

North American Biochar Industry Survey-2022

Initial Findings
August 10, 2022



North American Biochar Market Survey-2022

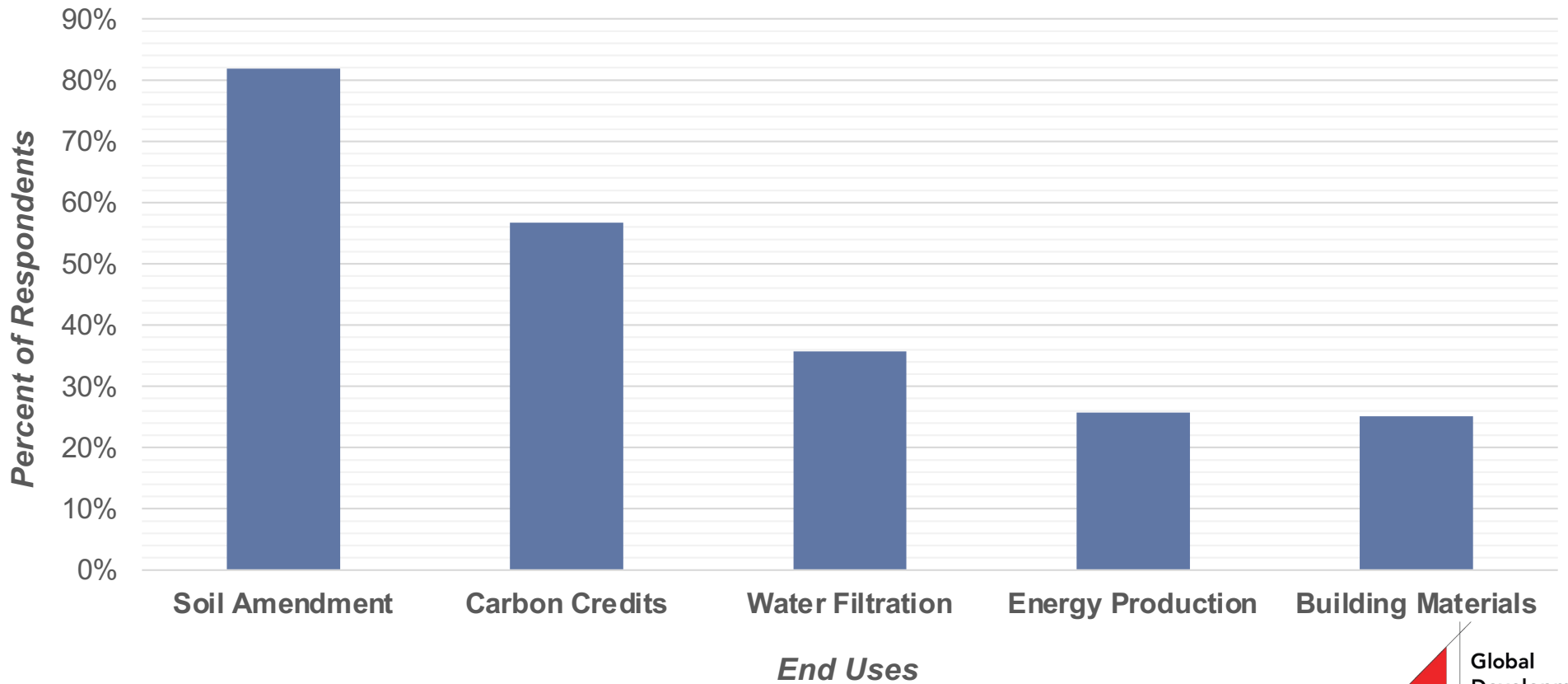
- Conducted via web-based survey -- July 18th to August 4th 2022
 - Using IBI and USBI contact lists
- 171 Total Respondents
 - 1/3rd of respondents at this conference
- 34 US States Represented, 7 countries (Canada most common)
 - Working across all of US and Canada
- Broad-based industry representation
 - Producers, Researchers, Equipment Providers most common respondents
 - Wide range of biochar feedstocks for the biochar producers
- Wide range of experience in the industry
 - 25% - more than ten years
 - 23% - less than one year of experience



