CHAIRMAN’S Letter

The National Biodiesel Board’s staff team encompasses experts in a wide range of fields with more than 180 years collectively at the organization, even more experience directly involved in the biodiesel industry, as well as a wide network of key contractors. This is our team. These valuable resources contribute exponentially more expertise than each member company could afford individually, but as NBB members, they are all working on our behalf every single day.

This year, we saw many challenges as a trade association but even more significant were the successes. Due to inaction in Congress, the biodiesel tax incentive lapsed December 31, 2016 and as of this writing has yet to be reinstated. We’ve made significant progress toward our organizational priority of moving that credit from the blender to the producer. We also received an RFS proposal this summer that fell short of our recommendations and stalled the growth of Advanced Biofuels as set forth in the statute. But as we regularly do, our industry rose to the occasion during the public hearing, through our detailed written comments to EPA, and by reaching our champions in Congress. Despite these significant challenges, we are still on pace for a nearly 3 billion gallon biomass-based diesel marketplace in 2017.

This report highlights the significant achievements and milestone successes our industry accomplished this year. These can largely be attributed to members of the industry coming together under the umbrella of NBB, where as a collective we can achieve more than any individual effort could. By pooling our resources, we gain a comprehensive and coordinated advocacy and promotion effort that gets results. Things like continued implementation of the California Low Carbon Fuel Standard and Oregon Clean Fuels Program that generated carbon credits for the industry in excess of $250 million; the reduction of biodiesel’s Indirect Land Use Change penalty used by regulators to craft biofuels policy by 37 percent; General Motors announcement of 20 diesel vehicles, all approved for B20; and much more. It takes efforts like these from all program areas to achieve our top priorities as an industry.

These pages are filled with success stories that wouldn’t be a reality without the support of you, the membership, and our hard-working, dedicated team of experts pulling towards a singular goal. Thank you for your membership and continued commitment to the industry.

Kent Engelbrecht
Chairman, NBB

CEO’s Letter

This report takes a look back at a year full of accomplishments that have advanced our industry. As we move into 2018, the twenty-fifth year of the National Biodiesel Board, we continue to face a number of challenges. While challenges are nothing new to our industry, I believe we have the opportunity for record volumes again in 2018.

When I started at NBB in 2004 as the Director of Operations, a billion-gallon market wasn’t even in our vocabulary, much less three billion gallons. Now, 2018 has the potential to be the third year in a row above 2.8 billion gallons. But as our market share grows so does the target on our backs.

Our single largest threat, and opportunity for growth, continues to be the Renewable Fuel Standard. As anticipated, with conventional biofuels reaching the statutory cap, biofuels adversaries have turned their attention to the Advanced Biofuels category within the RFS. Along with that attention comes their vast lobbying resources, seven-figure advertising budgets, and newly established positions of influence throughout the Administration.

Defending and continuing to grow our position within the RFS will take all our efforts. Continued work with EPA on the administrative side of the program and through the public rulemaking process, direct lobbying efforts targeted at the highest levels of the Administration and Congress, and success in our other efforts like the biodiesel tax incentive will all be paramount. I believe you – NBB members – are biodiesel’s best and strongest advocates. You can significantly help to move the needle in all of these realms. Without your constant advocacy, the lift will be significantly more difficult. I can assure you, we as NBB staff will work to engage you at every turn in order to be successful.

Over the last year, I have visited many of your facilities, sat in your board rooms, and met hundreds of passionate people. I’m confident that the characteristics that have brought all of us to this point in the industry are the very same characteristics that will make us successful in conquering the challenges we face.

Donnell Rehagen
Chief Executive Officer, NBB
FISCAL Highlights

Among the greatest benefits of NBB membership is the ability of the organization to leverage membership dues dollars with outside funding sources. Member dues made up only a third of NBB’s total revenue in FY17. For every $1,000 in membership dues paid, NBB members get nearly $3,500 in revenue to support biodiesel through the trade association’s ability to secure outside funding.

Where does the money come from?

