SSDA
SERVICE STATION DEALERS OF AMERICA AND ALLIED TRADES

SSDA News

Service Station Dealers of America and Allied Trades

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Biden will Allow Summertime Sales of Higher-Ethanol Gas

By Roy Littlefield

President Biden announced on April 12th, a plan to suspend a ban on summertime sales of higher-ethanol gasoline blends, a move that White House officials said was aimed at reducing gas prices but that energy experts predicted would have only a marginal impact at the pump.

The Environmental Protection Agency will issue a waiver that would allow the blend known as E15 — which is made of 15 percent ethanol — to be used between June 1 and Sept. 15.

The White House estimated that approximately 2,300 stations in the country offer the blend and cast the decision as a move toward "energy independence."

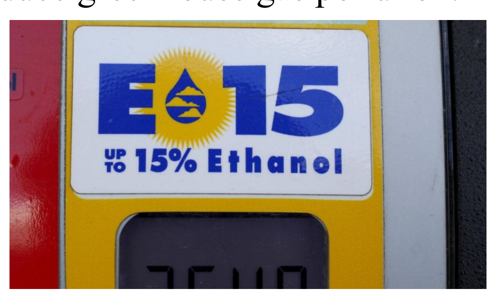
"E15 is about 10 cents a gallon cheaper," Mr. Biden said, speaking after taking a tour of a production facility that produces 150 million gallons of bioethanol annually. "And some gas stations offer an even bigger discount than that."

"When you have a choice, you have competition," Mr. Biden added. "When you have competition, you have better prices."

Lawmakers in corn-producing states have been urging Mr. Biden to use biofuels to fill the gap created by the United States ban on importing Russian oil.

Oil refiners are required to blend some ethanol into gasoline under a pair of laws, passed in 2005 and 2007, intended to reduce the use of oil and the creation of greenhouse gases by mandating increased levels of ethanol in the nation's fuel mix every year.

However, since passage of the 2007 law, the mandate has been met with criticism that it has contributed to increased fuel prices and has done little to reduce greenhouse gas pollution.



Protect Your Businesses from These 3 Common Cyber Scams

In the last two years, criminals have taken advantage of the uptick in digital business by learning to exploit the gaps and weak links in online security. Q4 of 2021 was an all-time record high for cyberattacks, according to Forbes, and Q1 of this year indicates that cybersecurity will continue to be one a significant concern for businesses in 2022.

Net Driven is providing resources to help you and your team stop cyberattacks in their tracks. We recognize that companies are being faced with newer and more niche scams that are finding unexpected ways to swindle businesses out of money and peace of mind. The following cyber scams are new strategies cooked up by cybercriminals, and we're demonstrating how you can prevent them from affecting your business:

Unsafe Email Attachments

The basic rule of email attachments is to never open a document that ends in ".exe," but many people are not aware that PDFs and Word docs can also be corrupted and riddled with malware. Cybercriminals send these attachments under the guise of everyday business to hack or compromise your software.

Signs of an unsafe email attachment:

The attachment was unexpected. If you ever receive an attachment that you weren't expecting, even if it's from a coworker or vendor, leave it be unless you can get in contact with the sender (outside of replying to the email) and verify that it's safe.

The sender is unknown. As a general rule of internet safety, if you don't know the person who's sending the email and you didn't subscribe to a brand's content, don't interact with the email or click on any attachments. Again, unless you can verify in a roundabout way that the sender is legitimate, don't trust their emails.

The email address is wrong. Cybercriminals can imitate just about anyone, but they can't duplicate an existing email address. Always doublecheck the "from" email for any misspellings, incorrect domains or additional numbers/symbols.

RULE OF THUMB: If you receive an email attachment that you weren't expecting, whether or not you think you recognize the sender, contact them about the legitimacy of the email. NEVER click on an email attachment if you don't know why you were sent it or who the sender is.

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NET DRIVEN

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Payment Scams Run Through QuickBooks

If you're one of the many businesses who use QuickBooks by Intuit to run your accounting and send/receive invoices by email, keep an eye out for potential invoice scams. Cybercriminals are drawn to QuickBooks's popularity because it allows them to launch Business Email Compromise (BEC) attacks, in which they pretend to be one of your vendors and submit an invoice to your business to intercept your normal payment. Some scams involve an automated clearing house (ACH) method, where you must include your bank account information in the invoice.