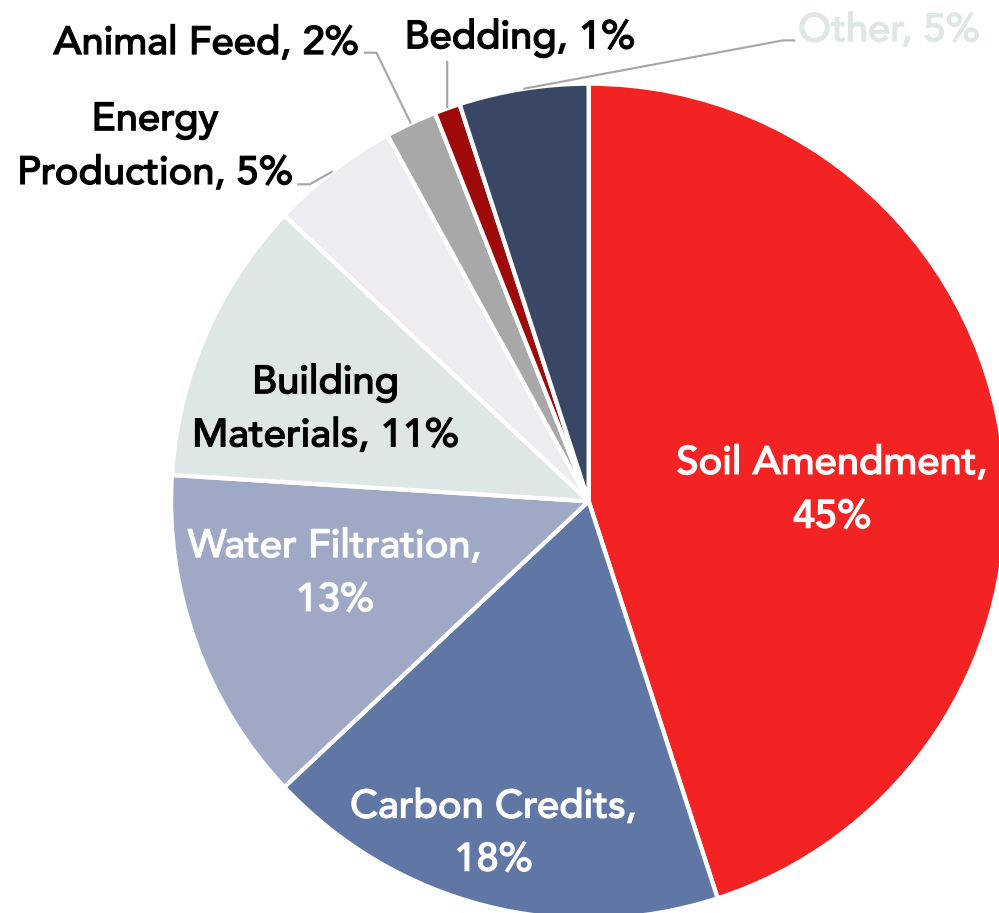
Today in North America, biochar represents between a \$50 and \$100 million market. In five years, how big do you think it will be?



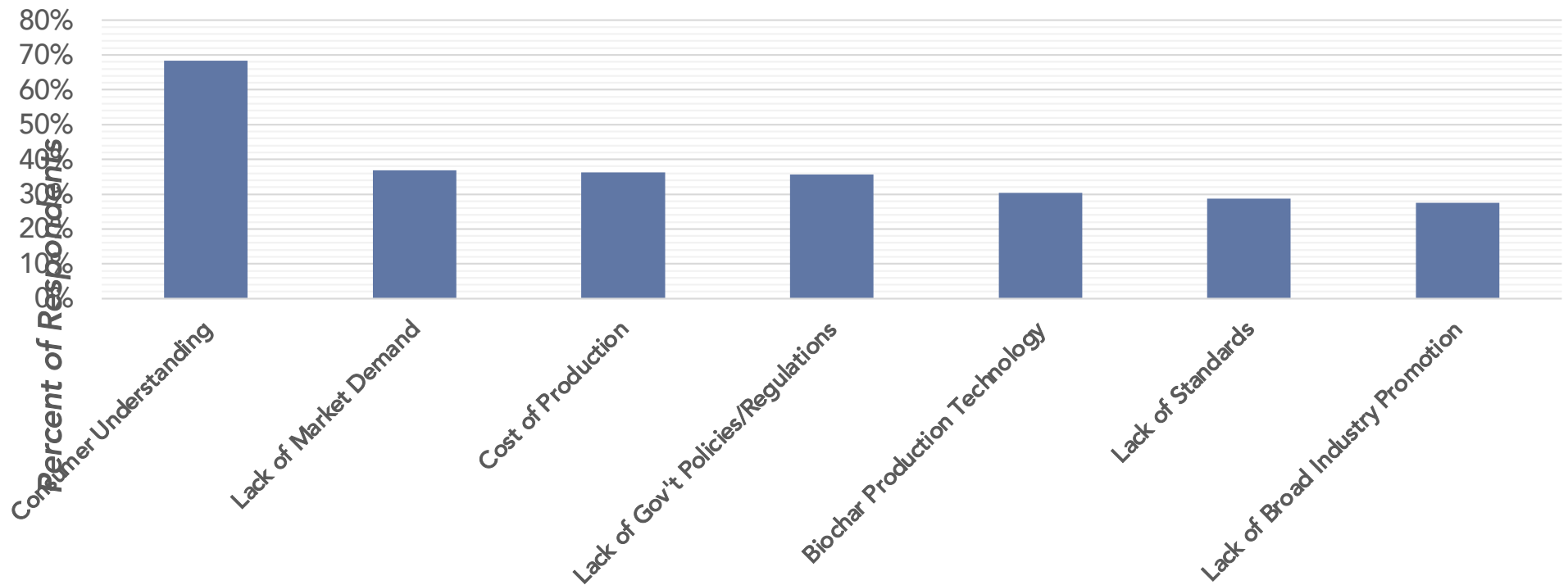
Which end uses that you think offer the most potential to scale overall biochar production in North America in the short term? (pick up to three)



