
Bank Fees	5,840	6,000	(160)	10,259
Legal Expense	56,000	80,000	(24,000)	84,000
Payroll Processing Fees	3,937	-	3,937	3,340
Misc Expense	808	-	808	(30,117)
Equipment Maintenance	124	5,000	(4,876)	45
Total Office Unallocated Expenses	<u>192,476</u>	<u>351,500</u>	<u>(159,024)</u>	<u>239,921</u>
General and Special Projects:				
Assessment and Collection Costs	73,677	90,000	(16,323)	217,852
Annual Report	56,270	45,000	11,270	54,236
Total General and Special Projects	<u>129,947</u>	<u>135,000</u>	<u>(5,053)</u>	<u>272,088</u>
Other Expenses/(Income):				
Interest Income	(2,124)	(5,000)	(2,876)	(1,603)
Contract Revenue	-	-	-	(50,026)
Other Income	(828)	-	828	(9,458)
Total Other Expenses/(Income)	<u>(2,952)</u>	<u>(5,000)</u>	<u>(2,048)</u>	<u>(61,087)</u>
Net Deficit	<u>\$ (1,312,561)</u>	<u>\$ -</u>	<u>\$ (1,312,561)</u>	<u>\$ 1,562,370</u>

No assurance is provided on these financial statements.

# NORA RESEARCH

NORA Board of Directors Meeting  
Sept. 27, 2022

Tom Butcher

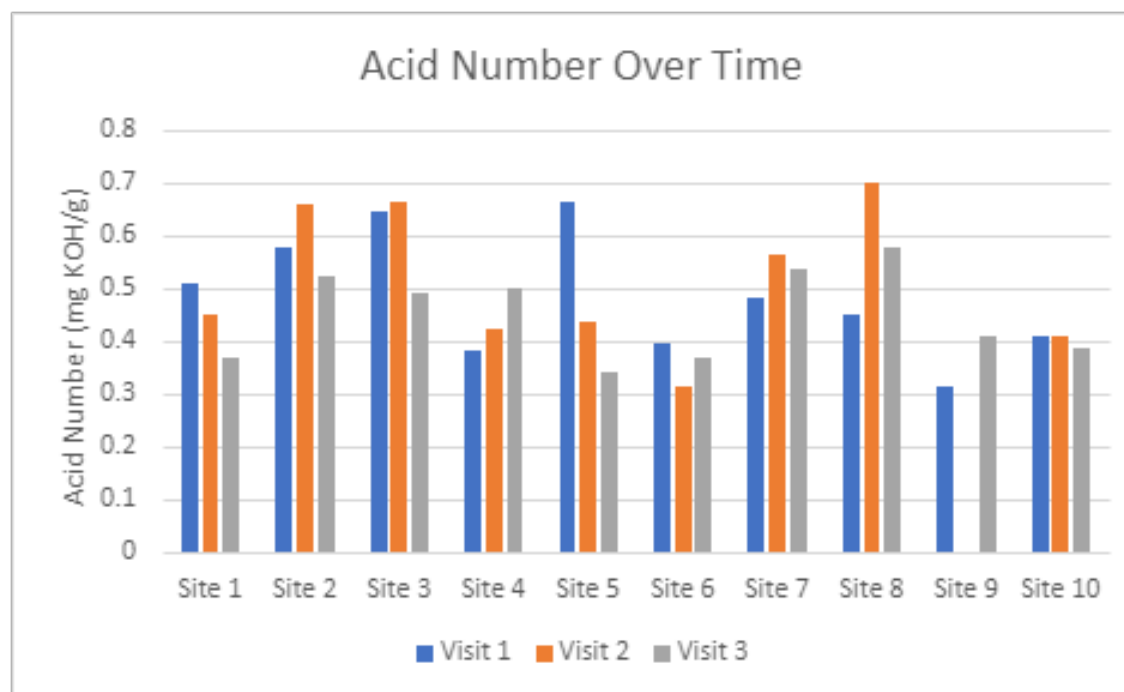
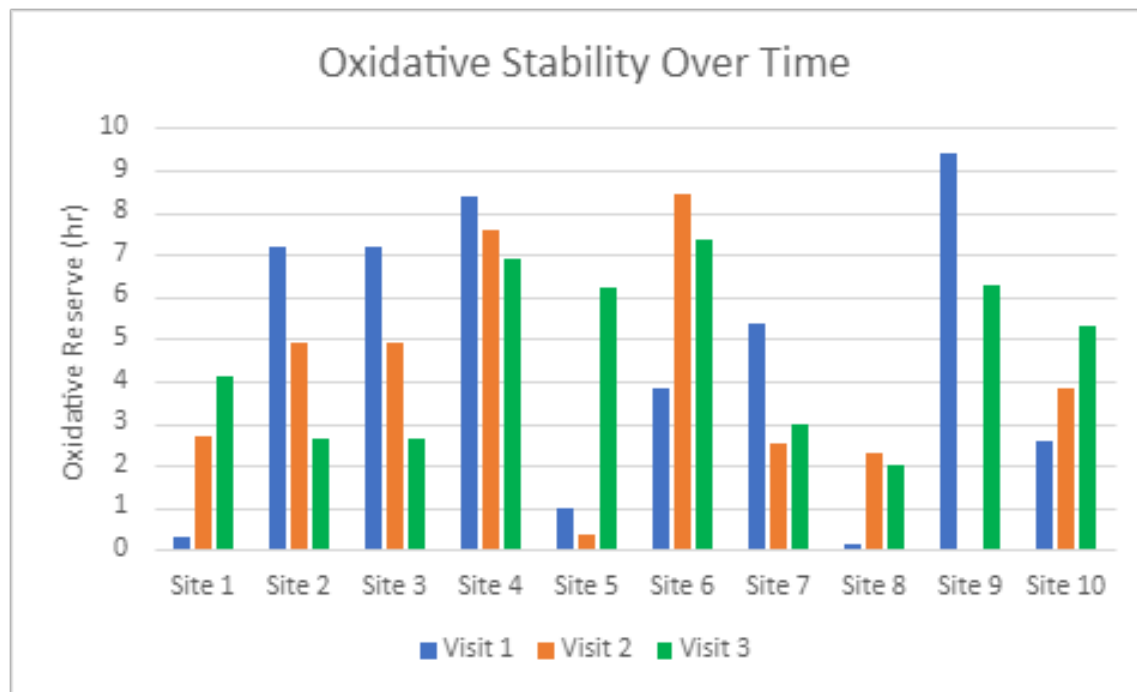
NORA Team: Ryan Kerr, Neehad Islam, Bob O'Brien, John Levey, Michael Persch  
(Intern), Tom Butcher

