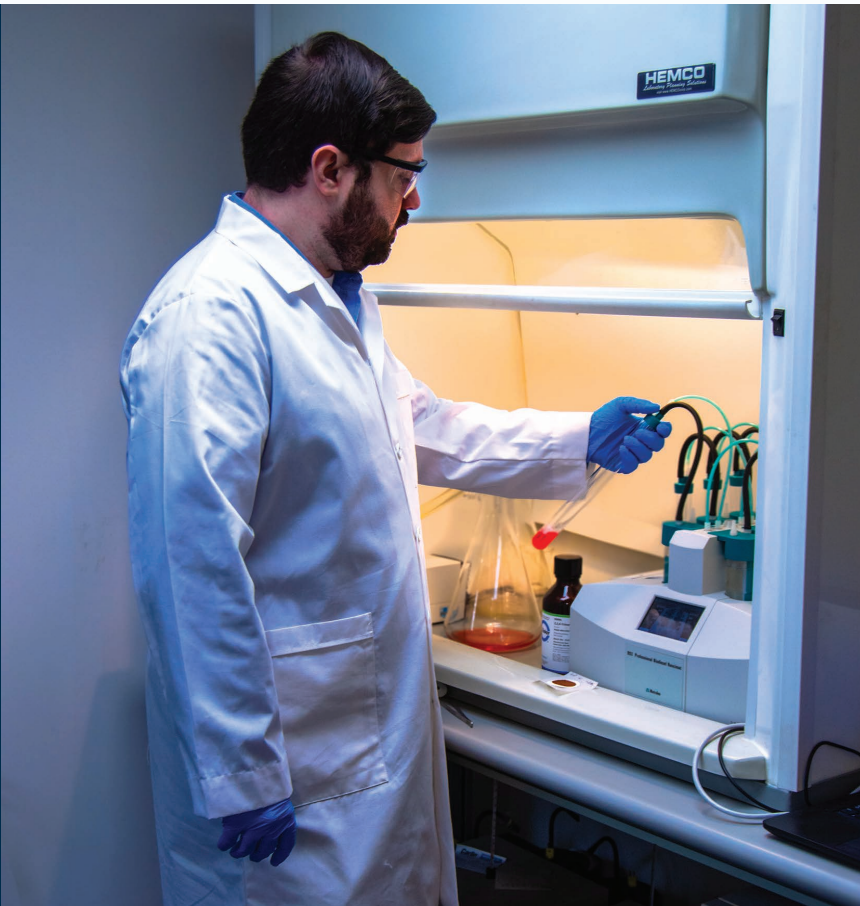


ANNUAL REPORT 2023



# NORA 2023 Directors

Congress authorized NORA in 2000 to facilitate the liquid heating industry’s efforts to provide more efficient, more reliable and lower-carbon home heating and hot water to six million homes.

NORA receives \$0.002 at the wholesale level on every gallon of liquid heating fuel sold in the 21 states who voluntarily participate in the NORA program.

NORA receives no federal funds and is 100% industry funded.

As mandated by Congress, NORA directs annual fee receipts to support (1) Consumer Education, Safety & Training; (2) Research, Development & Demonstration; and (3) Heating Oil Efficiency & Upgrade Program.

For more information about NORA, visit [NORAweb.org](http://NORAweb.org) or contact [info@noraweb.org](mailto:info@noraweb.org).

NORA is governed by a Board that represents both wholesalers and retailers from every state where NORA operates. The Board also includes representatives from the research and manufacturing sectors. It meets twice a year and is responsible for the overall governance of the Alliance.

### NORA 2023 Officers:

*Chairperson*  
Roger Marran

*Vice Chair*  
Kate Duffey

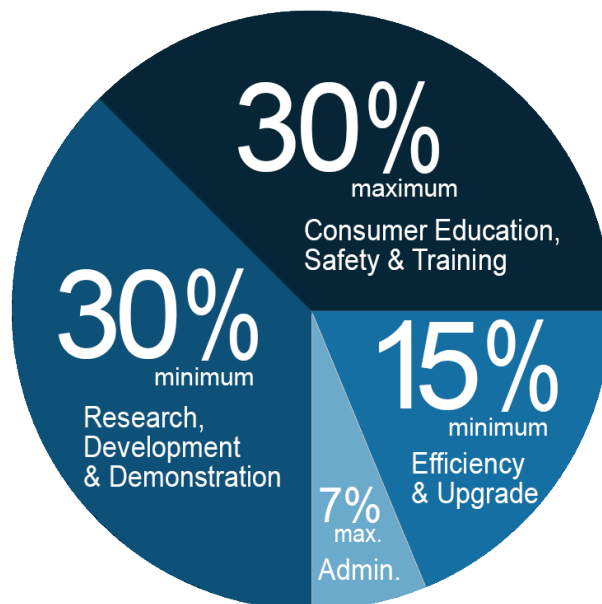
*Treasurer*  
Eric DeGesero

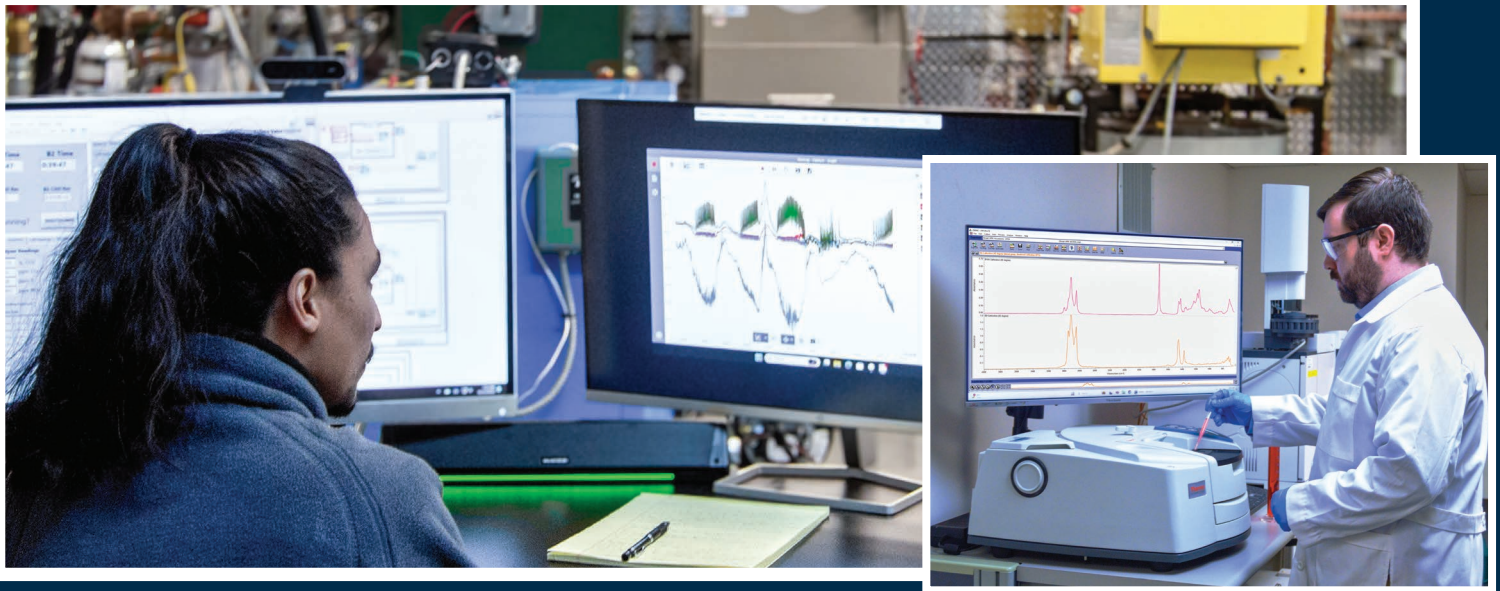
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Mike Van Doren  
Scott Vandino  
Dave Walton

NORA spending must be directed to three major areas for the advancement of liquid fuel heating technology, education & efficiency.





## NORA Activities

NORA activities cover a broad range of areas at the state, regional & national levels. The statutory areas of involvement are:

Research, Development & Demonstration, Consumer Education, Training & Safety and Energy Efficiency. NORA's continued focus is on the Safety, Reliability and Efficiency of home heating systems for American consumers.

### R & D focuses on Efficiency, Reliability & Renewable Liquid Fuels

#### RENEWABLE DIESEL FOR LIQUID FUEL HEATING

Renewable diesel (RD) serves as an alternative to the widely adopted biodiesel and can be produced from the same feedstocks, including vegetable oil, waste oils, greases, and fats.

