

2021 STATEWIDE ECONOMIC IMPACT

UT Extension provides Real. Life. Solutions. to the people of Tennessee through agents and specialists in all ninety-five counties. Educational programs in 4-H youth development, agriculture and natural resources, family and consumer sciences, and community economic development produce substantial returns to the state.

EXTENSION'S COMBINED OVERALL IMPACT FOR 2021 WAS

\$595.3 million

COST-BENEFIT ANALYSIS

\$1 to \$8.29

For every **\$1** in public funds invested in UT Extension programs, an estimated **\$8.29** is returned to the people of Tennessee.

For every **\$1 provided to UT Extension by county governments**, an additional **\$7.92** was provided by the state, federal, and other sources to help the people of Tennessee.

For every **\$1 provided to UT Extension by the federal government**, an additional **\$4.28** was invested by county, state, and other sources to help the people of Tennessee.

For every **\$1 provided to UT Extension by state government**, an additional **\$1.19** was matched by county, federal, and other sources to assist the people of Tennessee.

RECURRING ECONOMIC IMPACTS

\$331.6 million | 6,633 jobs created or maintained

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

SUSTAINABLE ROW CROP PRODUCTION | \$221.6 million

- UT Extension crop variety testing data is used by Tennessee farmers to select seed for oilseed, grain, and cotton crops, resulting in higher yields and more than \$121.9 million in additional income.
- The Crop Nutrient Stewardship Educational Project has improved crop fertility on over 682,000 acres for an economic impact of over \$11.54 million.
- Row crop and tobacco producers increased returns by \$70.46 million on 295,564 acres of cotton, 856,177 acres of corn, 1,525,662 acres of soybeans, 2,512,130 acres of wheat, and 8,900 acres of tobacco by using forward pricing market opportunities as compared to selling at harvest.
- Direct farm marketing practices and financial planning and risk management practices generated more than \$14.2 million in increased sales for farm families.
- Row crop producers saved more than \$3.5 million thanks to their increased understanding of disease management strategies and irrigation, resulting in reduced fungicide costs and yield loss.

SUSTAINABLE LIVESTOCK PRODUCTION | \$31.98 million

- Nutritional, reproductive, genetic, and health management most impact profitability in cattle. Extension agents delivered more than 26,442 hours of educational programming that reached more than 44,792 direct contacts with an economic impact of over \$17.1 million.
- Tennessee farmers saved more than \$9.5 million from better forage production practices.
- Dairy programming addressed dairy economics, facility sanitation, proper housing, new health care techniques, and reproduction, with a financial impact of \$3.75 million.
- Equine owners saved more than \$1.61 million through rotational grazing to increase forage production, vaccinations, dental care, and correct deworming practices.

COMMERCIAL LANDSCAPE AND TURFGRASS PRODUCTION | \$66.23 million

- Residential landscapes play a significant role in Tennessee's economy. Consumers receive information regarding correct plant selection, sustainable cultural practices, and recommendations on environmental stewardship.

FARM MANAGE PROGRAMS | \$8.57 million

- MANAGE helps Tennessee farm families carefully evaluate their individual situation and assist them in improving their quality of life.
- Participants in the Master Farm Manager Program estimated their increased revenues and savings at over \$7.85 million and \$720,000 by participating in the Farmland Legacy Program.

COMMUNITY ECONOMIC DEVELOPMENT AND VALUE-ADDED AGRICULTURE PROGRAMS | \$2.44 million

- Extension community economic development programs produced an estimated \$2.44 million in increased revenues and capital purchases. Examples include the support and expansion of export programs for agricultural, food, and forest products as well as food safety in processing and packaging.

SUSTAINABLE NURSERY, FRUIT, AND VEGETABLE PRODUCTION | \$809,618

- Tennessee's fruit and vegetable growers depend on Extension agents and specialists regarding variety selection, management, and marketing.
- The state's ornamental, fruit, and vegetable producers had more than \$809,618 in increased revenue or savings as a result of UT Extension recommendations.

ONE-TIME ECONOMIC IMPACTS

\$263.7 million

One-time, non-recurring economic values

FINANCIAL MANAGEMENT PROGRAMS | \$120.32 million

- The Consumer Economics programs instructs Tennesseans in sound financial practices and encourages them to build assets, reduce dependence on credit, and discharge debt.
- The estimated economic impact of clientele's saving and debt reduction was more than \$20 million.
- In addition, 2,247 prospective homeowners successfully completed homebuyer education requirements, of which 564 purchased a home—increasing economic stability and bringing in \$99.4 million to urban and rural communities.

NUTRITION EDUCATION | \$66.03 million

- Family and Consumer Sciences nutrition education programs annually reach approximately 5 million Tennessee adults and youth through group meetings, worksite sessions, television, and radio programs with a cost/benefit ratio of \$1 to \$10.64—a return of more than \$66.03 million to the state.

HUMAN DEVELOPMENT AND STRENGTHENING FAMILIES | \$50.59 million

- Family and Consumer Sciences human development programs help families improve parenting behaviors, strengthen communication skills, manage anger, and cope with stress, while afterschool programs result in improved grades in math and reading and reduced school absenteeism. These initiatives were estimated to contribute more than \$50.59 million in economic benefits to individuals and families.

COMMUNITY HEALTH INITIATIVES | \$354,789

- Family and Consumer Sciences programs improve community health through the promotion of physical activity and increased access to healthy foods, reducing the risk of many chronic diseases and saving residents more than \$354,789 in estimated direct medical costs and indirect expenditures.

VOLUNTEERISM AND COMMUNITY SERVICE | \$26.4 million

- UT Extension agents and specialists manage volunteers for many programs and services including the Tennessee Association of Family and Community Education (TAFCE) Clubs, Tennessee Extension Master Gardeners, and 4-H.
- Using the Independent Sector's dollar value of a volunteer hour (\$28.54/hour), TAFCE member volunteers contributed 221,366 volunteer hours valued at over \$6.3 million and produced 45,757 masks that were distributed to local front-line COVID-19 responders.
- In 2021, approximately 2,685 volunteers reported 158,926 hours of service in consumer horticulture education in Tennessee valued at \$4,535,748.
- 4-H Youth Development programs strengthen the abilities of the next generation and provides growth opportunities in citizenship; leadership; workforce preparation; science, technology, engineering, and mathematics (STEM); and healthy living programs. 4-H adult volunteers logged over 370,086 volunteer hours in 2021 for an economic impact in the community of \$10,562,254. All Star members implemented 275 service projects across the state, totaling 174,750 hours and a \$4,987,365 economic impact.

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Compiled from faculty and staff reports by Hannah E. Wright, Extension Specialist, Extension Evaluation and Staff Development. Economic impact for statewide educational programs estimated using research, questionnaires, observations, and sales records.