

ENGAGE



NATIONAL  
**BIODIESEL**<sup>®</sup>  
BOARD

ANNUAL  
REPORT 2019

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## CHAIRMAN'S Letter



I am never less than impressed with this industry and association, and what we can accomplish. We had a year of relationship building, advocacy, and continued growth. This is because of every one of our members. This year's annual report is something to be proud of, it's a direct reflection of your valued membership to NBB.

This year, to protect our market, we advocated for biodiesel through integral relationships. I've been involved in meetings with numerous officials from the United States Department of Agriculture (USDA), Environmental Protection Agency (EPA), Department of Commerce (DOC), and National Economic Council (NEC). The number of meetings – in D.C. and all over the country – our association had over the past year are almost too abundant to count, and with each visit we have ensured that our biodiesel messages get heard by those who impact our industry.

Many of our accomplishments were the result of rising to challenges encountered in previous years. Our challenges this year include efforts to renew and extend the tax credit that now approaches 20 months expired – a dubious record. Also, in effort to maintain fair trade for our domestic market, we are diligently working to protect our legal successes of last year. These threats include Argentine and Indonesian appeals plus an Argentine Changed Circumstances Review. Biodiesel – and all renewable fuels – are also currently engaged in efforts to curtail or stop the EPA's use of Small Refinery Exemptions. These SREs, and the resulting reduction in biodiesel demand, threaten to undermine ongoing efforts to establish tangible, effective and increasing renewable volumes through the RFS.

I can guarantee as you unpack this annual report and flip through the pages you will see just how valuable your membership is as we turn challenges into successes. If years to come are like 2019, we are sure to make strides in biodiesel and renewable diesel and will continue to stand proud as America's Advanced Biofuel.

Thank you for your membership and dedication to the biodiesel industry.

Kent Engelbrecht  
Chairman, NBB



## CEO's Letter



As I look back on the past year and the challenges our industry has faced, I am quickly reminded how critical it has been that we have continuously come together with one collective voice. This year has been a fight. A fight for biodiesel producers, retailers, distributors, farmers and other feedstock producers.

In the past 365 days, we have been actively advocating for a growing RFS, a long-term extension of the biodiesel tax incentive, a fair and just finding on the Argentinian changed circumstances review, growing incentive programs in various states and regions, along with other issues. We have also had some major wins. One is the approval of B20 in California in underground storage tanks. After a decade of work, we have now removed the last major barrier to satisfying the state's thirst for biodiesel.

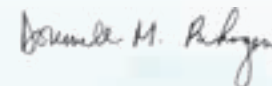
Through these rising issues and victories, I believe what makes us different is you, our members. I am beyond proud of the team at NBB, but with the insights our members share with us, we can be much more assured of an accurate picture of the issues that really impact our industry. The volunteers who make up our governing board commit a lot of time and resources to making sure our industry is on a path to success. Because of their leadership we can be sure that our organization is laser focused on the issues that truly impact your businesses.

With such a strong membership, we are proving that challenges can't stifle our progress. The progress we have made is because we have tackled our biggest objectives together. I want to thank our members for their continuous willingness to accept their important role to be engaged with our many efforts. Together our industry is stronger.

This report details the progress on the very initiatives NBB has undertaken to grow certainty and increase markets for your operations. I encourage you to look at the expansive work of your trade association and see how these efforts have poised our industry for greater success in the future.

I'm looking forward to continuing to work alongside you this coming year.

Donnell Rehagen  
CEO, NBB



# Financing Drives Biodiesel's Tomorrow

NBB's ability to leverage membership dues with outside funding sources helps increase the organization's ability to make an impact for its members. In FY19, membership dues made up just over one-quarter of the total revenue. In other words, for every \$1,000 invested through membership dues, NBB leveraged \$3,233. An outline of the funding sources can be found below.



