



Sacramento Clean Cities Coalition School Bus Consortium

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Go Green with

**Suburban
Propane**

SUBURBAN PROPANE NATIONAL FOOTPRINT



24/7/365
CUSTOMER SERVICE

42
STATES

APPROXIMATELY
700
LOCATIONS

APPROXIMATELY
1M
CUSTOMERS

OUR MISSION

*Serving communities
today, leading the way
for a sustainable tomorrow.*

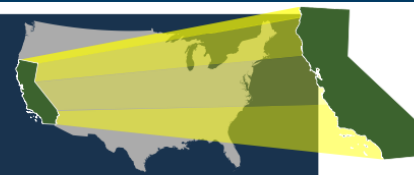
KEY FACTS

- Founded in **1928**
- A Publicly Traded Master Limited Partnership since **1996**
- Headquartered in Whippany, New Jersey
- Over **3,200** full-time employees
- Third largest** propane distributor in the country
- Services residential, commercial, industrial, agricultural, and government customers



STATE OVERVIEW

Suburban Propane distributes propane throughout **California** to residential, commercial, industrial, agricultural, and government customers. Suburban Propane employs **238 employees** at **80 locations** to service over **59,000 customers** throughout the state.



59,000+
CUSTOMERS

80
LOCATIONS

238
TOTAL
EMPLOYEES

\$15.1M+
TOTAL PAYROLL

• *Locations:
Individual dots
may represent
multiple locations*

- Lower carbon products, including renewable propane and Propane+rDME, are available now in California.
- Both renewable propane and Propane+rDME are drop-in replacements for traditional propane.



**LARGEST
SITES**

Anaheim, CA
29 Employees

Fresno, CA
13 Employees

Grass Valley, CA
21 Employees

A NATIONAL PARTNERSHIP



**American
Red Cross**

Since forming a partnership with the American Red Cross, Suburban Propane has held more than 90 signature blood drives nationwide and collected upwards of 7,200 units of blood, potentially saving over 21,000 lives.



Platts
**Global Energy
Awards**

Finalists in 2024, 2023, 2022

Go Green with

**Suburban
Propane®**

**Suburban
Propane®**

Our Business is Customer Satisfaction



**Suburban
Propane®**

Committed to Excellence

**Delivering excellence
locally, backed by our
strong national presence**



**SuburbanCares
about our people and
the communities we serve**



Go Green with

**Suburban
Propane**

**Serving communities today,
leading the way to a
sustainable tomorrow**

Go Green with Suburban Propane

Advocacy

- Traditional propane is a versatile, portable, affordable, abundant, resilient, and clean energy source *TODAY*
 - Not a greenhouse gas
 - Less; smog, SO_x, NO_x, & CO₂
- A bridge fuel in the short term
- Lower CI Propane is a destination fuel in the long term

Innovation

- Lead the industry in bringing to market the next generation of cleaner, lower carbon intensity propane products including Renewable Propane (rP), Propane+rDME & rP+rDME
- Help our customers meet their environmental goals today, tomorrow, and in the future