In the U.S., heating fuel is defined under the ASTM D396 standard, which specifies that heating fuels must be hydrocarbons with only trace amounts of oxygen. While certain grades of heating fuel do have specified levels of biodiesel, RD meets all the current specifications, so no formal changes to the D396 standards are necessary. Additionally, a manufacturer of residential liquid fuel burners has officially stated that their products are compatible with RD.

The cold flow properties of RD can be enhanced through isomerization, making it a potentially attractive option for colder climates. NORA has conducted basic com-

bustion testing of RD in market-available heating appliances, finding its performance to be very similar to that of petroleum heating oil.

NORA is now extending its efforts to longer-term testing on the compatibility of RD with commonly used fuel pumps, particularly focusing on elastomer components. NORA is planning to conduct long-term, aggressive pump cycling tests with RD.

#### CODES AND STANDARDS

The use of liquid fuels for heating in residential and commercial buildings is conducted in strict compliance with building codes to ensure safety. These codes typically incorporate standards published by the NFPA. Major equipment and system components are approved by Nationally Recognized Testing Laboratories (NRTL), often following test protocols published by UL for specific components, such as burners, pumps, boilers, furnaces, and controls.

These codes and protocols rely on standards published by ASTM to define the properties of the fuels used and the test procedures to verify those properties. In some instances, European or other international standards are integrated into these ASTM standards.

Significant prior achievements include the development of an ASTM specification for 100% biodiesel and modifications to the liquid heating fuel standard to include the definition of biodiesel blends. Additionally, changes to the NFPA codes have been implemented to allow manufacturers to claim that their products are suitable for



use with biodiesel blends. The National Oilheat Research Alliance (NORA) has also developed recommendations to ensure that tanks remain secured during flood events.

NORA has focused on collaborating with UL to modify equipment test protocols to facilitate the approval and listing of burners and other components designed for use with biodiesel. NORA's technical staff members are active participants in the UL Standards Technical Panel (ULSTP) for burners and pumps.

In discussions within the ULSTP, a decision was made to adopt the ASTM standard for the definition of biodiesel and to develop a unified test protocol for listing burners that can operate on fuels ranging from B20 up to 100% biodiesel.

This work on burners has extended to fuel pumps, with many of the same specifications and testing protocols applied.

The modification to the relevant standard is now finalized, and at least one manufacturer has successfully completed testing to list their pumps for biodiesel use.

The option to use both fossil fuels and renewable liquid fuels in home heating necessitates the development of new American Society of Testing and Materials (ASTM) fuel standards, modifications to existing codes such as the National Fire Protection Association (NFPA) standards, and the establishment of new Underwriters Laboratories (UL) test protocols. These measures are essential for enabling the commercial sale of biofuel-compatible system components.

## HIGH BIODIESEL BLENDS LAB TESTS

NORA has continued to utilize a standard testing method to develop combustion pro-



files. This procedure has been applied to various fuels, many of which have been tested under multiple system configurations, allowing for the compilation of a comprehensive database of combustion profiles. This database facilitates the rapid evaluation of different fuels across various equipment.

As part of its ongoing efforts to provide technical support to the industry and enhance equipment, NORA has collaborated with a leading global fuel pump manufacturer. The goal was to ensure that the pumps they produced were specifically designed for and compatible with 100% biodiesel. T

Together, NORA and the manufacturer developed an advanced testing procedure to evaluate these pumps swiftly and identify any potential issues. This procedure involved rapidly cycling the pumps, incorporating a few minor modifications enabled by both NORA and the manufacturer to continuously monitor the pressure within the pumps.

## COLD FLOW & HIGH BIODIESEL BLENDS

Over the past fifteen years, biodiesel has emerged as the most widely accessible and utilized renewable liquid heating fuel. A significant number of residences in the Northeast have already adopted a blend of 20% biodiesel with heating oil—referred to as B20, with BXX denoting any other biodiesel percentage—as the standard. Several liquid fuel marketers are investigating delivery blends extending up to B100 for select customers.

Four fuel storage tanks were installed at the Connecticut Energy Marketers Association site located in Cromwell, Connecticut, to facilitate field testing of immersion heaters with higher wattage. The fuel supply lines, which were heated utilizing fuel line heaters, were connected from the heating systems within the building to each of the tanks, thereby allowing for fuel extraction. Each tank was equipped with in-tank immersion heaters, each possessing a measured power rating of approximately 290 watts. Temperature sensors accompanied by data loggers were strategically placed throughout the entire setup.

The heating systems at the Cromwell facility operated to provide thermal energy to the site for the remainder of the heating season and were deactivated in April



2023. Data collection concluded at that time as well. The collected data underwent processing and analysis during the summer of 2023, culminating in the preparation of a report for internal review by the National Oilheat Research Alliance (NORA).

In September 2023, a plan was formulated to extend testing into the 2023-2024 heating season. For this subsequent phase, it was determined that only two tanks would be employed, both containing Fuel 1. The fuel line heaters were replaced with those that are thermostatically activated at 50°F, in contrast to the 38°F activation temperature of the heaters utilized in the initial testing phase. All proposed modifications were executed during the first week of October 2023.

In 2023, NORA also collaborated with the Clean Fuels Alliance America to conduct an outdoor tank test utilizing the Mix-5 additive. This test involved five homes selected by a New York-based fuel marketer. These residences, all equipped with outdoor fuel tanks, received multiple deliveries of B50 fuel treated with the Mix-5 additive. NORA conducted multiple site visits to collect fuel samples from the tanks, which were subsequently tested for alterations in the fuel's pour point.

## HIGH EFFICIENCY LIQUID FUEL HEAT PUMP

NORA, in collaboration with the liquid fuels industry, is exploring the development and market introduction of fuel-fired heat pumps. These heat pumps have the potential to achieve significantly higher thermal efficiency—approximately 140% from fuel input to thermal energy output—while operating on 100% renewable fuels.

NORA is working with a Tennessee-based manufacturer that has developed an ammonia/water absorption system.

This system was initially designed for use with natural gas and has undergone several successful field trials. The manufacturer reports that commercial production of gas-fired products has begun.

It is NORA's understanding that the U.S. Department of Energy (DOE) has supported this initiative for natural gas. Given the similarities with the combustion process, NORA sees an opportunity to leverage this important work. Additionally, the New York State Energy Research and Development Authority (NYSERDA) has provided further funding to ensure that a highly efficient renewable fuel application is available for the extreme cold conditions of New York.

So far, all testing has been conducted using 100% biodiesel; however, the system could also operate with renewable diesel or other similar fuels. NORA will evaluate the potential of ethyl levulinate as a fuel source, which could lead to an additional 20-40% reduction in greenhouse gas emissions.

NORA has developed a programmable controller-based system that accepts a firing rate request signal from the system control board. This system will manage ignition, fuel pressure, and airflow rate

to automate the operation and modulation of the burner. After successful prototype testing, it is anticipated that all control functions will be integrated into a single programmable controller.

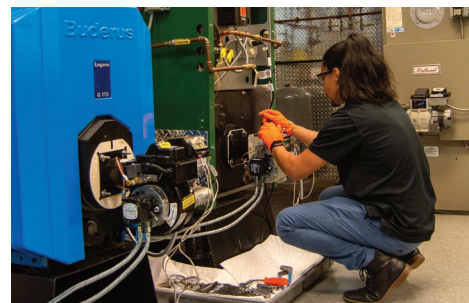
This has demonstrated the technical feasibility of renewable liquid fuels in an efficient, fuel-fired absorption heat pump.

## BIODIESEL HIGH BLENDS FIELD STUDY

Over the years NORA has developed a system for evaluating field sites, collecting essential data and multiple fuel samples for analysis at the NORA laboratory.

During the initial visit to a site, the team gathers important details, including the make and model of the burner and boiler, pump pressure, and nozzle spray angle, among other notable factors. A flue gas combustion analysis is then conducted to ensure that the heating system operates safely and efficiently.

From each site, two fuel samples are collected: one from the fuel tank and another from the pump bleeder port.



The tank sample provides insights into the bulk fuel storage and can help identify changes in fuel quality over time, while the sample taken from the pump bleeder offers a snapshot of the fuel that directly supplies the pump and burner.

Fuel samples were collected from test sites in New York; all of these sites demonstrated improvements in their oxidative reserve and acid numbers. This aligns with the theory that fuel quality may decrease during the summer months, but the delivery of fresh fuel during the heating season enhances overall bulk fuel stability.

