


CTGR

CENTER FOR TOBACCO GROWER RESEARCH

2011 TOBACCO SURVEY




THE UNIVERSITY of TENNESSEE 

In coordination with

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2011 Summary of Current Tobacco Growers by Type

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Overview

The Center for Tobacco Grower Research (CTGR) conducted the 2011 Mail Survey in 13 states from June to October 2011. The sample of growers included both current and former growers. The former growers are categorized into two groups. One group includes those who are still actively managing a farming operation and the other group includes those growers who are no longer in the farming sector. Of the 4,000 tobacco growers that were mailed the survey, 1,143 growers completed and returned the questionnaires representing a 28.6 percent response rate. Out of the 1,143 responders, 928 are current growers, 133 are former growers who are still actively managing a farming operation and 82 growers are no longer in farming.

This overview highlights the results of the 2011 mail survey responded by current tobacco growers, and former tobacco growers who are still in farming. Results of the survey are summarized by tobacco type. Five tobacco types are covered in the 2011 mail survey. Most of the respondents are burley tobacco growers (70.8%) followed by flue-cured (15.5%) and dark tobacco growers (13.3%).

Demographic characteristics

The average age of the current tobacco growers is 55 years with an average of 36 years experience in farming. On average, a household has three family members. Irrespective of the tobacco type, most of the current tobacco growers have high school education. Nearly half of the current tobacco growers work off the farm with most of them working 250 days or more off the farm. A relatively smaller proportion of flue-cured growers work off-farm in comparison to burley and dark tobacco growers. Except for dark air growers, the majority of burley, flue-cured and dark-fired tobacco growers have spouses working off the farm. Overall, about half of the current tobacco growers reported that their spouses work off the farm.

Most of the current tobacco growers have total farm cash receipts in the range of \$100,000 to \$249,999. About 8% of them reported that they had a total farm cash receipt of over \$1,000,000 in 2010. Looking at the total farm cash receipts by tobacco type, the majority of flue-cured growers (64%) fall in the category of \$250,000 or more. In contrast, only about 14% and 17% of burley and dark air growers have a total farm cash receipts of \$250,000 or more. In terms of percentage of tobacco farm cash receipts in the total farm cash receipts, the majority of flue-cured (73.4%) and dark-fired growers (64.7%) derive 50 percent or more of the total cash receipts from tobacco. In contrast, nearly half of burley and 30% of dark air growers derive 50% or more of their total farm cash receipts from tobacco operations.

In terms of net household income, most of the current tobacco growers (25.4%) reported that their net household income after taxes in 2010 was in the range of \$50,000 to \$74,999. Only a little over 10% of growers had a net household income of over \$100,000. Overall, about 36% of the current tobacco growers derive 50% or more of their net

household income from off-farm employment. Only 25% of them reported that off-farm employment was not part of their net household income.

Acres, yield and contracts

The 2011 mail survey results revealed no difference in the average number of acres of burley and flue-cured per farm between 2009 and 2010. However, the average number of acres of dark tobacco per farm has slightly increased in 2010 compared to 2009. The 2010 average yield of each tobacco type was slightly lower than that of the 2009 yield

As in the case with 2009, the vast majority of growers (95%) produced tobacco in 2010 under a contract with nearly 30 different tobacco companies or cooperatives represented. While almost all flue-cured and dark tobacco growers produced their tobacco under a contract, a small proportion of burley growers (7%) produced their tobacco without a contract.

As in the case with past mail surveys, the 2011 mail survey indicated that price, consistent grading and simple contract terms are the most important marketing or contracting issues. Of these major issues, price was consistently ranked number one in both 2009 and 2010. The proportion of growers of the respective tobacco type who ranked it as the most important is higher in 2010 than in 2009, revealing the increasing importance of price. Consistent grading was selected as the most important issue after price among burley, flue-cured and dark air tobacco growers, while multi-year contract came second among dark-fired tobacco growers in both 2009 and 2010. In their comments about prices, growers of all tobacco types indicated that tobacco price has to rise to offset the escalating input costs.

Labor Issues

Farm labor is a major issue for tobacco growers because of the importance of hired workers. Almost all tobacco growers reported using hired labor. However, the number of hired workers among those who use hired labor is greater among flue-cured tobacco farms than both dark and burley tobacco growers which can be explained by the greater size of acreage on flue-cured operations.

