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 economic impact was estimated at **more than $537 million** from July 1, 2010 through June 30, 2011 for statewide educational programs.

**Recurring Economic Impacts – over $255 million – 5,119 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 and Pest Control**
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 $170 million in additional income annually to Tennessee farmers. Farmers reported $7.8 million in reduced pest control costs by following Extension recommendations for controlling insects, weeds, or plant diseases.

**4-H Centers**
UT Extension operates three 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.

**Forage Systems**
UT Extension educated farmers on the benefits of warm-season grasses, clover, and stockpiling tall fescue. Extension also demonstrated hay storage and feeding methods to reduce waste and spoilage. A renewed emphasis was placed on broadleaf weed control. Tennessee farmers saved more than $71.4 million from better forage production, including following fertilizer recommendations, storage, and feeding practices.

**Optimizing Beef Production**
Tennessee beef producers depend on UT Extension’s expertise and unbiased services to optimize production and enhance profitability. Extension agents and specialists formulated 580 custom rations based on forage sample test results by the UT Soil, Plant and Pest Center. Past research has shown that each ration results in a mean savings of $1,125 in reduced annual feed costs. Tennessee beef producers realized $652,500 in reduced feed costs.
One-Time Economic Impacts – over $282 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 $190.9 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 a $57 million benefit to Tennessee.

Tennessee Saves
The UT Extension Tennessee Saves program teaches personal savings and financial management. 50% of participants increased their savings or investment, generating an annual estimated savings/investment of $4.4 million. In addition, 33% reduced debt an average of $208 per month, for a total estimated debt reduction of more than $1.1 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 were awarded for travel and post-secondary education.

Better Beef 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 through cooperative marketing arrangements, including alliances, graded feeder calf sales, and age and source verification programs. Experts estimate farmers earned an average of $8 per head more by managing cattle according to Extension’s beef quality assurance program and $25 per head by selecting bulls based on genetic potential. As a result of these programs, farmers realized $22.6 million in additional sales revenue.

Farm Financial Planning
UT Extension assisted farmers with preparing and implementing financial plans for their farms, increasing cash income by a combined $1.2 million this year.

Volunteerism
UT Extension agents and specialists made over 124,298 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 800,000 additional Tennesseans through their service. Using the Independent Sector’s dollar value of a volunteer hour in Tennessee ($18.62/hour), the value of these volunteer efforts (245,527 hours served) was $4.5 million.

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