## Where does the money come from?

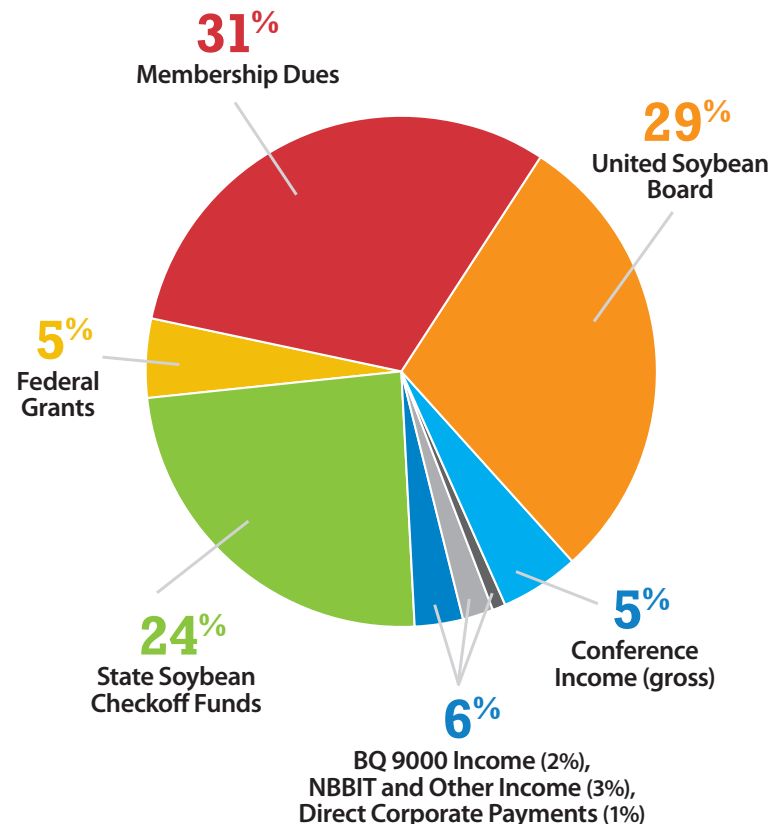
**31% Membership Dues** – While only a modest percentage of NBB's budget, membership dues play a significant, almost exclusive role in NBB policy programs. In fact, membership dues are the single-largest contributor to NBB's national and state lobbying efforts. Federal regulations prohibit checkoff funds and federal grants from being used for lobbying, so NBB membership dues focus almost exclusively on policy.

**29% United Soybean Board** – The United Soybean Board provides checkoff funds for biodiesel programs. NBB submits proposals each year through USB's annual planning process. By law, checkoff dollars cannot be used for lobbying. These funds are used for technical and market development efforts, allowing membership dues to focus solely on policy.

**24% State Soybean Checkoff Funds** – State Soybean Boards, through their checkoff dollars, fund technical, communications, sustainability and education work on behalf of the industry. Each year, NBB staff submits proposals and continues to obtain strong support from more than 20 different state organizations. In 2018, more than \$4.1 million was invested into critical biodiesel areas on behalf of these organizations.

**11% Other Income** – Income from programs and additional partners rounds out the NBB annual budget. These funds include BQ-9000, conferences and corporate partners, as well as NBBIT, NBB's in-house IT firm that also contracts with outside clients.

**5% Federal Grants** – USDA established the Biodiesel Fuel Education Program to stimulate biodiesel consumption and the development of a biodiesel infrastructure. NBB received a 5-year grant in 2014 that supports more than \$700,000 annually which helps to supplement technical and other programs on behalf of NBB members.



FY19 Budgeted Revenue Estimate

# MEMBER Testimonials



**Mike Youngerberg - Minnesota Soybean Research & Promotion Council, Mankato, MN**

Our involvement with the National Biodiesel Board goes back to the mid-90s when Minnesota funded a small NBB project aimed at developing an “additive” product that could be poured into the fuel tank of any diesel vehicle. From that point on, the effort to pass a biodiesel mandate in Minnesota blossomed and our relationship with NBB deepened as the need for NBB’s guidance and technical expertise were absolutely crucial to our success. That need continues to this day as Minnesota became the first state in the nation to pass a B20 mandate and now look at potential clean fuels policies being talked about for the Midwest. We are extremely proud to be members and supporters of NBB programs as those investments pay back dividends for not only Minnesota but the whole U.S.

**Tom Brooks – Western Dubuque Biodiesel, Farley, IA**

Western Dubuque Biodiesel became a member out of necessity in 2007 due to the Health Effects Study and BQ-9000 program. Since joining, we have found that NBB has offered our company a team of highly competent and professional experts that greatly assist our company. Our partnership has allowed us to become successful as a quality producer and profitable as a company due to the excellent D.C. team that hits well above its weight class on key legislative successes for our industry and plant. I’m proud to not only be an NBB member, but to have the privilege to serve on the Governing Board while helping to continue the success and advancement of biodiesel.



**Danielle Brannen – New Leaf Biofuel, San Diego, CA**

Biodiesel’s impact throughout California is incredibly important to New Leaf Biofuel. Through the ongoing energy fight on the west coast, the work that the National Biodiesel Board has done has been invaluable to our company. We depend on the investments NBB has made to ensure biodiesel’s place in the California fuel supply, which have helped make California the nation’s largest market for biodiesel. I’m proud to be a member of NBB, and I look forward to driving growth even further for this great industry.





### **Guy Herrell – Integrity Biofuels, Morrystown, IN**

Integrity 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, the NBB has assisted us with many different aspects of operating a successful biodiesel operation and Integrity is grateful for NBB's support.

