

Impacts to Tennessee

Statewide Economic Assessment

FY 2008

UT Extension extends the knowledge and expertise of the University to the people of Tennessee through agents and specialists in all 95 counties of the state. Educational programs in 4-H youth development, agriculture and natural resources, family and consumer sciences and resource development produce substantial returns to the state. Using research, questionnaires, observations and sales records, an estimated economic impact is over **\$343 million** from July 1, 2007 through June 30, 2008 for statewide educational programs.

Recurring Economic Impacts – over \$116 million – 2,322 jobs created or maintained

Recurring economic values (increased revenue, increased savings, one-time capital purchases) for up to two years after program:

Crop Variety Trials

Tennessee farmers produce about 2.85 million acres of oilseed, grain and cotton crops. UT Extension crop variety testing data is used extensively by 80% of these farmers to select the seed that they use to plant their crops. Results from the variety testing program have helped farmers increase yields by identifying the varieties that will perform best in their farming operations. The higher yields have resulted in approximately \$100 million in additional income annually to Tennessee farmers.

Master Beef Producer

This intensive education program for cattle producers improved management of beef cattle operations. Of 2,700 participants, 65% reported that the economic impact of the education they received through the program would range from \$1,000 to \$5,000 per year for their farms, generating benefits of \$8.1 million.

4-H Centers

UT Extension operates four 4-H Centers across the state, providing summer camping and year-round educational experiences. The 4-H Centers are funded by user fees and provide an economic impact to the communities where they are located by employing staff and purchasing equipment, food and supplies with a local annual impact of more than \$2 million per location.

One-Time Economic Impacts – over \$227 million

One-time non-recurring economic values

Nutrition Education

UT Extension Nutrition Education Programs reach approximately two million annually through group meetings, worksite sessions, direct mail, television and radio programs. Nutrition education studies have found cost/benefit ratio of \$1.00/\$10.64. This translates to a return of over \$159 million for the investment in UT Extension's nutrition education programs for the state of Tennessee.

Health Literacy

Increasing health literacy and adopting healthy habits such as increasing exercise and participating in health screenings have shown to improve health and reduce the risk of many chronic diseases, such as diabetes and high blood pressure. For every dollar spent on UT Extension health education programs, \$25 is saved on direct medical costs and indirect expenditures, resulting in \$40.9 million benefit to Tennessee.

Tennessee Saves

The UT Extension Tennessee Saves program teaches personal savings and financial management. 51% of participants increased their savings or investment, generating an annual estimated savings/investment of \$6 million. In addition, 54% reduced debt. Reductions averaged \$66.36 per month, for a total estimated debt reduction generated as the result of program participation across the state of more than \$9 million annually.

Tennessee 4-H Scholarships

UT Extension's 4-H program is the largest youth development program in the state, serving more than 320,000 participants each year. Over 90 scholarships totaling \$72,900 are awarded annually for post-secondary education.

Feeder Cattle Marketing

Feeder cattle buyers prefer to purchase truckload lots of cattle that are similar in age, size, weight and color, and they are willing to pay premiums to producers who participate in cooperative marketing ventures to assemble cattle to meet their needs. Extension agents and specialists helped beef cattle producers to market feeder cattle thorough cooperative marketing arrangements, including alliances, graded feeder calf sales, and age and source verification programs. As a result, farmers realized \$2 million in additional sales revenue.

Improved Genetics for Tennessee Beef and Dairy Herds

Poor genetics has reduced returns for Tennessee beef and dairy producers. UT Extension partnered with the Tennessee Department of Agriculture in assisting 4,969 beef and dairy producers as they worked to improve the genetics of their beef and dairy herds. The producers purchased improved sires or semen that met minimum standards established by UT Extension for birth weights, growth, milk production and other performance factors. The state provided over \$2 million in cost share funding for improved genetics, and the total investment statewide at the farm level was over \$7.2 million.

Volunteerism

UT Extension agents and specialists made over 55,000 direct contacts to recruit, select, train and utilize volunteers for various programs and services. Volunteers extended the education offered by paid staff, and contacted over 650,000 additional Tennesseans through their service. Using the Independent Sector's dollar value of a volunteer hour in Tennessee (\$17.29/hour), the value of these volunteer efforts (142,652 hours served) is \$2.4 million.