

2020 Statewide Economic Impact

UT Extension extends the knowledge and expertise of the university to the people of Tennessee through agents and specialists in all ninety-five counties of the state. 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.

Using research, questionnaires, observations, and sales records, an economic impact was estimated at **more than \$548 million** from January 1, 2020, through December 31, 2020, for statewide educational programs.

RECURRING ECONOMIC IMPACTS

\$309.9 MILLION / 6,198 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	\$186.7 million
<p>UT Extension crop variety testing data is used extensively by Tennessee farmers to select the seed that they use to plant their oilseed, grain, and cotton crops. The higher yields resulted in more than \$136.7 million in additional income to Tennessee farmers. The Crop Nutrient Stewardship Educational Project recommended practices have improved crop fertility on over 677,000 acres for an economic impact of over \$12.5 million. Row crop producers increased returns by \$16.8 million on 275,000 acres of cotton, 1,123,104 acres of corn, 1,660,238 acres of soybeans, and 260,108 acres of wheat all by using forward pricing market opportunities as compared to selling at harvest. Direct farm marketing practices and financial planning and risk management practices have generated more than \$18.8 million in increased sales for farm families.</p>	

Sustainable Livestock Production	\$48.5 million
<p>Nutritional, reproductive, genetic, and health management are areas that most impact profitability in cattle. Extension agents delivered more than 29,000 hours of educational programming that reached more than 289,244 direct contacts with an economic impact of over 36.9 million. Tennessee farmers saved more than \$7.5 million from better forage production practices. Dairy programing addressed dairy economics, facility sanitation, proper housing, new health care techniques, reproduction, and financial impact of \$3.2 million. Equine owners saved \$782,735 through rotational grazing to increase forage production, vaccinations, dental care, and correct deworming practices.</p>	

Commercial Landscape and Turfgrass Production	\$67.4 million
<p>Residential landscapes play a significant role in Tennessee's economy. Consumers received information regarding correct plant selection, sustainable cultural practices, and recommendations on environmental stewardship.</p>	

Sustainable Nursery, Fruit, and Vegetable Production	\$3.28 million
<p>The state'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 \$3.2 million in increased revenue or savings as a result of UT Extension recommendations.</p>	

Apiculture Programs- Beekeeping and Pollinators	\$2.24 million
<p>The UT Extension apiculture program coordinated and delivered more than 500 hours of science-based educational programming through virtual and in-person educational opportunities to reach more than 10,000 beekeepers and stakeholders. Program participants that applied the recommended management practices increased returns by \$2.24 million.</p>	

Pest Management	\$1.4 million
<p>Tennessee's Household and Structural Integrated Pest Management (IPM) Program promotes management practices in a way that balances and reduces risks associated with pests and pesticides, prevents environmental contamination, and provides effective and affordable pest control. The state's pest management professionals had more than \$1.4 million in savings as a result of UT Extension recommendations.</p>	

Community Economic Development

\$387,500

Extension community economic development programs produced an estimated \$387,500 in increased revenues and capital purchases. Examples include the support and expansion of export programs for agricultural, food, and forest products.

ONE-TIME ECONOMIC IMPACTS

\$238.2 MILLION

One-time, nonrecurring economic values

Financial Management Programs

\$148.3 million

The Consumer Economics programs such as bankruptcy education, personal finance education, and Money Minute: Financial Education in the Time of COVID-19 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 \$3.6 million. In addition, 938 families bought homes in Tennessee as a result of participating in homebuyer education-- increasing economic stability and bringing in \$143.3 million to urban and rural communities.

Nutrition Education

\$66.3 million

Family and Consumer Sciences nutrition education programs reached approximately 2.12 million adults and youth in 2020 through group meetings, worksite sessions, television, and radio programs in Tennessee. Nutrition education studies have found a cost/benefit ration of \$1.00/\$10.64. This translates to a return of more than \$66.3 million for the investment in UT Extension's nutrition education programs for the state of Tennessee.

Health Initiatives

\$13 million

Increasing exercise and participating in health screenings has shown to improve health and reduce the risk of many chronic diseases. UT Extension Family and Consumer Sciences health education programs have been at the forefront of state and national initiatives to improve community health through the promotion of physical activity and increased access to healthy foods. Health programs saved residents more than \$13 million in estimated direct medical costs and indirect expenditures.

Strengthening Families

\$6.08 million

Family and Consumer Sciences human development programs helped families improve parenting behaviors, strengthen communication skills, manage anger, and cope with stress. Out-of-School Time programming resulted in improved grades in math and reading and reduced school absenteeism. This initiatives were estimated to contribute more than \$6 million in economic benefits to individuals and families.

Volunteerism and Community Service

\$4.5 million

UT Extension agents and specialists manage volunteers for many programs and services including 4-H, Tennessee Extension Master Gardeners, and Family & Community Education (FCE) Clubs. Volunteers extend the education offered by paid staff. Using the Independent Sector's dollar value of a volunteer hour (\$27.20/hour), the value of more than 18,000 volunteer hours served in 4-H was over \$503,839. In response to the COVID-19 pandemic FCE and 4-H clubs across the state contributed over 21,178 hours in producing more than 22,551 masks. The value of volunteer time is an estimated at \$576,041. In 2020, approximately 2,599 volunteers reported 125,810 hours of service in consumer horticulture education in Tennessee valued at \$3,422,032 (Independent Sector).

COST-BENEFIT ANALYSIS — \$1 TO \$7.70

FOR EVERY \$1 IN PUBLIC FUNDS INVESTED IN UT EXTENSION PROGRAMS, AN ESTIMATED \$7.70 IS RETURNED TO THE PEOPLE OF TENNESSEE.

For every \$1 provided to UT Extension by county governments, an additional **\$7.34** 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 **\$7.31** 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 **\$0.99** was matched by county, federal, and other sources to assist the people of Tennessee.

Compiled from faculty and staff reports by Hannah E. Wright, Extension Specialist, Extension Evaluation and Staff Development.