We provide education... that produces solutions to societal, economic and environmental issues. We teach Tennesseans in the places they live, work and play through hundreds of programs. Our efforts are based on local needs, research and a commitment to improve the quality of life.

<table>
<thead>
<tr>
<th>Method</th>
<th>Number Methods</th>
<th>Contacts Reached</th>
</tr>
</thead>
<tbody>
<tr>
<td>Client Visits to Extension Office</td>
<td>12,230</td>
<td>21,436</td>
</tr>
<tr>
<td>Direct Mail / Telephone Calls (this will include electronic mail)</td>
<td>70,723</td>
<td>369,174</td>
</tr>
<tr>
<td>Group Meetings / Demonstrations</td>
<td>20,576</td>
<td>349,372</td>
</tr>
<tr>
<td>On-Site Visits (Farm, Home, and Workplace)</td>
<td>8,649</td>
<td>30,572</td>
</tr>
</tbody>
</table>

**Economic Impacts**
- The economic impact of Extension leadership programs was $207,500 in increased revenue, one-time capital improvements and secured resources.
- 1,308 beef producers sold 28,658 calves managed according to BQA guidelines to increase returns by $229,264.
- 865 beef producers utilized bulls with greater genetic potential to produce 34,208 head of calves to increase returns by nearly $1 million.
- 1,209 beef producers utilized hay feeding rings to feed 128,940 bales and improved feeding methods to reduce wastage/spoilage, saving $644,700.
- 10 fruit and/or vegetable producers realized an economic impact of $40,500.00 by adopting season extension or organic production practices.
- 351 producers planted 10,287 acres with clover for an increased production valued at $308,610.

**Quality of Life Impacts**
- 387 consumers learned about plant selection and proper planting to save money and time in the landscape, and 330 learned how to apply landscape fertilizers and pesticides safely.
- 40,815 miles were walked in the *Walk Across Tennessee* Program, and 249 participants engaged in physical activity for at least 30 minutes five or more days during most weeks.
- 378 youth learned how occupation and income will affect their lifestyle, and 228 learned how payroll deductions are taken from gross pay.
- 651 youth can now analyze the results of a scientific investigation.

**Economic Statement**
The most recent economic assessment demonstrated that UT Extension programs produce $487 million in economic activity. For every $1 in public funds invested in UT Extension programs, an estimated $9.81 is returned to the people of Tennessee in increased revenue, increased savings, and one-time capital purchases. It is estimated that more than 6,800 jobs were created or maintained last year as a result of UT Extension programs.

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