### **Steve Geick – John Deere, Olathe, KS**

At John Deere, we admire the work of the National Biodiesel Board and the work they do to create sustainable biodiesel industry growth. John Deere is a proud member and supporter of the NBB, recognizing the importance of this industry to agriculture. By working together, we are collectively able to drive for a continued focus to such an important industry that impacts those feeding the world.



## **How to Become a Member**



The National Biodiesel Board (NBB) is organized exclusively to promote the common business interests of those parties seeking to advance the use of biodiesel as a fuel or fuel additive that meets ASTM standards. To advance these common interests, the NBB will admit to membership, on a nondiscriminatory basis, any industry member or supporter who meets the member requirements.

Whether you want to be a producer of biodiesel or are a company that supports the biodiesel industry through provision of goods and/or services or simply an individual that supports biodiesel, the NBB has a lot to offer. If you are interested in joining NBB's membership, please contact Brad Shimmens at [bshimmens@biodiesel.org](mailto:bshimmens@biodiesel.org) or at (800) 841-5849.

# 2019

## A Challenging Policy Environment for the Biodiesel Industry

Fiscal year 2019 presented serious challenges for NBB's policy priorities in Washington. NBB focused efforts on renewing and extending the biodiesel tax incentive, which expired at the end of 2017 and remained lapsed for the longest period since it was first implemented. NBB continues to fight to protect the RFS against rollbacks through small refinery exemptions. And NBB's Fair Trade Coalition continues both legal and government relations efforts to protect wins on trade cases.

### Tax Incentive

- In the closing days of the 115th Congress, the U.S. House passed a seven-year extension of the biodiesel tax incentive. Unfortunately, the Senate never considered the legislation and the November election shifted control of the House in the 116th Congress to the Democratic party.
- As the new Congress began, NBB worked to educate new Senators and Representatives— especially on the House Ways & Means Committee – and encourage champions to quickly renew the biodiesel tax credit.
- In February 2019, NBB welcomed legislation from Sen. Chuck Grassley (R-IA) and Sen. Ron Wyden (D-OR) – chair and ranking member of the Senate Finance Committee – that proposed a two-year extension of all expired tax credits.
- In April, NBB thanked freshman Rep. Abby Finkenauer (D-IA), along with Reps. Mike Kelly (R-PA), Ron Kind (D-WI) and Adrian Smith (R-NE)

as they introduced a two-year renewal of the biodiesel tax credit. To date, NBB and its members have helped secure 58 co-sponsors for the legislation, including 34 Democrats and 24 Republicans.

- On May 1, NBB and its members hosted a rally and press conference on Capitol Hill with Sens. Grassley, Joni Ernst (R-IA), Sheldon Whitehouse and Reps. Finkenauer, Cheri Bustos (D-IL), Darin LaHood (R-IL), Dave Loebsack (D-IA), and Rosa DeLauro (D-CT).
- In June, during NBB's annual member meeting, 75 NBB members participated in 125 scheduled constituent meetings with Representatives and Senators. Participation in the meeting was up 20 percent compared to the previous two years, and the number of scheduled meetings more than doubled.

### RFS

- NBB made a strong case that small refinery exemptions destroy demand primarily for biodiesel in a June letter to EPA Administrator Andrew Wheeler.
- NBB followed up in July with a 30-second ad on Washington, D.C. and Des Moines television stations, making the case directly to President Donald Trump.
- NBB is awaiting Court rulings in our legal challenges to the 2017 and 2018 RFS volumes, including our argument that EPA must make up for retroactive small refinery exemptions. Oral arguments occurred before the Court in October 2018 and February 2019.