Both availability and cost of labor were important labor issues to tobacco growers in 2010 as was in 2009. The 2011 mail survey results revealed that the proportion of growers who ranked labor availability and labor costs as extremely important was slightly higher in 2010 than in 2009.

The 2011 survey also revealed that a higher percentage of growers had difficulty finding enough labor in 2010 than in 2009 with a higher percentage of dark tobacco growers as compared to burley and flue-cured growers having difficulty in finding enough labor for their operation in 2010.

Comparing the importance of local labor to H-2A labor by tobacco type, the former is more important among burley and dark air tobacco while the latter is as important as the former among flue-cured growers, and more important among dark-fired growers. Among the four tobacco types, flue-cured and dark-fired growers are the most common employers of the H-2A program. In 2010, the majority of both flue-cured and dark-fired tobacco growers used the H-2A program. In contrast, only 25% of burley and 20% of dark-air tobacco growers used the program.

Growers' concern about FDA Regulation

When the Family Smoking Prevention and Tobacco Control Act of 2009 (FSPTCA) became federal law on June 22, 2009, authorizing the Food and Drug Administration (FDA) to regulate the manufacturing and marketing of tobacco products in the country, it was not certain whether, and if so how it would affect tobacco growers. In fact, the FSPTCA did not authorize FDA to regulate tobacco farms and tobacco leaf that is not in the possession of a tobacco product manufacturer. Yet, considering the fact that some of the major ingredients in tobacco products that the FDA is mandated to regulate come from the raw tobacco leaf, the 2011 mail survey questioned tobacco growers whether, and if so how concerned they are about the FDA regulation of tobacco products.

Results revealed that 54% of the current growers reported that they are "very concerned" while 28% reported that they are "concerned." Only about 5% of growers were not concerned at all. The level of concern was consistent across all tobacco types with a relatively larger proportion of dark-fired tobacco growers (70%) appearing to be very concerned compared to 55% for dark air, 56% for flue-cured and 51% for burley.

Future of tobacco production

In their response to the question of what will most likely happen when they are no longer growing tobacco, the majority of growers across tobacco types reported that they would grow another crop. Only a small proportion of growers thought that they would sell the land on which they currently grow tobacco. With regard to what will most likely happen when they retire or are no longer farming their land, it was reported that a family member is very likely to continue farming the land as opposed to renting or selling the land.

Relative importance of decision factors

A number of factors influence growers' decision on whether or not and or how much tobacco to produce. As in the past survey results, the vast majority of growers consider price as very important followed by cost of inputs like fuel, fertilizer, labor, etc.

Enterprises with the most potential to replace tobacco

Since most growers who decide to no longer grow tobacco stay in farming and manage an alternative enterprise, a question was included in the 2011 mail survey asking about the farm enterprise with the most potential to replace tobacco. Results revealed that

cow/calf operations have the most potential to replace burley tobacco while grain crops have the most potential to replace flue-cured and dark tobacco production.

Relative importance of different sources of information

While most tobacco growers use a variety of sources of information to make production decision, the importance of the sources is different by tobacco type. Among burley and dark tobacco growers, contracting companies is the most important source. In contrast, extension agents are the most important sources of information among flue-cured growers.

A contrast between current vs. former tobacco growers who are still in farming

On average, current tobacco growers are five years younger than former growers who are still farming. However, there is no difference in the number of years of farming experience between these two groups of growers. In terms of household size, former growers have an average household size of 2 family members while current growers have 3 family members. Most of both the current and former growers have high school education.

The major difference between these two groups is in terms of primary occupation. While the majority of current growers (56%) consider full-time on-farm employment as their primary occupation, only about 25% of former growers do so. About 37% of former growers work 200 days or more off the farm. In contrast about 23% of current growers work the same number of days off the farm. However, a relatively larger proportion of current growers reported that their spouses work off the farm.

In terms of net household income, the highest percentage of both current (25%) and former growers (17%) reported their net household income after taxes in 2010 was in the range of \$50,000 to \$74,999. Thirty-six percent of the current growers reported that 50% or more of their net household income was from off-farm employment. In contrast, 52% of the former growers reported that 50% or more of their net household income was from off-farm employment.

In terms of total farm cash receipts, most of the respondents (17.8%) reported that they made total farm cash receipts in the range of \$100,000 to \$249,999. In contrast, most of the former growers (24.4%) had total farm cash receipts in the range of \$10,000 to \$24,999.

With regard to the relative importance of factors affecting their decision on whether or not and or how much tobacco to produce, the majority of both the current and former tobacco growers consider price and uncertainty of future income from tobacco as very important factors. Also, the majority of the former growers who are still in farming consider changes in contracts as a very important factor.