# Active Current Projects

- Advancing Biodiesel and Renewable Diesel
- Ethyl Levulinate (EL)
- SMTI Fuel-Fired Heat Pump Project
- ACT Burner Development Project
- Efficiency / Rebate Heat Pump Impact Project
- Zero GHG Home Concept

# Advancing Biodiesel and Renewable Diesel

- B100 Field Test at Hart Home Comfort is Continuing As Planned. Started Nov. 2021. 10 Sites. End of Summer Samples Recently Collected. Analysis in Progress.
- First Fall Delivery Just Occurred. Sampling to Start Next Week.



Visit 1 – Nov 2021, Visit 2 – Feb. 2022, Visit 3 – April 2022

# NORA In-House Rapid Coking Test

- Peerless Boiler
- 1 hour of steady state followed by 1000 cycles; 15s on and 60s off
- Fuels used:
  - B5 from downstairs tank
  - Soy based and part-UCO based
  - B50 made using part-UCO B100
  - Distilled B100
- Head pictures taken before and after test along with mass measurement
- 30 tests done on Peerless boiler under various conditions and fuels

# Baseline: Tests without refractory, with post purge

Before

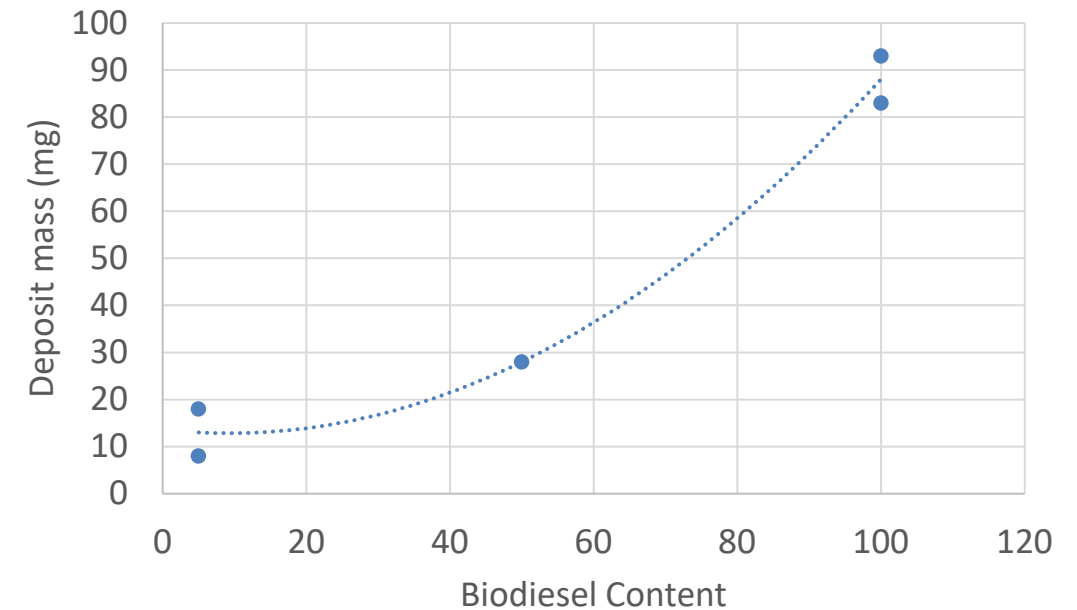
After

Mass Difference

B5



B100





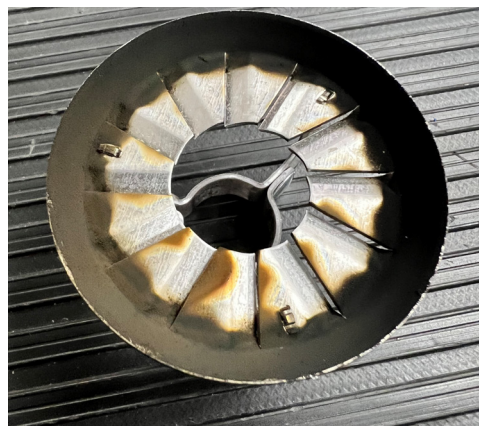
# Tests with refractory and 30s post purge

