

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.

Dovetail's extensive library can be accessed at www.dovetailinc.org/reports

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Project Team

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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>



www.dovetailinc.org

The screenshot shows the homepage of the Dovetail Partners, Inc. website. At the top is a green navigation bar with the following items from left to right: a blue square icon, News, Reports (which is highlighted with a red oval), Facilitation, Speakers, About Us, Donate, and a search icon. Below the navigation bar is a secondary row with In The News, Join Newsletter, Join Media List, and Materials. The main content area features a large, high-resolution photograph of snow-covered tree branches. Overlaid on this image is the Dovetail logo (a blue square with a white stylized 'D') and the text "DOVETAIL PARTNERS, INC." in a green serif font. Below this section is another photograph showing a close-up of snow-covered branches. At the bottom of the page is a light green footer bar containing four white boxes with rounded corners. From left to right, these boxes represent: REPORTS (with a green leaf icon), COACHING (with a pie chart icon divided into five segments), SPEAKERS (with a white microphone icon), and FORESTINFO.ORG (with a green pine tree and leaf icon).

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