Additional samples were drawn from test sites in Massachusetts, it was determined that stability levels remained within standard parameters

## Consumer Education, Safety & Training

### TECHNICIAN TRAINING & CERTIFICATION

Liquid heating fuel technician training is a priority of NORA. To elevate and standardize technician training, NORA offers levels of certification ranging from the entry level Bronze Certification, the Silver Certification for experienced technicians and an advanced Gold Certification, which requires advanced training in several disciplines. Since this program was adopted, two states (Vermont and New Hampshire) and two counties in New York have adopted it for the state license or regional license.



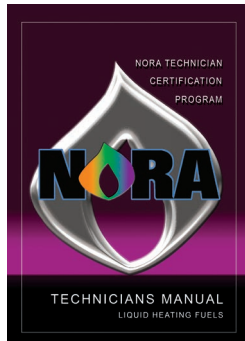
The Bronze Certification, an entry level certification for persons who have minimal field experience. The program requires a minimum of 80 hours of classroom and lab instruction at a NORA certified school.

The Silver Certification program is designed for technicians who already have three or more years' experience in the field.

Gold Certification, the highest awarded by NORA, is for those wishing to move beyond basic installation and repair. Gold prepares technicians to provide systems analysis, advise customers about equipment needs, diagnose home comfort problems, and provide efficiency recommendations.

### TECHNICIANS MANUAL FOR LIQUID HEATING FUELS

An accurate, widely accepted technical manual is required for both training new technicians and as a reference for experienced technicians. To meet this need and provide a textbook for its Liquid Heating Fuel Certified Technician program, NORA released the *Technicians Manual for Liquid Heating Fuels*. This has become "the" reference used by every vocational training program that offers liquid fuel training—including high school vocational programs, community colleges, State associations and both for profit and non-profit trade schools.



This manual presents to students, apprentices, and experienced technicians the latest in liquid fuel heating service and installation information in a readable format with hundreds of photos, illustrations, charts, and tables making it the de facto standard technical manual in the liquid fuel industry.

Additionally, the manual is available in an audio file format which is particularly useful for those with limited reading abilities as well as those for whom English is their second language. A pdf and "flipbook" version is also available.

### TECHNICAL RESOURCE CENTER

The liquid heating fuels industry is evolving rapidly as renewable fuels are incorporated into the fuel supply in ever-increasing blends while heating equipment is simultaneously becoming more efficient.

*Technicians Manual for Liquid Heating Fuels* is the foundation of the NORA technical education program, and it is vital that it remains current. The pace of change is so rapid and continuous updates would not be practicable to continuously update the book.

In response NORA decided to develop an online technical resource to serve as a way to continuously update information, and provide recent technical information and support to service professionals.

A QR code was printed on the last page of each chapter of the NORA's *Techni-*



As part of its Education program NORA has compiled a library of technical resources for your use. Check back often as new content is regularly added.



*cians Manual for Liquid Heating Fuels*. The format of the technician's manual was followed when laying out the technical resource center to allow easy reference by topic or by QR code. Each virtual chapter contains in-depth material from manufacturers, industry educators and NORA produced content. An emphasis is placed on providing content in as many formats as possible, written, audio and video.

### IN THE LOOP PODCAST

In the spring of 2023, NORA launched "In the Loop with NORA," a podcast designed to educate both the liquid heating fuel industry and consumers about the advancements NORA is making in technical education and research.



[IntheLoopwithNORA.org](http://IntheLoopwithNORA.org)

Each monthly episode features one or more industry experts. Topics from the first season include "Sharpen Your Skills with NORA Technical Education & Training," "Industry Leaders Discuss the Shift to Renewable Fuels," "State Executives Discuss Fueling the Future with Renewable Liquid Fuels," "Championing Higher Blend Fuels with Industry-Leading Retailers," and "Advancing Liquid Fuel Home Heating with Service Professionals."

### ACCREDITED INSTRUCTORS

The NORA Accredited Instructor program was established to ensure that technicians trained in NORA schools, unions, and companies within the liquid heating fuels industry receive an education that optimally benefits them, their customers, and their compa-

nies. Service professionals in this industry serve as the first and most crucial point of contact for customers. They are responsible for ensuring that heating systems operate at maximum efficiency, safety, and reliability.



The program begins with each participating trainer delivering a prepared presentation, which is then critiqued by both the instructor and the class to establish a baseline. From this point, the instructor guides the participants through the teaching process to enhance their lessons, transforming

them from merely conveying facts into creating a meaningful and comprehensive learning experience for the students.

The emphasis of the NORA Accredited Instructor program is to present the curriculum in a manner that enables students to truly "own" the information rather than simply hearing it.

## CSR TRAINING

As the liquid fuel industry undergoes a transition toward renewable fuels, Customer Service Representatives (CSRs) will assume a pivotal role in informing consumers about the benefits associated with re-

newable fuels. To facilitate this initiative, the National Oilheat Research Alliance (NORA) has established a certification program specifically designed for CSRs.



Unlike many other sectors, it is noteworthy that more than 75% of phone inquiries to retailers are received and addressed by live personnel rather than automated systems. This unique circumstance offers CSRs an excellent opportunity to directly engage with consumers regarding the incorporation of renewable liquid fuels and the implementation of higher efficiency heating equipment.

## Efficiency & Upgrade

### CONSUMER EQUIPMENT UPGRADE REBATES

The NORA rebate program is designed to enhance consumer efficiency and safety by promoting the replacement of outdated equipment with contemporary, efficient systems.

In the context of boiler applications, NORA's equipment rebate program determined that average energy savings from equipment replacements were approximately 20%. It is estimated that prior to the upgrades, each site utilized around 850 gallons of liquid heating

fuel annually. As a result, each boiler replacement yielded a savings of approximately 170 gallons of fuel per year when transitioning to a higher-efficiency system. Cumulatively, the 1,400 boiler upgrades executed in 2022 culminated in an annual savings of roughly 212,800 gallons of liquid heating fuel.

A comparable assessment can be conducted for furnace upgrades. NORA solicited data from the installing contractors concerning the Annual Fuel Utilization Efficiency (AFUE) of both the removed and newly installed

furnaces. According to the collected information, the average increase in AFUE for furnace upgrades was 19.1%, rising from 67.7% to 86.8%. This increment equates to an energy savings of 22%.

Nonetheless, Dr. Thomas Butcher, NORA's Director of Research, posits that the estimate of the efficiency of the removed furnace (67.7%) is likely overstated, advocating that a more realistic energy savings

assessment would be approximately 10%.

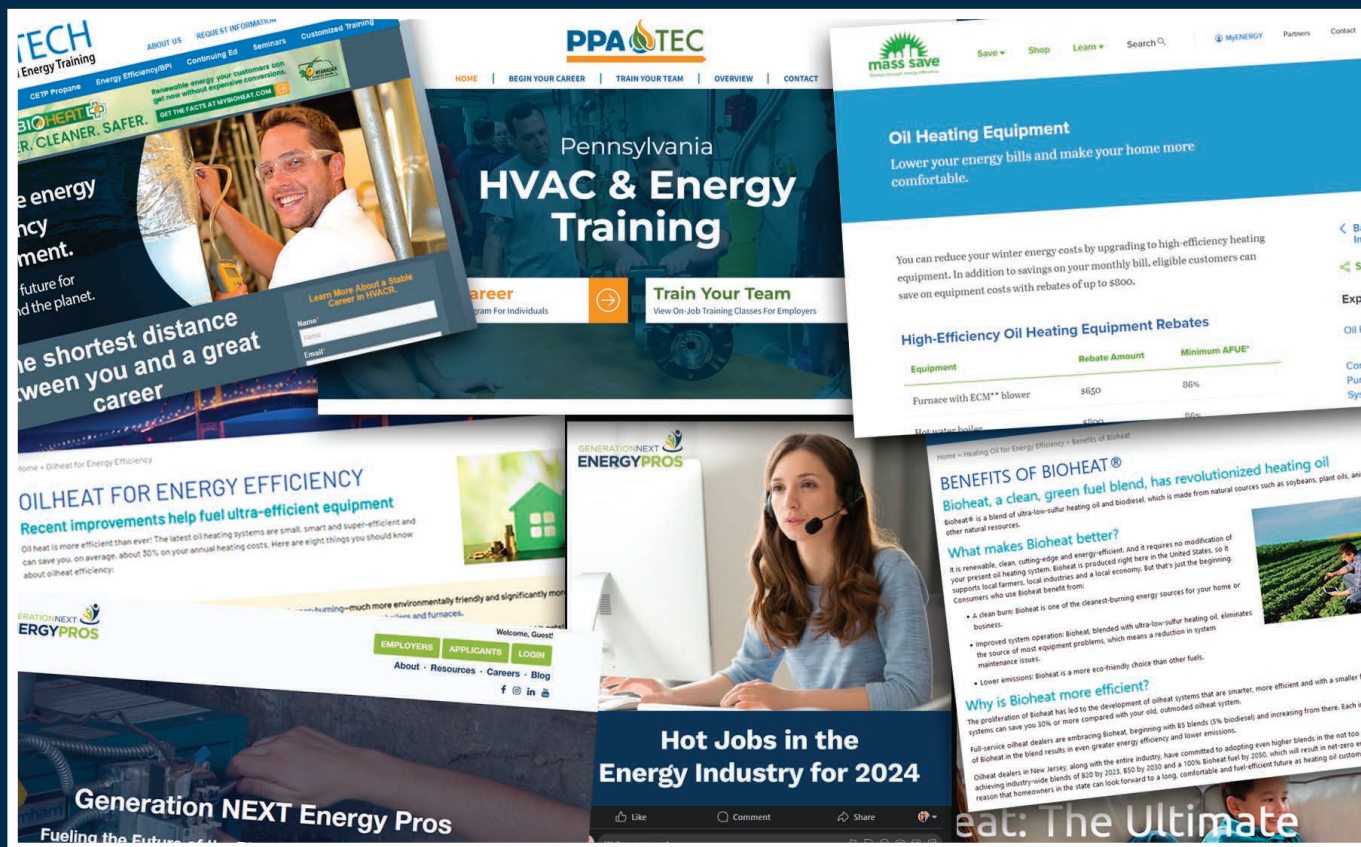
Considering that the original equipment installations occurred between 1980 and 1990, when the minimum required AFUE was set at 78%, a 10% energy savings corresponds to an approximate annual fuel savings of 85 gallons, maintaining the same consumption level of 850 gallons annually. This results in total annual savings of approximately 40,300 gallons across 480 furnace upgrade sites.

