

CTGR

CENTER FOR TOBACCO GROWER RESEARCH

2009 TOBACCO SURVEY



**Win
a FREE
Laptop!**



THE UNIVERSITY of
TENNESSEE **UT**

In coordination with

NC STATE UNIVERSITY

UNIVERSITY OF
KENTUCKY


The University of Georgia

 **VirginiaTech**

2009 TOBACCO GROWER SURVEY INTRODUCTION

This survey is designed to collect general information about tobacco production across all types of tobacco produced in the United States.

As research and extension workers in tobacco, we need this type of data to help farmers remain profitable in tobacco production. **Even if you no longer produce tobacco, you can provide valuable information.**

Once the data are collected and analyzed, the summary results of this survey will be available through research summaries and reports.

This survey is printed with a number that allows us to enter your name and address in the laptop drawing* when your completed survey is returned. It is not necessary to include your return address. All individual responses to this questionnaire will be kept strictly confidential!

Our testing indicates it will take you 10-15 minutes to fill out this survey. If possible, we would like for the household's primary decision maker to fill out this survey.

Please return the completed survey within 2 weeks in the provided postage-paid return envelope.

Thank you for participating!

**The promotion is open to current and former tobacco growers over the age of 18 who are residents of the Continental United States. Participants agree to allow CTGR to contact them to participate in research projects. Participants may opt out at any time. The odds of winning a prize are dependent upon the number of eligible entries received, but are estimated to be 1 in 4,000. Please visit www.TobaccoGrowerResearch.com or call 1-866-974-0414 for full details.*

You received this survey as a member of the CTGR mailing list. If you do not wish to receive future surveys, please contact us toll free at 1-866-974-0414 or ctgr@utk.edu to remove your name from the mailing list.

TOBACCO PRODUCTION & MARKETING

1. Did you produce a tobacco crop in 2008?

- Yes (Please continue to question 2)
- No
 - If no, are you still actively managing a farming operation?
 - Yes (Please skip to question 12 on page 4)
 - No (Please skip to question 30 on page 8)

2. Please list the number of acres of each type of tobacco that you produced.

Production (Acres)			
	2009 Expected	2008 Actual	2007 Actual
Burley			
Flue-cured			
Dark-Air			
Dark-Fired			
Maryland			
Cigar			

3. How did your 2008 tobacco acreage compare to the amount of tobacco you produced during the last year of the federal tobacco program (2004)?

- I produced more acres of tobacco in 2008 than in 2004.
- I produced fewer acres of tobacco in 2008 than in 2004.
- I produced the same number of acres of tobacco in 2008 and 2004.
- I did not produce tobacco in 2004 or any year prior to 2004.

4. Please list your average yield per acre for each type of tobacco.

Actual Yield (pounds per Acre)		
	2008	2007
Burley		
Flue-cured		
Dark-Air		
Dark-Fired		
Maryland		
Cigar		

5. Which company/companies did you contract to sell tobacco with in 2008?

- Alliance One Philip Morris USA Universal Leaf Tobacco
 Conwood Philip Morris International U.S. Tobacco
 Hail and Cotton Reynolds American Inc. (RJR) I did not contract to sell my tobacco.
 Other company/companies: (please specify below) _____

6. How important are the following marketing issues to you when selecting a buyer or marketing location for your tobacco? (Circle one per row)

	Not Important At All										Extremely Important
Price	1	2	3	4	5	6	7	8	9	10	
Simple contract terms	1	2	3	4	5	6	7	8	9	10	
Simple pricing method	1	2	3	4	5	6	7	8	9	10	
Consistent moisture testing	1	2	3	4	5	6	7	8	9	10	
Number of stalk positions required	1	2	3	4	5	6	7	8	9	10	
Consistent grading	1	2	3	4	5	6	7	8	9	10	
Distance to the receiving station	1	2	3	4	5	6	7	8	9	10	
Wait times to unload	1	2	3	4	5	6	7	8	9	10	
Good communication from the buying company	1	2	3	4	5	6	7	8	9	10	
Multi-year contract option	1	2	3	4	5	6	7	8	9	10	

7. Please explain any other marketing/contracting issues that are important to you.

LABOR

8. Please indicate whether or not the following statements are true about your tobacco farm.

	Yes	No
I have trouble finding enough labor for my farm.	<input type="checkbox"/>	<input type="checkbox"/>
Most manual labor on my farm is done by migrant labor.	<input type="checkbox"/>	<input type="checkbox"/>
Most manual labor on my farm is done by family members.	<input type="checkbox"/>	<input type="checkbox"/>
Local workers are an important source of labor for my farm.	<input type="checkbox"/>	<input type="checkbox"/>
The H-2A program is a source of labor for my farm.	<input type="checkbox"/>	<input type="checkbox"/>