“  
NBB focused efforts on renewing and extending the biodiesel tax incentive and continues to fight to protect the RFS against rollbacks through small refinery exemptions.  
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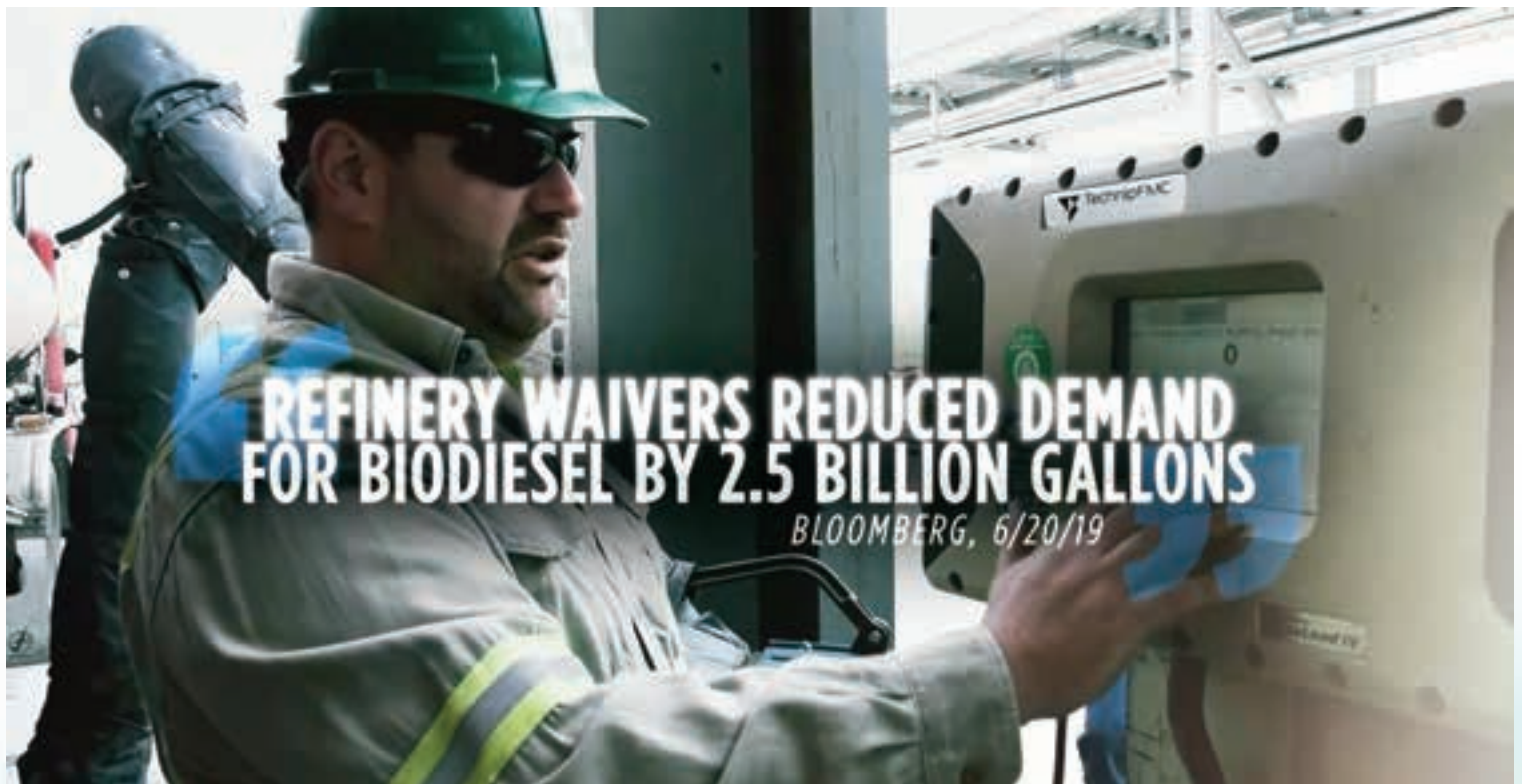
## Trade Case

- In September 2018, Argentina requested that the U.S. Commerce Department launch a “changed circumstances” review of the duties on biodiesel imports finalized earlier in the year.
- Over opposition from NBB’s Fair Trade Coalition, Commerce initiated this unprecedented review on November 5, 2018.
- Between February and June 2019, NBB met with Commerce and White House including Assistant Secretary of Commerce Jeffrey Kessler and Commerce Secretary Wilbur Ross, to oppose changes to the duties.
- On July 2, 2019, Commerce issued preliminary results maintaining the antidumping duties, but virtually eliminating the countervailing duties. NBB’s Fair Trade Coalition continues to engage Commerce and members of the Senate Finance Committee – which oversees Commerce’s international trade compliance functions – on the preliminary decision.
- NBB continues to fight efforts in the U.S. Court of International Trade to weaken the antidumping duties.

“

**NBB’s Fair Trade Coalition continues both legal and government relations efforts to protect wins on trade cases.**

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## Communications Programs Put a Face to the Industry

The NBB communications programs take the facts, figures, data, and stories within all facets of our industry and turns them into useable pieces that move the needle. Whether that's convincing OEM's that biodiesel is safe for their engines, showing policy makers how expanding biodiesel is good for their constituents, moving environmental NGO's into supporting our industry, or any topic in between, telling good stories helps change opinions.

The vast majority of our communications work comes in the form of earned media. Working the phones, pushing out dozens of press releases, cultivating relationships, and responding to questions landed biodiesel in stories in hundreds of media outlets this year including Bloomberg, New York Times Magazine, the Discovery Channel, RFD-TV, Biodiesel Magazine, OPIS, the Des Moines Register, Brownfield Ag News, U.S. Ag Net, Biofuels International, Farm Journal, and so many more. These core functions of the communications team continue to be an integral part to NBB's success, helping to identify trends for the future.