32% State Soybean Checkoff Project Funds – Every year NBB staff submit project proposals for funding to more than 23 state checkoff organizations. In FY17 NBB secured more than $3.9 million to fund biodiesel technical, communications, sustainability, and education work on behalf of the industry. These projects are critical to industry efforts and could not be completed without outside investment.

29% Membership Dues – While membership dues play a modest portion of the income side they are the single biggest source of funding for political advocacy efforts. With federal regulations prohibiting checkoff funding and federal grant money to be used for lobbying, this means NBB member dues are focused almost exclusively on these efforts.

22% United Soybean Board – Much like the state soybean checkoff funding, NBB staff submit project proposals for funding to USB through their competitive funding process. These project funds allow NBB to develop critical data to support industry efforts and allow for membership dues dollars to stay focused on policy efforts.

6% Federal Grants – In 2014 NBB competed for, and won, a five-year extension of the USDA’s Biodiesel Fuel Education Program funds. This grant provides an additional $700,000 dollars a year to supplement technical and other programs on behalf of NBB members.

11% Other Income – Other operations of NBB generate additional revenue streams for the organization like the BQ-9000 program and NBBIT, our in-house IT firm who also splits time working for outside clients.
MEMBER Testimonials

**Tyson Keever, CEO, SeQuential, Portland, Oregon**

“NBB’s support has been instrumental in defending the low carbon fuel standards in California and Oregon. With their help, we’ve been able to secure the standards in both states, providing market assurance for us and other biodiesel producers in the region. We look forward to continued partnership as we work to create consistent policies that promote wide adoption of biodiesel across the West Coast.”

**Nancy Foster, President, National Renderers Association, Alexandria, Virginia**

“Upon joining the National Biodiesel Board four years ago, it was clear to me how important biodiesel is to our industry. NRA decided to become more proactive and our Board of Directors voted to ‘support the success of biodiesel/renewable diesel and the value of RFS.’ NRA also supports other incentives such as federal tax credits. We appreciate NBB’s leadership out front in support of a strong biodiesel industry and their vision for the industry’s growth in the future. NRA looks forward to continued partnership with NBB in legislative work on Capitol Hill, legal advocacy and regulatory comments to EPA. The biodiesel industry needs NBB’s continued strong leadership and we value our membership.”

**Kenlon Johannes, Administrator & CEO, Kansas Soybean Association/Commission, Topeka, Kansas**

“It is so exciting to see how the biodiesel industry has grown through the hard work of the NBB members and staff. We have always done and will continue to do things the right way by doing the research and education necessary to make biodiesel a successful mainstream fuel.”
Steve Nogel, Vice President, Renewable Fuels Group at Ag Processing Inc, Omaha, Nebraska

“When Ag Processing Inc (AGP) built the first commercial-scale soy biodiesel facility in the U.S. at its Sergeant Bluff, Iowa location in 1996, there was no established industry and an uncertain market for soy-biodiesel. The timing was right for a clean, renewable fuel as the nation had just come out of the 1970’s and 80’s petroleum shortages, so we had federal energy policy and then the Clean Air Act followed. The formation from the National Soy Diesel Development Board in 1992, which became the National Biodiesel Board in 1994, was truly a visionary step in a unified effort to develop the fledgling industry. Industry producers and partners are working together through our trade association – the NBB – whose leadership continues to be instrumental in the growth and future of this exciting advanced renewable fuel. AGP is proud to be a charter member of the NBB and looks forward to the long-term success for all facets of our industry for many years.”

The National Biodiesel Board is the U.S. trade association representing the entire biodiesel value chain, including producers, feedstock suppliers, and fuel distributors, as well as the U.S. renewable diesel industry. With more than 150 members across the country, NBB represents nearly 90 percent of U.S. produced biomass-based diesel.

