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Table Questions**



Table Top Discussion 3

What is the Biochar Market?

An immediate interest in creating biochar was sparked by the availability of tree waste as ash trees continue to be cut down. The idea of using organic waste to create a new product is appealing, but what does the biochar market currently look like? Is there enough interest in the product to drive the initial setup costs to operate a biochar creation system? This table will talk about current markets and what the future looks like for biochar creation, production, and application.

#1 need to connect buyers
with producers

#2 need to spur demand for
variable quality biochar

#3 establish key value metrics
for biochar

#4 need statewide market
research report

3

1. Addressing/removing barriers 3
to using biochar as ~~a~~ livestock feed

2. Ways to create value-added
biochar products (e.g.,
mixing w/ other
materials)

3. Barriers to entry (+ removing them)
for producing biochar-based on scale
+ scaling up - incentives/support to grow
biochar production industry?

4. Education/awareness/guidelines for application
to potential users (sm. + lg.) to
stimulate demand - what are the marketing
messages for diff. biochar products?

#3

- Funding for market development
- Compile list of potential markets
 - type / industry / process
 - demand / quantity / durability of market
 - names of companies / contacts for industry
 - price
- Match feed stock with best market / end use
- Education for end-users / applications
- (• Supportive regulatory environment)

#3

1. BIOCHAR DIRECTORY

2. SPEC DEVELOPMENT

3. OUTREACH & EDUCATION

4. PROMOTING LOCAL
PRODUCTION