# **Accelerating through the Curve**

### **An Overview from Nick Bowdish President & CEO**



Driving demand is back and for the first time in what feels like an eternity, the price of ethanol in California is responding. From \$1.57 per gallon in January to \$2.42 per gallon currently, ethanol prices in Los Angeles are on a tear

higher and more than covering the rally in corn prices. Governor Newsom is planning to fully open the Golden State in June as vaccinations progress and the political pressure builds for a return to pre-pandemic times. Our company is a direct beneficiary of this change and momentum as our financial results for the

quarter demonstrate.

Why does the basic principle of a business making a reasonable profit seem like such a catalyst for celebration? As I consider that question, the laundry list of challenges and hurdles the Siouxland Ethanol employees, our business partners, and the entire U.S. ethanol industry have overcome in the past year builds in my mind. We are a competitive, determined bunch and I am reminded of why this feels so good – the satisfaction generated when our efforts deliver a solid return on investment for the unit holders.

Siouxland Ethanol capitalized on the polar vortex that crippled Texas in February. The market was starving for physical natural gas supply and we stepped-up by shutting our plant completely down from Feb 13th -18th so that we could sell our natural gas to those that needed it to heat homes and keep the lights on. The operations team demonstrated

their excellence as we took the plant idle in temperatures that were 30 degrees below zero and brought it back up without damaging equipment or freezing everything in place. The market called for this action and your team delivered while at the same time generating some profit for our company.

It has been healthy for the team to have a break from the demands of new capital projects and construction, reenergizing for the next phase of growth at our company. The plant is fully staffed and pleased to have welcomed three new people to our team this past quarter, one of which is Elizabeth Nelson joining as Executive Assistant. She will be the voice ready and able to assist when you call

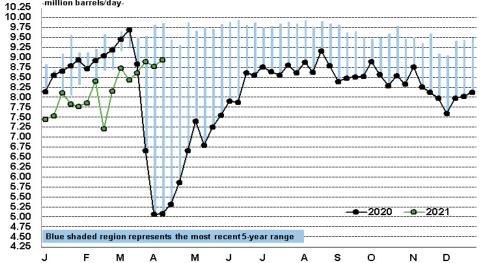


Elizabeth Nelson, Executive Assistant

our main office. We're still accepting applications for candidates interested in the production operator position as we intend to transition our three-person shifts to teams of four as we build human capital for the future.

Ethanol industry margins will remain volatile as the market reacts to supply and demand fundamentals. There are idled ethanol plants reopening and less plentiful supplies of corn available in the country. Both of these things are good things. We want a vibrant ethanol production industry and we want corn prices above the cost of production. Siouxland Ethanol is making more money today on \$6 corn than it was last year on \$3.50 corn as we accelerate through the next curve in our journey.





Demand for gasoline and ethanol is returning to levels near pre-COVID times. The green line is each week's demand in 2021.

# E30 By 2030: A High-Octane Boost for America's **Farmers, Ethanol Producers, and Public Health**



David Hallberg

Fifteen years ago, George President W. Bush signed the first Renewable Fuel Standard (RFS) into law. Since then, the successful program's ripple effects have stimulated tens of billions of dollars of investment in America, rural hundreds creating

of thousands of quality jobs, increasing state and local tax receipts, and helping to support new supply chain businesses.

Siouxland Ethanol (SLE) is just one of more than 200 successful biorefineries that the RFS made possible. Thanks to the RFS, motorists nationwide fill up with E10 ethanol blends every day. Trillions of trouble-free miles have been driven on E10 blends in recent years despite the oil industry's dire warnings. The air is cleaner, billions of dollars of imported oil have been displaced, and motorists have saved billions at the pump.

economy, our environment and our health. taken the lead on many fronts. In 2019, the support!

determined that a high-octane gasoline produced with 30 percent ethanol blends would make it possible for automakers to increase fuel efficiency and reduce tailpipe carbon/greenhouse gas emissions by 7 percent, saving consumers billions of dollars a year in both fuel and vehicle costs. E30 blends have been shown to reduce the most harmful ultrafine particulates and black carbon by 45-85 percent, which would save taxpayers billions of dollars annually in avoidable health costs.

There's still work to do, but the pieces are beginning to fall into place.

successfully Recently, Nebraska demonstrated the use of E30 in standard vehicles—proving that they operate as well—in most cases better due to ethanol's superior octane properties. Another extensive, multi-year demonstration is being conducted by our friends at Glacial Lakes Energy in Watertown, SD, where more than 150 million trouble-free miles have been driven on E30 blends by hundreds of standard vehicles.

Nebraska Governor Ricketts and the But ethanol has even more to offer our Governors' Biofuels Coalition (GBC) have

Studies by Ford and others have GBC urged President Trump to enforce a mandatory provision of law that would have eliminated unlawful regulatory barriers that EPA has used to block corn ethanol's growth. The GBC's solution requires no Congressional action since the Clean Air Act already contains the necessary authority.

