



2019 ANNUAL REPORT



## MEMBER COMPANIES

### GLOBAL MEMBERS (3)

#### **BP Asphalt**

*Chicago, Illinois*

#### **ExxonMobil Fuels and Lubricants**

*Houston, Texas*

#### **Husky Asphalt**

*Calgary, AB, Canada*

### REGULAR

### **U.S. MEMBERS (20)**

#### **Asphalt Materials, Inc.**

*Indianapolis, Indiana*

#### **Associated Asphalt**

*Roanoke, Virginia*

#### **Calumet Specialty**

#### **Products Partners, L.P.**

*Indianapolis, Indiana*

#### **Delek US**

*Brentwood, Tennessee*

#### **Ergon Asphalt**

#### **& Emulsions, Inc.**

*Jackson, Mississippi*

#### **Flint Hills Resources, LP**

*Inner Grove Heights, Minnesota*

#### **HollyFrontier Refining & Marketing, LLC**

*Dallas, Texas*

#### **Hunt Refining Company**

*Tuscaloosa, Alabama*

#### **Jebro Inc.**

*Sioux City, Iowa*

#### **Marathon Petroleum Company LP**

*Findlay, Ohio*

#### **Mathy Construction Company**

*Onalaska, Wisconsin*

#### **Owens Corning Roofing and Asphalt, LLC**

*Toledo, Ohio*

#### **Phillips 66 Company**

*Houston, Texas*

#### **San Joaquin Refining Co., Inc.**

*Bakersfield, California*

#### **Seneca Petroleum Co., Inc.**

*Crestwood, Illinois*

#### **Suit-Kote Corporation**

*Cortland, New York*

#### **United Refining Company**

*Warren, Pennsylvania*

#### **U.S. Oil & Refining Co.**

*Tacoma, Washington*

#### **Valero Energy Corporation**

*San Antonio, Texas*

#### **World Oil Corporation**

*South Gate, California*

### ASSOCIATE

### **MEMBERS (22)**

#### **Aggregate Industries Management, Inc.**

*Chicago, Illinois*

#### **All States Materials Group**

*Sunderland, Massachusetts*

#### **Arkema-Road Science**

*Tulsa, Oklahoma*

#### **Asphalt & Fuel Supply, LLC**

*Tulsa, Oklahoma*

#### **Blacklidge Emulsions, Inc.**

*Gulfport, Mississippi*

#### **Centennial Energy, LLC**

*Denver, Colorado*

#### **CL Consulting & Management**

*Wharton, New Jersey*

#### **CountryMark Refining**

#### **& Logistics, LLC**

*Indianapolis, Indiana*

#### **Gorman Asphalt Ltd.**

*Albany, New York*

#### **Gulf Coast Asphalt Co. (GCAC)**

*Houston, Texas*

#### **Idaho Asphalt Supply, Inc.**

*Idaho Falls, Idaho*

#### **Interstate Asphalt LLC**

*Fort Lauderdale, Florida*

#### **McCall Asphalt Products**

*Portland, Oregon*

#### **Peckham Asphalt**

#### **Resale Corporation**

*Brewster, New York*

#### **Pioneer Oil LLC**

*Billings, Montana*

#### **Ponderosa Petroleum**

#### **Company**

*Parker, Colorado*

#### **Russell Standard Corporation**

*Pittsburgh, Pennsylvania*

#### **Slurry Pavers, Inc.**

*Richmond, Virginia*

#### **U.S. Polycy Inc.**

*Reno, Nevada*

#### **Vance Brothers, Inc.**

*Kansas City, Missouri*

#### **Vecenergy**

*West Palm Beach, Florida*

#### **Vista Petroleum Services, Inc.**

*Castle Rock, Colorado*

### CANADIAN

### **MEMBERS (11)**

#### **Bitumar Inc.**

*Montreal, Quebec*

#### **Canadian Asphalt Industries Inc.**

*Hamilton, Ontario*

#### **Coco Asphalt Engineering, A Division of Coco Paving Inc.**

*Toronto, Ontario*

#### **Elbow River Marketing Ltd.**

*Calgary, Alberta*

#### **General Liquids Canada Ltd.**

*Bedford, Nova Scotia*

#### **Gibson Energy**

*Moose Jaw, Saskatchewan*

#### **Irving Oil**

*Saint John, New Brunswick*

#### **Lafarge Asphalt Technologies**

*Coquitlam, British Columbia*

#### **McAsphalt Industries Ltd.**

*Toronto, Ontario*

#### **SWT Group**

*Windsor, Ontario*

#### **Yellowline Asphalt Products Ltd.**

*Hamilton, Ontario*

### INTERNATIONAL

### **MEMBERS (8)**

#### **Asphalt Processors Inc.**

*Bridgetown, Barbados*

#### **Ergon Asfaltos Mexico**

*San Andreas Cholula,*

*Puebla, Mexico*

#### **Gunvor SA**

*Geneva, Switzerland*

#### **Nynäs AB**

*Stockholm, Sweden*

#### **Puma Bitumen**

*Singapore*

#### **RAME Rubis Asphalt**

#### **Middle East DMCC**

*Dubai, United Arab Emirates*

#### **Shell Bitumen**

*Hague, Netherlands*

#### **YPF S.A.**

*Ciudad, Buenos Aires, Argentina*

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## **COMMERCIAL MEMBERS (21)**