Woodrow Eaton, CEO & General Manager, Blue Ridge Biofuels, Asheville, North Carolina

“Blue Ridge Biofuels has been a proud member of the National Biodiesel Board since 2005. The NBB’s leadership in the areas of policy, fuel quality, and outreach, among others has been invaluable to the biodiesel industry as a whole. Over the years, NBB has assisted BRB with many different aspects of operating a successful biodiesel operation and BRB is grateful for NBB’s support.”
NBB Success Stories 2017

The National Biodiesel Board exists to serve and provide value to its members. Functioning much like a farm co-op, members pool their resources, share expenses, and gain scale to reach achievements that wouldn’t be possible individually. Members define the direction of the association each year through the annual program plan process that becomes the playbook for staff to execute. The success stories that follow are a result of highly coordinated efforts among a multitude of program areas working in concert to move the industry forward.

NBB’s ability to raise more than $8 million dollars of outside funding allows member dues dollars to be used almost exclusively for critical federal and state advocacy efforts.

Trade Petitions Filed to Level Playing Field

The National Biodiesel Board Fair Trade Coalition filed petitions with the Commerce Department (DOC) and International Trade Commission (ITC) in March 2017 to crack down on illegally subsidized and dumped biodiesel imports from Argentina and Indonesia. Large spikes in biodiesel imports from other countries were pushing domestic producers out of the market, because they were so highly subsidized in their home countries.

The ITC voted unanimously to proceed with a full investigation—a solid reflection of the strength of the case. Preliminary determinations found in favor of the petitioners on the countervailing duty case with determinations on the anti-dumping case expected fourth quarter 2017. The Commerce Department also found that “critical circumstances” exist, which allows duties to be imposed retroactively up to 90 days before the date of the preliminary determination.

Several foreign governments employ tactics that make it hard to compete, including subsidies to their biodiesel producers, declining export taxes on their biodiesel, and various tax incentives and exemptions for their biodiesel producers. By taking advantage of these various subsidies, foreign producers have become dominant exporters and taken an increasingly greater share of the U.S. market. Because of illegal trade activities, biodiesel imports from Argentina and Indonesia surged by 464 percent from 2014 to 2016. This has caused U.S. producers to pull back on investments to expand production capacity in what continues to be a growing market.

The goal of these petitions is to level the playing field, such that U.S. biodiesel producers have a fair shot at competing and having their gallons of biodiesel purchased.
Renewable Fuel Standard Continues to Drive Biodiesel Volumes

Fiscal year 2017 saw continued growth in the Renewable Fuel Standard as EPA finalized in November 2016 an RVO with biomass-based diesel increased by 100 million gallons from the previous year and 4.28 billion gallons of advanced biofuels, up from 4 billion gallons in their original proposal.

The industry was successful in getting the volumes increased through a number of strategic actions that highlighted biodiesel and renewable diesel as the fuels leading the way in delivering advanced biofuels under the RFS. Meetings were held with high-level elected officials, and more than 40 senators signed onto a letter calling for higher advanced-biofuel volumes. The letter was led by Sens. Roy Blunt (R-Mo.), Patty Murray (D-Wash.), Chuck Grassley (R-Iowa) and Heidi Heitkamp (D-N.D.) and was signed by a bipartisan group of senators from California to Minnesota to Maine. NBB also filed litigation on the Renewable Fuel Standard process, which positively influenced the proposal. And NBB produced a new study on distribution analysis which EPA relied on and cited throughout their proposal.

The RFS continues to be a key market driver for the biodiesel industry and these successes have laid the groundwork for a record biomass-based diesel market volume in 2017.

Business Development Expands NBB Reach

NBB’s business development efforts raised more than $8 million to execute the 2017 program plan thanks to the generous support of the United Soybean Board, 23 state soybean boards, and the National Biodiesel Foundation. This funding of our technical and educational programs by the soybean industry and NBF allowed dues money to be directed at our critical federal and state policy programs in Washington D.C. and state capitals.

In addition to these key efforts, NBB also coached 37 members on financing sources including USDA biorefinery (9003), REAP (9007), and Business and Industry loan guarantees and grants. Members are actively seeking at least $250 million for plant expansions, new plant developments, or facility upgrades because of this coordination.
NBB Success Stories 2017

Growing Feedstock Availability Critical to RFS Advancement

The US biodiesel market continues to grow while maintaining its historic feedstock diversity. US production of biomass-based diesel is made from roughly half vegetable oils and the other half animal fats, used cooking oil, and distillers corn oil. This diversity allows biodiesel and renewable diesel producers to alter feedstock use based on regional and global market dynamics.