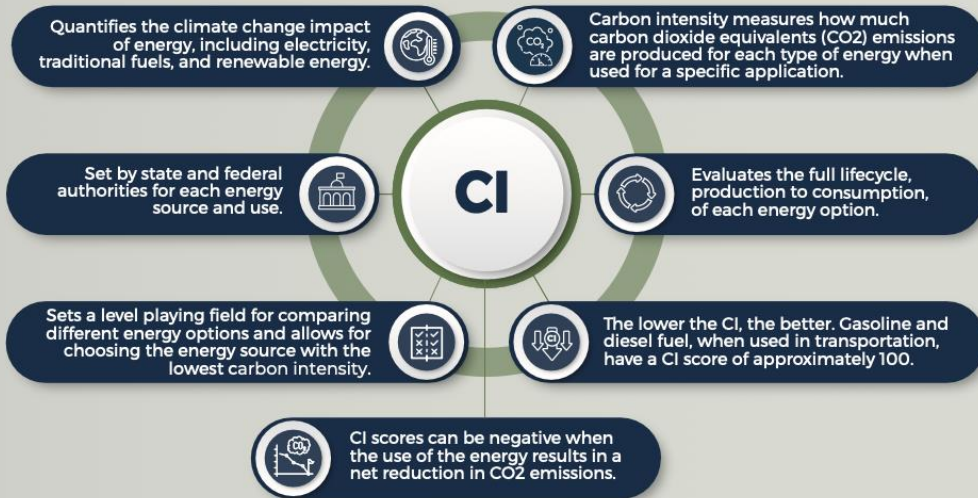
Propane *Today*; Lower CI Propane *Tomorrow*;
Renewable Energy in the *Future*

TRANSITIONING TO A CLEANER ENERGY FUTURE

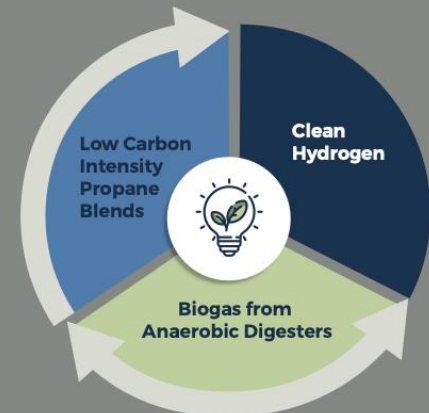


At Suburban Propane, we're committed to leveraging our core competencies and more than 95-year legacy of excellence in energy delivery to bring about a cleaner energy future.

CARBON INTENSITY (CI) MATTERS



SUBURBAN RENEWABLE ENERGY



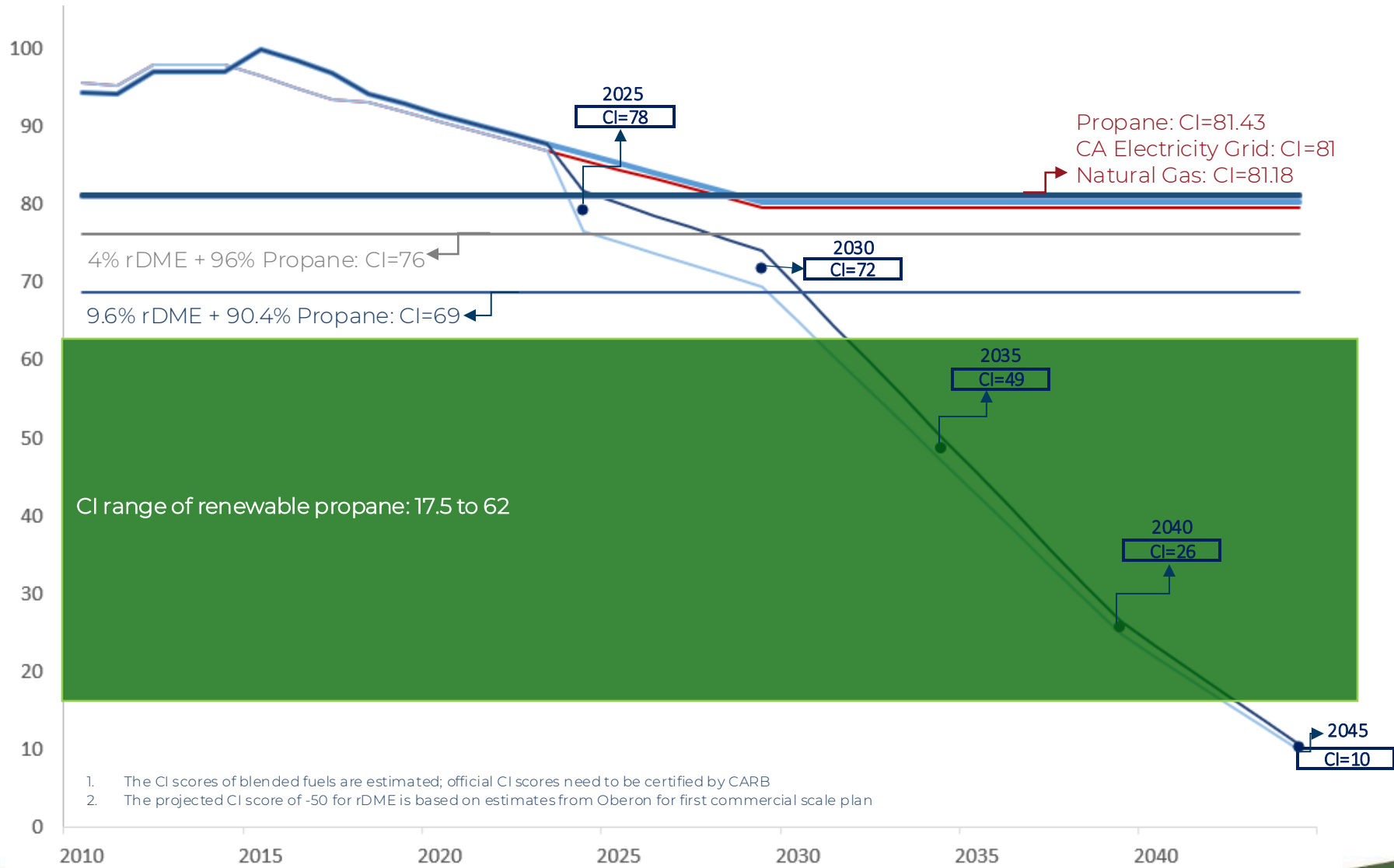
is committed to a cleaner, more sustainable energy landscape with our
INTERCONNECTED CLEAN ENERGY PLATFORM.