Before

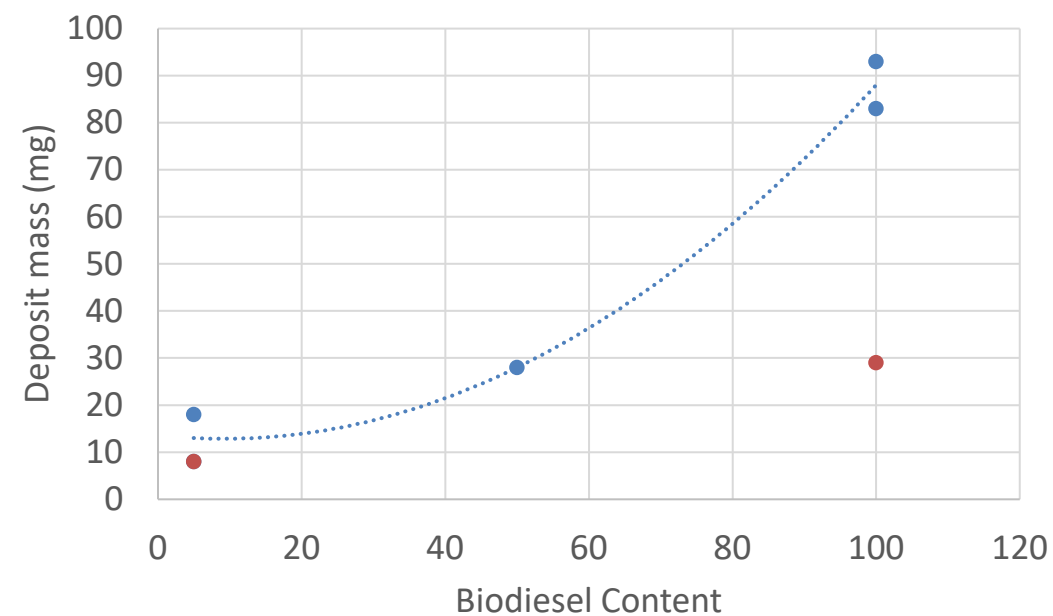
After

Mass Difference

B5



B100



# NORA Rapid Coking Test – Observations to Date

- Increasing biodiesel content leads to more deposit
- Less deposit mass with added refractory
- Cycling as a key source of deposit mass
- Post-purge helps reduce deposits
- Distilled biodiesel less mass than non-distilled

This work is ongoing. In parallel our Engineering Intern – Michael Persch is developing a concept for a Master's Thesis at Stony Brook University modeling the practical impacts of biodiesel's distillation characteristics on liquid fuel flow back to the burner head.

A limited field test of distilled biodiesel is also being started in collaboration with Cubby Oil.

# Changes in Fuels Along the Supply Chain

- In parallel with the B100 Field Tests a new project has been started in collaboration with Advanced Fuel Solutions to evaluate changes in fuel quality along the supply chain.
- Four field sites have been identified.
- A detailed project plan has been developed.
- The first kick-off and fuel sampling effort has been done at 2 of the sites.

# Renewable Diesel Testing

At the NORA Plainview Lab we are preparing to launch a new initiative on Renewable Diesel;

Pump, elastomer, combustion testing;

Focus on RD/Biodiesel blends;

Three Renewable Diesel suppliers will provide larger fuel samples for this work.

## Other Biofuel Topics

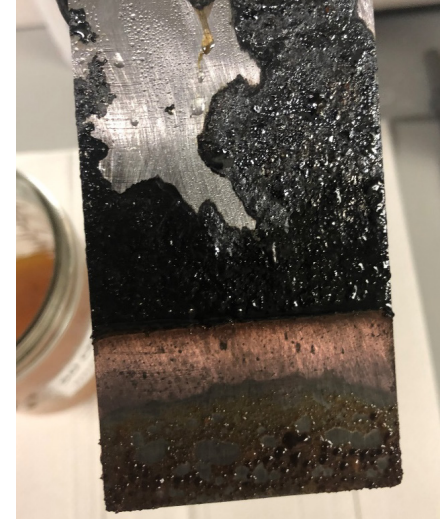
- NYC School Construction Authority (SCA) is very interested in exploring biodiesel as an alternative to electrification for cost reasons;
- We are providing technical assistance as they develop three B100 pilots.
- Suntec has asked us to continue pump testing with some alternative seal configurations and we are planning to do this.
- We continue to work with UL on getting the B100 burner standard in place, in collaboration with R.W. Beckett, Carlin Combustion, and CFAA.