**Ajax Asphalt Terminal**  
*Detroit, Michigan*

**Atlas Roofing Corporation**  
*Atlanta, Georgia*

**Bright Star Energy, Inc.**  
*Marietta, Georgia*

**CertainTeed Corporation**  
*Malvern, Pennsylvania*

**Colas, S.A.**  
*Cincinnati, Ohio*

**CRH Americas Materials**  
*Atlanta, Georgia*

**GAF**  
*Parsippany, New Jersey*

**Gardner Asphalt Corporation**  
*Tampa, Florida*

**Greater Cincinnati Asphalt Terminal 2, LLC**  
*North Bend, Ohio*

**Henry Company**  
*El Segundo, California*

**IKO Industries, Ltd.**  
*Wilmington, Delaware*

**Johns Manville**  
*Denver, Colorado*

**Kokosing Materials, Inc.**  
*Fredericktown, Ohio*

**Malarkey Roofing Products**  
*Portland, Oregon*

**MGQ Terminal, Inc.**  
*Old Fort, Ohio*

**PABCO Roofing Products**  
*Tacoma, Washington*

**Payne & Dolan, Inc.**  
*Waukesha, Wisconsin*

**Polyglass USA, Inc.**  
*Deerfield Beach, Florida*

**Shelly & Sands, Inc.**  
*Rayland, Ohio*

**Soprema Inc.**  
*Drummondville, Quebec, Canada*

**TAMKO Building Products, LLC**  
*Joplin, Missouri*

## **AFFILIATE MEMBERS (39)**

**Andrie**  
*Muskegon, Michigan*

**Asphalt Operating Services, LLC**  
*Bartlett, Illinois*

**Avista Oil**  
*Peachtree City, Georgia*

**Baker Hughes**  
*Sugar Land, Texas*

**BASF Corporation**  
*Charlotte, North Carolina*

**Blueknight Energy Partners, LP**  
*Tulsa, Oklahoma*

**Cargill Bioindustrial**  
*Plymouth, Minnesota*

**Cook Chemical Company, Inc.**  
*San Clemente, California*

**Crafco, Inc.**  
*Chandler, Arizona*

**Dillon Logistics, Inc.**  
*Burr Ridge, Illinois*

**Dow Inc.**  
*Lake Jackson, Texas*

**Dynasol L.L.C.**  
*Houston, Texas*

**ECF, Inc.**  
*Columbia, Illinois*

**GreenMantra Technologies Ltd.**  
*Brantford, Ontario, Canada*

**Heatec, Inc.**  
*Chattanooga, Tennessee*

**Heritage-Crystal Clean LLC**  
*Elgin, Illinois*

**Hexpol Compounding**  
*Burton, Ohio*

**ICL Phosphate Specialty**  
*Saint Louis, Missouri*

**Ingevity**  
*North Charleston, South Carolina*

**Innophos, Inc.**  
*Cranbury, New Jersey*

**International Tank Service, Inc.**  
*Lima, Ohio*

**Kirby Offshore Marine**  
*Houston, Texas*

**Kraton Polymers**  
*Houston, Texas*

**LCY Elastomers LP**  
*Baytown, Texas*

**LG Chem, LTD**  
*Troy, Michigan*

**Matcon Marine S de RL**  
*Coral Gables, Florida*

**Momentum Technologies International**  
*Uniontown, Ohio*

**Mountain States Asphalt, Inc.**  
*Tooele, Utah*

**Nouryon**  
*Chicago, Illinois*

**POET-JIVE**  
*Sioux Falls, South Dakota*

**PRI Asphalt Technologies, Inc.**  
*Tampa, Florida*

**Safety-Kleen Systems, Inc.**  
*Richardson, Texas*

**Sasol North America**  
*Houston, Texas*

**Shrieve Miami Chemical**  
*Miami, Florida*

**Sprague Operating Resources, LLC**  
*Portsmouth, New Hampshire*

**Ultrapave Corporation**  
*Dalton, Georgia*

**Vertex Energy, Inc.**  
*Houston, Texas*

**Vitol, Inc.**  
*Houston, Texas*

**Zenith Energy Terminal Holdings LLC**  
*The Woodlands, Texas*

*List reflects March 1, 2020 active memberships*



## A LOOK BACK



Left: **Bob Cheever**, 2020 Asphalt Institute Chair, Jebro, Inc. Right: **Peter T. Grass**, P.E., CAE, Asphalt Institute President

A century of service to our vibrant and ever-changing industry. We dedicate this 2019 Annual Report to our celebratory year but also look ahead into what a new year, a new decade and a new century can bring.

Our member meetings in 2019 celebrated “Reflections of our Past” in New York City in April, brought a “Perspective on the Present” in Chicago in August, helped us showcase our headquarters with a “Homecoming” in Lexington in October and finally, we spent time “Imagining the Future” in San Diego in December. Years from now we will look back with pride on not only the celebrations but what we accomplished in 2019 as our industry doesn’t stop and the Asphalt Institute kept pace.

The Asphalt Institute and Eurobitume worked to renew our Strategic Partnership Terms of Reference; codifying the completion of this important milestone with ceremonial signings in both Brussels and New York at each of our respective membership meetings. It exemplifies the

## ASPHALT INSTITUTE MISSION

Through education, engineering, technical development, environmental stewardship and marketing leadership, the Asphalt Institute promotes the safe use, benefits, and quality performance of petroleum asphalts in a unified voice for our membership.



goodwill we share to advance the liquid asphalt industry for the benefit of our membership. At the next E&E Congress we'll work together to promote our industry on a global scale.