For the year 2022, the cumulative savings of heating fuel reached 252,800 gallons. Over a projected equipment lifespan of 20 years, these first-year savings could potentially aggregate to approximately 5,056,000 gallons of fuel.

This initiative may be assessed in terms of greenhouse gas emission reductions. Utilizing a greenhouse gas score of 209 lbs/MMBtu HHV for petroleum over a 20-year lifespan suggests that the equipment upgrades facilitate a reduction of 3,490 metric tons of CO<sub>2</sub> equivalent emissions annually.

In addition to the upgrades of heating appliances, NORA's rebate program extends to incentives for replacing fuel storage tanks. This initiative aims to encourage homeowners to replace older or underground tanks, thereby providing environmental protection against the potential for undesirable releases.





## State Activities

Each state association is authorized to request rebates from NORA for programs that comply with the criteria established in the NORA Statute. These programs are structured around four fundamental principles: Research, Development, and Demonstration; Consumer Education; Safety and Training; and Energy Efficiency.

### CONNECTICUT

The Connecticut Energy Marketers Association (CEMA) effectively uses funding from the NORA to make significant advancements in areas such as technical education, consumer awareness, efficiency initiatives, safety programs, and research.

Consumers of heating oil and Bioheat® fuel reap the benefits of CEMA's programs, which provide substantial rebates for high-efficiency boilers and furnaces. These improvements lead to reduced energy consumption, lower heating bills, and decreased emissions. Additionally, rebates for new heating oil storage tanks contribute to enhanced environmental safety.

CEMA is dedicated to training the next generation of HVACR professionals with the support of NORA funding, ensuring a skilled workforce prepared to meet the evolving demands of the energy sector. NORA funds

play a crucial role in educating consumers about renewable Bioheat® fuel and energy efficiency through engaging social media and digital campaigns, empowering individuals to make informed choices.

In summary, NORA-funded programs in Connecticut are effectively lowering costs for consumers, creating jobs, and advancing the state's goals of by incorporating renewable fuels. Together, they are working toward a cleaner, more efficient energy future

### DELAWARE, MARYLAND & DC

The Mid-Atlantic Petroleum Distributors Association (MAPDA) used allocations from the (NORA) to support the heating oil sector in Maryland, Delaware, and the District of Columbia. NORA funding is directed towards enhancing the energy efficiency and safety of existing heating oil boilers,

NORA serves as an alliance of more than twenty-one associations that represent liquid heating fuel marketers. Each state

association is authorized to request rebates from NORA for programs that comply with the criteria established in the NORA Statute. These programs are structured around four fundamental principles: Research, Development, and Demonstration; Consumer Education; Safety and Training; and Energy Efficiency.

furnaces, storage tanks, and water heaters. Furthermore, it provides educational and training opportunities for employees within the heating oil industry, as well as for real estate professionals, home purchasers, and sellers. These initiatives aim to increase awareness of renewable Bioheat® fuel and promote energy efficiency measures, while aiding the industry in its incorporation of renewable fuels.

Consumers have the opportunity to access equipment rebates for new, high-efficiency oil-fired boilers, furnaces, and water heaters through heating oil companies throughout the region. This initiative assists in reducing energy consumption and decreasing annual heating expenses. Additionally, heating oil customers may qualify for rebates on new heating oil storage tanks, which contribute to overall environmental safety.

Heating oil consumers benefit from MAPDA's NORA-funded real estate educa-



tion and training program. This program enhances consumer understanding regarding energy efficiency, emerging technological advancements, renewable Bioheat® fuel, and best practices for conserving energy and financial resources while residing in oil-heated homes.

## KENTUCKY

The Kentucky Petroleum Marketers Association (KPMA) employs its annual allocations from the NORA to enhance the energy efficiency and safety of existing heating oil boilers, furnaces, and storage tanks. Additionally, the KPMA provides educational and training opportunities for employees within the heating oil industry and offers reimbursement programs to facilitate the education and training of Kentucky contractors specializing in heating oil systems.

The KPMA develops and implements trade show strategies aimed at increasing awareness of the industry's capacity to deliver renewable Bioheat fuel® while promoting energy efficiency pathways for residential applications.

Consumers in Kentucky can access equipment rebates for the acquisition of new, high-efficiency oil-fired boilers, furnaces, and water heaters through companies that supply heating oil throughout the state, thereby reducing energy consumption and decreasing annual heating expenses. Furthermore, heating oil customers have the opportunity to obtain equipment rebates for new heating oil storage tanks, which also contributes to overarching environmental safety.

With the support of the NORA-funded program, the KPMA collaborates with the Pennsylvania Petroleum Association to facilitate participation at the PPATec training facility, where heating technicians receive comprehensive education on the operation of liquid fuel-fired heating systems. This training encompasses the latest advancements in technologies aimed at incorporating renewable fuel and maximizing energy efficiency.

Lastly, the NORA-funded program has afforded the KPMA the opportunity to showcase its initiatives at the National Farm Machinery Show, the largest indoor agricultural exhibition in the United States, through partnerships with the Pennsylvania Petroleum Association and the Ohio Energy and Convenience Association. This collaboration has enabled outreach to the agricultural community, promoting the

production and incorporation of renewable fuels in the heating sector.

## MAINE

In Maine, the Maine Energy Marketers Association (MEMA) uses its annual NORA allocations to support liquid fuel heating companies and consumers throughout the state.

The NORA funding supports the Maine Energy Marketers Association Education Foundation, which operates an HVAC trade school licensed by the Maine Department of Education and approved by the Maine Fuel Board. The Oilheat Technician Training program emphasizes energy efficiency practices as well as the safety of heating oil boilers, furnaces, and storage tanks.

NORA funding is also directed towards assisting Mainers facing financial hardships, enabling local retailers to deliver free fuel to eligible consumers and provide educational resources focusing on safety, energy efficiency, and renewable, Bioheat® fuel.

## MASSACHUSETTS

The Massachusetts Energy Marketers Association (MEMA) offers NORA programs that enable consumers to obtain rebates for high-efficiency oil-fired boilers and furnaces through participating heating oil companies across the state. These incentives not only contribute to reduced energy consumption but also result in significant savings on annual heating expenses. Heating oil customers are eligible for rebates on new heating oil storage tanks, thereby enhancing overall environmental safety.

Consumers of heating oil also benefit from MEMA's NORA-funded consumer awareness and education campaigns. These initiatives encompass print advertisements, newsletters distributed from dealers to customers, radio commercials, social media outreach, and outdoor messaging. Such programs facilitate increased consumer knowledge regarding energy efficiency, emerging technological advancements in liquid fuels, heating equipment, and renewable Bioheat® fuel.

Collectively, the NORA-funded programs in Massachusetts are transforming the energy landscape for both residential and commercial sectors while supporting the State's ambitious goal of increasing renewable fuel use.