SPECIAL NOTE:

There were four cigar growers who returned a 2011 Tobacco Survey but due to the small sample size we did not include them in this summary. However, they were included as part of the total sample in the summary of Current vs. Former Tobacco Growers Still Managing a Farming Operation

Summary for Current Tobacco Growers

CURRENT OR FORMER TOBACCO GROWERS

1. Did you produce a tobacco crop in 2010?

Response	N	%
Yes	928	81.2
No	215	18.8
Total	1143	100.0

1a. If no, are you still actively managing a farming operation?

Response	N	%
Yes	130	61.3
No	82	38.7
Total	212	100.0

Note: Three growers did not provide information on their current farming status.

1b. If yes, what type of tobacco did you grow?

Type of tobacco	N	%
Burley	653	70.8
Flue-cured	143	15.5
Dark air	33	3.6
Dark-fired	89	9.7
Cigar	4	0.4
Total	922	100

Note: Six growers did not provide information on the type they grew in 2010.

TOBACCO PRODUCTION AND MARKETING

2. Average number of acres of each type of tobacco grown in 2010

Type of tobacco	2011 Expected		2010 Actual		2009 Actual	
	N	Mean	N	Mean	N	Mean
Burley	606	17.7	705	17	649	17.2

Type of tobacco	2011 Expected		2010 Actual		2009 Actual	
	N	Mean	N	Mean	N	Mean
Flue-cured	131	121.9	143	104.5	130	104.8
Dark air	103	7.3	109	7.6	108	7.9
Dark-fired	101	22.7	105	21.5	102	21.3

3. How did your 2010 tobacco acreage compare to the number of acres of tobacco you produced during the last year of the federal tobacco program (2004)?

Change in acres between 2004 and 2010	Type of tobacco							
	Burley		Flue-cured		Dark Air		Dark-fired	
	N	%	N	%	N	%	N	%
Grew more acres in 2010	221	36.0	89	66.4	13	39.4	42	48.8
Grew fewer acres in 2010	276	45.0	28	20.9	13	39.4	25	29.1
Grew the same	108	17.6	16	11.9	7	21.2	16	18.6
Did not grow in 2004	9	1.5	1	0.7	-	-	3	3.5

4. Average yield in pounds per acre for each type of tobacco grown in 2010 and 2009

Type of tobacco	2010		2009	
	N	Mean	N	Mean
Burley	689	2152.3	669	2264.7
Flue-cured	145	2444.1	140	2518.1
Dark air	106	2783.5	106	2948.6
Dark-fired	108	3140.6	106	3231.7

CONTRACTING

5a. Did you contract to sell your tobacco in 2010?

Response	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
Yes	596	93.1	139	99.3	32	100	88	100
No	44	6.9	1	0.7	0	0.0	0	0.0

5b. Which company or companies did you contract with in 2010?

Company List	Company List (cont.)
Alliance one	Bailey's
Burley Stabilization Corporation (based in TN)	Ballatin
Burley Tobacco Coop (based in KY)	Cambell's Tobacco
Conwood	Diamond
Hail and Cotton	Gallatin Redrying and Storage Gallatin, TN
Japan Tobacco International (JTI)	Growers Tobacco Warehouse
Phillip Morris USA/Altria	Imperial
Phillip Morris International	Lancaster Leaf Tobacco Company Lancaster PA
Santa Fe Natural Tobacco Company	Private Tobacco Warehouse Owner
Reynolds American Inc.	R.C. Owen Co.
Universal Leaf Tobacco	Select Tobacco Company
U.S. Growers Direct	Swedish Match
U.S. Smokeless Tobacco	Swisher
U.S. Tobacco Cooperative Inc. (based in NC)	United Tobacco Co. Wilson, N.C.
Auction Warehouse	

6a. Burley: How important are the following marketing/contracting issues to you?

Marketing/contracting issues	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Consistent grading	10	1.6	36	5.7	208	33.0	376	59.7
Consistent moisture testing	18	2.8	90	14.2	262	41.3	264	41.6
Distance to the receiving station	21	3.4	130	20.8	201	32.1	274	43.8
Good communication from the buying company	14	2.2	49	7.8	228	36.3	337	53.7
Multi-year contract option	58	9.3	105	16.9	199	32.0	259	41.7
Number of stalk positions required	24	3.9	136	22.0	271	43.8	188	30.4
Price	8	1.3	2	0.3	52	8.2	571	90.2
Simple contract terms	11	1.8	49	7.8	187	29.9	378	60.5
Wait times to unload	48	7.7	144	23.0	223	35.7	210	33.6

6a. Flue-cured: How important are the following marketing/contracting issues to you?