Please note that all credible QuickBooks invoices will always list intuit.com as the sender. Doublecheck that the intuit.com domain is listed. If it's incorrect or the QuickBooks invoice arrives from the vendor, don't make the payment. Contact your vendor to inquire about the invoice, as the one you received is likely fake.

REMEMBER: Never interact with an email if the sender seems incorrect.

Phone-Based Scams

As an auto service provider, you most likely list your business phone number on public spaces, such as your website and digital ads, and cybercriminals may take advantage of that. They could pose as a prospect and send you a Google authentication code request, pretending they want the code as proof that your business is not a scam (ironic, we know). Once they have the Google code, they can create a Google Voice account using your phone number.

Google Voice generates virtual phone numbers for people and businesses who don't want to give out their main number, but creating an account requires a real phone number, and that's where cybercriminals need to use yours. They can then anonymously run other phone-based scams using the Google Voice number – and any activity would be traced back to you. With the authentication code in hand, they could also access your Google account.

The moral here is not to fear giving out your phone number, but to recognize when it's being misused. To avoid becoming involved in a Google Voice scam, tell prospects that if they're concerned about the legitimacy of your business, they can visit your website or your store. Never share an authentication code with an outside party.

Always Keep Up Your Guard

You may find it tedious to constantly double- and triple-check your incoming emails and phone calls, but please remember that it's much more preferable than dealing with the fallout of a cyberattack. Cybercriminals make a living off finding new ways to manipulate technology, and they're good at it. But one thing they can't hack is an employee who maintains constant vigilance over their business' cybersecurity. You and your team are the strongest security defense that your business has, which is why it's so important that every team member remains up to date on evolving cyberattack strategies.

Chevron Sues Calif. to Overturn Fracking Ban

Chevron is taking another crack at trying to get California Gov. Gavin Newsom's ban on fracking overturned.

The oil and natural gas company sued the state in the Kern County Superior Court to remove the ban that will be in place by 2024.

In the lawsuit, Chevron claims the state broke the law by rejecting applications for drilling permits that met the legal requirements for approval.

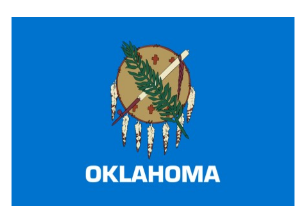
"[The state's] denial of Chevron U.S.A.'s permit here is part of [the state's] unlawful effort to ban WST (well stimulation treatments) activities in California entirely, by executive fiat, outside of the required legislative and administrative processes," the lawsuit reads.

Chevron also says in the lawsuit that it appears the state has not approved any fracking permits in the last year.

Oklahoma Leaders Demand President Biden Embrace Domestic Oil, Gas Production

Oklahoma leaders are demanding that President Joe Biden embrace domestic oil and gas production.

Gov. Kevin Stitt, Attorney General John O'Connor and U.S. Sen. Jim Inhofe all urged President Biden to take the necessary steps to reduce energy prices at home and globally. Stitt sent a letter to the president requesting immediate action be taken to strengthen the United States and our allies abroad by embracing America's domestic crude oil and natural gas industry by halting the importation of Russian crude oil and national gas products.



Column: U.S. Gas Storage Emptied by Exports to Europe and Asia, Reuters

U.S. gas prices have climbed to their highest level in more than a decade as strong demand from overseas has emptied storage and left inventories well below average for the time of year despite a mild winter.

Front-month futures for gas delivered at Henry Hub in Louisiana have risen to $6.40 per million British thermal units, the highest in real terms since 2010.

Wholesale prices in the United States are still far below those prevailing in Northeast Asia ($33 per million British thermal units) and Northwest Europe ($34).

Full price convergence is prevented by the limited liquefaction capacity for exports from the United States and regasification capacity for imports into Asia and Europe.

But shortages in other regions and fears of an interruption of supplies from Russia are pulling U.S. prices higher via increased demand and prices for LNG.