# Major Tasks in NORA/CFAA SoW

- Support manufacturers in market introduction of high blend products;
- Support UL process;
- High blend field testing and experience documentation;
- In-field storage and stability studies;
- Cold flow needs for high blends;
- General troubleshooting;
- Reports and conference presentations;
- Emissions studies.

# Ethyl Levulinate (EL)

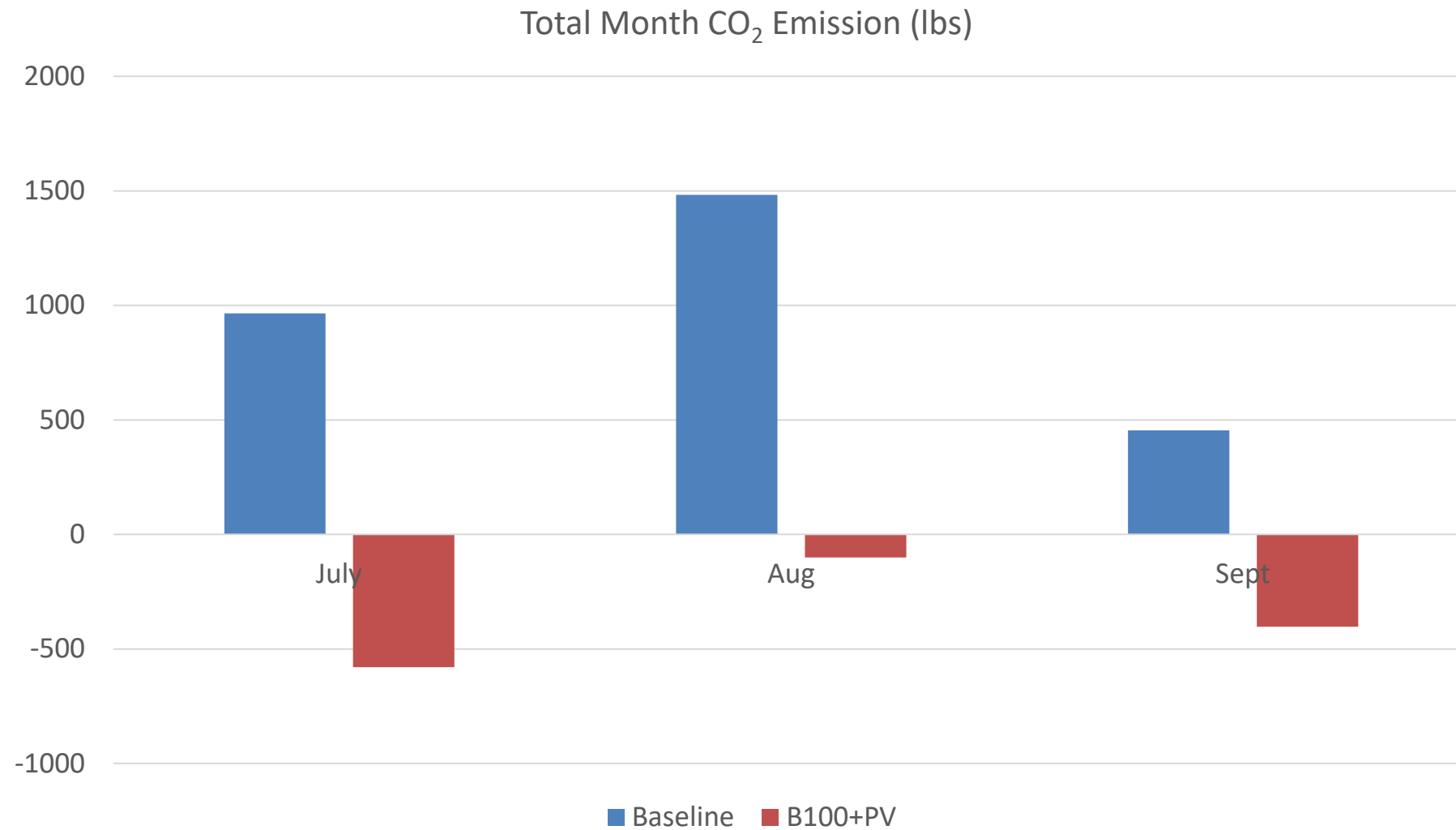
- We have just received a “new” sample of EL and steel corrosion tests are starting.
- Earth Shift Global has completed a detailed review of the GHG emissions associated with EL production. Their approval of these emission numbers allows us to complete the planned publication on EL.



# Other R&D Topics

- We have completed development and testing of a modulating burner concept for the SMTI ammonia-water heat pump. Using an on/off approach we have been able to extend the modulation range to the target 3/1. SMTI has asked us to integrate the control concept for them.
- NORA contractor Advanced Combustion Technology (ACT) is continuing to work on their air-atomized modulating burner concept. They plan to soon bring the burner up to NORA for some preliminary tests.
- Some additional pumpover / polishing tests have been completed with fine filtration. The produced fuels meet the ASTM new fuel specs. Additional tests are planned.
- We continue to support the developing plans for the Zero-carbon home concept, and this will include adding monitoring systems to selected homes.





Butcher home PV production summary to date

# Outreach

Neehad Islam made a poster presentation on NORA and Biodiesel at the Advanced Energy Conference in New York on September 7<sup>th</sup>. This is a larger regional conference with about 800 participants.