Marketing/contracting issues	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Consistent grading	1	0.7	6	4.3	19	13.6	114	81.4
Consistent moisture testing	1	0.7	18	13.1	46	33.6	72	52.6
Distance to the receiving station	5	3.6	23	16.8	49	35.8	60	43.8
Good communication from the buying company	0	0.0	7	5.2	36	26.7	92	68.1
Multi-year contract option	8	5.8	18	12.9	41	29.5	72	51.8
Number of stalk positions required	5	3.6	22	15.9	70	50.7	41	29.7
Price	1	0.7	0	0.0	8	5.8	130	93.5
Simple contract terms	0	0.0	12	8.7	35	25.4	91	65.9
Wait times to unload	3	2.2	24	17.4	56	40.6	55	39.9

6a. Dark Air: How important are the following marketing/contracting issues to you?

Marketing/contracting issues	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Consistent grading	2	6.3	1	3.1	10	31.3	19	59.4
Consistent moisture testing	1	3.1	5	15.6	13	40.6	13	40.6
Distance to the receiving station	0	0.0	11	35.5	10	32.3	10	32.3
Good communication from the buying company	1	3.1	2	6.3	12	37.5	17	53.1
Multi-year contract option	2	6.3	8	25.0	8	25.0	14	43.8
Number of stalk positions required	2	6.7	4	13.3	14	46.7	10	33.3
Price	0	0.0	0	0.0	3	9.4	29	90.6
Simple contract terms	0	0.0	0	0.0	10	31.3	22	68.8
Wait times to unload	2	6.3	4	12.5	16	50.0	10	31.3

6a. Dark-fired: How important are the following marketing/contracting issues to you?

Marketing/contracting issues	Level of importance							
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	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Consistent grading	2	2.4	7	8.2	24	28.2	52	61.2
Consistent moisture testing	3	3.6	16	19.0	38	45.2	27	32.1
Distance to the receiving station	2	2.4	13	15.5	37	44.0	32	38.1
Good communication from the buying company	0	0.0	2	2.3	28	32.2	57	65.5
Multi-year contract option	7	8.1	7	8.1	27	31.4	45	52.3
Number of stalk positions required	2	2.3	16	18.6	36	41.9	32	37.2
Price	0	0.0	0	0.0	6	6.8	82	93.2
Simple contract terms	0	0.0	5	5.8	28	32.6	53	61.6
Wait times to unload	2	2.3	21	24.4	32	37.2	31	36.0

6b. Of the listed marketing issues, which ONE (1) issue do you think is the most important?

Marketing issue	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
Consistent grading	65	11.0	25	18.9	3	10.7	9	10.3
Consistent moisture testing	14	2.4	0	0.0	0	0.0	0	0.0
Distance to the receiving station	8	1.4	1	0.8	0	0.0	1	1.1
Good communication from the buying company	39	6.6	7	5.3	1	3.6	3	3.4
Multi-year contract option	38	6.4	10	7.6	2	7.1	12	13.8
Number of stalk positions required	2	0.3	0	0.0	0	0.0	0	0.0
Price	422	71.3	88	66.7	20	71.4	61	70.1
Simple contract terms	4	0.7	1	0.8	2	7.1	1	1.1

Note: Some growers selected more than two as the most important marketing/contracting issues

LABOR

8. Select yes or no for each of the following statements concerning your tobacco operation

Statements	Response	Type of tobacco							
		Burley		Flue-cured		Dark air		Dark-fired	
		N	%	N	%	N	%	N	%
I have trouble finding enough labor for my farm	Yes	227	36.1	35	26.3	13	41.9	34	39.5
	No	401	63.9	98	73.7	18	58.1	52	60.5
Most manual labor on my farm is done by non-family labor	Yes	336	54.5	114	83.8	14	45.2	48	55.8
	No	280	45.5	22	16.2	17	54.8	38	44.2
Most manual labor on my farm is done by family labor	Yes	305	49.8	18	13.7	16	51.6	38	44.7
	No	307	50.2	113	86.3	15	48.4	47	55.3
Local workers (non-H-2A) are an important source of labor for my farm	Yes	317	52.1	72	54.1	18	56.3	35	41.7
	No	292	47.9	61	45.9	14	43.8	49	58.3
H-2A workers are an important source of labor for my farm	Yes	131	21.7	74	54.8	6	18.8	43	51.2
	No	472	78.3	61	45.2	26	81.3	41	48.8