Other notable achievements in 2019 include the publication of our Delta Tc findings; enabling agencies across the country to understand this binder parameter more completely. We also completed the first binder industry-supported Life Cycle Assessment in response to member needs. The results and an executive summary were published in the summer of 2019. The Asphalt Institute's manual on The Construction of Quality Asphalt Pavements was completed at year's end and is immediately becoming our best-seller while helping our engineers educate asphalt professionals on this important topic.

The Asphalt Institute Foundation also had a banner year in 2019 with research contributions from ExxonMobil of \$500,000 and The Heritage Group of \$600,000. Also, a new scholarship program was

funded with a \$500,000 donation from Bill and Shireen Kirk. These and other significant contributions from so many donors help us fulfill the foundation's mission of conducting strategic research and creating educational programs for the advancement of the binder industry. We encourage you to learn more about the foundation and see how you can help.



In 2019, work by The Heritage Group and others 'saved history' by bringing the restored floor seal of the Asphalt Institute which formerly graced the entrance to AI headquarters in Maryland from 1955 to 2019. It was rededicated in Fred M. Fehsenfeld, Sr.'s honor and now welcomes visitors to our headquarters again – this time in Lexington, Kentucky.

It doesn't take much vision to see that we face real challenges – the complexity of plastics in asphalt, reshaping the Asphalt Pavement Alliance and attracting new workers to our industry to name but a few.

2020. As we usher in a new year, a new decade and a new century, the Asphalt Institute will be there with you leading the way to a stronger future! Thank you for being a member.

*Bob Chren*  
*Bill Kirk*



Education is a key pillar of the Asphalt Institute's mission since its inception a century ago. AI engineers develop training and publications on asphalt technology and best practices.

## NEW CONSTRUCTION MANUAL

A major milestone in 2019 was the completion of the third edition of the



# Construction of Quality Asphalt Pavements

MS-22 | Third Edition

asphalt institute

Asphalt Institute's "MS 22—Construction of Quality Asphalt Pavements." For 35 years, this book has served as the Asphalt Institute's comprehensive manual on asphalt pavement construction.

The goal of this third edition was to provide a concise and practical resource of essential technical information and best practices for constructing cost-effective, long-lasting asphalt pavements.

Contractor personnel, user agencies, specifiers, consultants and others involved in asphalt paving will benefit from the new edition – particularly inspectors, project engineers, paving crews/foremen/superintendents, plant operators and testing technicians.

The 2020 edition was updated to incorporate the latest technology, equipment, methods and standards. Readers will find a more thorough discussion of various topics compared to previous editions. Examples of new technologies covered in the edition include

specialty rollers, intelligent compaction, performance testing, plant equipment and various quality assurance approaches.

The third edition of MS-22 will serve the industry well for many years as the most thorough go-to reference on asphalt pavement construction. The new manual is used as a textbook for the popular AI course "Constructing Quality Asphalt Pavements."



Constructing  
**Quality** Asphalt  
Pavements

## AIRFIELD PAVING CLINIC

The inaugural offerings of AI's Airfield Paving Clinic (APC) occurred in 2019. The first was in Fort Worth, Texas and the second in Nashville, Tennessee. In addition, the APC was also offered in Hawaii through the local state asphalt pavement association.

The clinic focuses on the current Federal Aviation Administration (FAA) P-401 specification, including the many recent changes to this and other asphalt related FAA standards. There are many special design and construction considerations for airfield pavement, which contractors, inspectors and consulting engineers should be aware of before starting a P-401 project.



Attendees for the three offerings in 2019 represented a nice mix of FAA, state aviation offices, consultants, testing firms and contractors.

## ONLINE OFFERINGS

Online education is a great way to continue learning without having to travel and sit in classes. AI has developed a catalog of online classes in the areas of asphalt binders, mixtures, construction and pavement preservation.

In 2019, live webinars included “Recovery and Testing of Asphalt Binder from Mixture, RAP, and RAS”, “Basic Asphalt Mix Design

Using RAP” and “Testing Modified Asphalt Binders.” AI also offered webinars featuring well-known and respected guest

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## THE 2020 MS-22 EDITION WAS UPDATED TO INCORPORATE THE LATEST TECHNOLOGY, EQUIPMENT, METHODS AND STANDARDS.

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presenters at no cost to AI members including the four-part series with AAPT “Durable Asphalt Pavements” and “Using Recycling Agents in Balanced Mix Design with High Recycled Materials Content.”

In addition to webinars, AI offers online retesting of the written certification exams for the NBTC, NETC and MDTC programs. The option allows students the opportunity to try again without having to travel to a new class location.







The quality engineering of asphalt pavements and asphalt roofs has been a top priority for the Asphalt Institute for a century now. Our engineering staff and AI member committees continually stay ahead of the game when it comes to technical knowledge and expertise.



## TESTING AND SPECIFICATION OF EMULSIFIED ASPHALT BINDER RESIDUE

In May of 2019, the Asphalt Institute started a research project entitled “A Calibrated and Validated National Performance-Related Specification for Emulsified Asphalt Binder.” The project is being performed for the National Cooperative Highway Research Program with NCAT as partners.

