

# Survey and Analysis of the US Biochar Industry



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# Overview

- ▶ Survey, Analysis, and Preliminary Conclusions
- ▶ Observations, Context, Next Steps



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*To provide authoritative information about the impacts and trade-offs of environmental decisions, including consumption choices, land use, and policy alternatives.*

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# Project Team

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- ▶ Harry Groot, Dovetail Partners, Inc.; MN
- ▶ Tom Miles, Tom Miles Consulting, Inc. and US Biochar Initiative; OR
- ▶ Martin Twer, Biomass Program Director, The Watershed Research & Training Center; CA

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# Producer Survey Design

- ▶ Production Information
- ▶ Product Information
- ▶ Supply Information
- ▶ Location
- ▶ Historically Effective Support
- ▶ Growth and Pricing Expectations



# User Survey

- ▶ End-Products Profile
- ▶ Additional Processing
- ▶ Market Growth Potential
- ▶ Cost Information



# Analysis

- ▶ 61 responses from 135 domestic biochar producers; a 45% response rate.
- ▶ 58 User responses.
- ▶ Prior to this survey, the US biochar industry's production was estimated to be between 15,000–20,000 tons per year (TPY). This survey provides data to support an estimate of 45,000 TPY.
- ▶ At that rate, the industry is using an estimated 200,000 bone dry tons of biomass.



# Conclusions

- ▶ Two trends stand out:
  - Both producers and users anticipate growth in sales based on their general optimism about the strength of the marketplace.
  - Both producers and users desire more information and support from all classes of resource providers. (IBI, USBI, Extension, Researchers, Suppliers, and Governments.)



# Sidebars

- ▶ Both users and producers see the need for much higher profile education to the public, and to farmers specifically.
- ▶ Biochar as an animal feed supplement was mentioned by both survey groups repeatedly.
- ▶ Biochar as a *proven* carbon sequestering product was expected to have the greatest potential to enhance its appeal.



# For More Information

- ▶ USBI website: <http://biochar-us.org/news/us-biochar-market-survey-0>
- ▶ Dovetail Partners website: <http://www.dovetailinc.org/reports>



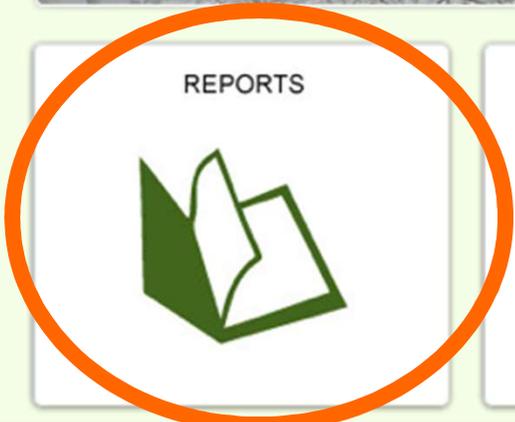
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