Each year the National Biodiesel Board RVO Work Group commissions appropriate economic work to quantify the impacts of biomass-based diesel fuel production. This data is generated to help strengthen the case for growth to EPA. NBB’s detailed economic work indicates increased RVO levels can be achieved with feedstock prices remaining below their five-year average.

- In the past 20 years, US soybean production has grown 72 percent and average yields have grown 29 percent. The US soybean harvest last year was a record 4.3 billion bushels, 380 million bushels larger than the previous year, representing an additional half a billion gallons of vegetable oil in the global market.
- Distillers corn oil is a feedstock that did not exist prior to growth of the biodiesel industry. Just six years ago, only 300 million pounds of DCO were utilized by biodiesel producers with use growing to approximately 2 billion pounds last year. DCO feedstock not utilized for biodiesel production represents more than 125 million gallons of additional potential, and the production of DCO has grown 14 percent the first five months of 2017 compared to 2016.
- Canola acreage in 2017 grew to a record 2.16 million acres. This is the first time canola topped two million acres in the US. Most acres of canola are located in the Northern Great Plains, but acreage in the Southern Great Plains doubled in 2016 and grew 84 percent in the Pacific Northwest.
- US red meat production the first five months of 2017 was 21.0 billion pounds, up 4 percent from 2016. Increased red meat production translates to increased animal fat supplies for the biodiesel market.
- New equity investment and/or expansion in livestock and oilseed processing plants have been announced in multiple states, including Michigan, Iowa, North Dakota, South Dakota, and Minnesota.

Every year NBB generates detailed economic work to support the industry’s case for increasing RFS volumes.
State Policy Successes Build Value

Continued successful implementation of the California Low Carbon Fuel Standard and Oregon Clean Fuels Program. The two programs increased in volume from 315 million gallons to 455 million gallons, generating carbon credits for the industry in excess of $250 million in real value.

New York State passed legislation requiring B5 Bioheat® in eight “Downstate” New York counties beginning in 2018. If signed, the bill would expand New York City’s biodiesel blending standard to 70 percent of the state’s residents, or nearly 14 million people.

Illinois passed a five-year extension of its diesel fuel sales tax exemption for biodiesel blends over B10. The policy has made Illinois one of the largest biodiesel markets in the country at more than 150 million gallons of annual use.

The California Air Resources Board announced in July their approval of a NOx mitigant additive for biodiesel blends that was developed through an NBB-led effort over the course of more than eighteen months. This first-of-its-kind approval by CARB will ensure access to B20 blends throughout California. The additive takes already clean-burning biodiesel and ensures it reduces every measurable regulated emission, including NOx, when blended with California’s unique diesel formulation called CARB diesel. B20 blends are now certified as the lowest emissions fuel available within the state.

Unified Communications Efforts TELLS INDUSTRY STORY

No single member could handle the thousands of press inquiries and coverage biodiesel sees annually. Analysis showed a six-month snapshot had 44,742 hits on biofuel and 7,423 hits on biodiesel. We also manage about 100 press calls each month, ranging from small local papers and radio stations to national networks. This year we continued work with a documentary film crew working for the Discovery Channel. The 120-minute piece will air November 16 and involved some nine days of shooting with NBB staff and members and countless discussions and interviews.

State Education Efforts Provide Help in Emergencies

NBB’s state education efforts allow us to provide assistance when and where it’s immediately needed. This year we stepped in to support members’ immediate needs due to emergencies, fires, spills and breaking news in 17 states. One coordinated voice improves biodiesel perception and provides timely resources impossible without a trade association.
NBB Success Stories 2017

National Education Campaign Supports Critical Policy Efforts

This year’s national ad campaign encourages thought leaders to explore the promise of more. Its :15 spot and new featured videos highlight the 64,000 jobs the biodiesel industry supports. The national ad campaign, with a focus on DC thought leaders, has been cited as influential in offering the positive message support needed to secure key federal policy victories.