CHANGING THE WAY AMERICA THINKS ABOUT ENERGY

CI of Renewable Propane

- CI scores are an objective measurement
- CI scores can apply to any energy source, including electricity
- CARB approved pathways for rP range from 17.5 to 62
- The CI for the rP in our inventory today ranges from approximately 20 to approximately 40
- We currently offer rP to select customers in Southern California and will be offering it to customers in additional locations in the coming weeks

Previous CI benchmark New CI benchmark for Gas & Gas Substitutes New CI benchmark for Diesel & Diesel Substitutes



1. The CI scores of blended fuels are estimated; official CI scores need to be certified by CARB
2. The projected CI score of -50 for rDME is based on estimates from Oberon for first commercial scale plan

rP and Propane+rDME are Drop In Replacements for Propane

Go Green with

**Suburban
Propane®**



rP and Propane+rDME are Drop In Replacements for Propane



- Light & medium duty Ford trucks & vans, school bus.
- Factory Ford warranty maintained.
- No loss of HP / torque / towing capacity.
- Serviceable with existing diagnostic equipment.
- EPA & CARB Certified.

ROUSH[®]
CLEANTECH



Advantages of Propane for School Buses



- Total Cost-of-Ownership
- Lower Emissions
- Reduce Noise
- Less Maintenance/Increased Uptime
- Improve Corporate Image
- Employee Morale/Driver Retention