### Biodiesel Communications by the numbers:

**20,000**  
social media  
followers



**1.5 M**  
annual  
Twitter  
impressions

**1.2 M**  
page views  
annually  
[www.biodiesel.org](http://www.biodiesel.org)  
[www.nbb.org](http://www.nbb.org)



**20 M** people reached  
biodiesel messages through  
national advertising campaign

**800** attendees from biodiesel industry  
National Biodiesel Conference & Expo

**12,000** subscribers  
"Biodiesel Bulletin" digital newsletter

**50+** press  
releases  
proactively  
pushing biodiesel  
key messages

**100+** media  
inquiries and  
interviews  
conducted

**30+** industry  
events  
conferences, speaking  
spots and trade shows  
representing industry

**NBB manages 1,000** requests for information; monitors  
thousands of biodiesel articles.



### Number One Biodiesel Website Gets an Upgrade

The web-presence the National Biodiesel Board maintains through its family of websites continues to be the premier destination for finding biodiesel information on the internet. This year, NBB undertook an in-house revamp of the two flagship websites to make them more user friendly on tablets and mobile devices, as well as offering a fresh new face to deliver the same great biodiesel information NBB has maintained for years.

Because NBB serves as a voice for the biodiesel industry, it's no surprise that our family of websites serves as the most comprehensive and reliable biodiesel data source online. While the flagship websites, [biodiesel.org](http://biodiesel.org) and [nbb.org](http://nbb.org), generate over 1.2 million page views annually, NBB manages an additional dozen websites that form the NBB Family of Websites. NBB also manages more than a thousand requests for information and monitors thousands of biodiesel news stories and articles to keep on top of the latest information for the industry. Following last year's redesign of the NBB Members' Only Site, NBB's IT department focused their resources on redesigning both [biodiesel.org](http://biodiesel.org) and [nbb.org](http://nbb.org) in 2019. The websites have been redesigned from the ground up with the goals of improving the sites' responsiveness on multiple platforms, providing visitors with an easier way to learn about biodiesel and the National Biodiesel Board, improving the aesthetics, simplifying our content, and adding new information and resources for our visitors to use.



## Fleet Manager Petition Letter

The NBB Technical Team has completed work to develop a Fleet Manager Petition Letter that will allow fleet managers and vehicle owners across the country to sign a letter to OEMs and policymakers that outlines their need for unwavering support of the use of B20+ in all of their vehicles.

## Quality Assurance

The Quality Assurance project has been successful against claims by several engine manufacturers that biodiesel has been the cause of many of the issues they've seen across the country. Independent groups such as the Fuels Institute and regulators such as CARB can witness that the current biodiesel specifications (ASTM D6751) are the only diesel fuel components that already control metals content, fuel stability, and an aspect of filtration with the Cold Soak Filtration test.

## Reducing Emissions with Biodiesel

Research will soon be completed this year that demonstrates how current diesel fuel engines can be shown as being cleaner than even electric vehicles, who many refer to as being zero-emissions vehicles. With biodiesel already demonstrated as being able to reduce nearly all criteria pollutants other than NOx, the use of new technology diesel engines are being tested to show potential improvements in tailpipe emissions over ambient air conditions in certain regions. Shifting emissions from vehicles to stationary sources will not help to solve current climate issues in ways that biodiesel use can.



## New B100 Burner

Work has begun on approval of a new B100 burner for the heating oil market. This new burner will be the first step toward helping the heating oil industry meet their goal of reducing green-house gas emissions by over 80% by the year 2050 by allowing the use of B100 in a nearly 6 billion gallon/year market.

**B100 burner**  
will help to meet heating  
oil industry's goal to  
**reduce green-house**  
**gas emissions by**  
over **80%**

## State Policies Add Clarity to Market Outlook

NBB has increased its investment in the area of state policy over the past few years. These investments, along with the efforts of our members, have paid dividends in the form of a diverse set of programs that highly incentivize or require nearly 1.5 billion gallons of biomass-based diesel (BMBD) to be sold in the U.S. Here are some highlights from the past year:



**New York State:** In June, the General Assembly and Senate passed legislation entitled the “Climate Leadership and Community Protection Act.” The bill requires economywide decreases in GHG emissions of 40% by 2030 and 85% by 2050 relative to a 1990 baseline. While a lengthy regulatory process will determine the policy mechanisms to accomplish these goals, big changes are on the horizon for both the on-road and space heating sectors in this state and its annual 2.5-billion-gallon diesel market. Much like California, we expect biodiesel to be a key compliance strategy.



**Washington State:** Following the failure of the State Senate to pass the House LCFS bill, Puget Sound Clean Air Agency (PSCAA) announced it would enact an LCFS policy in early 2020. PSCAA, which is responsible for clean air attainment issues in metropolitan Seattle (population 4.1 million), is expected to implement a policy with GHG reductions as high as 20%. While Washington may be stuck in neutral, the biggest part of the state is moving forward with a bold carbon policy that will likely mean big things for biodiesel and renewable diesel.