9a. Proportion of growers using some number of hired labor by tobacco type in 2010

Hired labor	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
Don't use hired labor	42	7.5	3	2.2	1	3.3	2	2.4
Use hired labor	516	92.5	131	97.8	29	96.7	80	97.6
Total	558	100	134	100	30	100	82	100

9b. Proportion of growers using some number of H-2A labor by tobacco type in 2010

H-2A labor	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
Don't use H-2A labor	341	74.3	55	46.6	24	80	27	39.7
Use H-2A labor	118	25.7	63	53.4	6	20	41	60.3
Total	459	100	118	100	30	100	68	100

9c. Average number of workers employed on tobacco farms in 2010 by type

Type of tobacco	Number of family members (including the operator of the farm)		Number of hired workers		Number of H-2A workers	
	N	Mean	N	Mean	N	Mean
Burley	614	3.3	516	6.9	118	8
Flue-cured	134	3.2	131	12.1	63	9.4
Dark air	33	3.1	29	6.2	6	9.3
Dark-fired	84	3	80	7.7	41	9.6
All	869	3.3	760	7.9	228	8.7

FUTURE TOBACCO PRODUCTION

10. How concerned are you about the impact of the FDA regulation on your future tobacco production?

Levels of concern	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
Not concerned at all	37	5.8	1	0.7	1	3.0	3	3.4
Somewhat concerned	94	14.7	19	13.7	5	15.2	3	3.4
Concerned	180	28.2	41	29.5	9	27.3	20	23.0
Very concerned	327	51.3	78	56.1	18	54.5	61	70.1

11. Please select yes or no for each of the following statements concerning what will most likely happen when you no longer grow tobacco on your farm.

Decision	Response	Type of tobacco							
		Burley		Flue-cured		Dark air		Dark-fired	
		N	%	N	%	N	%	N	%
Grow another crop	Yes	467	75.8	116	84.1	25	80.6	65	78.3
	No	149	24.2	22	15.9	6	19.4	18	21.7
Raise livestock	Yes	348	57.8	32	24.2	10	37	38	45.8
	No	254	42.2	100	75.8	17	63	45	54.2
Sell the land	Yes	39	6.7	10	7.7	0	0.0	4	5.1
	No	543	93.3	120	92.3	28	100	74	94.9
Rent the land	Yes	81	14.0	27	20.5	7	24.1	27	34.6
	No	499	86.0	105	79.5	22	75.9	51	65.4
Retire from farming	Yes	152	26.2	42	32.6	11	35.5	26	34.2
	No	429	73.8	87	67.4	20	64.5	50	65.8

12. Burley: As you consider future tobacco production, how important to your operation are improvements to or additions of the following items?

Improvements or additions to current operation	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Buying more land	399	63.4	117	18.6	78	12.4	35	5.6
Leasing more land	400	63.5	85	13.5	95	15.1	50	7.9
Curing barns/structures	249	39.7	131	20.9	152	24.2	95	15.2
Market preparation facilities	231	36.7	132	21.0	180	28.6	86	13.7
Worker housing	446	71.2	83	13.3	75	12.0	22	3.5
Irrigation equipment	443	70.5	102	16.2	60	9.6	23	3.7
Mechanized harvesting equipment	431	68.7	102	16.3	63	10.0	31	4.9
Tobacco baling equipment	237	37.7	140	22.3	177	28.1	75	11.9
Green houses	330	52.5	129	20.5	120	19.1	49	7.8

12. Flue-cured: As you consider future tobacco production, how important to your operation are improvements to or additions of the following items.

Improvements or additions to current operation	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Buying more land	49	35.3	38	27.3	30	21.6	22	15.8
Leasing more land	35	25.2	28	20.1	41	29.5	35	25.2
Curing barns/structures	26	19.0	35	25.5	44	32.1	32	23.4
Market preparation facilities	31	22.8	44	32.4	45	33.1	16	11.8
Worker housing	53	38.7	38	27.7	36	26.3	10	7.3
Irrigation equipment	44	31.9	37	26.8	43	31.2	14	10.1
Mechanized harvesting equipment	44	31.9	32	23.2	43	31.2	19	13.8
Tobacco baling equipment	36	26.1	40	29.0	42	30.4	20	14.5
Green houses	40	29.0	30	21.7	50	36.2	18	13.0

12. Dark air: As you consider future tobacco production, how important to your operation are improvements to or additions of the following items.

