



Biodiesel Business Issues

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Agenda

- Community culture or profitable enterprise?
- Simple but not easy business
- Industry challenges
- Future business model
- Questions and comments

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You Might Be A Biodiesel Nut If...

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Business Elements

- Feedstock
- Production
- Marketing/Distribution

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Business Elements community college resources

- Feedstock
 - micro-propagation
- Production
 - workforce development
 - quality testing
- Marketing/Distribution
 - public education

MARK YOUR CALENDAR!

Biodiesel Business: Best Practices, Opportunities and Challenges

November 7, 2007, 9 am - 4 pm
Wake/DeBowen Technical Community College
Haynes Center, Garner, NC



The Wildlife Workshops will be further discussed in a presentation on the rapidly developing biodiesel industry in North Carolina. What industry leaders, researchers, teachers, students and others will be participating.

Attend - Biodiesel Business: Best Practices, Opportunities and Challenges! This report is one of the most comprehensive in the growing biodiesel industry about how to start and grow a biodiesel business and ongoing knowledge in the industry.

The conference will focus on a wide range of topics including: feedstock, processing, marketing, education opportunities, and quality control and product quality. Students and professionals alike will benefit from the report and the conference.

Attendees will receive:

- Biodiesel Business report
- Business Planning for Small Producers
- Production Planning and Organization
- A&E (A&E) Biodiesel Business and Testing Methods
- The Future of Biodiesel

Working Presenters, Speakers, & Exhibitors
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“Challenges Facing Biodiesel Industry”

- Feedstock supply
- Feedstock price volatility
- Food versus fuel debate
- Quality concerns
- Imports of biodiesel
- Oversupply of glycerin
- Subsidies or mandates
- Overcapacity
- Domination by crushers

Source: “Prospects for Expansion of the Soy-based Biodiesel Industry in Minnesota,” 11/2006

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“Important Business Factors”

- Feedstock supply
- Market size
- Government incentives
- Competition
- Financing and source of funds
- Business structure and community involvement
- Sensitivity analysis
- Plant and operating cost

“Biodiesel as a Business,” Rudy Pruszko,
Iowa State University, 11/2006

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Critical Issues

- Feedstock
- Food or fuel
- Diesel availability and use
- Bottom Line
- Big oil and Big ag
- Quality
- Financing
- Industry organization

“Biodiesel as a Business,” Rudy Pruszko,
Iowa State University, 11/2006

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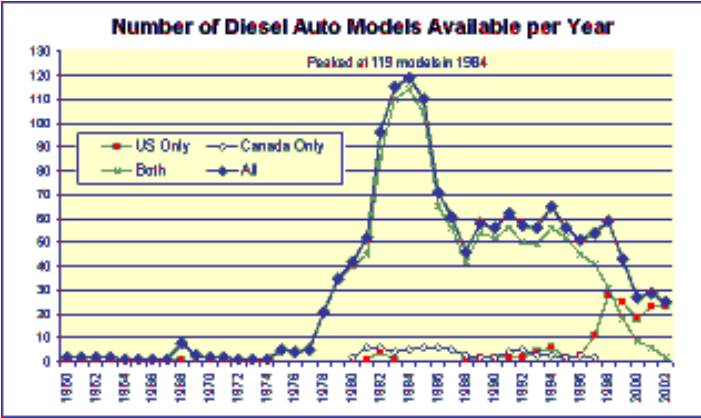
Feedstock

- Sources
- Supplies
- Prices

Food or Fuel?

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Diesel Availability and Use



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Which Bottom Line?

- Environmental
- Political
- Economic

Big Oil and Big Ag

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Quality

- Feedstock as a red herring
- ASTM 6751
- BQ 9000



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Financing

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Industry organization

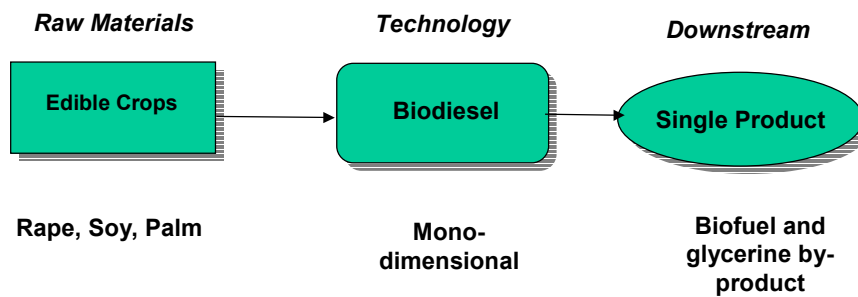
- Biodiesel Board
- NC Biofuels Center
- State industry association

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Altering the Value Chain

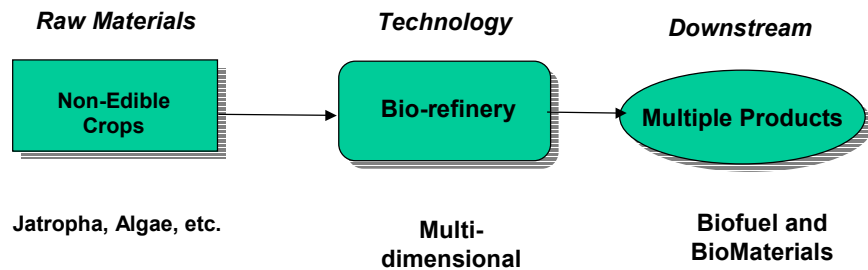
Current Business Model



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Altering the Value Chain Future Business Model



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Questions? Comments?

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Thank You!

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