## MICHIGAN

The Michigan Petroleum Association/Michigan Association of Convenience Stores (MPA/MACS) employs its annual NORA allocations to provide support to heating

oil companies and consumers throughout Michigan in a variety of capacities. The primary objectives of the *Love My Oilheat Michigan* initiative include promoting the advantages of liquid fuel heating, enhancing awareness of energy efficiency, and emphasizing the critical role of contemporary heating oil systems in achieving energy efficiency. This initiative highlights the industry's transition to low-sulfur and increasingly renewable liquid heating fuels while also offering equipment rebates.

NORA funding is allocated to improve the energy efficiency and safety of existing heating oil boilers, furnaces, and storage tanks through a rebate program.

Consumers may access rebates for new, high-efficiency oil-fired boilers and furnaces from heating oil companies across the state, thereby reducing energy consumption and lowering annual heating expenditures.

MPA/MACS maintains an educational program designed to enhance awareness regarding the industry's transition to renewable Bioheat® fuel and to advocate for energy efficiency pathways for both residential and commercial properties utilizing liquid fuels.

## NEW HAMPSHIRE

The Energy Marketers of New Hampshire (EMANH) has initiated several programs aimed at benefiting the industry and its consumers.

Prominent among these initiatives is the *Granite State Saves with Oil* rebate program, which has facilitated the replacement of hundreds of outdated and inefficient heating appliances.

In addition to improving energy efficiency, EMANH has placed a strong emphasis on safety by sponsoring training sessions for handling hazardous materials. This training is a requirement for all drivers in New Hampshire, thus contributing to enhanced road safety throughout the state.

EMANH has conducted outreach efforts directed at real estate agents, educating them on the advantages of liquid heating fuels and the significance of maintaining equipment in good condition.

## NEW JERSEY

The Fuel Merchants Association of New Jersey (FMA) leverages NORA funding with the primary objective of enhancing awareness regarding the significant role that contemporary heating liquid fuel systems play in promoting energy efficiency and the incorporation of renewable fuels.

FMA operates an industry job recruitment

program that engages technical school faculty, administration, and students by disseminating information about career opportunities within the liquid heating fuel industry, including NORA Technician Certifications.

FMA administers a consumer heating equipment rebate program which offers financial incentives for the upgrade of heating systems, providing fuel and cost savings for consumers

In addition, FMA provides ongoing technical education for technicians to ensure compliance with the licensing requirements mandated by the State of New Jersey for HVAC professionals, as well as to fulfill federally required training seminars established by the Federal Motor Carrier Safety Administration concerning the transportation of hazardous materials.

## NEW YORK

The Upstate New York Energy Association (UNYEA) and the Hudson Valley Oil & Energy Council (HVOEC) utilize their annual NORA allocations to enhance the energy efficiency and safety of existing heating oil boilers, furnaces, and storage tanks. They provide education and training opportunities for employees in the heating oil industry and supply these companies with materials to help educate their customers about renewable Bioheat® fuel and energy efficiency measures. Additionally, they create and implement various electronic, print, and social media campaigns to raise awareness of the industry's transition to renewable Bioheat® fuel and their efforts to promote energy efficiency in homes and businesses using liquid fuels.

Consumers in New York State can access equipment rebates for new, high-efficiency oil-fired boilers and furnaces, which help reduce energy consumption and lower annual heating bills. They can also access rebates for new heating oil storage tanks, which contribute to overall environmental safety.

Consumer awareness and education campaigns include newsletters from dealers to customers, radio commercials, and social media outreach. These initiatives aim to educate consumers on energy efficiency, emerging technological advancements for liquid fuels and heating oil equipment, and renewable Bioheat® fuel.

Overall, NORA-funded programs in New York are making significant improvements to the energy landscape for homes and business across the State.

The New York State Energy Coalition (NYSEC) also uses its annual NORA allocations to support technical education and energy

efficiency in New York City and Long Island. Consumers are able to access funds through rebates for upgrading heating oil equipment, which provides safety and comfort in their homes while saving money through increased efficiency and reduced fuel consumption. This initiative also supports environmental stewardship and safety.

Additionally, NYSEC offers a consumer-facing newsletter that includes educational information about renewable Bioheat® fuel and conservation tips. An industry newsletter is available for heating fuel marketers to inform them about upcoming NORA training, rebate program updates, and Bioheat® developments.

Technician training plays a vital role in enhancing the comfort and safety of consumers in homes heated with oil. With NORA funds, NYSEC is able to provide numerous training classes at their state-of-the-art facility. These classes cover a wide range of topics, including equipment installations, the latest fire and electrical safety codes, and system maintenance.

## NORTH CAROLINA

The North Carolina Petroleum and Convenience Store Marketers (NCPCM) employs its annual NORA funding to enhance the energy efficiency and environmental safety of existing heating oil boilers, furnaces, and storage tanks within the state.

Consumers are eligible for equipment rebates when they acquire new, high-efficiency oil-fired boilers and furnaces, resulting in reduced energy consumption and decreased annual heating expenses. Additionally, heating oil customers may receive rebates for the installation of new aboveground heating oil storage tanks, as well as for the removal or in-place closure of existing underground heating oil storage tanks. This initiative not only promotes safety but also yields environmental benefits.

Moreover, the consumer awareness and education campaigns implemented by NCPCM equip consumers with knowledge regarding energy efficiency, the latest advancements in liquid fuels and heating oil equipment, and renewable Bioheat® fuel.

In summary, the NORA-funded programs in North Carolina are significantly enhancing the energy landscape for both residential and commercial sectors while contributing to the State's objective of increasing renewable fuel use.

## OHIO

The Ohio Oil Heat Council (OOHC) is utilizing its annual NORA allocations to

provide education to oil heat suppliers and installers across Ohio regarding the improved energy efficiency and enhanced safety features offered by eligible heating oil boilers, furnaces, and storage tanks.

Consumers in Ohio may benefit from OOHC's rebate program, which incentivizes the replacement of outdated burners and water heaters with qualifying energy-efficient equipment. This program is designed to encourage the upgrading of heating systems, thereby increasing efficiency & reliability, for consumers.

OOHC implements a consumer outreach initiative aimed at informing both consumers and professionals in the heating oil sector about strategies to enhance energy efficiency.

## PENNSYLVANIA

The Pennsylvania Petroleum Association (PPA) employs NORA rebates to enhance support for heating oil distributors and consumers throughout the Commonwealth. The funds provided by NORA are allocated to initiatives that focus on specialized industry training, educate stakeholders regarding best practices to minimize energy consumption while transitioning to lower-emission fuels, such as Bioheat®, and offer consumer rebates designed to improve the efficiency and safety of oil heating equipment.

The PPA operates the Pennsylvania Petroleum Association Technical Education Center (PPATEC), an industry-specific trade school that serves as a postsecondary career training institution. PPATEC is licensed by the Pennsylvania State Board of Private Licensed Schools and is approved by the Veterans Administration to accept GI Bill® benefits. In addition to its state and federal-approved programs, PPATEC provides on-the-job training solutions for contractors.

Through NORA funding, PPA offers rebates to heating oil consumers intending to upgrade their existing boilers, furnaces, and storage tanks. This program has successfully facilitated thousands of upgrades, resulting in decreased consumer costs, reduced fuel consumption and better reliability for Pennsylvania residents.

PPA maintains outreach programs for real estate professionals and homeowners, delivering education on energy efficiency recommended practices, equipment rebate opportunities and the incorporation of renewable fuels.

## RHODE ISLAND

The Oilheat Institute of Rhode Island (OHIRI) is dedicated to improving aware-

ness of liquid fuel heating and renewable Bioheat® fuel through effective media communication strategies. OHIRI manages an active consumer rebate program that incentivizes homeowners to replace their outdated liquid-fuel heating systems with more efficient models. These upgrades contribute to lowered consumer expenses and increased safety and reliability.

Additionally, OHIRI partners with the New England Institute of Technology to prepare students for career opportunities as service technicians.

## SOUTH CAROLINA

The South Carolina Convenience & Petroleum Marketers Association (SCCPMA) is dedicated to promoting awareness of energy efficiency and the significant role that contemporary heating oil systems play in achieving this objective.

The association underscores the industry's transition towards low-sulfur fuels and the increasing use of renewable liquid heating fuels.

Additionally, SCCPMA provides equipment rebates and offers educational resources for real estate agents, home sellers, home buyers, and home inspectors regarding the efficiency, reliability, and environmental advantages of incorporating renewable liquid fuels for heating purposes.