Tom Butcher and Ryan Kerr participated in the 17<sup>th</sup> International Conference on Stability, Handling, and Use of Liquid Fuels (IASH) presenting a paper: *Monitoring Biodiesel Blends in Heating Applications – Effects of Exposure Conditions*.

NORA has three papers which have been accepted for presentation at the ASHRAE Winter Meeting in Atlanta in February:

1. Neehad Islam, *Analysis and Optimization of Integrated Hydronic Heating and Air-Source Ductless Heat Pump Systems*
2. Tom Butcher, *Decarbonization of Liquid Heating Fuels*
3. Richard Sweetser, *Comparing the Economics and Emissions Impact of Residential Heat Pump Conversions versus Increasing Bioblends in Liquid Fueled Heating Appliances*

These papers will be published in the conference proceedings.

# NORA Education Update

Bob O'Brien

September 27, 2022



# Goals and Objectives Update

- **Combine educational resources into a single locus for use by technical personnel of all skill levels.**
- *Multiyear process*
- **Use the new technician's manual as the foundation for a turnkey curriculum including power point presentations and an instructor's guide for classroom and hands on guidance**
- *Power point presentations & quiz for each chapter completed. Instructor guide in progress, completion by 11/30/22*

# Goals and Objectives Update

- **COMPLETE:** Audio recording & digital version of Manual posted online at [Learning.NORAweb.org/manual](http://Learning.NORAweb.org/manual)
- **Increase awareness & uptake of certification program**
- *Larger dealer interest establishing in house training- MD/DE & Westchester NY.*
- *HOMES rebate program requires BPI 2400 compliance*

# NORA Silver= BPI Heating Specialist



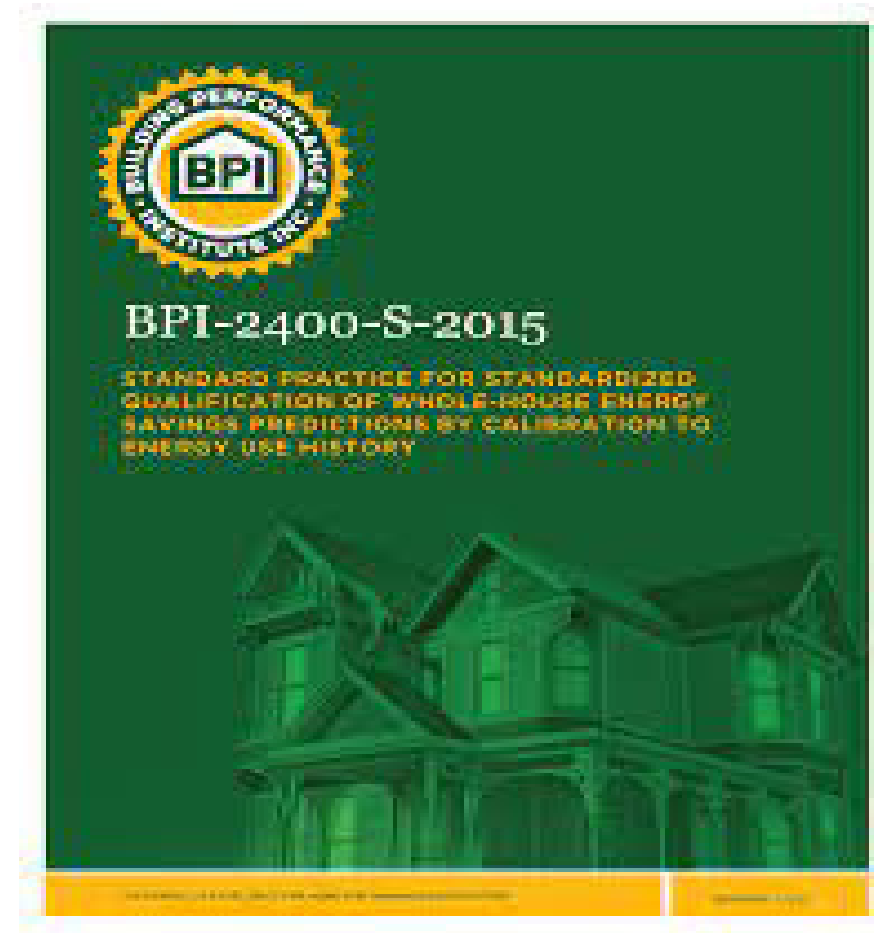
# IRA of 2022 - Hope For Homes

- Homeowner Managed Energy Savings
- \$2K greater than 20% but less than 35%
- \$4K greater than 35%
- Doubled for low income
- State administered rebate
- Performance based model, no fuel exclusions



# BPI 2400

- Protocol to predict energy savings for various upgrades
- Sec of DOE can authorize alternate methods to quantify potential savings
- QA required
- HPwES requires both BPI building analyst & heating specialist certification