AI Director of Research and Laboratory Services Mike Anderson serves as the

principal investigator. The main objective of the project is to develop a national performance-related material specification for emulsified asphalt binder for use with chip seals and microsurfacing/slurry seals that:

- is similar in concept and format to the PG specifications for asphalt binders;
- is calibrated and validated with performance data from field test sections;
- uses readily available testing equipment (i.e., PG test equipment); and
- reflects varying climatic and traffic conditions.

The project is expected to enter phase 2 in 2020 and be completed in 2023.

## DELTA TC DOCUMENT

The Asphalt Institute (AI) released “IS-240 State-of-the-Knowledge: Use of the Delta Tc Parameter to Characterize Asphalt Binder Behavior” in 2019. The 64-page technical document is available as a free download on the AI website.

Before this document, relevant information about  $\Delta T_c$  was scattered among research papers, presentations, various meeting minutes and personal communications among individuals with interest in  $\Delta T_c$ . Consequently, it was difficult to find and sort through relevant sources of information. This document provides a single, comprehensive and up-to-date reference on the topic of  $\Delta T_c$ , which



can serve as a focal point for dialog among agency users, industry producers, academia and others with a need to have a more detailed understanding of  $\Delta T_c$  and its relevance in characterizing the behavior of asphalt binder.

The goal of the document is to describe the current state of the knowledge around  $\Delta T_c$  and is not intended to persuade or discourage an agency from using it. The document does, however, describe key steps that should be carefully considered before a purchasing agency implements  $\Delta T_c$  as a specification requirement.

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ON THE TOPIC OF  $\Delta T_c$ .**



## PAPERS ON PAVEMENT

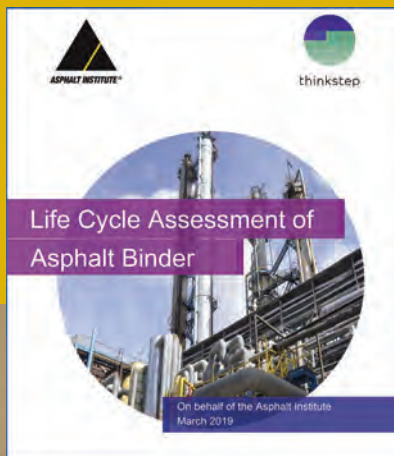
A paper about the Life Cycle Assessment (LCA) study by the Asphalt Institute will be presented at the next "International Symposium on Pavement, Roadway and Bridge Life Cycle Assessment" in California.

Authors **Dr. Mark Buncher** (AI Director of Engineering), Ron Corun, Maggie Wildnauer and Erin Mulholland submitted "*LCA Study on Asphalt Binders Manufactured in North America.*" The scheduled symposium is hosted by the University of California Davis Berkeley Pavement Research Center and the National Center for Sustainable Transportation.



Asphalt Institute Regional Engineer **Amma Wakefield** will present a paper at the next Eurasphalt & Eurobitume Congress.

The paper entitled "*A Review of Recovered versus Unrecovered Asphalt Properties in Ontario*" was reviewed and accepted. The study compared the variability in physical properties between original asphalt and recovered asphalt from a plant produced asphalt mix. The study included test



methods that have not been included in past recovered asphalt



## Recovered Asphalt versus Non-Recovered Asphalt Testing for Acceptance: An Ontario Industry Study

Prepared by:

Amma Wakefield, MSc, PEng  
Susan L. Tighe, PhD, PEng, MScE

Centre for Pavement and Transportation Technology  
University of Waterloo  
Department of Civil and Environmental Engineering  
Waterloo, Ontario

October 2019



studies such as Extended Bending Beam Rheometer (ExBBR) and Double Notched Edge Tension (DENT) tests.



# HEALTH, SAFETY AND ENVIRONMENT

Over a century, the Asphalt Institute has seen a multitude of issues arise in the areas of health, safety and environment. As a collective and often a unifying force among other associations the AI HSE (Health, Safety and Environment) committee addresses critical issues of worker safety and governmental regulations.

## TASK FORCE LEADS TO LESSER EPA RESTRICTIONS

Recently, the EPA (Environmental Protection Agency) completed a Clean Air Act mandated risk and technology review (RTR) of Subpart LLLLLL to evaluate potential human health and environmental risks. Asphalt Institute (AI) member companies who oxidize asphalt, store roofing asphalt or manufacture asphalt roofing materials can be

regulated by a Clean Air Act regulation known as NSPS Subpart LLLLLL. This regulation imposes technological requirements on facilities that emit hazardous air pollutants above a threshold level.

Using emissions information provided by a joint task force made up of Asphalt Institute and Asphalt Roofing Manufacturing Association (ARMA) members, the EPA determined that risks from the Asphalt Institute member facilities and others were acceptable and that Subpart LLLLLL provides an ample margin of safety to protect public health and the environment. Thus, the EPA made only minor changes to the regulation.

This is a very positive outcome for Asphalt Institute members. Actions taken by the joint AI/ARMA task force were critical to this positive outcome. Preliminary results from the EPA RTR review resulted in human health risk levels that would have allowed the EPA to make significant modifications to Subpart

LLLLL. However, the AI/ARMA task force was able to provide scientifically based data to the EPA that convinced them to redo the RTR. The redo of the RTR gave significantly lower human health risks and allowed the EPA not to radically modify Subpart LLLLLL.

## THINKING AHEAD STRATEGICALLY

AI's HSE committee held a strategy meeting on May 22 and 23, 2019, in Memphis, Tennessee at The Peabody Hotel. A total of 18 members were in attendance and several more members participated via phone including our Eurobitume partners. HSE Committee Chair Jim Freeman noted that this attendance number was an enormous improvement compared to the 2015 strategy meeting in which we had 8 participants.