Improvements or additions to current operation	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Buying more land	10	31.3	9	28.1	10	31.3	3	9.4
Leasing more land	16	50.0	5	15.6	6	18.8	5	15.6
Curing barns/structures	9	28.1	9	28.1	9	28.1	5	15.6
Market preparation facilities	10	31.3	9	28.1	8	25	5	15.6
Worker housing	23	71.9	4	12.5	3	9.4	2	6.3
Irrigation equipment	17	53.1	8	25	6	18.8	1	3.1
Mechanized harvesting equipment	23	71.9	6	18.8	2	6.3	1	3.1
Tobacco baling equipment	16	50.0	7	21.9	7	21.9	2	6.3
Green houses	19	59.4	6	18.8	4	12.5	3	9.4

12. Dark-fired: As you consider future tobacco production, how important to your operation are improvements to or additions of the following items.

Improvements or additions to current operation	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Buying more land	31	36.5	22	25.9	16	18.8	16	18.8
Leasing more land	32	36.8	16	18.4	22	25.3	17	19.5
Curing barns/structures	20	23.3	18	20.9	29	33.7	19	22.1
Market preparation facilities	24	28.6	23	27.4	27	32.1	10	11.9
Worker housing	42	48.8	18	20.9	18	20.9	8	9.3
Irrigation equipment	24	27.6	21	24.1	28	32.2	14	16.1
Mechanized harvesting equipment	47	54.7	24	27.9	10	11.6	5	5.8
Tobacco baling equipment	35	40.7	28	32.6	18	20.9	5	5.8
Green houses	38	44.2	30	34.9	11	12.8	7	8.1

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13. Burley: How important were the following in your decision whether or not and/or how much tobacco to produce in 2010?

Decision factors	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Age of equipment and/or curing barns	245	39.1	137	21.9	160	25.5	85	13.6
Age of farm's primary decision maker	222	35.4	137	21.9	173	27.6	95	15.2
Availability of curing barns	229	36.6	108	17.3	170	27.2	118	18.9
Availability of financing	291	46.6	109	17.5	116	18.6	108	17.3
Availability of labor	150	23.9	94	15.0	186	29.7	197	31.4
Availability of land	263	42.5	110	17.8	150	24.2	96	15.5
Cost of fertilizer	45	7.1	79	12.5	186	29.4	322	50.9
Cost of financing	220	35.4	106	17.0	123	19.8	173	27.8
Cost of fuel	66	10.5	95	15.1	162	25.7	307	48.7
Cost of labor	72	11.5	85	13.5	177	28.2	294	46.8
Cost of land	225	36.2	106	17.0	123	19.8	168	27.0
Off-farm income opportunities	217	34.9	116	18.7	158	25.4	130	20.9
Other crop or livestock opportunities	139	22.4	110	17.7	203	32.7	169	27.2
Changes in contract	62	10.0	74	11.9	212	34.2	272	43.9

Decision factors	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Price of tobacco	10	1.6	19	3.0	95	15.2	502	80.2
Uncertainty about future income from tobacco	27	4.3	37	5.9	135	21.6	427	68.2

13. Flue-cured: How important were the following in your decision whether or not and/or how much tobacco to produce in 2010?

Decision factors	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Age of equipment and/or curing barns	29	21.2	33	24.1	51	37.2	24	17.5
Age of farm's primary decision maker	39	28.7	30	22.1	43	31.6	24	17.6
Availability of curing barns	24	17.6	35	25.7	47	34.6	30	22.1
Availability of financing	45	33.1	28	20.6	26	19.1	37	27.2
Availability of labor	13	9.5	27	19.7	50	36.5	47	34.3
Availability of land	28	20.4	24	17.5	40	29.2	45	32.8
Cost of fertilizer	10	7.4	16	11.8	45	33.1	65	47.8
Cost of financing	25	18.4	37	27.2	29	21.3	45	33.1
Cost of fuel	9	6.6	10	7.4	39	28.7	78	57.4
Cost of labor	8	5.8	7	5.1	40	29.2	82	59.9
Cost of land	23	16.9	20	14.7	40	29.4	53	39.0
Off-farm income opportunities	60	45.1	22	16.5	27	20.3	24	18.0
Other crop or livestock opportunities	45	33.3	23	17.0	34	25.2	33	24.4
Changes in contract	13	9.5	15	10.9	51	37.2	58	42.3
Price of tobacco	2	1.4	2	1.4	27	19.6	107	77.5
Uncertainty about future income from tobacco	4	2.9	4	2.9	45	32.8	84	61.3

13. Dark Air: How important were the following in your decision whether or not and/or how much tobacco to produce in 2010?