U.S. LNG exports rose 13% in the three months from November to January compared with the same period a year earlier, while gas production was up by less than 5%.

As a result, LNG exports accounted for 12% of domestic dry gas production in January 2022, up from 8% in January 2020 and 3% in January 2018.

Exports are likely to have accelerated even further in February and March after Russia's invasion of Ukraine sent gas prices surging in Europe.

U.S. prices are still largely isolated from the rest of the world, but growing LNG exports are gradually forging closer links with Europe and Asia.

DEPLETED STOCKS

U.S. gas inventories ended the winter at just 1,382 billion cubic feet on April 1, the lowest for the time of year since 2019 and before that 2014.

Working stocks in underground storage were 316 billion cubic feet (19%) below the pre-pandemic five-year seasonal average for 2015-2019.

Because of strong exports, inventories depleted more than usual despite high prices and winter heating demand that was 8% below the long-term average.

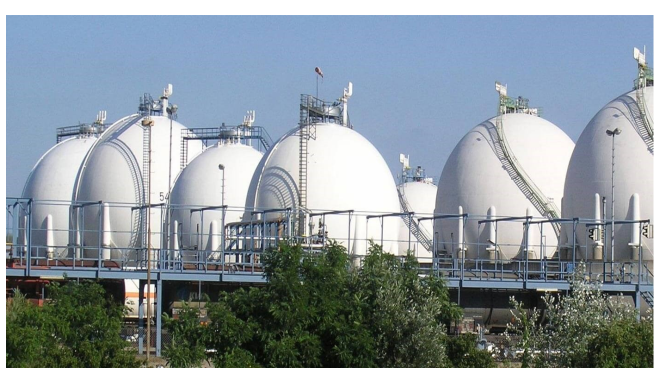
Reflecting the low level of stocks, futures prices have moved into a strong backwardation, with nearby prices rising to reduce consumption and exports and encourage more production.

The one-year calendar spread for Henry Hub futures has steepened into backwardation of more than $2 per million British thermal units, putting it in the 99th percentile for all trading days since 2007.

Higher prices have already begun to encourage more drilling, with the number of gas-focused rigs climbing to 138 last week, up from 106 at the end of last year.

The number of gas-focused rigs is rising at the fastest rate in five years, according to an analysis of rig counts published by oilfield services company Baker Hughes.

Increased drilling should keep output growing through the end of the year and into 2023, which will be needed as demand for LNG remains high as buyers in Europe and Asia scramble to replace gas from Russia.



Fox News: Time for Biden, Dems to quit demonizing our energy sector and embrace American natural gas and oil

During World War II, 44 oilfield workers left their homes in rural Oklahoma, to lend a hand abroad. Secretly summoned by Winston Churchill to Sherwood Forest in fuel-deprived England, these men worked to drill 100 oil wells in crisis. Historians say the fuel derived from the dig helped the right side win the war and underscored America's energy leadership.

Our European allies, long dependent on imported Russian natural gas, have again turned to America to meet a growing challenge. Two weeks before Russia's invasion of Ukraine, the European Union's leading energy official requested a meeting with the American Petroleum Institute and its members. She wanted American liquefied natural gas (LNG) – and fast. With a senseless war soon to come in Ukraine, no European diplomat wanted to depend on Russia's Putin for energy.

Much like the past, the American oil and gas industry is rising to meet the moment with increased LNG cargoes moving to Europe and others in need. But unlike the past, a politics-first and always vocal wing of Congress is demonizing our sector. Instead of enacting policies to spur domestic production to make up for Russian supplies, these lawmakers hauled energy company CEOs to Washington this week to determine whether our industry is "exploiting the war in Ukraine" for economic gain.

That is false. It is important to get the facts right as people grapple with historic inflation, high energy costs and unprovoked war. Acknowledging reality is the first step to bringing relief at home and abroad.

First, global markets – not individual companies – set prices for crude oil, which is the main input into the price of retail gasoline. With markets already tight amid surging demand in the wake of the pandemic, the war in Eastern Europe has aggravated existing labor shortages and supply chain disruptions. Beyond that, most retail gasoline stations are not owned by energy companies. Instead, independent franchisees set prices based on local competition, inventories and other factors.