If you had \$1 million to invest today, in which biochar end use would you invest it?

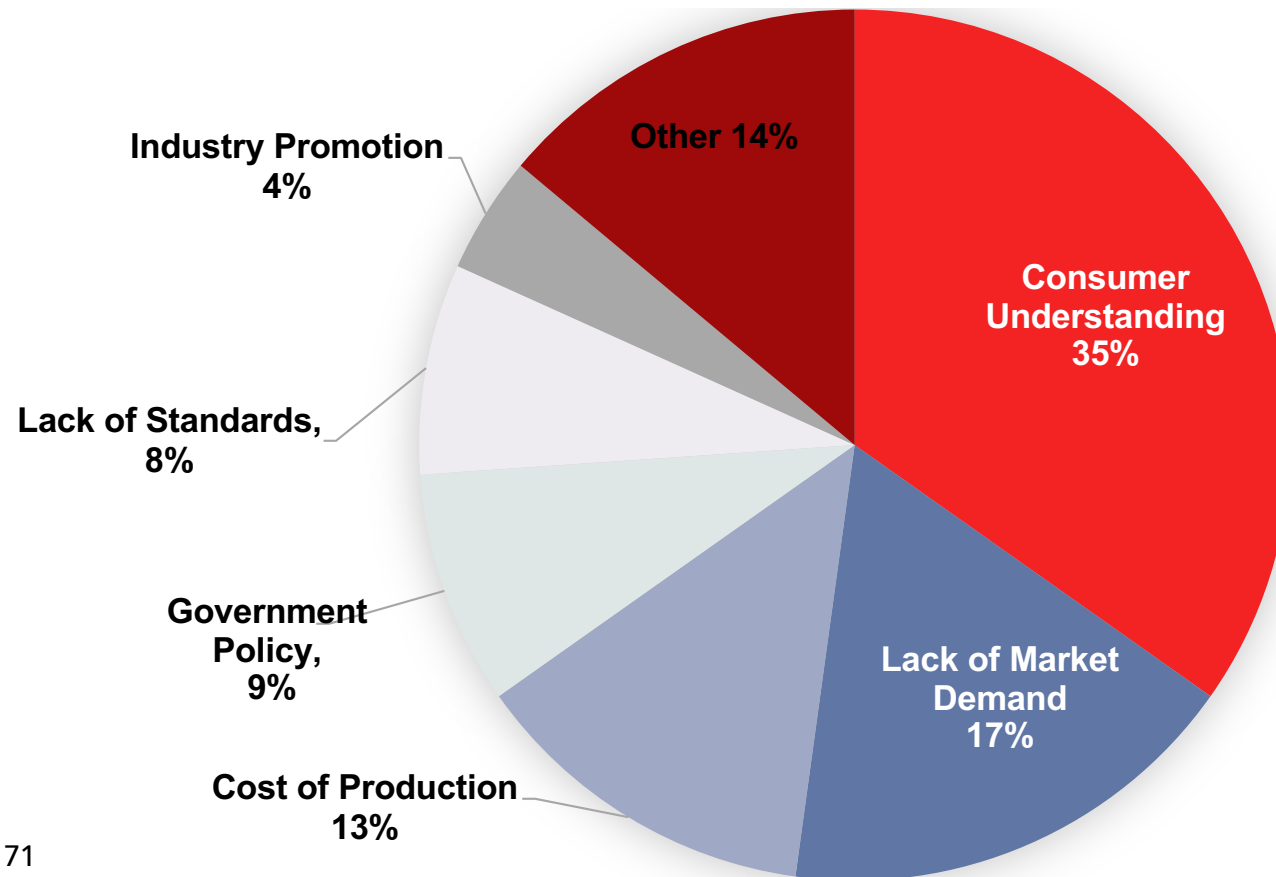


What are the three biggest challenges to the expansion of the biochar industry in North America?