**Low Carbon Fuel Standards:** LCFS policies in California and Oregon continue to roll along, increasing the market for biomass-based diesel in these states each year. The BMBD market is currently more than 600 million gallons in these states and could reach 1 billion gallons by the end of 2020. In addition, BMBD is dominating compliance strategies, representing 45% of credits generated in California and 38% of credits earned in Oregon.

**California B20 Approval:** California cleared the way for storing biodiesel blends of up to 20 percent (B20) in underground storage tanks, removing the last major barrier to satisfying the state’s thirst for biodiesel. After significant work with the California Water Board, the regulations now say that diesel containing up to B20, meeting the ASTM standard for B20 (D7467), “shall be recognized as equivalent to diesel for the purpose of complying with existing approval requirements for double-walled USTs, unless any material or component of the UST system has been determined to not be compatible with B20.” The regulation will go into effect January 1, 2020.

## Business Development Grows Opportunities and Links Members to Funding

NBB’s business development efforts raised more than \$8 million dollars to execute the 2019 program plan thanks to the generous support of the United Soybean Board, 24 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.

NBB linked members to national lending experts and federal program staff through webinars and 44 federal funding opportunities announced in the weekly member minute. Twenty members received coaching on accessing financing and eight members were matched to approximately \$15M in state and federal grant and loan guarantees. NBB helped a manufacturing member gain access to millions of EPA DERA grant dollars benefitting their customers and promoting higher biodiesel blends.



**NBB’s investments in state policy over the past few years has paid dividends in a diverse set of programs that highly incentivize or require nearly 1.5 billion gallons of biomass-based diesel to be sold in the U.S.**



## Supply Chain Outreach Secures Commitment to Biodiesel

Our supply chain outreach program is designed to educate our number one customer, the petroleum supply chain, on the operational, environmental, and cost benefits of blending and marketing biodiesel.

NBB represented members and delivered biodiesel messages before several thousand attendees at seven major petroleum events around the country, including PMAA, ILTA, SIGMA, EEE, MEMA, and SNEEC.

### A Landmark Resolution

One of our major points of emphasis this year was on informing the heating oil industry of plans by policy makers to phase out oilheat over the next 10 to 30 years through electrification and carbon taxation. Our outreach was designed to encourage heating oil dealers to embrace higher blends of Bioheat® fuel as a means to reposition the industry in the public's eye and to avoid being legislated out of business. We also sought to dispel any misinformation related to the operability and performance of biodiesel blends in today's heating equipment. These efforts took center stage at the National Oilheat Research Alliance's Technical & Planning Workshop; at an industry leadership meeting in Boston that involved representatives from seven state associations; at the Northern New England Energy Conference; and at the roughly **35 "Bioheat® Fuel Myths vs Facts" seminars** we conducted for heating oil dealers throughout the Northeast and Mid-Atlantic over the spring and summer. Our payoff moment took place at the New England Fuel Institute's annual board meeting, where the trade association formally acknowledged the need to move to higher blends of Bioheat® fuel, and resolved to henceforth refer to the heating oil industry as the "renewable liquid heating fuels industry." The name change is a move "to better reflect [NEFI's] commitment to a low carbon and energy independent American economy, and in acknowledgement of the unparalleled achievements of its members in this regard."



### MYBIOHEAT.com

A revamped Bioheat® fuel website for consumers makes the case for choosing Bioheat® fuel over alternatives such as electric and natural gas heat. The marketing site explains what Bioheat® fuel is, how consumers can get it, and why they should. It also serves as a blue print for heating oil dealers who would like to market the fuel on their own websites.



### An Eye on the Horizon

The second annual Exploring Biodiesel Regional Seminars (XBX) drew hundreds of attendees representing every level of the supply chain to comprehensive crash courses on all things biodiesel. The 2019 series of six **XBX seminars** took place over four months in Grand Rapid, Mich.; Indianapolis, Ind.; Hershey, Pa.; East Greenwich, R.I.; Long Beach, Calif.; and Providence, R.I. With this year's theme being "An Eye On The Horizon," attendees were educated on how biodiesel is being utilized in the 21st-century energy landscape, and how it can provide a valuable lifeline for diesel fuel distributors, heating oil dealers and end users whose businesses are vulnerable to the wave of carbon-neutral policies on the horizon. The results of an attendee survey were once again overwhelmingly positive, with **97 percent** of respondents reporting that they would be likely to attend the event again next year, and **95 percent** indicating that they would recommend the event to a colleague or business associate.