Second, oil companies are not holding back on energy development. Rig counts are up, and oil producers are projected to continue to produce at record levels in the plentiful Permian Basin. Equally historic production levels are being observed in the Marcellus, America's most abundant gas basin. But you can't flip a switch to get such output nationwide and fill the Russian void.

Instead, Congress should learn from President Joe Biden's partial shift toward recognizing the benefits of U.S. energy leadership and enact policies that advance it. Investors react to signals from policymakers, so what is said and done in Washington makes a difference. Recently the administration has approved LNG export projects, established a plan to increase U.S. LNG exports to Europe, and announced resumed planning for federal oil and gas lease sales.

Good first steps, but policymakers need to build on all of it to truly strengthen American energy leadership. If they need an

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Fox News: Time for Biden, Dems to quit demonizing our energy sector and embrace American natural gas and oil

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incentive, here is a dose of reality: Independent studies say nearly half of all energy used globally in 2040 will come from natural gas and oil – even if all 196 nations party to the Paris Climate Agreement meet their emission reduction goals.

Here's the choice: Get oil and gas produced with stringent environmental standards in the U.S., or get it from unreliable regimes that weaponize their energy? Polling shows most voters wisely take the first option. Their leaders should stop grandstanding and listen. Thankfully, Washington can do four things fast.

First, we call on the administration to develop a new five-year offshore leasing program to replace the one that is scheduled to expire in June. This is a key tool for American producers to plan offshore development that can take seven or more years to come online. Delaying the program could result in lost production, lost jobs and lost revenues to government, a new analysis shows.

Second, the administration should hold onshore lease sales on federal property as required on a quarterly basis under the Mineral Leasing Act. To put things in perspective, President Obama issued 47 lease sales onshore and offshore in the first 14 months of his administration. President Biden has conducted one lease sale that a court invalidated and the administration failed to appeal.

Third, the Department of Energy should approve all LNG export applications and seek congressional changes for swift approval of exports to non-free-trade-agreement nations.

Finally, the administration should reverse course on infrastructure decisions, specifically certain National Environmental Policy Act reforms and other permitting regulations that inhibit pipeline construction. Otherwise, it is increasingly difficult to transport energy where it is most needed.

It is clear energy is top of mind at the White House. The president last week made a historic release from the Strategic Petroleum Reserve in an attempt to raise supply and drop prices. While this release could provide some near-term relief, it is not a viable long-term solution.

Instead of managing from crisis to crisis, we should be focused on promoting policies that avoid emergencies altogether through more production.

America has a history of stepping up. It can do so again. The president has said his administration is using every tool to address the current energy crunch. He and some allies have belatedly acknowledged the need for ever-cleaner U.S. oil and gas production. But they must walk the talk, much like those Oklahoma roughnecks of World War II. That can happen if policymakers get out of their own way – and ours.

US can 'Counter Russia's Influence' by Expanding Domestic Oil and Gas Production: American Petroleum Institute, Fox

Mike Sommers, the American Petroleum Institute (API) president and CEO, argued that American energy producers "are patriots" and are supplying the world with natural gas and oil "during this time of crisis."

n a statement released by API, the day after President Biden announced the U.S. will ban imports of Russian crude, natural gas and coal in response to the country's invasion of Ukraine, the national trade association said, "We share the goal of reducing reliance on foreign energy sources and urge policymakers to advance American energy leadership and expand domestic production to counter Russia's influence in global energy markets."

The statement also noted that prior to Biden's announcement, "the industry has already taken significant and meaningful steps to unwind relationships, both with respect to assets in Russia as well as imports of Russian crude oil and refined products."

Speaking with "Mornings with Maria" Sommers stressed that the American oil and gas industry is stepping up amid a "crisis moment for the world."

"We want to make sure that we're supplying the world with both natural gas and oil during this time of crisis and we don't want Russian oil in the American market," he told host Maria Bartiromo speaking from the CERAWeek by IHS Markit energy conference in Houston, Texas.

Sommers told Bartiromo that many industry leaders at the energy conference have been stressing the "strategic importance of American oil and gas."