## VERMONT

The Vermont Fuel Dealers Association (VFDA) employs its annual NORA allocations to enhance the energy efficiency and safety of existing heating oil boilers, furnaces, and storage tanks.

The Association offers educational and training programs for personnel within the heating oil industry, as well as customer communication materials designed to inform heating oil consumers about renewable Bioheat fuel and energy efficiency practices.

In addition, the VFDA develops and implements various campaigns across electronic, print, and social media platforms to raise awareness of the industry's transition to renewable Bioheat® fuel and its initiatives to promote energy efficiency pathways for residential and commercial users of liquid fuels.

Consumers in Vermont have the opportunity to access equipment rebates for the installation of new, high-efficiency oil-fired boilers, which contribute to reduced energy consumption and lower annual heating expenses.

Additionally, heating oil customers can benefit from rebates for new heating oil storage tanks which provide improved reliability and environmental protection.

## VIRGINIA

The Virginia Petroleum Marketers Association (VPCMA) has developed a comprehensive education program that is supported by NORA's Technician Certification Program, aimed at enhancing the skills of technicians in the field.

Hazmat training for drivers ensures that individuals handling hazardous materials are properly trained, thereby improving safety for employees, emergency personnel, and customers.

VPCMA also provides consumer heating equipment upgrade rebates, which assist homeowners in transitioning to high-efficiency

heating systems and replacing outdated storage tanks with new above-ground units. These initiatives contribute to enhanced energy efficiency, increased safety within residential environments, and positive environmental outcomes.

VPCMA offers essential consumer information to residents of the Commonwealth through its website. This resource includes information on renewable fuels, energy conservation, advancements in liquid heating fuel technologies, as well as guidelines pertaining to equipment and tank selection.

## WISCONSIN

The Wisconsin Fuel & Retail Association (WFRA) employs its NORA funding to enhance awareness of energy efficiency and to highlight the benefits of newer heating oil systems. WFRA offers consumers rebates for liquid fuel systems, providing incentives for homeowners to upgrade to more efficient heating solutions. This initiative not only leads to reduced fuel consumption and associated costs but also increased reliability and safety for consumers.

Home inspectors significantly influence consumer choices regarding heating systems, as well as the safety and efficiency of their equipment. WFRA's home inspector education program encompasses on-site technical training and various outreach activities aimed at informing and educating inspectors about the technical attributes of liquid fuel heating and the environmental advantages of renewable fuel utilization.

Moreover, WFRA's real estate outreach program provides similar services to real estate professionals, fostering a more informed understanding of these crucial topics.



**Financial report** The following pages contain the financial report for the NORA for its 2023-2022 fiscal years.

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## **INDEPENDENT AUDITOR'S REPORT**

The Board of Directors  
National Oilheat Research Alliance, Inc.  
Norwalk, Connecticut

### **Opinion**

We have audited the accompanying financial statements of National Oilheat Research Alliance, Inc. (the Alliance, a not-for-profit organization), which comprise the statements of financial position as of December 31, 2023 and 2022, 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, 2023 and 2022, 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.

### **Emphasis of Matter – Adoption of New Accounting Pronouncement**

As discussed in Note 10 to the financial statements, the Alliance adopted Accounting Standards Update No. 2016-13, *Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments* in 2023. Our opinion is not modified with respect to this matter.

### **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 Board of Directors  
National Oilheat Research Alliance, Inc.  
Norwalk, Connecticut

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

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 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.

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 audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The Schedules of Expenses by State/Jurisdiction on pages 16-19 for the year ended December 31, 2023, 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.

The logo for UHY LLP, featuring the letters 'UHY' in a large, stylized, handwritten-style font, with 'LLP' in a smaller, simpler font to the right.

McLean, Virginia  
October 11, 2024

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
STATEMENTS OF FINANCIAL POSITION  
DECEMBER 31, 2023 AND 2022

ASSETS

	2023	2022
<b>ASSETS</b>		
Cash and cash equivalents	\$ 9,212,417	\$ 9,920,538
Assessments receivable	2,424,760	2,656,113
Prepaid state assessments	1,018	27,293
Operating right-of-use asset	664,986	274,512
Cash held in escrow	8,114,766	5,944,434
Other assets	56,343	73,271
	<b>\$ 20,474,290</b>	<b>\$ 18,896,161</b>

LIABILITIES AND NET ASSETS

<b>LIABILITIES</b>		
Accounts payable	\$ 153,115	\$ 221,320
Deferred contract revenue	375,490	272,052
Refunds payable	490,229	423,646
State grants payable	1,970,550	2,242,331
Obligation for unallocated state rebates	2,868,676	2,403,161
Operating lease liability	687,625	281,314
Other liabilities	75,274	57,903
	<b>6,620,959</b>	<b>5,901,727</b>
<b>NET ASSETS</b>		
Net assets without donor restrictions available for obligation - other than for consumer education, safety, and training	56,271	263,943
Designated net assets:		
Pre-2014 reauthorization net assets	55,933	55,933
Unavailable for obligation until October 1, 2028	9,962,430	8,042,151
National spending not yet incurred:		
Research, development, and demonstration - not yet obligated	3,214,931	4,179,055
Research, development, and demonstration - obligated under contract	67,594	67,594
Heating oil efficiency and upgrade - not yet obligated	230,025	192,521
Consumer education, safety, and training - not yet obligated	266,147	193,237
	<b>13,853,331</b>	<b>12,994,434</b>
	<b>\$ 20,474,290</b>	<b>\$ 18,896,161</b>

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

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
STATEMENTS OF ACTIVITIES  
FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

	2023	2022
CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS		
REVENUE		
Assessments revenue, net of refunds	\$ 7,209,975	\$ 8,381,707
Other income	561,900	107,300
Total revenue	7,771,875	8,489,007
EXPENSES		
Program services:		
Research, development, and demonstration	3,041,576	2,673,141
Heating oil efficiency and upgrade	820,638	896,350
Consumer education, safety, and training	1,554,774	1,736,587
Unallocated state rebates	922,404	1,178,557
Total program expenses	6,339,392	6,484,635
Administrative costs	262,327	228,568
General and special projects:		
Assessment and collection costs	246,501	178,435
Annual report costs	64,758	67,831
Total general and special projects	311,259	246,266
Total expenses	6,912,978	6,959,469
CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS	858,897	1,529,538
NET ASSETS, BEGINNING OF YEAR	12,994,434	11,464,896
NET ASSETS, END OF YEAR	\$ 13,853,331	\$ 12,994,434

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



NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
 STATEMENTS OF FUNCTIONAL EXPENSES  
 FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

2023

	PROGRAM SERVICES							Total
	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	
Grants	\$ 1,174,414	\$ 802,853	\$ 1,369,747	\$ 922,404	\$ 4,269,418	\$ -	\$ -	\$ 4,269,418
Salaries, taxes, and benefits	888,574	16,792	46,321	-	951,687	63,113	33,730	1,048,530
Professional fees	687,102	993	115,494	-	803,589	170,101	277,403	1,251,093
Occupancy	144,230	-	-	-	144,230	2,100	-	146,330
Other expenses	147,256	-	23,212	-	170,468	27,013	126	197,607
<b>TOTAL EXPENSES</b>	<b>\$ 3,041,576</b>	<b>\$ 820,638</b>	<b>\$ 1,554,774</b>	<b>\$ 922,404</b>	<b>\$ 6,339,392</b>	<b>\$ 262,327</b>	<b>\$ 311,259</b>	<b>\$ 6,912,978</b>

2022

	PROGRAM SERVICES							Total
	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	
Grants	\$ 959,941	\$ 869,848	\$ 1,549,387	\$ 1,178,557	\$ 4,557,733	\$ -	\$ -	\$ 4,557,733
Salaries, taxes, and benefits	827,900	24,166	35,419	-	887,485	36,350	36,711	960,546
Professional fees	669,331	1,450	150,354	-	821,135	169,594	207,640	1,198,369
Occupancy	84,180	-	-	-	84,180	2,100	-	86,280
Other expenses	131,789	886	1,427	-	134,102	20,524	1,915	156,541
<b>TOTAL EXPENSES</b>	<b>\$ 2,673,141</b>	<b>\$ 896,350</b>	<b>\$ 1,736,587</b>	<b>\$ 1,178,557</b>	<b>\$ 6,484,635</b>	<b>\$ 228,568</b>	<b>\$ 246,266</b>	<b>\$ 6,959,469</b>