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## ACTIONS TAKEN BY THE JOINT AI/ARMA TASK FORCE WERE CRITICAL TO THIS POSITIVE OUTCOME.

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The important takeaway from this meeting was that we identified no new current threats on the same perceived impact/level as IARC. Another important fact was that every project that was identified in our 2015 strategy meeting was completed; examples include the Meta-analysis and QRA paving project, etc. which highlighted the importance of having such events in a timely manner.

During the two-day meeting, the topics of our discussions included potential regulatory and scientific threats as well as combined internal knowledge of the industry. We re-reviewed the outcomes from our STAR symposium meeting, both Eurobitume and AI's previous HSE strategy meeting reports. A few of the items that we will want to look into further will be:

- Plastics and Micro-Plastics and their impacts on the environment and how this will affect recycling
- Odor
- H<sub>2</sub>S

Other recommendations that this group discussed were that we should review and update our joint IS-230 document

with Eurobitume. The group decided that we should form a new task force "HSE Outreach and Education Task Force" to review our training offerings as well as promoting our HSE efforts such as AI's HSE webpage.

### SPEAKER SERIES

**Doug Green** presented on the broad authorities in EPA's TSCA program and how it could affect operations in ways you might not have yet realized. Green's law firm represents associations and individual clients in complex administrative and appellate litigation, and enforcement defense, and offers compliance counseling under the nation's environmental statutes.

**Dr. Krystal R. Sexton**, from Shell Health, presented their new strategy entitled "Human Performance and Care (HP&C)", which optimizes the capabilities of individuals, teams, and businesses to be at our best, even in the face of great uncertainty and stress. Dr. Sexton stated that the Resilience Program had reported a positive association between Resilience and Employee Engagement, Inclusion, and Thriving, and, internally, our data show that increased engagement improves safety performance.

**Jean Flores** delivered a presentation on the EPA's General Duty Clause. Flores described the EPA's regulation and the requirements of how owners and operators that are producing, processing, handling or storing a chemical substance that is deemed hazardous by EPA. The clause is to ensure that owners and operators are taking the necessary steps to prevent releases and to minimize the consequences of accidental releases of hazardous chemicals. Flores also briefly discussed some of the recent litigation around this regulation. She regularly represents the petroleum refining industry and the construction industry in regulatory compliance and enforcement.







# NEW YORK IN APRIL





# CHICAGO IN AUGUST

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# LEXINGTON IN OCTOBER





# SAN DIEGO IN DECEMBER

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# MARKETING

Little has changed over the past 100 years with regards to promoting asphalt as the construction material of choice. The message of quality is still as valid today as it was in the beginning.

## ASPHALT PROMOTION

The Asphalt Institute staff represent the membership across the globe in a variety of roles to further promote the quality use of asphalt. (Associations represented below)

## APA DEPLOYMENT

The Asphalt Pavement Alliance (APA) is a coalition made up of the Asphalt Institute,



National Asphalt Pavement Association (NAPA) and the State Asphalt

Pavement Associations. The APA deploys promotional materials created by NAPA

## PaveXpress

to further promote the use of asphalt to the states. Also, the regional engineers help promote PaveXpress, the online pavement design tool that allows pavement engineers a simplified approach to creating and evaluating pavement designs.



Association of Asphalt Paving Technologist



American Highway Users Alliance



Association of Modified Asphalt Producers



American Public Works Association



American Society of Civil Engineers



ASTM International



Canadian Technical Asphalt Association



Eurobitume



Federal Aviation Administration



Federal Highway Administration



Foundation for Pavement Preservation (FP2)



International Society of Asphalt Pavements



National Center for Asphalt Technology



Transportation Research Board



TRIP a national research group





## TRADE SHOWS

### International Roofing Expo

Nashville, Tennessee

February 11-13, 2019

(We promoted our Basic Roofing Technician Training class and Roofing Proficiency program.)

### World of Asphalt

Indianapolis, Indiana

February 12-14, 2019

(We promoted our educational and product offerings, training and laboratory services and support our members.)

### National Pavement Expo

Nashville, Tennessee

February 27 - March 2, 2019

(AI Senior Regional Engineer Wayne Jones taught three classes on materials selection, thickness design and pavement evaluation and repair.)

## ASPHALT PUBLICATIONS AND MAGAZINE

From that first handbook on asphalt in 1920 to the numerous manuals of today, the promotion of the proper use of asphalt still rings true.

The Asphalt Institute publishes a magazine three times a year with an international reach to 114 countries along with a digital version and a complimentary monthly electronic newsletter. The articles are well written and focused on timely matters for the industry. The AI seminars and educational offerings are promoted within the publication as well. The magazine celebrated its 70th year in print in 2019.





Asphalt Institute membership was energized with four distinct celebrations throughout the centennial year bringing members together to look back at the history of AI, discuss the issues of today and to think ahead to the future. Our goal was to enhance engagement throughout the year with very memorable experiences.

## PARTICIPATE

The old saying “you get out of it what you put into it” is our unwritten motto because members who actively volunteer on committees, task forces and attend the meetings definitely see the advantages.

For our new members, we have several touchpoints in place that will assist them with navigating their first meeting from attending the Newcomer Networking Orientation to being paired with a mentor who will answer questions, introduce them to other members and be there for support.