"I think there's a new recognition of how important it is that the United States reclaim its role as the world energy leader during times of crisis like this," he said. "I think there's been too much focus over the course of the last many years on downplaying that important role. We need to return to that position."

During Biden's news conference on Tuesday, he also said that it is "simply not true" that his administration or his policies "are holding back domestic energy production."

"Even amid the pandemic, companies in the United States pumped more oil during my first year in office than they did during my predecessor's first year," he said.

US can 'Counter Russia's Influence' by Expanding Domestic Oil and Gas Production: American Petroleum Institute, Fox

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"We're approaching record levels of oil and gas production in the United States and we're on track to set a record of oil production next," he said, adding that in the U.S. "90% of onshore oil production takes place on land that isn't owned by the federal government."

"And the remaining 10% that occurs on federal land, the oil and gas industry has millions of acres leased – they have 9,000 permits to drill," he said. "Now, they could be drilling right now. Yesterday, last week, last year, they have 9,000 to drill onshore that are already approved."

"So let me be clear: they are not using them for production. That's their decision," he said. "These are the facts. We should be honest about the facts."

White House Press Secretary Jen Psaki called out the American Petroleum Institute and claimed that the Biden administration not stopping U.S. oil production.

"There have been some, including the American Petroleum Institute, who have claimed that this is an issue of having access or funds," Psaki said.

"The oil and gas industry has a lot of permits," she continued, adding that "onshore alone, [there are] more than 9,000 unused approved permits to drill."

"And I would note that only 10% of drilling is happening on federal lands. The other 90% is on private lands, but, I'm talking about the 10% in that case," she went on to say. "So the argument that there are just no opportunities to drill for oil is just not true."

Psaki then argued that "the phenomenon that we're actually seeing is much more about firms wanting to return cash to investors than about a lack of opportunity."

Speaking with Bartiromo on Wednesday, Sommers responded to Psaki's comments the day before, saying she "has a fundamental misunderstanding as to how the process works for federal lands on both federal lands and federal waters."

"It takes a long time to develop those leases," he noted. What "she's actually advocating for here is that we lease those lands and then not do any environmental review, not actually explore as to whether or not those lands actually have productive oil and gas and then actually violate the law without getting a permit."

U.S. Crude Output Will Rise at Slower-Than-Expected Pace, EIA Says

U.S. crude output will grow at a more diminished pace than previously expected as shale producers grapple with higher production and labor costs amid rampant inflation.

Production in 2022 is now expected to average 12.01 million barrels a day compared to the previous forecast of 12.03 million barrels a day, according to the Energy Information Administration.

The revisions come as the Biden Administration struggles to contain surging inflation stoked by rising energy costs. Oil skyrocketed above $100 as the war in Ukraine has limited Russian crude exports into the global market while OPEC and its allies struggle to meet production targets. Meanwhile, many publicly traded oil producers in the U.S. have increased production at a more moderate pace compared with previous price booms as investors pressure them to boost returns.

For 2023, the EIA expects production to rise by 940,000 barrels a day to average 12.95 million, compared to its previous forecast for a rise of 960,000 barrels a day.

Oil demand is expected to rise 800,000 barrels a day to 20.58 million versus an increase of 870,000.

Visualizing the History of Energy Transitions, Govind Bhutada

Over the last 200 years, how we've gotten our energy has changed drastically.

These changes were driven by innovations like the steam engine, oil lamps, internal combustion engines, and the wide-scale use of electricity. The shift from a primarily agrarian global economy to an industrial one called for new sources to provide more efficient energy inputs.

The current energy transition is powered by the realization that avoiding the catastrophic effects of climate change requires a reduction in greenhouse gas emissions. This infographic provides historical context for the ongoing shift away from fossil fuels using data from Our World in Data and scientist Vaclav Smil.

Coal and the First Energy Transition

Before the Industrial Revolution, people burned wood and dried manure to heat homes and cook food, while relying on muscle power, wind, and water mills to grind grains. Transportation was aided by using carts driven by horses or other animals.

In the 16th and 17th centuries, the prices of firewood and charcoal skyrocketed due to shortages. These were driven by increased consumption from both households and industries as economies grew and became more sophisticated.