Decision factors	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Age of equipment and/or curing barns	8	25.8	6	19.4	10	32.3	7	22.6
Age of farm's primary decision maker	9	29	4	12.9	11	35.5	7	22.6
Availability of curing barns	7	22.6	9	29	10	32.3	5	16.1
Availability of financing	14	43.8	8	25	7	21.9	3	9.4
Availability of labor	2	6.3	4	12.5	13	40.6	13	40.6
Availability of land	16	50.0	6	18.8	3	9.4	7	21.9
Cost of fertilizer	2	6.3	5	15.6	13	40.6	12	37.5
Cost of financing	12	38.7	3	9.7	6	19.4	10	32.3
Cost of fuel	4	12.5	4	12.5	12	37.5	12	37.5
Cost of labor	1	3.1	5	15.6	12	37.5	14	43.8
Cost of land	10	31.3	4	12.5	8	25	10	31.3
Off-farm income opportunities	13	43.3	5	16.7	7	23.3	5	16.7
Other crop or livestock opportunities	10	33.3	5	16.7	8	26.7	7	23.3
Changes in contract	4	13.3	3	10.0	9	30	14	46.7
Price of tobacco	1	3.1	0	0.0	6	18.8	25	78.1
Uncertainty about future income from tobacco	1	3.2	1	3.2	11	35.5	18	58.1

13. Dark-fired: How important were the following in your decision whether or not and/or how much tobacco to produce in 2010?

Decision factors	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Age of equipment and/or curing barns	24	27.9	28	32.6	26	30.2	8	9.3
Age of farm's primary decision maker	32	36.4	23	26.1	17	19.3	16	18.2
Availability of curing barns	16	18.8	21	24.7	28	32.9	20	23.5
Availability of financing	26	30.2	25	29.1	24	27.9	11	12.8
Availability of labor	7	8.0	14	16.1	33	37.9	33	37.9
Availability of land	20	23.0	27	31.0	21	24.1	19	21.8
Cost of fertilizer	3	3.4	12	13.6	35	39.8	38	43.2
Cost of financing	15	17.4	26	30.2	24	27.9	21	24.4
Cost of fuel	5	5.7	13	14.8	29	33	41	46.6

Decision factors	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Cost of labor	2	2.3	6	6.8	28	31.8	52	59.1
Cost of land	17	19.5	16	18.4	25	28.7	29	33.3
Off-farm income opportunities	29	33.7	19	22.1	20	23.3	18	20.9
Other crop or livestock opportunities	33	37.5	19	21.6	19	21.6	17	19.3
Changes in contract	5	5.8	10	11.6	32	37.2	39	45.3
Price of tobacco	1	1.1	1	1.1	19	21.6	67	76.1
Uncertainty about future income from tobacco	5	5.7	5	5.7	24	27.3	54	61.4

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

Decision	Level of likelihood							
	Not likely at all		Somewhat likely		Likely		Very likely	
	N	%	N	%	N	%	N	%
A family member will continue farming the land	233	37.3	118	18.9	137	21.9	137	21.9
My farm will be rented to another producer	343	56.7	145	24.0	83	13.7	34	5.6
My farm will be sold and remain in agricultural	406	67.1	101	16.7	62	10.2	36	6.0
My farm will be sold and converted to a non-agricultural use	454	74.7	78	12.8	34	5.6	42	6.9

14. Flue-cured: How likely are the following to be true when you retire or are no longer farming your land?

Decision	Level of likelihood							
	Not likely at all		Somewhat likely		Likely		Very likely	
	N	%	N	%	N	%	N	%
A family member will continue farming the land	49	35.3	30	21.6	23	16.5	37	26.6
My farm will be rented to another producer	54	40.0	42	31.1	26	19.3	13	9.6
My farm will be sold and remain in agricultural	99	73.9	24	17.9	4	3.0	7	5.2
My farm will be sold and converted to a non-agricultural use	110	81.5	11	8.1	7	5.2	7	5.2