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, 2023 AND 2022

	2023	2022
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 858,897	\$ 1,529,538
Adjustments to reconcile change in net assets to net change in cash from operating activities:		
Operating lease	15,837	6,802
Changes in assets and liabilities:		
Assessments receivable	231,353	41,840
Prepaid state assessments	26,275	28,635
Other assets	16,928	(2,896)
Accounts payable	(68,205)	76,152
Deferred contract liability	103,438	272,052
Refunds payable	66,583	8,494
State grants payable	(271,781)	(260,811)
Obligation for unallocated state rebates	465,515	296,351
Other liabilities	17,371	(28,957)
	1,462,211	1,967,200
NET CHANGE IN CASH, CASH EQUIVALENTS, AND CASH HELD IN ESCROW	1,462,211	1,967,200
CASH, CASH EQUIVALENTS, AND CASH HELD IN ESCROW, BEGINNING OF YEAR	15,864,972	13,897,772
CASH, CASH EQUIVALENTS, AND CASH HELD IN ESCROW, END OF YEAR	\$ 17,327,183	\$ 15,864,972
SUPPLEMENTAL DISCLOSURE OF NONCASH INVESTING AND FINANCING ACTIVITY:		
Noncash change in operating right-of-use asset	\$ (390,474)	\$ (89,623)
Noncash change in operating lease liability	\$ 406,311	\$ 86,107
SUPPLEMENTAL BREAKDOWN OF CASH, CASH EQUIVALENTS, AND CASH HELD IN ESCROW:		
Cash and cash equivalents	\$ 9,212,417	\$ 9,920,538
Cash held in escrow	8,114,766	5,944,434
Total cash, cash equivalents, and cash held in escrow	\$ 17,327,183	\$ 15,864,972

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

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023 AND 2022

**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 the public 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, 2023 and 2022, the Alliance was in compliance with these percentages. From time-to-time, the Alliance may receive inquiries from government agencies and other organizations, because of the nature of its funding sources. In the year ended December 31, 2023 and subsequent to year-end, the Alliance received such inquiries. 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, 2023 AND 2022

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****Cash and Cash Equivalents**

The Alliance considers all highly liquid investments available for current use with a maturity of three months or less to be cash equivalents. Cash and cash equivalents consist of cash held in bank accounts. The Alliance also has cash held in an escrow account under the requirements of the Public Law 115-334 that is reported separate from cash and cash equivalents in the accompanying statements of financial position.

**State Grants Payable and Obligation for Unallocated Rebates**

Under Public Laws 113-79 and 115-334 each year, the Alliance makes grant contributions to state organizations to accomplish its mission. Grants are recorded as payables at the beginning of the year when the grant budget estimate is finalized. Periodically, at the discretion of the Board, the grants payable is adjusted up or down during the year when there are significant differences between budgeted and actual assessments revenue. Grants are paid as the state organizations provide documentation of the expenditure of funds. The outstanding grant liability by program was as follows as of December 31:

	2023	2022
Research, development, and demonstrations	\$ 814,672	\$ 781,233
Heating oil efficiency and upgrade	355,126	367,009
Consumer education, safety, and training	800,752	1,094,089
Total state grants payable	1,970,550	2,242,331
Unallocated state rebates	2,868,676	2,403,161
Total state grants payable and obligation for unallocated state rebates	\$ 4,839,226	\$ 4,645,492

**Leases**

The Alliance determines if an arrangement is a lease at inception by determining whether the agreement conveys the right to control the use of the identified asset for a period of time, whether the Alliance has the right to obtain substantially all of the economic benefits from use of the identified asset, and the right to direct the use of the asset. Lease liabilities are recognized at the commencement date based upon the present value of the remaining future minimum lease payments over the lease term using a risk-free rate as of the commencement date. The Alliance's lease terms include options to renew or terminate the lease when it is reasonably certain that the Alliance will exercise the option.

The lease right-of-use assets are initially measured at the carrying amount of the lease liability and adjusted for any prepaid or accrued lease payments, remaining balance of lease incentives received, unamortized initial direct costs, or impairment charges relating to the right-of-use-asset. The Alliance's lease contains escalation clauses, which are factored into the right-of-use asset where appropriate. Lease expense for minimum lease payments are recognized on straight-line basis over the lease term. The Alliance's lease agreements do not contain any material residual value guarantees or material restrictive covenants. Short-term leases (those with an initial term of twelve months or less and no purchase option) are expensed over their terms, with no corresponding right-of-use asset or lease liability recorded.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023 AND 2022

**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 revenue is heavily impacted by weather in the states with the highest oilheat usage, the economy, and other factors that impact the sale of distillate.

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 \$2,424,760, \$2,656,113, and \$2,697,953 as of December 31, 2023, 2022, and 2021, respectively. Management reviews historical, current, and future conditions of the individual wholesale distributors to determine expected credit losses. As of December 31, 2023 and 2022, no allowance for credit losses 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 \$1,169,277 and \$1,065,987 for the years ended December 31, 2023 and 2022, respectively. The Alliance recorded a refunds payable of \$490,229, \$423,646, and \$415,152 as of December 31, 2023, 2022, and 2021, respectively, for estimated refunds remaining unpaid based on historical and subsequent refunds paid.

Other Income and Deferred Contract Revenue

Other income includes contract revenue which is earned from research and development contracts with third parties and is recognized when services have been completed based on time and materials expended. Contract revenue received in advance of when service is provided is recorded as deferred contract liability and was \$375,490 and \$272,052 as of December 31, 2023 and 2022, respectively. A detail of other income as of December 31, is as follows:

	2023	2022
Contract revenue	\$ 346,562	\$ 77,948
Gross sales of publications	82,172	116,864
Less: cost of sales	(90,112)	(114,956)
Interest income	219,833	26,616
Other income	3,445	828
	\$ 561,900	\$ 107,300
Total other income		

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023 AND 2022

**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, 2023 and 2022.

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.

**Subsequent Events**

The Alliance has evaluated subsequent events through October 11, 2024, which is the date the financial statements were available to be issued.

**NOTE 3 - 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 (central) 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.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023 AND 2022

**NOTE 3 - PROGRAM SERVICES (continued)**

**Research, Development, and Demonstration (continued)**

In 2023, the Alliance granted or expended \$3,041,576 for the research, development, and demonstration program, including \$1,867,162 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. In 2021, the Alliance granted \$307,545 in such national funds to states. The remaining amount of the \$1.0 million not spent in 2021, was 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. In 2022, the Alliance granted another \$370,743 to states. In 2023, the Alliance granted \$613,441 in such national funds to states that is included in the amounts granted or expended above. The Alliance also budgeted \$1,169,917 in additional national spending from 2023 assessments revenue to be spent subsequent to year-end for the research, development, and demonstration program making the total for 2023, 32 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 2023 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.

In 2023, the Alliance granted or expended \$820,638 for the heating oil efficiency and upgrade program, including \$17,785 in national spending of past year's assessments revenue. The Alliance also budgeted \$55,289 in additional national spending from 2023 assessments revenue to be spent subsequent to year-end for the heating oil efficiency and upgrade program, making the total for 2023, 16 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 2023 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.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023 AND 2022

**NOTE 3 - PROGRAM SERVICES (continued)**

**Consumer Education, Safety, and Training (continued)**

In 2023, the Alliance granted or expended \$1,554,774 for the consumer education, safety, and training program, including \$185,027 in national spending of past year's assessments revenue. The Alliance also budgeted \$257,936 in additional national spending from 2023 assessments revenue for the consumer education, safety, and training program, making the total for 2023, 30 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 \$922,404 to state organizations, which is 17 percent of net 2023 assessment revenue after deducting the amount added to net assets unavailable for obligation until October 1, 2028, for state rebates that had 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 4 - 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. The Alliance expended \$262,327 and \$228,568 for Administrative expenses, which was 5 and 4 percent, respectively, of net assessments revenue after deducting the amount added to net assets unavailable for obligation until October 1, 2028, in the years ended December 31, 2023 and 2022, respectively. Thus, management believes the Alliance is in compliance with this provision of Public Laws 113-79 and 115-334.

**NOTE 5 - 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 \$246,501 and \$178,435 for the years ended December 31, 2023 and 2022, respectively.

**NOTE 6 - 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, 2023, the Alliance had \$16,801,179 cash in excess of FDIC limits. Management does not consider this a significant concentration of credit risk.

As of December 31, 2023, 34 percent of the Alliance's accounts receivable came from four companies and 41 percent of total revenue and gains/losses were from five companies.



NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023 AND 2022

## NOTE 7 – 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, 2023 and 2022, \$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 \$3,778,697 and \$4,632,409 in national spending of assessments revenue, which had not yet been incurred as of December 31, 2023 and 2022, 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 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.