Consequently, industrializing economies like the UK needed a new, cheaper source of energy. They turned to coal, marking the beginning of the first major energy transition.

As coal use and production increased, the cost of producing it fell due to economies of scale. Simultaneously, technological advances and adaptations brought about new ways to use coal.

The steam engine—one of the major technologies behind the Industrial Revolution—was heavily reliant on coal, and homeowners used coal to heat their homes and cook food. This is evident in the growth of coal's share of the global energy mix, up from 1.7% in 1800 to 47.2% in 1900.

The Rise of Oil and Gas

In 1859, Edwin L. Drake built the first commercial oil well in Pennsylvania, but it was nearly a century later that oil became a major energy source.

Before the mass production of automobiles, oil was mainly used for lamps. Oil demand from internal combustion engine vehicles started climbing after the introduction of assembly lines, and it took off after World War II as vehicle purchases soared.

Similarly, the invention of the Bunsen burner opened up new opportunities to use natural gas in households. As pipelines came into place, gas became a major source of energy for home heating, cooking, water heaters, and other appliances.

Coal lost the home heating market to gas and electricity, and the transportation market to oil.

Despite this, it became the world's most important source of electricity generation and still accounts for over one-third of global electricity production today.

The Transition to Renewable Energy

Renewable energy sources are at the center of the ongoing energy transition. As countries ramp up their efforts to curb emissions, solar and wind energy capacities are expanding globally.

In the decade between 2000 and 2010, the share of renewables increased by just 1.1%. But the growth is speeding up—between 2010 and 2020, this figure stood at 3.5%.

Furthermore, the current energy transition is unprecedented in both scale and speed, with climate goals requiring net-zero emissions by 2050. That essentially means a complete fade-out of fossil fuels in less than 30 years and an inevitable rapid increase in renewable energy generation.

Renewable energy capacity additions were on track to set an annual record in 2021, following a record year in 2020. Additionally, global energy transition investment hit a record of $755 billion in 2021.

However, history shows that simply adding generation capacity is not enough to facilitate an energy transition. Coal required mines, canals, and railroads; oil required wells, pipelines, and refineries; electricity required generators and an intricate grid.

Similarly, a complete shift to low-carbon sources requires massive investments in natural resources, infrastructure, and grid storage, along with changes in our energy consumption habits.

API: The Market is Saying the World Needs More Natural Gas, MRT

Energy markets, already rattled by the pandemic, rebounding oil and gas demand and tightening oil and gas supplies, have been thrown into further turmoil by Russia's invasion of Ukraine.

Europe particularly is in a precarious position amid the invasion, said Dustin Meyers, vice president, natural gas markets with the American Petroleum Institute.

Participating in a media call to discuss the domestic industry's role in supporting energy security in the US and globally, Meyers noted that in Europe, spot natural gas prices have soared to $60 per MMBtu or the equivalent of $340 for a barrel of oil. In Asia, prices have risen to $40 per MMBtu.

Meyers pointed out that European gas markets had been tight before the invasion. "Clearly the market is sending a strong signal the world needs more natural gas. That call has become even more urgent."

The US is the world's largest producer of natural gas and largest exporter of liquefied natural gas, shipping 100 cargoes of LNG a month, mostly to Europe.

Frank Macchiarola, API's senior vice president, policy, economics and regulatory affairs, said the association supports the administration's release of oil from the Strategic Petroleum Reserve, in conjunction with other nations. He said the SPR was designed for international crises like the invasion.

The invasion, he said, underscored the point the API and others have been making that the surge in US oil and natural gas production – particularly in the Permian Basin – has provided the nation with energy security and helped the energy security of American allies while helping lower prices at home.

But long-term, he said, US energy leadership will be needed and he called on the Biden administration to recognize the role of US energy, specifically LNG as Europe looks to the US for its energy.

"The administration must recognize the role of LNG but also back that with action to allow expansion of exports," he said.

The Department of Energy and Federal Energy Regulatory Commission must act on applications for LNG export facilities pending before them and also establish a clear timeline for approval.