## FIFTH EPIC LEADERSHIP CLASS GRADUATES

The Asphalt Institute's EPIC Leadership Development Program is a ten-month program of classroom participation, group activities and member facility tours allowing the students an opportunity unlike any in the industry.



During the spring meeting in April, the class of 14 members presented a group presentation entitled “Challenges and Approaches to Asphalt Industry Future State.” The graduation ceremony followed for the group guided by Dean John Brownie:

**Danielle Arasin**  
Russell Standard Corporation

**Jacob Butt**  
Pioneer Oil, LLC

**Geoff Dillon**  
Asphalt Materials, Inc.

**Kristina Eiting**  
Owens Corning Roofing and Asphalt, LLC

**Gayle Fee**  
Flint Hills Resources

**Andrew Hanz**  
MTE Services/Mathy Construction

**Lana Johnson**  
Husky Asphalt

**Jonathan McElveen**  
Ergon Asphalt & Emulsions

**Rusty Parker**  
Hunt Refining Company

**Jonathan Pepyne**  
All States Materials Group

**Holly Read-Myers**  
SWT Group

**Gordon Shirts**  
U.S. Polyco

**Lisa Wolf**  
Road Science, Division of ArrMaz

**Tytus Zurawski**  
McAsphalt Industries Limited



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## 2019 MEMBERSHIP LONGEVITY PROGRAM

Several member companies were recognized for their years of membership during the awards dinner at the annual meeting in San Diego. These important milestones show dedication and commitment to the industry as well as the institute.

### 5 YEARS OF CONTINUOUS MEMBERSHIP

- Baker Hughes
- CountryMark Refining & Logistics, LLC
- Puma Bitumen
- Yellowline Asphalt Products Ltd.

### 10 YEARS OF CONTINUOUS MEMBERSHIP

- Johns Manville

### 20 YEARS OF CONTINUOUS MEMBERSHIP

- Colas, S.A.
- Delek US
- GAF
- Suit-Kote Corporation

### 25 YEARS OF CONTINUOUS MEMBERSHIP

- Hunt Refining Company



### 30 YEARS OF CONTINUOUS MEMBERSHIP

- Seneca Petroleum Co., Inc.
- United Refining Company

### 70 YEARS OF CONTINUOUS MEMBERSHIP

- Nynas AB

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**THESE IMPORTANT  
MILESTONES SHOW  
DEDICATION AND  
COMMITMENT TO  
THE INDUSTRY  
AS WELL AS  
THE INSTITUTE**

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## FINANCIALS

The Statement of Financial Position shows AI with total assets of \$12 million and net assets of \$10.5 million on December 31, 2019. AI recorded a \$307k annual increase in total assets of which \$258k is attributed to expenditures for interior and exterior headquarters' renovations. The Statement of Activities shows an increase of \$341k or +3.4% change in net assets. Total 2019 revenues amounted to \$9 million and included \$7.9 million from operating revenues and \$1.1 million from investment income. Total 2019 program and operating expenses amounted to \$8.7 million which included one-time centennial-related expenditures and full APA deployment funding of \$360k. These were anticipated and approved by the AI Board of Directors. A market turnaround yielding sizable investment returns substantially offset costs associated with centennial programs and activities. As expected, HSE expenses exceeded HSE assessments by \$113k while related HSE investments and net assets continued to grow to \$2.8 million due to strong investment performance. The Asphalt Institute's 2019 annual audit report is available on AI's website in the members-only section or it can be provided upon request.

### RESERVES

AI ended the year with \$8.2 million in reserves, including \$1.6 million in operating reserves, \$2.8 million in HSE reserves and \$3.8 million in special-purpose reserve (SPR) fund. The AI Finance Committee closely watches the reserve ratio - calculated at 85% at year-end - solidly over the desired minimum 60-70% ratio. HSE reserves of \$2.8 million are well over our \$1.6 million HSE reserve policy goal.

### FINANCIAL GOALS AND CHALLENGES FOR 2020

In 2020 we'll focus on our continued financial health through our membership retention and recruiting programs, maintaining stable reserves, expanding utilization of technical tools to gain operational efficiency, developing and hiring top tier staff and growing strategic initiatives and programs. Working with our APA partners remains important as we evaluate the shared costs, efforts and benefits associated with many pending program changes. The possibility of member mergers and acquisitions activity and its potential impact on dues, whether temporary or long term, remains a challenge for AI and its members. Prudent financial management and careful planning, along with growing programs and reserves, can also lessen the dues burden on AI membership.

### STATEMENT OF FINANCIAL POSITION

(Audited) December 31, 2019

#### ASSETS

Current assets	
Cash (unrestricted)	\$155,917
Accounts receivable	290,972
Inventory	36,012
Prepaid expenses	300,383
Total current assets	783,284
Cash (restricted or designated)	79,531
Investments (unrestricted)	1,597,445
Investments (restricted or designated)	6,521,794
Building and equipment (net)	2,953,814
Intangible assets (net)	101,438
<b>Total assets</b>	<b>\$12,037,306</b>