> Today, former Senate Majority Leader Tom Daschle—the prime sponsor of the first RFS—chairs the High-Octane Low-Carbon (HOLC) Alliance which has embraced the GBC's proposal. With the support of producers like SLE, the HOLC Alliance is urging President Biden's EPA Administrator Regan to incorporate the nine bullets in the nearby box into a nationwide E30 HOLC Fuels standard when it releases its revised SAFE Rule this July.

> Now is the time to transition to a future that contains high octane low carbon fuel. Not only because of the obvious benefit to the ethanol industry, but because it is the right thing to do to protect public health and our environment and improve our economy. Continued passion and dedication from advocates like SLE are vital to the cause. Thank you for your continued

## **National Higher Octane Gasoline Standard with HOLC Fuels 2021 Action Plan**

- 1. Initiate Orderly Transition to National 98 100 RON Gasoline Standard in Revised SAFE Rule.
- 2. Correct Unlawful EPA Interpretation of 211(f) Substantially Similar Law and Confirm It Is Legal to Use E30 in Standard Vehicles.
- 3. Extend the 1 psi RVP waiver to E10+ Blends.
- 4. Accelerate and Complete E30 Infrastructure Buildout.
- 5. Designate Corn Ethanol as an Ultra-Low Carbon Fuel: Update Corn Ethanol Carbon Footprint Lifecycle **Analyses Consistent with GREET Model.**
- 6. Approve an E30 Certification Fuel.
- 7. Extend Pro-rata Credit to Optimized E30 Vehicles.
- 8. Correct MOVES2014 Model to Reflect Aromatics' Major Contributions to SOA-Bound PAH and E30 Blends' Ability to Substantially Reduce Them.
- 9. Enforce the Mandatory Mobile Source Air Toxics (MSAT) Provision, Section 202(I).

### FINANCIAL HIGHLIGHTS

#### Comparison of operations three months ended:

- Total revenues increased nearly 36% quarter over quarter on improving ethanol and co-product prices; even though production rates were down ~ 11% over same quarter of prior year. Average quarterly ethanol netbacks were ~41% higher than prior year.
- Gross profits increased nearly \$7.0MM quarter over quarter. While the corn market continued an upward trend, our crush margins still improved ~54% quarter over quarter. Average cost per bushel of corn was ~17% higher quarter over quarter.
- Net Income for the March '21 quarter includes \$736,500 received under the recently enacted PPP second draw program.
- No distributions were declared/paid during the March '21 quarter.

#### Comparison of operations six months ended:

- The strong second quarter results noted above pushed fiscal YTD revenues to a  $\sim$ 7% increase over the same prior fiscal period.
- While recent crush margins improved substantially, our fiscal YTD gross profits lagged the same prior fiscal period by ~\$2.3MM.

40 units traded during the quarter ending 3/31/2021, at an average sale price of \$23,763/unit.

Please be sure to keep Siouxland Ethanol updated on your contact information. This helps ensure you receive your distribution check, tax & other pertinent information timely. Thank you!

SUMMARY OF OPERATIONS	3 Months Ended 3/31/2021	3 Months Ended 3/31/2020	6 Months Ended 3/31/2021	6 Months Ended 3/31/2020
Total Revenues	\$50,526,220	\$37,260,546	\$88,403,458	\$82,320,336
Gross Profit (Loss)	\$4,348,375	(\$2,618,763)	\$103,310	\$2,430,838
Net Income (Loss)	\$4,350,859	(\$3,396,829)	\$223,365	\$940,931
Net Income (Loss)/Unit	\$1,232	(\$934)	\$63	\$259
Distribution/Unit	-	\$1,000	\$1,000	\$2,250

BALANCE SHEET	As of 3/31/2021	As of 9/30/2020
<b>Current Assets</b>	\$28,660,325	\$30,954,954
Total Assets	\$98,487,010	\$100,627,593
<b>Current Liabilities</b>	\$5,785,475	\$7,868,887
Long-Term Liabilities	\$7,144,116	\$1,454,652
Members' Equity	\$85,557,419	\$91,304,054
Book Value/Unit	\$24,224	\$25,097

KEY METRICS	3 Months Ended 3/31/2021	3 Months Ended 3/31/2020
Ethanol Yield (Gal/bu)	3.01	3.07
Corn Oil (Lbs/bu)	1.01	1.05
Ethanol Production (Gals/day)	261,850	273,061
Ethanol Production MGY	92.4	96.4

### SIOUXLAND ETHANOL FINANCIAL HISTORY

#### Siouxland Ethanol, LLC

Taxable Income (Loss)