Ukraine, said Meyers, will fundamentally alter Europe's energy markets. Already, he said, Germany is fast-tracking two LNG import facilities and the International Energy Agency is falling more imports of US LNG to diversify European sources away from Russia.

"We believe it's imperative President Biden reassure our allies the US will be a reliable supplier of energy," Meyers stated.

Senate confirms Ketanji Brown Jackson for upcoming Supreme Court vacancy

The Senate confirmed Ketanji Brown Jackson as the first Black woman to serve on the Supreme Court, the end of a historic nomination process streaked with acrimony even for a justice who will not alter the court's current conservative tilt.

Jackson, who received bipartisan support in a 53-47 vote, will also be the first former public defender to sit on the court. It's a professional background that Democrats said would add a much needed perspective on the high court but Republicans mined to accuse Jackson of being soft on crime.

Jackson will take the seat of Justice Stephen G. Breyer, who plans to retire at the end of the term in June. By then, the 6-3 conservative majority is expected to deliver major rulings on abortion and gun rights that could fuel debate about the high court's legitimacy. On the horizon are cases about election laws and congressional redistricting after the 2020 census.

Senate Democrats remained focused on Jackson's education and track record as a federal judge and repeatedly drove home how she stands at the precipice of history: a first on the Supreme Court like Justice Thurgood Marshall, the first Black man, or Justice Sandra Day O'Connor, the first woman.

"She will be the first, and I have no doubt in my mind she will pave the way for others in the future," Majority Leader Charles E. Schumer said on the Senate floor. "It's a key feature of a healthy and vibrant democracy, when Americans of all walks of life come before the court, they should have confidence that those who don the robes have the ability to walk in their own shoes, to see and understand their side of the story."

EIA Projects U.S. Energy Consumption Will Grow Through 2050, Driven by Economic Growth

Energy consumption will increase in the United States over the next 30 years across a variety of economic scenarios as population and economic growth outpace energy efficiency gains, according to our Annual Energy Outlook 2022 (AEO2022).

You can register to attend the AEO2022 virtual release event, co-hosted by the U.S. Energy Information Administration and the Bipartisan Policy Center, today at 2:00 p.m. eastern time. We will post the AEO2022 on our website following the event.

The AEO2022 Reference case includes our baseline assumptions about technology, policy, and the economy through 2050. The Reference case projects a future in which slowing growth in consumption in an increasingly energy-efficient U.S. economy contrasts with increasing energy supply because of technological progress in renewable sources and resource development of oil and natural gas.

The alternative cases released today explore a variety of assumptions regarding economic growth, commodity prices, resource availability, and technology costs compared with the Reference case. Other alternative cases will be released through the next year.

Some of the key findings from AEO2022 include:

Petroleum and natural gas remain the most-consumed sources of energy in the United States through 2050, but renewable energy is the fastest growing

We project that U.S. energy consumption will continue to grow through 2050 as population and economic growth outpace energy efficiency gains. Petroleum and other liquids will remain the most-consumed category of fuels through 2050 in the AEO2022 Reference case. The transportation sector will consume the majority of these fuels, particularly motor gasoline and diesel.

Nevertheless, in all of the AEO2022 cases we are releasing today, production of renewable energy will grow more quickly than any other fuel source through 2050. Consumption of natural gas will continue to grow as well over this period, maintaining the second-largest share of all fuel sources, driven by expectations that natural gas prices will remain lower than historical levels.

Wind and solar incentives, along with falling technology costs, support robust competition with natural gas for electricity generation while the shares of coal and nuclear power decrease in the U.S. electricity mix

The share of generation from renewable energy sources, such as wind and solar, will rapidly increase over the next 30 years as state and federal policies continue to provide significant incentive to invest in renewable resources for electricity generation and transportation fuels. New technologies will continue to drive down the cost of wind and solar generators, further increasing their competitiveness in the electricity market, even as assumed policy effects lessen over time.

U.S. crude oil production reaches record highs, while natural gas production is increasingly driven by natural gas exports

In the Reference case, we project that U.S. natural gas exports will rise through 2050, primarily driven by increases in liquefied natural gas capacity, global natural gas consumption, and pipeline exports to Mexico and Canada.