Advantages of Propane for School Buses



SNAPSHOT OF PROPANE AUTOGAS SCHOOL BUS MARKET

1,250,000
STUDENTS TRANSPORTED
DAILY

STATES WITH
14
500+ BUSES



1,000 DISTRICTS &
CONTRACTORS
OPERATE PROPANE
AUTOGAS BUSES

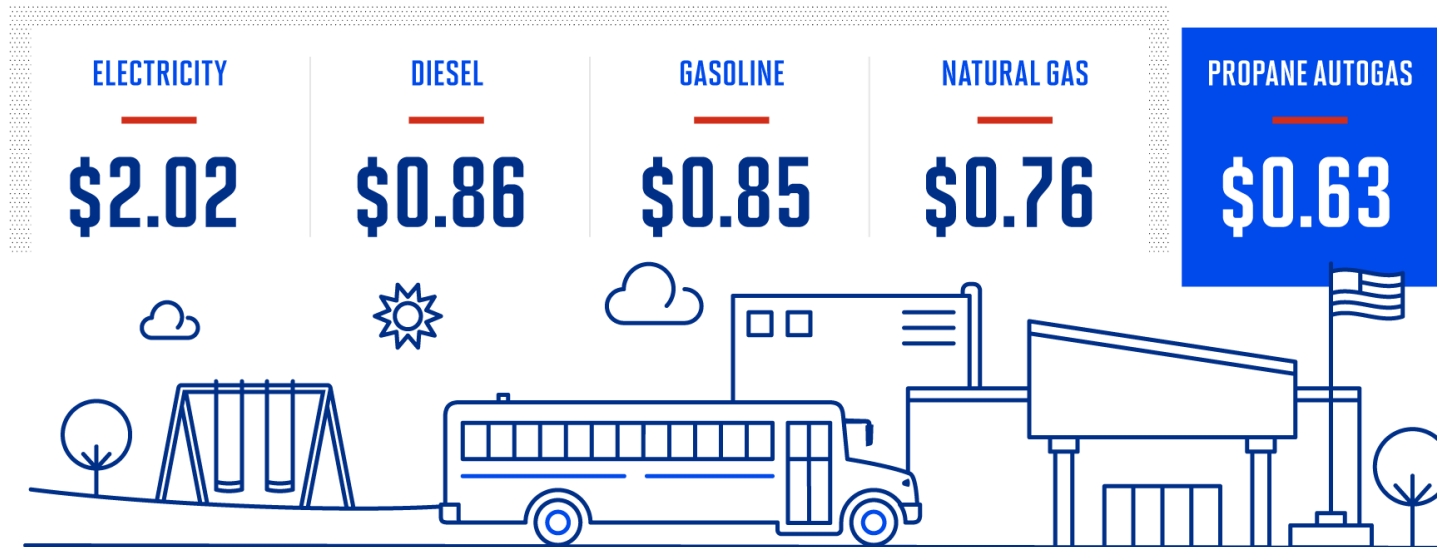
21,000+
PROPANE AUTOGAS BUSES
ON THE ROAD

Economics of Propane for School Buses



PROPANE AUTOGAS SAVES MORE WITH EVERY MILE

When you compare the cost-per-mile of propane autogas against other energy sources, the choice is clear.



Source: ROUSH CleanTech. Cost-per-mile calculations based on the purchase price of the same Type C school bus traveling 15k miles per year with national average fuel pricing including \$.13/KWh electricity.

Economics of Propane for School Buses

HOP ON THE PROPANE BUS:

Suburban Propane Fuel Swap Program



Purchase Blue Bird school buses fueled by Suburban Propane for the same upfront price as gasoline buses!

What you get

- ✓ Healthier, less complicated and near-zero emission propane buses for the price of gasoline, the lowest cost bus on the market.
- ✓ An onsite propane fueling station to fuel your new propane buses.

Here's the deal

Your school district will:

- ✓ Work with Suburban Propane to install low-cost propane infrastructure at your location. (You pay only for electrical and crash bollards.)
- ✓ Pay the same amount per gallon for propane autogas as you would for gasoline. After the initial fueling contract (typically four years), your propane autogas price per gallon will revert to market prices.



Minimal spending
for maximum
savings!



Your propane bus
price is equalized
to gasoline.



Your propane
autogas fuel price is
equalized to gasoline.



Your cost per mile is
identical to gasoline with
\$0 invested up front.

Go Green with



Questions & Discussion