Taxable Income (Loss) / UNIT

FISCAL YEAR ENDING	2006-2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020				
Gallons Sold	123,042,735	54,438,509	57,895,880	53,833,708	49,283,212	54,493,591	58,407,011	65,004,702	80,092,003	86,055,052	93,909,380	91,220,582	867,676,365			
Members' Investment - Original	36,915,000	36,915,000	36,915,000	36,915,000	36,915,000	36,915,000	36,915,000	36,915,000	35,405,000	35,405,000	35,405,000	35,405,000				
Members' Equity - Book	40,682,338	47,093,474	57,790,038	57,613,970	61,627,197	81,373,425	76,786,942	69,668,273	77,413,401	88,005,783	91,369,975	91,304,054				
Members' Equity / Unit - Book	10,737	12,429	15,252	15,206	16,265	21,476	20,266	18,387	21,279	24,191	25,115	25,097				
Annual Net Income (Loss)	\$ 4,651,013							\$ 11,636,881 \$			, ,	., .,.				
Annual Net Income (Loss) / UNIT	\$ 1,228	\$ 1,692	\$ 3,086	\$ 954	\$ 1,559	\$ 8,711	\$ 2,790	\$ 3,071 \$	5,029 \$	6,412 \$	4,675 \$	2,232				
EBIDTA	\$ 24,404,383	\$ 13,596,213	\$ 18,693,272	\$ 9,092,555	\$ 11,785,555	\$ 38,751,256	\$ 16,428,296	\$ 17,540,769 \$	24,624,388 \$	29,027,848 \$	23,444,671 \$	14,962,845				
EBIDTA per Gallon	\$0.20	\$0.25	\$0.32	\$0.17	\$0.24	\$0.71	\$0.28	\$0.27	\$0.31	\$0.34	\$0.25	\$0.16		10 YR Ave	5 YR Ave	
ROI / Original Investment	3.15%	17.37%	31.68%	9.79%	16.00%	89.42%	28.63%	31.52%	52.84%	65.88%	48.03%	22.93%		39.67%	44.24%	
Return on Equity	3.20%	14.61%	22.30%	6.26%	9.91%	46.16%	13.37%	15.89%	25.44%	28.20%	18.96%	8.89%		19.54%	19.48%	
														Cumulative		
Distributions		\$ 996.507	\$ 3,789,000	\$ 1.894.500	\$ 5.683.500	\$ 22,734,000	\$ 7.388.550	\$ 11.367.000 \$	13.368.600 \$	17.098.600 \$	7.276.000 \$	7 276 000	Total \$'s \$ 98,872,257	Per Unit	<u>% / Par</u>	
Distributions  Distribution / UNIT			\$ 3,789,000 : \$ 1,000 :		\$ 5,683,500 \$ 1,500	. , . ,	\$ 7,388,550 \$ 1,950	. , ,	.,,	17,098,600 \$ 4,700 \$	7,276,000 \$ 2,000 \$	7,276,000 2,000	\$ 98,872,257	\$ 26,513	265.13%	
Distribution % of Net Income	0.00%	15.54%	32.40%	52.44%	96.20%	68.87%	69.90%	97.68%	71.46%	73.30%	42.78%	89.61%				
Distribution % of Txble Income		34.86%	72.76%	24.54%	76.23%	61.55%	67.33%	84.15%	77.80%	81.25%	51.99%	113.70%				
Small Producer Tax Credits	\$ 4,500,000	\$ 1,500,000	\$ 1,500,000	\$ 1,500,000	\$ -	\$ -	\$ -	\$ - \$		- \$	- \$		\$ 9,000,000	, , , ,		
R&D Tax Credits NE LB775 Tax Credits Alloc					\$ 378,900	\$ 947.249	\$ 1,326,150	\$ - \$	4,367,784 \$	1,651,506 \$	1,638,064 \$	683,818	\$ 8,341,172 \$ 2,652,299			
Total Allocated Tax Credits	\$ 4,500,000	\$ 1,500,000	\$ 1,500,000	\$ 1,500,000	\$ 378,900	\$ 947,249			4,367,784 \$	1,651,506 \$	1,638,064 \$	683,818	\$ 19,993,471		53.42%	
													\$ 118,865,728	d Distr. & Tax (	318.55%	

\$7,456,069 \$36,936,526 \$10,973,071 \$ 13,507,726 \$ 17,182,388 \$ 21,044,483 \$ 13,996,055 \$ 6,399,527





1501 Knox Boulevard Jackson, NE 68743

#### **BOARD OF DIRECTORS**

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### **Our Mission**

To be an efficient producer of ethanol and its co-products with a low carbon footprint, and to promote the "clean octane" value of ethanol which will ensure long-term profitability for the industry and the investors in Siouxland Ethanol.





## RECENT EVENTS



The Siouxland Ethanol Board of Directors recently gathered to review the business and continues to guide the company's success. Great group of dedicated leaders!



Siouxland Ethanol was honored to sponsor a lunch for the Dakota County, NE volunteers distributing COVID-19 vaccines in our area. We appreciate everything they have done and continue to do!





Siouxland Ethanol employees were treated to an appreciation luncheon in early April. We are very proud of the hard work our team members do every day! To each of our dedicated employees, thank you for all you do!