The latest voter surveys show three out of four people have heard of biodiesel, up from one in five when NBB began national surveys. More than half have a positive impression. Biodiesel’s current position can be credited to the unified industry voice, coordinated to make sure the public, policy makers, and stakeholders recognize biodiesel benefits.

Reduced ILUC Penalty by 37 Percent

The environmental advantages of biodiesel over conventional diesel are well known, but as we work to expand biodiesel use a big question we face is, “How much biodiesel can we make without stressing our land resources?” This question has been quantified by modeling designed to predict those changes under policies like the Renewable Fuel Standard, the California Low Carbon Fuel Standard, or the EU Renewable Energy Directive. Known as indirect land use change (ILUC), the emissions for expanding agricultural production have been placed upon biodiesel’s GHG score as a penalty.

NBB continues to invest in better science to quantify our benefits, and as a result, Argonne National Laboratory, USDA, and Purdue University are jointly publishing the most comprehensive and accurate life-cycle assessment of biodiesel that has ever been contemplated. This report suggests that the ILUC penalty be reduced to 18.3 g/MJ and potentially as low as 4.2 g/MJ from as high as 62 g/MJ in previous studies.

For producers selling into California, this change could be worth an additional $.14 per gallon, but more important, these changes open more volume opportunities nationwide as regulators come to a firmer understanding that biodiesel is America’s Advanced Biofuel.

Social Media More Than Fun and Games

NBB often builds on successes and achievements to leverage favorable news coverage and amplify the biodiesel message. This year’s Biodiesel Day materials featured five NBB members. In less than three days it saw more than 38,400 views and impressions across 18 posts, with more than 480 likes, shares, retweets, and comments. This successful outreach showcases biodiesel’s benefits to a wide and diverse audience and works to balance misinformation. NBB social media is more than just fun and games. The reach across multiple platforms averages 3,000 impressions daily.

Information is Key

Every year NBB manages 1,000-plus requests for information, monitors thousands of biodiesel news stories and articles, and maintains the most comprehensive and reliable biodiesel data source online with flagship websites www.biodiesel.org and www.nbb.org generating more than 660,000 unique visitors and 15 million page views annually.
American OEM’s Support for Biodiesel Grows

American auto manufacturers continue to bring diesel passenger vehicles to market. This year General Motors announced 20 model year 2017/2018 vehicles, all approved for B20, including eight new diesel offerings.

The NBB technical team continues to work with representatives from every market segment using diesel fuel to approve higher biodiesel blends including on-road transportation, off-road transportation, heating oil, railroads, marine, power generation, and more. All segments currently approve at least B5, which could account for more than three billion gallons of total biodiesel consumption.

30 lbs of Protein, 22 lbs of Carbs, One Gallon of Biodiesel

That’s how much livestock feed is added to the food supply for every gallon of biodiesel produced. Biodiesel is helping the food supply become more affordable, healthier, and more efficient. On a global scale, protein is the limiting factor in our food supply. When we grow protein to feed the world, we get more fats and carbohydrates than we can eat. Biodiesel helps make protein more affordable by creating value for fats and oils that cannot be consumed as food. By supporting and promoting the most efficient crops for protein production, biodiesel is part of a trend that is feeding a more affluent diet to more people around the world while reducing the global footprint of agriculture by millions of acres a year.

BQ-9000 Fuel Quality Program Thrives

The BQ-9000 fuel quality program continues to grow and thrive in the marketplace. The program now includes 51 Producers, 45 Marketers, and 13 Laboratory locations, marking a 12 percent increase in accredited companies since the end of FY16. The program is a unique combination of the ASTM standard for biodiesel, ASTM D6751, and a quality systems program that includes storage, sampling, testing, blending, shipping, distribution, and fuel management practices.
NBB represented members and delivered biodiesel messages before several thousand attendees at 14 petroleum industry events nationwide. Energy-focused events included the New England Fuel Institute Expo, International Liquid Terminals Association, Independent Petroleum Association of America, Connecticut Energy Marketers Association, Oregon Fuels Association, and many more. This outreach is designed to educate our number one customer—the petroleum supply chain—on the value-added benefits of blending biodiesel. It also provides the tools necessary for successfully implementing the fuel into their operations.

