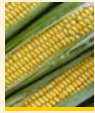


**EXTENSION/ OUTREACH EFFORTS IN  
THE BIOFUELS INDUSTRY: THE ROLE OF  
EXTENSION ECONOMISTS**



SOL**UT**IONS

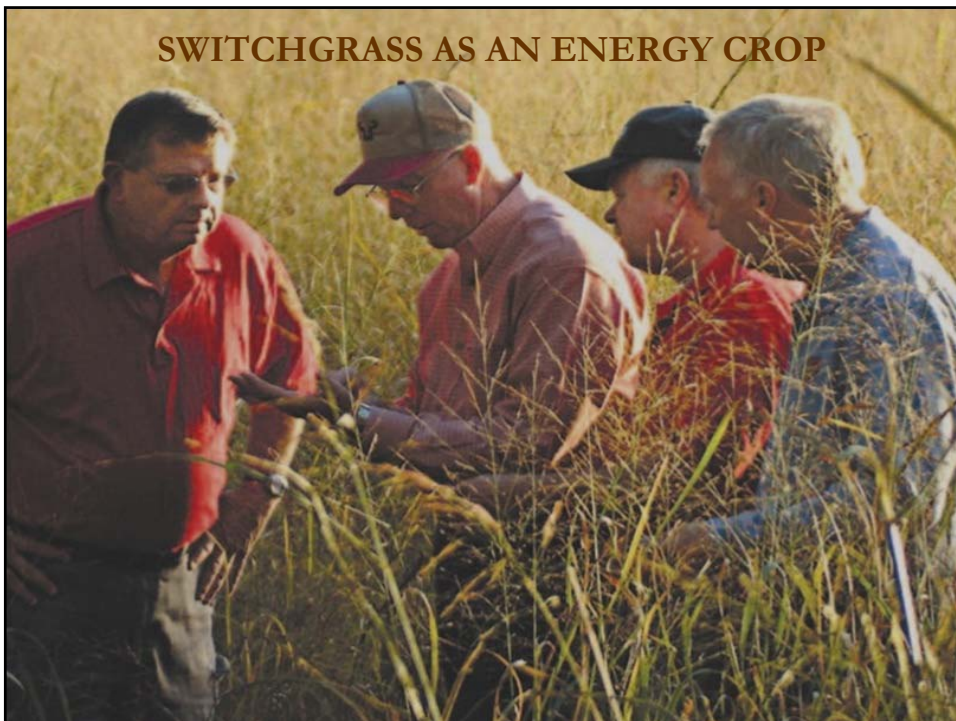
July 27, 2008

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THE UNIVERSITY of TENNESSEE **UT**  
INSTITUTE of AGRICULTURE

**UT** Extension

**SWITCHGRASS AS AN ENERGY CROP**



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## **TENNESSEE BIOFUELS INITIATIVE SUMMARY:**

- **\$70+ million state investment in biofuels**
    - **\$8M for switchgrass feedstock production**
    - **\$40M for 2 – 4 million gallons/ year research facility**
  - **Research the technology and improve the economics**
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## **EXAMPLE ACTIVITIES:**

- **4<sup>th</sup> year of West Tennessee Switchgrass Project**
  - **2<sup>nd</sup> year of Tennessee Biofuels Initiative**
  - **Producer Focus Group Meetings**
  - **Producer Contract Review Sessions**
  - **Switchgrass Contracts With Farmers**
-

## **OUTCOME FROM SESSIONS:**

**Help Producers Manage Production, Price  
and Financial Risks Associated With A  
New Crop!**

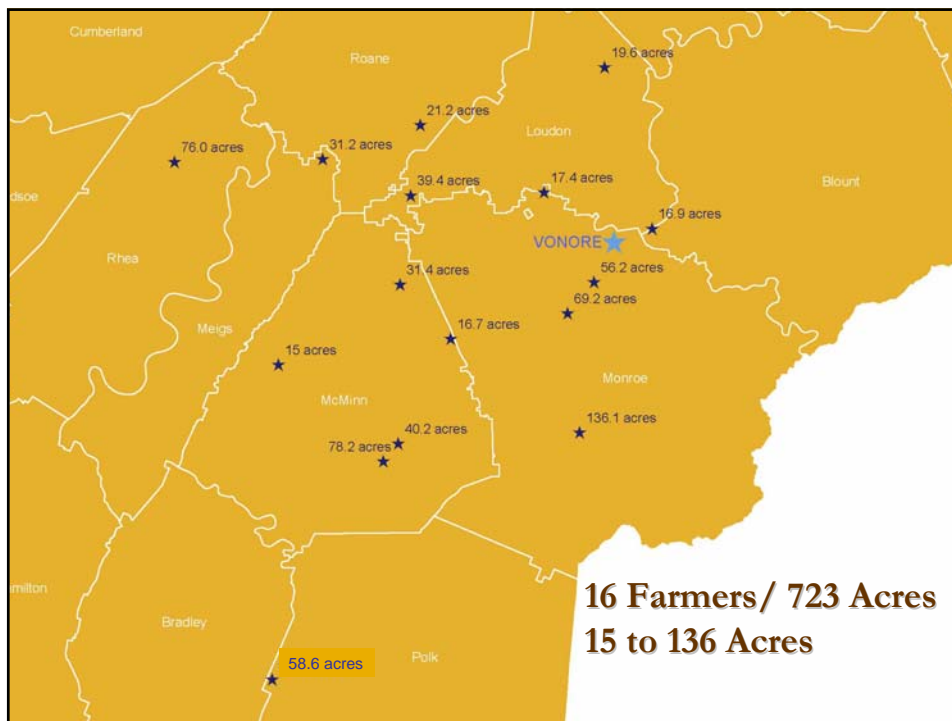


## **TERMS FOR FIRST ROUND OF CONTRACTS:**

- **Three Year Contract Period**
- **Payment of \$450/ Acre Plus Potential Energy  
Cost Adjustment**

## EXAMPLE PRODUCTS:

- Nine (9) Fact Sheets
- Switchgrass Enterprise Budgets for Different Planning Horizons
- Switchgrass Contracting Process and Documents
- Improved Producer and Community Involvement
- Greater Appreciation for Economics and Role of Common Sense!





**“PRIOR TO PLANTING SWITCHGRASS FOR BIOENERGY, WE HIGHLY RECOMMEND HAVING A FIRM AND SATISFACTORY CONTRACT IN PLACE.”**



## **ROLE OF ECONOMISTS:**

- **Creative Thinking**
- **Apply Basic Tools**
- **Working Collaboratively**
- **Develop and Deliver Tools and Materials Helpful for Others to Make Informed Choices!**
- **Unbiased and Reasonable**
- **Educators vs. Promoters**
- **Mediators/ Conflict Management/ Cooperative Learning**

## **EXISTING AND EMERGING OPPORTUNITIES:**

- **Energy Programs**
- **Economics of Producing Energy Crops/ Systems Thinking**
- **Impact of Policy Options**
- **Environmental Impacts**
- **Social Issues**
- **Bridge Between Partners in Implementation of Bioeconomy**
- **Rural Economic Development**