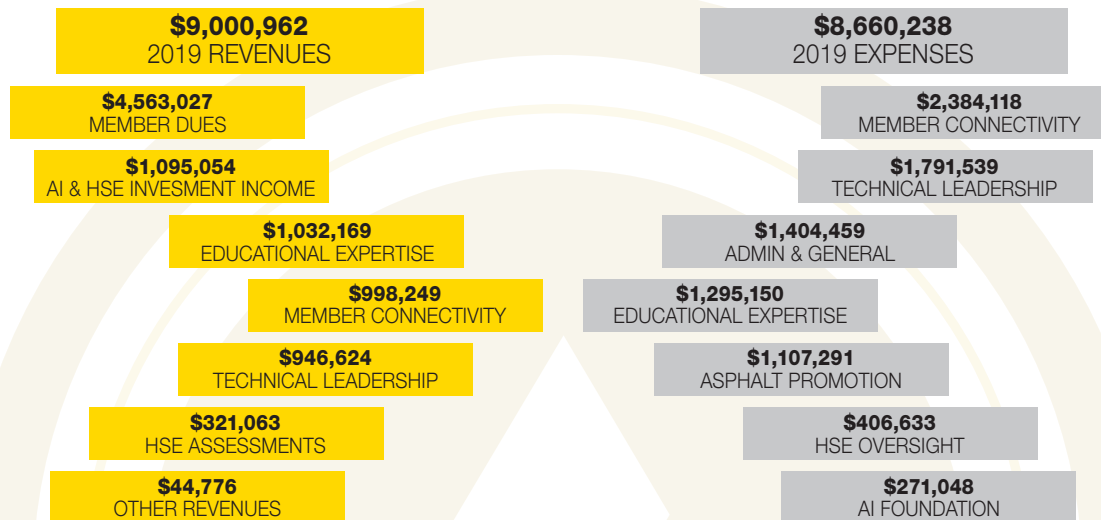
#### LIABILITIES AND NET ASSETS

Current liabilities	
Accounts payable	\$155,025
Deferred revenue and other liabilities	1,335,287
Total current liabilities	1,490,312
Other liabilities	
Accrued post-retirement and other liabilities	50,269
<b>Total liabilities</b>	<b>\$1,540,581</b>

#### NET ASSETS

Designated net assets	\$2,758,645
Undesignated net assets	4,782,195
Invested in building & equipment	2,917,676
Purpose restrictions	38,209
Total net assets	10,496,725
<b>Total liabilities and net assets</b>	<b>\$12,037,306</b>





## STATEMENT OF ACTIVITIES

(Audited) Year Ended December 31, 2019 and 2018

	Undesignated	Board Designated HSE	Temporarily Restricted AREC <sup>(*)</sup>	12/31/19 Totals	12/31/18 Totals
<b>REVENUES</b>					
Dues and assessments	\$4,563,027	\$321,063	\$0	<b>\$4,884,090</b>	\$4,931,492
Investment income	160,618	80,393	0	<b>241,011</b>	267,513
Realized and unrealized losses on investments	558,277	295,766	0	<b>854,043</b>	-474,272
Non-dues revenue	3,021,818	0	0	<b>3,021,818</b>	2,750,449
Net assets released from restrictions (AREC)	0	7,527*	-7,527	<b>0</b>	0
Total revenues	8,303,740	704,749	-7,527	<b>9,000,962</b>	7,475,182
<b>PROGRAM &amp; OPERATING EXPENSES</b>					
Program and operating expenses - unrestricted	-8,225,681	0	0	<b>-8,225,681</b>	-7,279,873
HSE expenses - restricted	0	-391,101*	0	<b>-391,101</b>	-461,148
HSE expenses (AREC) - restricted	0	-43,456*	0	<b>-43,456</b>	-9,041
Total program & operating expenses	-8,225,681	-434,557	0	<b>-8,660,238</b>	-7,750,062
Change in net assets	78,059	270,192	-7,527	<b>340,724</b>	-274,880
Net assets, beginning of year	\$7,621,813	\$2,488,453	\$45,735	<b>\$10,156,001</b>	\$10,430,881
Net assets, end of year	\$7,699,872	\$2,758,645	\$38,208	<b>\$10,496,725</b>	\$10,156,001

An annual audit of the financial records of the Asphalt Institute is performed by Dean Dorton Certified Public Accountants.

A copy of the audit report is available for review at the Institute's headquarters.

\* Includes expenditures shared by funding partners



# STATEMENT OF FUNCTIONAL EXPENSES

This chart represents the Statement of Functional Expenses which is now an integral part of the annual report and is also part of the Asphalt Institute's annual audit. The chart depicts the cost of resources as a percentage allotted to each of our strategic focus areas. These costs are net of program revenues. All direct program, operating, HSE and AI-funded foundation expenses have been allocated.

The five board approved strategic focus areas reflect AI's vision and mission and are as follows: (1) Member Connectivity, (2) Asphalt Promotion, (3) HSE Oversight, (4) Technical Leadership and (5) Educational Expertise. Costs were also allocated to foundation support and administrative and general activities.

## STRATEGIC FOCUS AREAS

**Member Connectivity** is a catalyst for member engagement through meetings, programs and communications and includes membership and industry meetings, EPIC, association management system, annual report, member directory, monthly newsletter and member recruitment and retention.