**85%** of respondents  
event exceeded expectations

**100%** of respondents  
found the content valuable

## Feedstock & Stakeholder Development

U.S. producers of biodiesel and renewable hydrocarbon diesel (RHD) continue to utilize a diverse set of feedstock sources as domestic production grows. Supplies of primary raw material continue to increase and match biodiesel growth. Trends point to additional future feedstock supplies:

- **As demand for animal protein grows along with global per capita incomes, the need for additional supplies of protein continues to generate both excess supplies of vegetable oils as well as more animal fats.** Soybean oil remains the predominant feedstock utilized in the U.S. LMC International, Inc. (LMC), an independent consulting firm, examined global meal demand and the impact on soybean oil supplies in a 2018 analysis for the National Biodiesel Board. LMC forecasted demand for meal to grow from approximately 300 million metric tons to almost 400 million metric tons by 2030 and approximately three-fourths to be provided by soybeans. If soybean oil maintains its current market share for edible demand, then growth in demand for food alone is not sufficient to absorb the additional oil. LMC summarized that production of U.S. soybean oil will grow at a much faster rate than U.S. vegetable oil demand by 2030, resulting in a soybean oil surplus.
- **As the global consumption of meat has expanded, the production of animal fats has also increased.** As reported by the USDA Economic Research Service (ERS), the U.S. beef, pork, and poultry industries have increased production each year since 2015. Trends are constantly monitored, including the changing consumer demand for vegetarian fed meat which has decreased feed demand for animal fats and increased supplies available for biodiesel and RHD producers. This trend is forecasted to continue.
- **Distillers corn oil (DCO) is a by-product of the dry milling corn ethanol industry.** DCO output saw rapid growth between 2010 and 2017, as an increasing proportion of ethanol plants invested in extraction capacity and improvements in technology increased yields. Production in 2018 was an estimated 3.8 billion pounds, almost half a billion gallons of potential biofuels if all DCO was processed into biodiesel or RHD. Essentially all dry grind ethanol plants have installed technology capable of producing DCO. Increased supply of DCO will be generated through increased ethanol production.



PHOTOS BY JOSEPH L. MURPHY/IOWA SOYBEAN ASSOCIATION



**New feedstock sources are being commercialized but continue to seek appropriate market demand signals.**

There are also multiple petitions with the U.S. Environmental Protection Agency (EPA) to enable the use of additional feedstocks for biodiesel and RHD production. Winter annual oilseeds, in particular, have valid opportunity for expansion in the U.S. with no land use issues and all supplies being additive in nature. The Southeastern U.S. is a target region for *Brassica carinata* production and CoverCress production is targeted to rotations in the Midwest.

- **CoverCress** is a new winter oil seed crop that also performs as a cover crop. It's planted immediately after corn harvest and produces harvestable grain before soybean planting in the Midwest. Jerry Steiner, CEO of CoverCress, noted in testimony to EPA, "CoverCress fits well in the southern half of the Midwest, encompassing an opportunity of up to 30 million acres. While it will take time for farmers to scale this new crop, it has tremendous potential at more than 400-500 pounds of oil from every acre."
- Groups working to advance production of **Brassica carinata** took another commercial step forward in 2019 as Association of American Feed Control Officials moved the solvent extracted *Brassica carinata* meal definition to their Official Publication as an official definition.



## Sustainability's effects on biodiesel

Sustainability continues to define the role biodiesel and renewable diesel play in fuel markets. The dominant fuel distributors in those markets most commonly optimize their profits by maximizing the amount of petroleum at high volumes and low cost. However, renewable fuels can find market opportunities where public policy places consideration on the common good. Opportunities exist and may be growing for fuels that reduce lifecycle emissions of greenhouse gases (GHG).

NBB has invested in the engineering and economic analysis that quantifies these net emissions. These investments resulted in USEPA's determination that biodiesel and renewable diesel meet the definition of Advanced Biofuel. These investments led to biodiesel and renewable diesel contributing significantly to credit generation under the low carbon fuel standards (LCFS) in California and Oregon. NBB's investments and collaboration with the most credible experts in the world have resulted in increased confidence in quantified results while simultaneously improving the GHG reduction score of most domestic fuels and feedstocks. For instance, the emissions penalty for indirect land use change has declined from 62 g/MJ in 2009, to 29.1 g/MJ in 2015, and to 17.5 g/MJ in 2019.

This sustainability research adds more than a dollar per gallon in LCFS credit value and pairs very well with NBB's other efforts in policy and technical efforts to ensure biodiesel remains a competitive fuel in all jurisdictions and that these type of credit incentives are available to a wide variety of North American fuels. NBB strives to publish more scientific articles on the sustainability of biodiesel and is proud of recent reports released by Purdue University and Oak Ridge National Laboratory that better define how sustainability should be measured and illustrate biodiesel as a prime example of alternatives that are more sustainable than the status quo. NBB also continues outreach with environmental thought leaders, so that advocates understand the benefits of biodiesel and help dispel the many myths that persist about our industry.