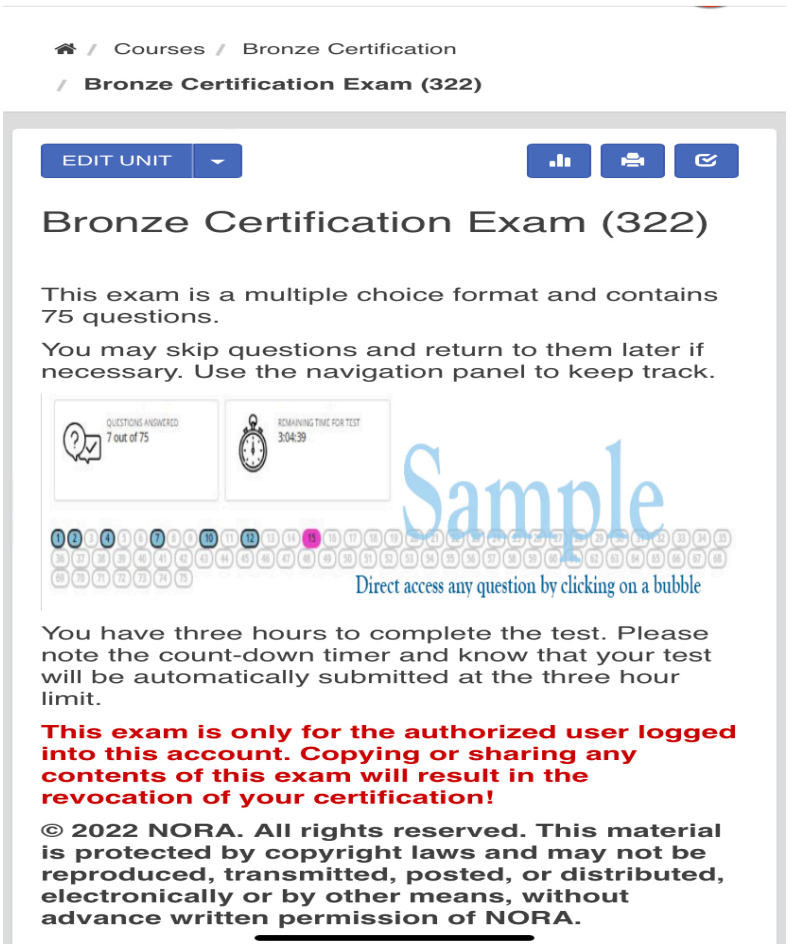
# NORA/BPI

- Possibility of incorporating BPI BA training & testing
- Anyone can challenge test, no training required
- Both written and field test are mandatory
- BPI Standards Technical Committee – JL & RO
- Heating oil to liquid fuel- reduce CO limit



# NORA Certification Testing

- Test security has been an issue
- Paper tests dissuaded but still in use
- Completely online by 12/31/22
- Enforcing copyright
- 75 questions
- 78% to pass
- VT, BPI



The screenshot shows the NORA Bronze Certification Exam interface. At the top, there is a breadcrumb trail: Home / Courses / Bronze Certification / Bronze Certification Exam (322). Below this is a blue button labeled 'EDIT UNIT' with a dropdown arrow. To the right are three icons: a bar chart, a printer, and a share icon. The main title is 'Bronze Certification Exam (322)'. Below the title, it states: 'This exam is a multiple choice format and contains 75 questions. You may skip questions and return to them later if necessary. Use the navigation panel to keep track.' There are two status boxes: 'QUESTIONS ANSWERED 7 out of 75' and 'REMAINING TIME FOR TEST 3:04:39'. Below these is a row of 75 question bubbles, with the 10th bubble highlighted in pink. A large blue 'Sample' watermark is overlaid on the interface. Below the bubbles, it says 'Direct access any question by clicking on a bubble'. A paragraph follows: 'You have three hours to complete the test. Please note the count-down timer and know that your test will be automatically submitted at the three hour limit.' A red warning box states: 'This exam is only for the authorized user logged into this account. Copying or sharing any contents of this exam will result in the revocation of your certification!'. At the bottom, a copyright notice reads: '© 2022 NORA. All rights reserved. This material is protected by copyright laws and may not be reproduced, transmitted, posted, or distributed, electronically or by other means, without advance written permission of NORA.'

# HVAC Excellence

- HVAC community woefully uninformed about liquid fuels
- Proposal submitted & accepted
- Conference for HVAC instructors
- March 2023

[Viewing](#) > [Home](#) > [HVAC Excellence](#) > [Conference](#) > [Sessions](#) > **Session Details**

## Introducing Technicians to Renewable Liquid Fuels

*Presented by:* [Robert OBrien](#)

The transition from petroleum-based heating oil to renewable liquid fuels is well under way with many states already having mandates as well as a self-imposed industry goal of being net zero carbon by 2050 with benchmarks along the way.

The two fuels are very similar but there are some differences that can effect service procedures. As this conversion happens, Technicians servicing the 5 million plus sites using liquid fuels need to be up to speed on what to expect. This session is geared towards those already providing training for the oil heat market as well as those interested in entering the space with the move towards renewable fuels.

The program will cover the similarities and differences between fossil and renewable fuels in all aspects, handling and storage, material compatibility, combustion, flame sensing and how to service and maintain burners using these fuels properly and with confidence.