**Asphalt Promotion** represents national, regional and local marketing efforts to increase the use of asphalt such as the APA, SPG specifications and pavement

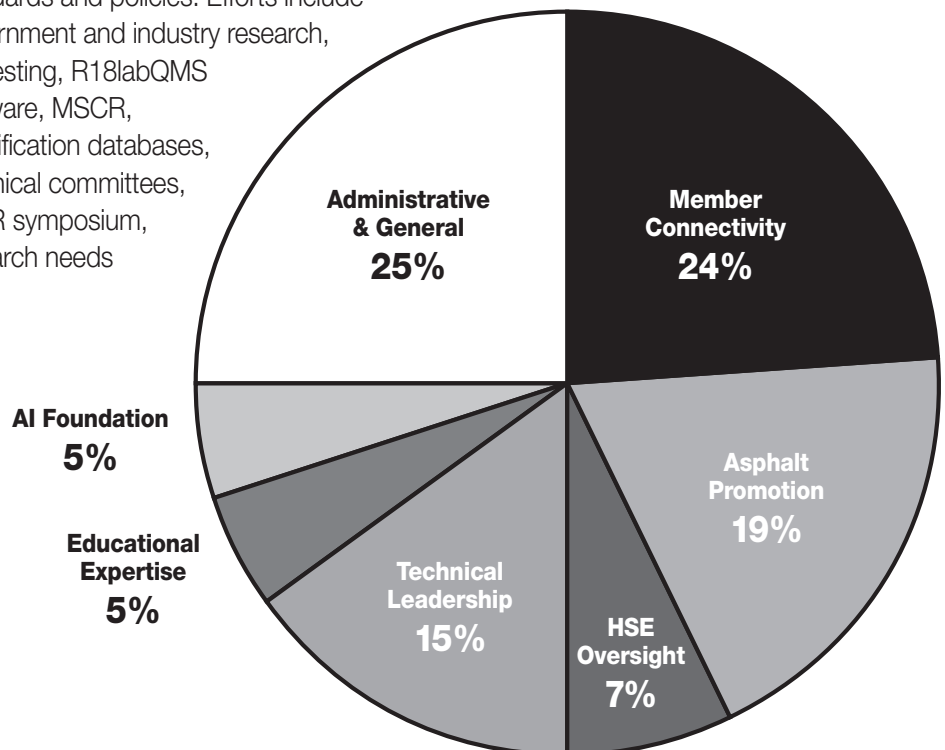
type selection, ARMA partnering, annual usage report, trade shows and AHUA, TRIP and FP<sup>2</sup> support.

**HSE Oversight** includes leveraged sweat equity and strategic partnerships to achieve solutions to longer-range challenges in human health, workplace safety and environmental sustainability. HSE efforts include HSE Alerts, literature database, seminars, regulatory analysis and compliance and other coordinated HSE research and initiatives.

**Technical Leadership** includes professional engineering, research and testing that shapes specifications, standards and policies. Efforts include government and industry research, lab testing, R18labQMS software, MSCR, specification databases, technical committees, STAR symposium, research needs

development, sustainability (RAP/RAS utilization), leadership and participation on technical committees, training development and technical initiatives for roofing.

**Educational Expertise** includes training and publication of the latest advancements in asphalt technology such as training (NBTC, binder, emulsion, mix design, rheology, basic roofing, FHWA) and certification (NBTC, emulsions), publications and eBooks, "Asphalt" magazine, AASHTO technical assistance, internship program and safety materials and videos.



# 2020 BOARD OF DIRECTORS & COMMITTEES

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## 2020 BOARD OF DIRECTORS

The AI Board of Directors meets at the Asphalt Institute's annual meeting in December and approves the annual budget and handles governance matters.

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### Vice Chair

Scott House, *BP Asphalt*

### Vice President

John Brownie, *ExxonMobil*

### Vice President

Seth Hankowski, *All States Materials Group*

### VP Global Affairs

Ralph Shirts, *ExxonMobil*

### VP Global Affairs

John Janes, *Associated Asphalt*  
(after May 1)

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### Associate Member Rep

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### Associate Member Rep

Joe Platt, *Idaho Asphalt Supply, Inc.*

### Associate Member Rep

Jim Barlow, *Vecenergy*

### Canadian Member Rep

Chris Campbell, *Imperial Oil (ExxonMobil)*

### Canadian Member Rep

Rene Dufresne, *Bitumar Inc.*

### Affiliate Member Rep

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### Commercial Member Rep

Steve Moss, *Colas, S.A.*

### International Member Rep

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Pete Grass, *Asphalt Institute*

### Secretary

Linda Allin, *Asphalt Institute*

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Bob Sedon, *United Refining Company*

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Austin Miller, *World Oil Corporation*

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The Executive Committee meets at AI spring and summer meetings and handles governance matters.

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Scott House, *BP Asphalt*

### Vice President

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### Vice President

Seth Hankowski, *All States Materials Group*

### VP Global Affairs

Ralph Shirts, *ExxonMobil*

### VP Global Affairs

John Janes, *Associated Asphalt*  
(after May 1)

### Treasurer

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### Associate Member Rep

Damon Krehbiel, *Pioneer Oil LLC*

### Canadian Member Rep

Chris Campbell, *Imperial Oil (ExxonMobil)*

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David Coleman, *Hunt Refining Company*

John Janes, *Associated Asphalt*

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Kat Crownover, *Valero Energy Corporation*

Pete Grass, *Asphalt Institute*

Linda Allin, *Asphalt Institute*





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John Strickland, Vertex Energy, Inc.  
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**Cyril Chevillard**, *TAMKO Building Products, Inc.*  
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**Kevin McGlumphy**, *Associated Asphalt*  
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**Lisa Zentner**, *Crafcro, Inc.*  
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**Gabriel Hernandez**, *Dynasol L.L.C.*  
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