From 2021 through 2050, we project that U.S. crude oil exports will remain near their projected peak and that they will remain mostly the same in both gross terms and as a percentage of total domestic crude oil production.

eia

OPINION: 10 Tactics to Keep Your Meeting on Track

by

Joel Schwartzberg

Below are 10 communication tactics that can help both meeting leaders and executives attending meetings make sure those meetings accomplish their missions.

1. Prepare Your Points — Not Just an Agenda — in Advance

An agenda is a helpful meeting roadmap but not an effective tool for conveying your key points. So, in addition to creating an agenda, conceive and prepare a few brief but valuable points in advance. Some questions to ask yourself that can help you develop these points:

"What ideas do I want to raise at this meeting?"

"What challenges do I or we need help with?"

"Who deserves praise or mention?"

"What questions do I most want this group to discuss and consider?"

Bring these answers to the meeting and share them at the start or when related agenda topics come up. Remember: a topic is a piece of paper. A point is a paper airplane. You can have both on the table, but only one delivers your idea.

2. Provide the Purpose

At the start of the meeting, share the meeting's purpose — what needs to be decided, reviewed, or accomplished as a result of the meeting. Avoid vague purposes like "exploring" or "addressing" an issue. That only promises talk, not action or advancement. (Even in Zoom, talk can still be cheap.) Stating a clear purpose at the start of the meeting will help to ensure that it gets met — or at least checked — by the end.

3. Guide Your Listeners

Leaders often — and should — kick off meetings with greetings, sentiments, and important updates. If your opening comments cover several topics, provide a preview: "Before we start, I'd like to quickly cover last week's forecast announcement, our DEI internal survey results, and some new team members who will be joining us soon."

4. Be Ready to Listen

For a meeting leader, listening and appearing to listen are essential values because while dialogue is vital, you also want to be seen as caring and appreciative of your colleagues' contributions.

5. Prepare Questions

In dialogues between executives and their teams, leaders can boost learning by asking probing questions. In the Harvard Business Review article "Being a Strategic Leader Is About Asking the Right Questions," Lisa Lai contends that asking strategic questions like "Why are you doing the work you're doing?" and "What does success look like for our team?" can help leaders encourage their teams to think more strategically.

6. Keep Detours Brief

At times, you may be tempted to leave your train of thought to discuss something unrelated, whether the idea suddenly pops into your head or is raised by someone else in the room. One second you're talk-

OPINION: 10 Tactics to Keep Your Meeting on Track

by Joel Schwartzberg

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ing about leveraging social media, and the next second you're talking about your favorite Instagram celebrities. This off-ramp is perilous because, when it drags on for a while, it wastes critical time and other minds begin to wander.

If you introduce or entertain an idea that's only tangentially related or unrelated, "get in and out" quickly so you can return to the points you came to make.

7. Know When You've Finished Your Point

Some speakers have a pesky voice in their heads that says, "They don't understand it yet — keep talking!" This inner voice — springing from your insecurity — is often wrong, so don't trust it. Once you've made your point, stop and move the meeting forward. If people have questions, they will ask. This approach also ensures others in the meeting will have time to speak.

8. Give Concise Credit

It's always a good idea for leaders to share points of praise, support, and encouragement with their teams, but the impact of those sentiments decreases the longer you go on. And on. And on. Then it gets awkward.

Nothing kills a good point more than rambling, so keep your thanks structured and limited to 15 seconds or less. At the same time, realize that the two words "thank you" never have much of an impact. Always supply the "why." A good template for giving credit or appreciation is: who did it, what they did, and what impact it had on organizational or team objectives.

9. Help Others Stay on Point

If, during your meeting, a staff member delivers a formal presentation without a clear point or proposal, gently prompt one by asking politely, "What do you recommend?" or "What do you propose we do?" The more you ask those guiding questions, the more likely that person will eventually realize the crucial leadership communication skill of conveying points — not just sharing thoughts.

10. End With a Meaningful Action Step

You sustain post-meeting momentum when you end the meeting with clear next steps, including who's taking the actions and when. That actor can be a manager, an administrative assistant, a committee, or even yourself, but make sure it's someone who not only records and files the ideas but advances them.

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