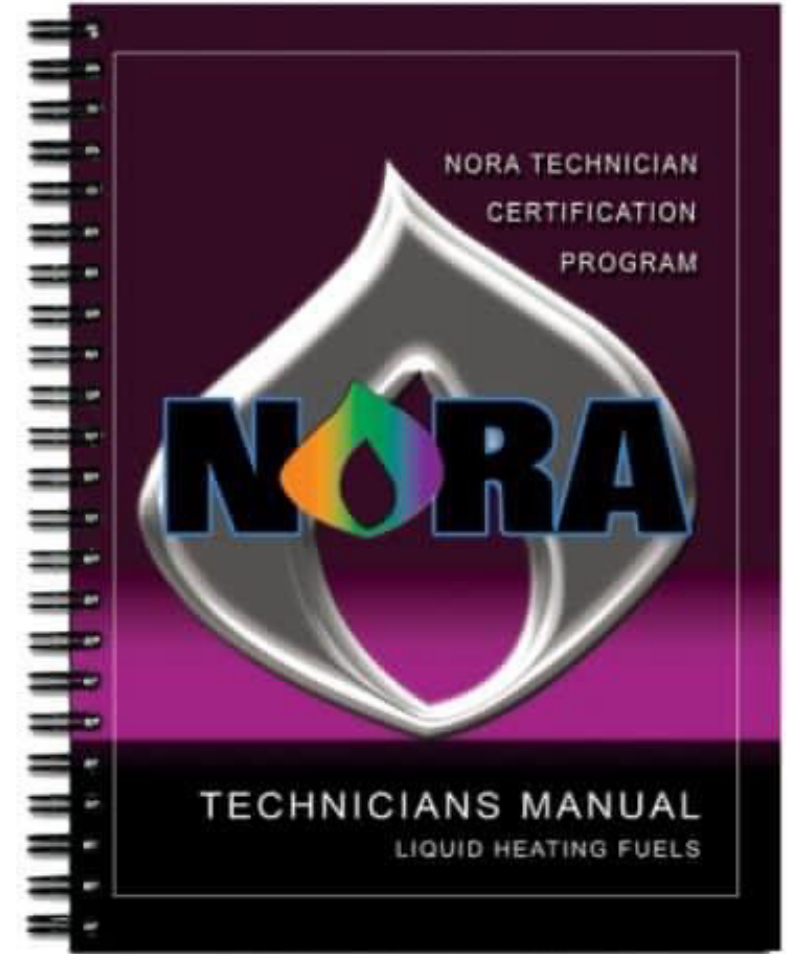
# Building Performance Association

## Decarbonization with Renewable Liquid Fuels

- Trade association for building performance contractors, energy auditors
  - Proposal submitted, as yet not accepted
  - National conference in April 2023
  - Northeast conference in June 2023
- The Inflation Reduction Act has added liquid fueled appliances to the eligibility list for section 25C tax credits beginning in 2023 provided they can operate on 20% renewable fuels, which they currently are rated for. Effective 2027, the requirement moves up to 50% renewable capable. In addition, the IRA makes \$500 million available to the USDA to support downstream biofuel blending infrastructure.
  - Currently 5 million homes and businesses use liquid fuels to provide space heating and domestic hot water. Renewable liquid fuels provide a path to decarbonize rapidly and at a low capital cost, freeing funds to pursue weatherization and other energy saving envelope improvements. This can provide greater savings for the homeowner and a larger, faster reduction in carbon output.
  - This presentation will introduce renewable liquid fuels
  - What are renewable liquid fuels?
  - How do they differ?
  - Advantages, disadvantages
  - Implementing a transition to renewable liquid fuels
  - Adding a renewable liquid fuel option to your toolbox

# Technician Manual

- New Technicians Manual
- Some additional in-depth material to be added on biodiesel & renewable diesel
- Digital and audio accompaniment now available
- Sales as of 9/15 1.1K
- Spanish language version a possibility



# QR Code

## Chapter 1 Liquid Heating Fuel

### Chapter 1: Additional Resources

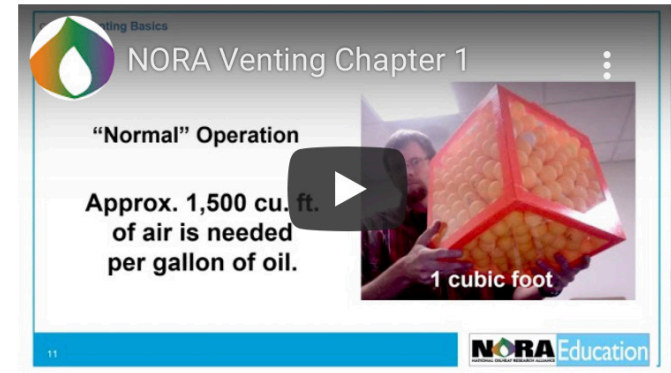
NORA has compiled a library of additional technical resources for your continued education. Scan the QR code or go to the web address. Check back often, as NORA will continually add content as it becomes available.