9. How many people worked on your farm to produce your 2008 tobacco crop?

_____ Hired workers _____ Family members (including yourself)

TOBACCO PRODUCTION

10. Please describe how likely you are to produce tobacco in the future.

	Definitely will not	Probably will not	Not sure	Probably will	Definitely will
In 2009	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
In 5 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
In 10 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
In 15 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
In 20 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

11. As you consider future tobacco production, how important are improvements or additions to the following items to your operation? (Circle one per row)

	Not Important At All										Extremely Important
Curing barns/structures	1	2	3	4	5	6	7	8	9	10	
Migrant worker housing	1	2	3	4	5	6	7	8	9	10	
Tobacco baling equipment	1	2	3	4	5	6	7	8	9	10	
Mechanized harvesting equipment	1	2	3	4	5	6	7	8	9	10	
Market preparation facilities (location to strip/bale tobacco)	1	2	3	4	5	6	7	8	9	10	
Irrigation equipment	1	2	3	4	5	6	7	8	9	10	
Buying more land	1	2	3	4	5	6	7	8	9	10	
Leasing more land	1	2	3	4	5	6	7	8	9	10	

FARMING DECISIONS AND OPERATION

12. How important were the following in your decision whether or not and how much tobacco to produce in 2008? (Circle one per row)

	Not Important At All										Extremely Important
Price of tobacco	1	2	3	4	5	6	7	8	9	10	
Availability of labor	1	2	3	4	5	6	7	8	9	10	
Cost of labor	1	2	3	4	5	6	7	8	9	10	
Cost of fuel	1	2	3	4	5	6	7	8	9	10	
Cost of fertilizer	1	2	3	4	5	6	7	8	9	10	
Cost of financing	1	2	3	4	5	6	7	8	9	10	
Availability of financing	1	2	3	4	5	6	7	8	9	10	
Cost of land	1	2	3	4	5	6	7	8	9	10	
Availability of land	1	2	3	4	5	6	7	8	9	10	
Availability of curing barns	1	2	3	4	5	6	7	8	9	10	
Age of equipment and/or curing barns	1	2	3	4	5	6	7	8	9	10	
Other crop or livestock opportunities	1	2	3	4	5	6	7	8	9	10	
Off-farm income opportunities	1	2	3	4	5	6	7	8	9	10	
Uncertainty about future income from tobacco	1	2	3	4	5	6	7	8	9	10	

13. How likely are the following to be true when you retire or are no longer farming your land?

	Not Likely At All										Extremely Likely
A family member will continue the farming operation.	1	2	3	4	5	6	7	8	9	10	
My farm will be rented to another producer.	1	2	3	4	5	6	7	8	9	10	
My farm will be sold and remain in agricultural use.	1	2	3	4	5	6	7	8	9	10	
My farm will be sold for development.	1	2	3	4	5	6	7	8	9	10	

14. Please estimate the size of the total farming operation that you manage in acres:
(please fill in the number of acres for those that apply to you)

Acres managed that you own _____ acres

Acres managed that you rent _____ acres

15. For the 2008 crop year, how many acres in your farming operation were used for each of the following?

Tobacco	_____ acres	Cotton	_____ acres
Livestock	_____ acres	Peanuts	_____ acres
Corn	_____ acres	Hay	_____ acres
Soybeans	_____ acres	Pasture	_____ acres
Wheat	_____ acres	Fruits/Vegetables	_____ acres

Other - please specify: _____ acres

16. Please rank the ability of the following crops or livestock enterprises to replace tobacco production on your farm.

(1=highest potential, 2=next highest potential, and so on)

Example

Rank	Crop or Livestock
4	Grain Crops
6	Cotton
9	Peanuts
3	Hay
7	Fruits and Vegetables
10	Other Crops: _____
2	Cow / Calf
1	Dairy
5	Beef Cattle
8	Other Livestock: _____

17. Which category describes your total cash receipts for your total farming operation for 2008?

- | | | |
|---|---|---|
| <input type="checkbox"/> Less than \$1,000 | <input type="checkbox"/> \$25,000 to \$49,999 | <input type="checkbox"/> \$300,000 to \$399,999 |
| <input type="checkbox"/> \$1,000 to \$4,999 | <input type="checkbox"/> \$50,000 to \$99,999 | <input type="checkbox"/> \$400,000 to \$499,999 |
| <input type="checkbox"/> \$5,000 to \$9,999 | <input type="checkbox"/> \$100,000 to \$199,999 | <input type="checkbox"/> \$500,000 to \$999,999 |
| <input type="checkbox"/> \$10,000 to \$24,999 | <input type="checkbox"/> \$200,000 to \$299,999 | <input type="checkbox"/> \$1,000,000 or more |

18. What portion of your total cash receipts for your total farming operation were from tobacco in 2008?

- None 20% to 29% 50% to 59% 80% to 89%
 less than 10% 30% to 39% 60% to 69% 90% to 99%
 10% to 19% 40% to 49% 70% to 79% 100%

