

## 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.

# Scan the QR Code for Table Questions

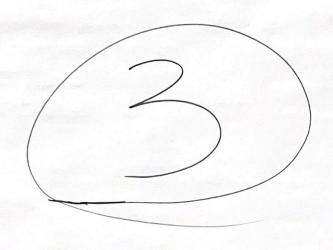


# | need to connect buyers with producers

#2 need to spur demand for variable quality biochar

#3 establish Key value metrics for biochar

#4 need statewide market research report



1. Addressing/removing barriers to using biochar as malivestock feed 2. Ways to create value-added
biochar products (e.g.,
materials) J. Barriers to entry (+ removing them) for producing biochar- based on scale + Scaling up - incentives | support to grow | blocker 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. OUTRECH & EDUCATION

4. PROMOTING LOCAL PRODUCTION