Bioheat® Fuel Promotion Grows

Along with promoting the many advantages of Bioheat® fuel, www.mybioheat.com features a dealer locator map that now includes 286 Bioheat® fuel dealers across 24 states on both coasts. Efforts to promote the use of biodiesel in heating oil include work with various heating oil associations, direct with dealers, and numerous other stakeholders.
**National Biodiesel Conference & Expo Delivers**

NBB’s annual conference continues to be a gathering place for the biodiesel industry to get business done. It also provides educational opportunities for deep-dive learning into industry issues and is a platform for industry news with half a dozen press releases from NBB generating more than 120 news articles. It continues to be one of the highest rated member services NBB delivers. The 2018 conference is set for January 22-25 in Fort Worth, Texas.

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**Infrastructure Stepping in the Right Direction**

Through terminal field visits and ongoing technical advisement, NBB worked to support a 5.2 percent growth in the number of US fuel terminals currently blending biodiesel. There are now 122 biodiesel-blending terminals across the country. This growth in critical infrastructure increases the ability to blend biodiesel across the country, a critical piece as production volumes continue to grow.
NBB Success Stories 2017

National Biodiesel Foundation Raises Funds, Advances Industry

The National Biodiesel Foundation, an independent organization that works in close coordination with NBB, executed a number of projects to help advance the biodiesel industry in 2017. Successes included securing $38,000 in international funding from the European Biodiesel Board for a sustainability study to evaluate and compare GTAP-Bio and the GLOBIOM model outcomes to inform national and international policy makers about the differences of these models; hosting a New York City Biodiesel Tour to educate Congressional staff on the benefits of biodiesel to the environment and economy; training of 280 diesel technicians in the northeast through grants from HERO BX and the Pennsylvania Soybean Association; raised more than $21,000 for biodiesel research through fundraisers including a silent auction, Giving Tuesday, an NBF AmazonSmile account; and much more.

NBB Political Action Committee

The National Biodiesel Political Action Committee (NBPAC), established in 2010 as a connected PAC, is dedicated to electing and supporting political leaders around the country who understand the vital role of biodiesel in the nation’s energy policy. Donations to federal candidates are an integral part to NBB’s federal policy strategy. All members of the National Biodiesel Board are eligible to become members of NBPAC. Visit www.biodieselpac.org to join.
History of NBB

Based in Jefferson City, Missouri, the National Biodiesel Board is the nonprofit trade association dedicated to coordinating the biodiesel industry and educating the public about the fuel. State soybean commodity groups, that funded several biodiesel research and development programs with checkoff dollars, founded the National SoyDiesel Development Board in 1992. The board changed its name to the National Biodiesel Board in 1994 to reflect the need for all feedstock sources. NBB membership is comprised of state, national, and international feedstock and processor organizations; biodiesel suppliers; fuel marketers and distributors; and technology providers.

Membership of the National Biodiesel Board has grown significantly since it’s inception. Starting with seven members in 1992, NBB now counts more than 150 companies as members. These companies vary from Fortune 100 companies to small, family-owned biodiesel producers. This diverse membership provides a strong base for the industry to solicit and gain the support of Congress with member companies representing nearly all 50 states.
We’re gathering to celebrate 25 years of hard work and innovation by those who were driven to make the biodiesel industry what it is today and those who are driven to take this industry into the future.

Join us in Fort Worth for the National Biodiesel Conference & Expo!

Register for this milestone event at biodieselconference.org

NBB Mission Statement

Representing America’s first Advanced Biofuel, the National Biodiesel Board will advance the interests of its members by creating sustainable biodiesel industry growth. NBB serves as the US biodiesel industry’s central coordinating entity and will be the single voice for its diverse membership base. Industry success will be achieved through governmental affairs, communications, market development, technical, and quality assurance programs. We are dedicated to inclusiveness and integrity.

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