19. If you produced tobacco in 2008, how many other households farmed with you and shared in your 2008 tobacco receipts?

- 0 1 2 3 4 or more

GENERAL INFORMATION

20. Describe how important the following sources of information are to helping you make production decisions. (Circle one per row)

	Not Important At All										Extremely Important
The internet	1	2	3	4	5	6	7	8	9	10	
Farm magazines or newspapers	1	2	3	4	5	6	7	8	9	10	
County extension agents and meetings	1	2	3	4	5	6	7	8	9	10	
University field days and events	1	2	3	4	5	6	7	8	9	10	
Other farmers	1	2	3	4	5	6	7	8	9	10	
Contractor/receiving station information & meetings	1	2	3	4	5	6	7	8	9	10	
Farm supply retailers	1	2	3	4	5	6	7	8	9	10	

21. What is the state and county of your primary farming operation?

State _____ County _____

22. What is the size of your household?

- 1 person 3 people 5 person 7 person
 2 people 4 people 4 people 8 people or more

23. Which best describes the age of the farm's primary decision maker?

- younger than 30 31 to 40 41 to 50 51 to 60 61 to 70 71 or older

24. Please indicate the gender of the farm's primary decision maker.

- male female

25. Please indicate the race of the farm's primary decision maker.

- | | |
|---|--|
| <input type="checkbox"/> American Indian or Alaska Native | <input type="checkbox"/> Native Hawaiian or Pacific Islander |
| <input type="checkbox"/> Asian | <input type="checkbox"/> White |
| <input type="checkbox"/> Black or African American | <input type="checkbox"/> Spanish, Hispanic or Latino origin |

26. Which best describes your 2008 net household income after taxes?

- | | | |
|---|---|---|
| <input type="checkbox"/> Less than \$10,000 | <input type="checkbox"/> \$25,000 to \$49,999 | <input type="checkbox"/> \$75,000 to \$99,999 |
| <input type="checkbox"/> \$10,000 to \$24,999 | <input type="checkbox"/> \$50,000 to \$74,999 | <input type="checkbox"/> \$100,000 or more |

27. Approximately what percentage of your 2008 net household income was from employment away from your farm?

- | | | | |
|--|-------------------------------------|-------------------------------------|-------------------------------------|
| <input type="checkbox"/> None | <input type="checkbox"/> 20% to 29% | <input type="checkbox"/> 50% to 59% | <input type="checkbox"/> 80% to 89% |
| <input type="checkbox"/> less than 10% | <input type="checkbox"/> 30% to 39% | <input type="checkbox"/> 60% to 69% | <input type="checkbox"/> 90% to 99% |
| <input type="checkbox"/> 10% to 19% | <input type="checkbox"/> 40% to 49% | <input type="checkbox"/> 70% to 79% | <input type="checkbox"/> 100% |

28. Which best describes the primary occupation for the farm's primary decision maker?

- | | |
|--|--|
| <input type="checkbox"/> Full-time farmer | <input type="checkbox"/> Retired and farming full time |
| <input type="checkbox"/> Employed full time off the farm | <input type="checkbox"/> Retired and farming part time |
| <input type="checkbox"/> Employed part time off the farm | |

29. Which best describes the highest level of education for the farm's primary decision maker?

- | | |
|--|---|
| <input type="checkbox"/> no formal education | <input type="checkbox"/> some college |
| <input type="checkbox"/> some high school | <input type="checkbox"/> completed 4-yr college degree |
| <input type="checkbox"/> completed high school | <input type="checkbox"/> completed graduate or equivalent professional degree |

END OF SURVEY – THANK YOU FOR YOUR PARTICIPATION!

Please insert the survey in the enclosed envelope and drop it in the mail, no postage required. It is not necessary to answer the remaining questions.

Once the data are collected and analyzed, the summary results of this survey will be publicly available. **All individual responses will be kept strictly confidential!**

THE FOLLOWING QUESTIONS ARE FOR FORMER TOBACCO GROWERS WHO ARE NO LONGER ACTIVELY MANAGING A FARM.

30. When was the last year you produced a tobacco crop? _____

31. How many acres of each type did you produce that last year?

Acres Produced	
Burley	
Flue-cured	
Dark-Air	
Dark-Fired	
Maryland	
Cigar	

32. Please select yes or no for each of the following questions.

	Yes	No
A family member now manages my former farming operation.	<input type="checkbox"/>	<input type="checkbox"/>
I rent my farm to another producer.	<input type="checkbox"/>	<input type="checkbox"/>
Tobacco is still produced on the farm I once managed.	<input type="checkbox"/>	<input type="checkbox"/>
I sold my land and it remains in agricultural use.	<input type="checkbox"/>	<input type="checkbox"/>
I sold my land and it is now in non-agricultural use.	<input type="checkbox"/>	<input type="checkbox"/>
I still own my farm, but am no longer farming.	<input type="checkbox"/>	<input type="checkbox"/>

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