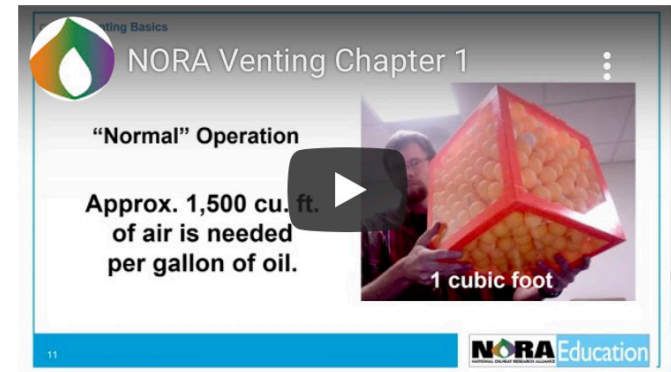
You will find:

- Videos
- Technical Bulletins
- Instructions
- and More

[https://Learning.NORAweb.org/liquid\\_heating\\_fuel](https://Learning.NORAweb.org/liquid_heating_fuel)



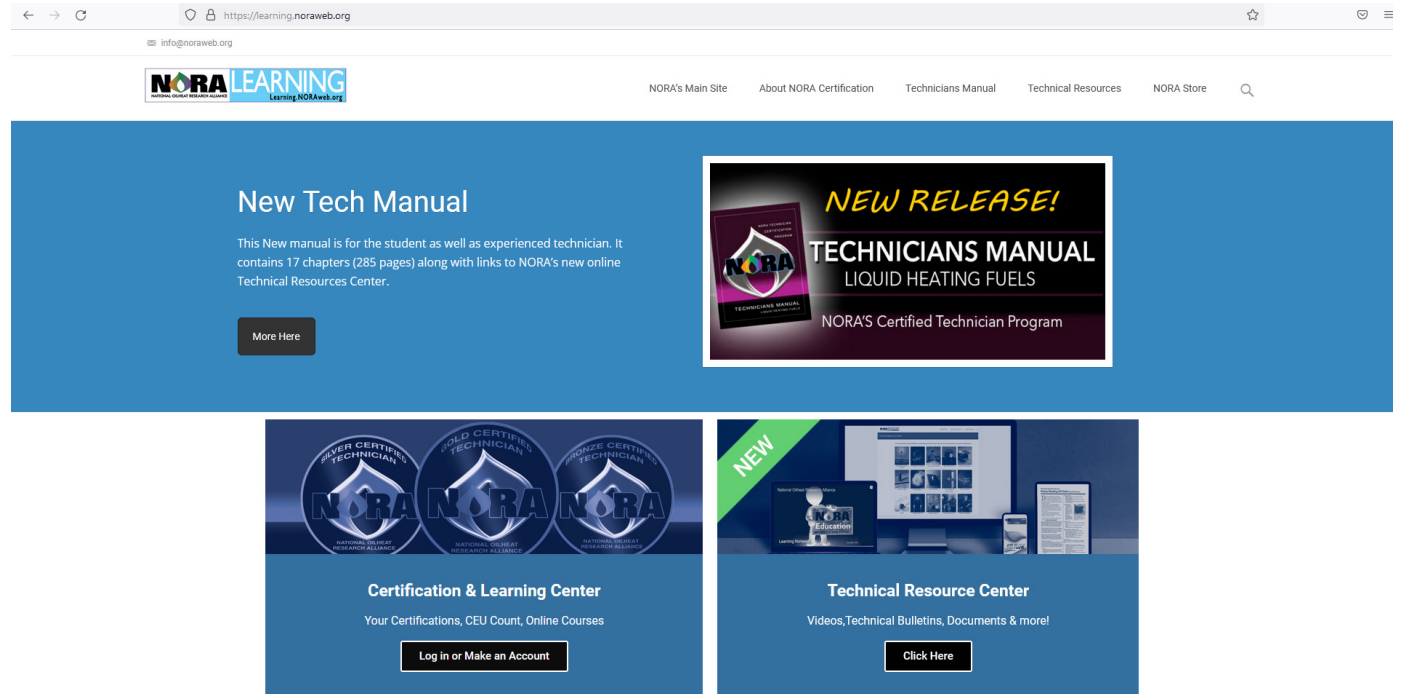
Draft at Breach & Over Fire



Adjusting the Draft Regulator

# Technical Resource Center

- Continually updateable
- OEM bulletins& guides
- OEM videos
- NORA generated content
- Short task-oriented videos
- “Living addendum”









Officers and Executive Committee  
Proposed 2023

Immediate Past Chairperson – Rick Bologna

Chairman - Roger Marran

First Vice-Chairman –

Second Vice-Chairman -

Treasurer - Eric DeGesero

President – Michael Devine

Executive Committee:

Mario Bouchard	Granby Industries
Matt Cota	Vermont Fuel Dealers Association
Rick Bologna	Westmore Fuels
Leann Panebianco	Panco Petroleum
Steve Clark	Genesee Heat
Kate Duffey	D.E. Duffey & Sons
Dan Mattice	Reinhardt
Sandra Farrell	Northboro Fuel
Gary Sippin	Sippin Energy
Scott Vadino	F.W. Webb
Randy Groft	Griffith Oil
Allison Heaney	Skaggs Walsh
Claudette Townsend	Dead River
Charlie Uglietto	Cubby Oil
J.W. Hackett	Global Partners