### 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:

	Assessments	Interest	Total
Unavailable balance, January 1, 2022	\$ 5,943,935	\$ 3,118	\$ 5,947,053
Income on escrow	-	380	380
Assessments	2,094,718	-	2,094,718
Unavailable balance, December 31, 2022	8,038,653	3,498	8,042,151
Income on escrow	-	116,021	116,021
Assessments	1,804,258	-	1,804,258
Unavailable balance, December 31, 2023	<u>\$ 9,842,911</u>	<u>\$ 119,519</u>	9,962,430
Cash held in escrow account, December 31, 2023			<u>8,114,766</u>
Amount to be deposited in escrow after year-end			<u>\$ 1,847,664</u>

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023 AND 2022

**NOTE 8 - FINANCIAL ASSETS AND LIQUIDITY**

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. 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:

	2023	2022
Cash, except cash held in escrow	\$ 9,212,417	\$ 9,920,538
Assessments receivable due within one year	2,424,760	2,656,113
Prepaid state assessments	1,018	27,293
Other assets	11,903	16,683
Less: state grants payable	(1,970,550)	(2,242,331)
Less: obligation for unallocated state rebates	(2,868,676)	(2,403,161)
Less: amounts to be transferred to escrow	(1,847,664)	(2,097,717)
Less: designated net assets for national spending not yet incurred	(3,778,697)	(4,632,407)
Total financial assets available within one year for operations	\$ 1,184,511	\$ 1,245,011

**NOTE 9 – LEASE COMMITMENTS**

The Alliance has an operating lease agreement for a liquid fuels research center. The Alliance extended the lease through December 31, 2025. The lease contains an option for a second renewal term through December 31, 2030, that has not been exercised, however, management determined in 2023 that it is reasonably certain to be exercised. The remaining weighted-average lease term is 84 months. The Alliance has recorded an operating right-of-use asset of \$664,986 and \$274,512 and an operating lease liability of \$687,625 and \$281,314 as of December 31, 2023 and 2022, respectively, based on a weighted-average discount rate of 1.63 percent and 1.37 percent, respectively. The Alliance also has two short-term leases for the storage of liquid fuels and equipment. Total rent expense under the leases was \$133,322 and \$69,430 for the years ended December 31, 2023 and 2022, respectively, and is included in occupancy on the accompanying statements of functional expenses. Future minimum lease payments including those for the lease renewal that is reasonably certain to be exercised are as follows for the years ending December 31:

2024	\$ 95,200
2025	98,056
2026	100,998
2027	104,028
2028	107,149
Thereafter	224,037
Undiscounted future cash flows	729,468
Less: discount to present value	(41,843)
Total operating lease liability	\$ 687,625

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023 AND 2022

**NOTE 10 – ADOPTION OF NEW ACCOUNTING PRONOUNCEMENT**

During the year ended December 31, 2023, the Alliance was required to implement Accounting Standards Update No. 2016-13, *Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*. The standard changed how entities measure credit losses for most financial assets. The guidance implemented a shift from the incurred loss model to the expected loss model. The Alliance adopted the standard effective January 1, 2023. The adoption did not significantly impact the Alliance’s allowance for credit losses balance.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
 SUPPLEMENTAL SCHEDULE OF EXPENSES BY STATE/JURISDICTION  
 - RESEARCH, DEVELOPMENT, AND DEMONSTRATION  
 FOR THE YEAR ENDED DECEMBER 31, 2023

	Initial Amounts Granted in 2023	Additional Amounts Expended From National Budget	Total
STATE GRANTS:			
Connecticut	\$ 58,975	\$ -	\$ 58,975
Indiana	464	-	464
Kentucky	6,708	-	6,708
Maine	30,700	43,244	73,944
MAPDA (Delaware, Maryland, and Washington, D.C.)	17,801	30,489	48,290
Massachusetts	55,879	73,671	129,550
Michigan	7,069	5,443	12,512
Nevada	160	-	160
New Hampshire	20,587	72,063	92,650
New Jersey	25,437	37,318	62,755
New York:			
UNYEA	27,449	35,890	63,339
HVOEC	16,470	-	16,470
NYSEC	65,879	213,988	279,867
North Carolina	60,079	-	60,079
Ohio	15,685	-	15,685
Pennsylvania	77,641	97,726	175,367
Rhode Island	18,420	-	18,420
South Carolina	7,843	-	7,843
Vermont	13,364	-	13,364
Virginia	21,206	3,609	24,815
Washington	2,115	-	2,115
Wisconsin	11,042	-	11,042
	<u>\$ 560,973</u>	<u>\$ 613,441</u>	1,174,414
Total state grant expense			1,174,414
NATIONAL SPENDING IN 2023			1,867,162
TOTAL 2023 EXPENSE			\$ 3,041,576
2023 NATIONAL BUDGET NOT YET SPENT			\$ 1,169,917

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, 2023

	Amounts Granted in 2023
	2023
STATE GRANTS:	
Connecticut	\$ 90,029
Indiana	709
Kentucky	10,239
Maine	46,865
MAPDA (Delaware, Maryland, and Washington, D.C.)	27,174
Massachusetts	85,303
Michigan	10,791
Nevada	236
New Hampshire	31,427
New Jersey	38,831
New York:	
UNYEA	41,903
HVOEC	25,142
NYSEC	105,767
North Carolina	36,071
Ohio	23,945
Pennsylvania	115,472
Rhode Island	28,119
South Carolina	11,972
Vermont	20,400
Virginia	32,373
Washington	3,229
Wisconsin	16,856
Total state grant expense	\$ 802,853
NATIONAL SPENDING IN 2023	17,785
TOTAL 2023 EXPENSE	\$ 820,638
2023 NATIONAL BUDGET NOT YET SPENT	\$ 55,289

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.

See independent auditor's report.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
 SUPPLEMENTAL SCHEDULE OF EXPENSES BY STATE/JURISDICTION  
 - CONSUMER EDUCATION, SAFETY, AND TRAINING  
 FOR THE YEAR ENDED DECEMBER 31, 2023

	Amounts Granted in 2023
	2023
STATE GRANTS	
Connecticut	\$ 163,215
Indiana	1,285
Kentucky	18,563
Maine	84,963
MAPDA (Delaware, Maryland, and Washington, D.C.)	49,264
Massachusetts	154,647
Michigan	19,563
Nevada	428
New Hampshire	56,975
New Jersey	70,398
New York:	
UNYEA	75,967
HVOEC	45,580
NYSEC	177,121
North Carolina	(5,735)
Ohio	43,410
Pennsylvania	209,337
Rhode Island	50,978
South Carolina	21,705
Vermont	36,984
Virginia	58,686
Washington	5,855
Wisconsin	30,558
Total state grant expense	\$ 1,369,747
NATIONAL SPENDING IN 2023	185,027
TOTAL 2023 EXPENSE	\$ 1,554,774
2023 NATIONAL BUDGET NOT YET SPENT	\$ 257,936

See independent auditor's report.

NATIONAL OILHEAT RESEARCH ALLIANCE, INC.  
 SUPPLEMENTAL SCHEDULE OF EXPENSES BY STATE/JURISDICTION  
 - UNALLOCATED STATE REBATES  
 FOR THE YEAR ENDED DECEMBER 31, 2023

	Amounts Granted in 2023
UNALLOCATED STATE REBATES:	
Connecticut	\$ 105,431
Indiana	830
Kentucky	11,991
Maine	54,883
MAPDA (Delaware, Maryland, and Washington, D.C.)	31,823
Massachusetts	99,897
Michigan	12,637
Nevada	277
New Hampshire	36,804
New Jersey	45,475
New York:	
UNYEA	49,072
HVOEC	29,443
NYSEC	117,772
North Carolina	30,532
Ohio	28,041
Pennsylvania	135,223
Rhode Island	32,930
South Carolina	14,021
Vermont	23,890
Virginia	37,911
Washington	3,782
Wisconsin	19,739
	922,404
TOTAL 2023 EXPENSE	\$ 922,404

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.

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NORA was authorized by Congress in 2000 to facilitate the liquid heating industry's efforts to provide more efficient, more reliable and lower-carbon home heating and hot water to six million homes.

NORA receives \$0.002 at the wholesale level on every gallon of liquid heating fuel sold in the 21 states who voluntarily participate in the NORA program.

NORA receives no federal funds and is 100% industry funded.

As mandated by Congress, NORA directs annual fee receipts to support (1) Consumer Education, Safety & Training; (2) Research, Development & Demonstration; and (3) Heating Oil Efficiency & Upgrade Program.

For more information visit [NORAweb.org](http://NORAweb.org) or contact [info@noraweb.org](mailto:info@noraweb.org).

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NORA

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