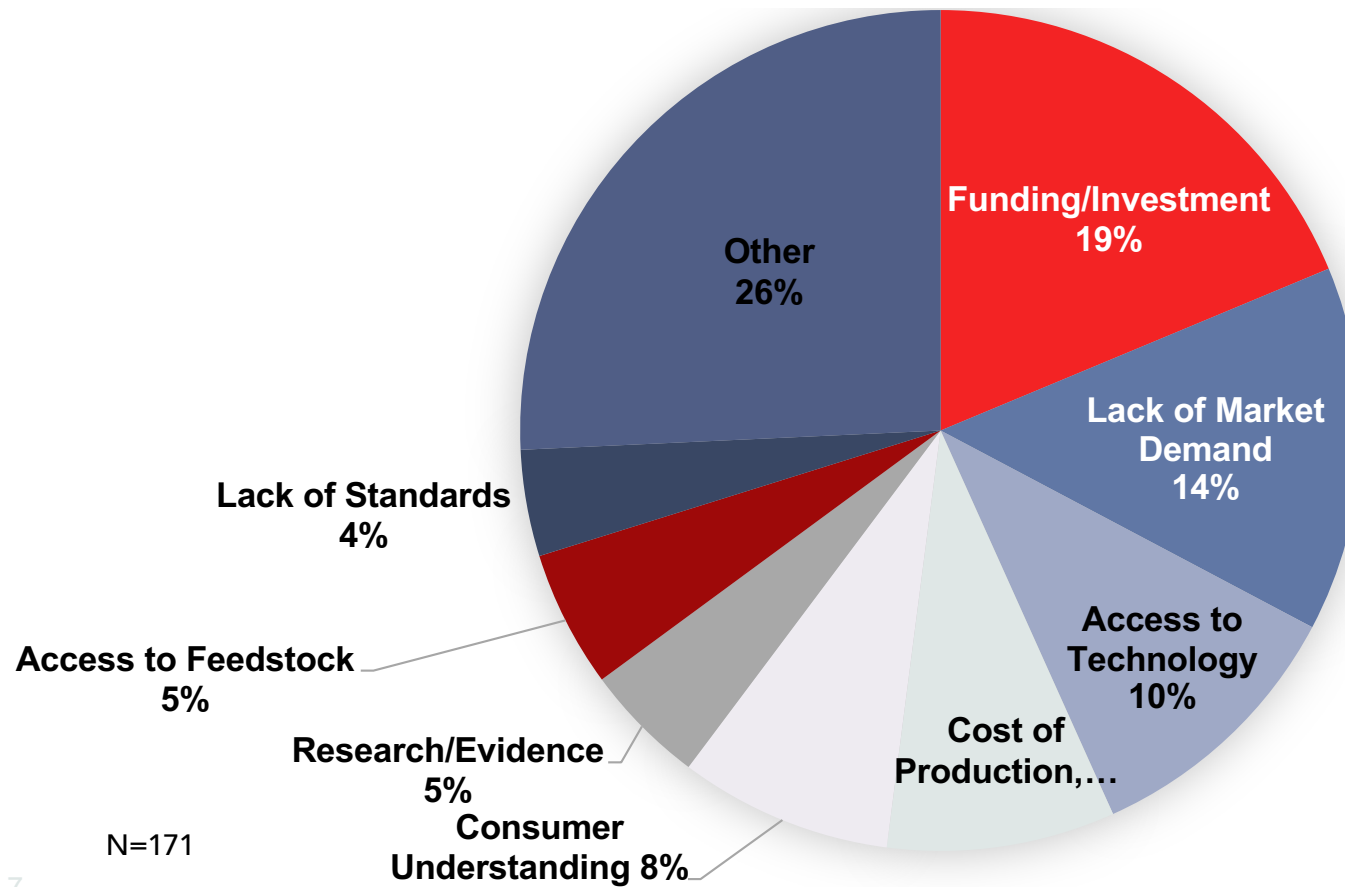
Challenges to Scaling Industry

What is the single biggest challenge to the expansion of the biochar industry in North America?



N=171

For your particular organization, what is the biggest challenge you face in expanding your work related to biochar?



N=171



To Conclude...

The world has never needed biochar more than now. It is time for a massive industry scaling effort. Yes, we still face challenges, but that is no excuse for delay. Let's educate large buyers, establish and produce to high standards, and promote this extraordinary tool for improved agricultural productivity, pollution control, and climate action.

-- Survey Respondent

Thank You!