For more information about biodiesel's sustainability, visit [biodiesel.org](http://biodiesel.org) and check out our new brochure, "Biodiesel: Fueling Sustainability." Also, visit [www.biodieselsustainability.com](http://www.biodieselsustainability.com) to read our latest blog posts on environmental stewardship.

## National Biodiesel Foundation Increased Support for Biodiesel

The National Biodiesel Foundation, a 501c3 organization, collaborates with NBB to provide biodiesel outreach, education and fundraising. 2019 highlights were:

- Educating 20 Congressional staffers, industry experts, producers and customers at two *Sustainable Biodiesel: Improving the Environment and Economy* tours in New York City and Sacramento, California. The tours focused on biodiesel use to meet environmental goals, the importance of federal biodiesel policies and advancements improving the carbon footprint of biodiesel. NBF raised \$35,000 for the NYC tour.
- Sponsored Next Generation Scientists for Biodiesel to present at the National Biodiesel Conference with a \$1,600 donation from the Dallas Hanks Memorial Fund.
- Received \$25,000, as a special gift from Monsanto (now Bayer), for ongoing support of the Beth Calabotta Education Grant program.
- Applied for a 2019 EPA DERA Grant for the Iowa Department of Transportation to purchase three new replacement multipurpose vehicles equipped with conversion systems allowing the use of B100 - 90% of the time. The project includes technical training and four community educational/outreach efforts. Total project cost is \$676K.
- Raised over \$25,000 through fundraisers (silent and live auctions, Giving Tuesday, AmazonSmile, eBay, and CauseNetwork).
- NBF contributed \$7,500 to sponsor the Iowa Renewable Fuels Association Annual *Biofuels: Science and Sustainability Tour* reaching 40 Congressional staffers and decision makers.
- Worked with the Greater Washington Region Clean Cities Coalition to host a fleet managers training on higher blends and opening this critical market.
- Researched voluntary carbon credit markets for biodiesel producers and consumers.



**Donnell Rehagen** - Chief Executive Officer  
**Doug Whitehead** - Chief Operating Officer  
**April Yaeger** - Chief Financial Officer  
**Desiree Hale** - Accounting Specialist  
**Anne Klempke** - Accounting Specialist  
**Kaleb Little** - Director of Communications  
**Samantha Turner** - Communications Manager  
**Cody Graham** - Communications and Member Specialist  
**Kurt Kovarik** - Vice President of Federal Affairs  
**David Cobb** - Director of Federal Affairs  
**Paul Winters** - Director of Federal Communications and Public Affairs  
**Kate Shenk** - Director of Regulatory Affairs  
**Morgan Townsend** - Staff Assistant/Federal Affairs  
**Bev Thessen** - Information Coordinator  
**Brad Shimmens** - Director of Operations and Membership  
**Tom Verry** - Director of Outreach and Development  
**Shelby Neal** - Director of State Governmental Affairs  
**Don Scott** - Director of Sustainability  
**Scott Fenwick** - Technical Director  
**Scott Tremain** - IT Director / NBBIT.com



## 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](http://www.biodieselpac.org) to join.

# NBB Governing Board



**Chairman**  
**Kent Engelbrecht**  
ADM



**Vice-Chairman**  
**Chad Stone**  
Renewable Energy  
Group, Inc.



**Treasurer**  
**Ryan Pederson**  
North Dakota  
Soybean Council



**Secretary**  
**Ron Heck**  
Iowa Soybean Association



**Troy Alberts**  
Ag Processing Inc.



**Greg Anderson**  
Nebraska Soybean Board



**Thomas Brooks**  
Western Dubuque Biodiesel,  
LLC



**Jeff Lynn**  
Illinois Soybean Association



**Timothy Keaveney**  
Lake Erie Biofuels dba  
HERO BX



**Robert Morton**  
Newport Biodiesel, LLC



**Mike Rath**  
Darling Ingredients, Inc.



**Rob Shaffer**  
ASA



**Harry Simpson**  
Crimson Renewable  
Energy LP



**Paul Soanes**  
RBF Port Neches LLC



**Robert Stobaugh**  
Arkansas Soybean  
Promotion Board

## 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. 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.



# VISION

NATIONAL BIODIESEL  
CONFERENCE & EXPO 2020

JANUARY 20-23 TAMPA

Join us at the **National Biodiesel Conference & Expo** in Tampa as the industry lays out its VISION for a pivotal 2020.

Register at [BiodieselConference.org](http://BiodieselConference.org)



## NBB Mission & Vision

**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 U.S. 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.

**Vision 2022:** Biodiesel is recognized as our nation's Advanced Biofuel, creating a more stable, diversified domestic energy supply. With advancements in feedstocks, biodiesel will comprise 10% of diesel fuel demand by 2022.

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