14. Dark Air: How likely are the following to be true when you retire or are no longer farming your land?

Decision	Level of likelihood							
	Not likely at all		Somewhat likely		Likely		Very likely	
	N	%	N	%	N	%	N	%
A family member will continue farming the land	8	25.0	9	28.1	7	21.9	8	25.0
My farm will be rented to another producer	10	32.3	9	29.0	8	25.8	4	12.9
My farm will be sold and remain in agricultural	23	74.2	5	16.1	2	6.5	1	3.2
My farm will be sold and converted to a non-agricultural use	29	93.5	0	0.0	0	0.0	2	6.5

14. Dark-fired: How likely are the following to be true when you retire or are no longer farming your land?

Decision	Level of likelihood							
	Not likely at all		Somewhat likely		Likely		Very likely	
	N	%	N	%	N	%	N	%
A family member will continue farming the land	20	23.8	25	29.8	17	20.2	22	26.2
My farm will be rented to another producer	29	33.3	23	26.4	25	28.7	10	11.5
My farm will be sold and remain in agricultural	61	73.5	12	14.5	5	6.0	5	6.0
My farm will be sold and converted to a non-agricultural use	67	79.8	11	13.1	4	4.8	2	2.4

15a. Farm Acreage by Type

	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
Did you own a farmland?								
No	12	1.9	5	3.7	1	3.0	1	1.1
Yes	618	98.1	130	96.3	32	97.0	86	98.9
Did you rent farmland to others?								
No	432	88.7	102	89.5	17	63.0	51	67.1
Yes	55	11.3	12	10.5	10	37.0	25	32.9
Did you rent farmland from others?								
No	199	34.0	15	11.1	11	35.5	20	23.5
Yes	386	66.0	120	88.9	20	64.5	65	76.5

15b. Average number of farm acres owned, rented to others and rented from others

Farm land	Burley		Flue-cured		Dark air		Dark-fired	
	Acres owned	Acres rented to others	Acres owned	Acres rented to others	Acres owned	Acres rented to others	Acres owned	Acres rented to others
Acres owned	618	239.6	130	377.8	32	284.6	86	354.3
Acres rented to others	55	69.2	12	185.3	10	109.3	25	115.3
Acres rented from others	386	234.4	120	668.5	20	423.7	65	336

16a. For the 2010 crop year, the proportion of growers with the following enterprises by type.

Enterprises	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	% of Growers with Enterprise	N	% of Growers with Enterprise	N	% of Growers with Enterprise	N	% of Growers with Enterprise
Tobacco	653	100	143	100	33	100	89	100
Corn	234	35.9	57	40.1	21	63.6	50	56.2
Soybean	158	24.3	93	65.5	26	78.8	40	44.9
Wheat	155	23.8	70	49.3	10	30.3	38	42.7
Other Grains	15	2.3	16	11.3	0	0.0	3	3.4
Cotton	0	0.0	23	16.2	0	0.0	0	0.0
Peanuts	0	0.0	16	11.3	0	0.0	0	0.0
Fruits/vegetables	70	10.7	27	19	5	15.2	7	7.9
Hay	522	80.1	50	35.2	17	51.5	47	52.8
Forest/timber	293	44.9	51	35.9	13	39.4	40	44.9
Fallow (includes CRP and CREP)	31	4.8	23	16.2	5	15.2	9	10.1
Dairy (includes pasture)	33	5.1	2	1.4	0	0.0	3	3.4
Beef (includes pasture)	413	63.3	40	28.2	10	30.3	35	39.3
Other livestock (equine, poultry, goats, sheep)	52	8	15	10.6	1	3	7	7.9
Buildings/facilities/homes	376	57.8	59	41.8	18	54.5	46	52.3

16b. Average acreage for growers who reported the following enterprises on their 2010 farm operation.

Enterprises	Burley		Flue-cured		Dark air		Dark-fired	
	N	Mean	N	Mean	N	Mean	N	Mean
Tobacco	653	20.0	143	114.0	33	11.8	89	27.0
Corn	234	115.0	57	253.0	21	275	50	201.0
Soybeans	158	183.0	93	373.0	26	247	40	346.0
Wheat	155	88.5	70	151.0	10	317	38	150.0
Other grain crops	15	48.3	16	56.1	0	0.0	3	50.0
Cotton	0	0.0	23	640.0	0	0.0	0	0.0
Peanuts	0	0.0	16	316.0	0	0.0	0	0.0
Fruits/vegetables	70	7.1	27	75.4	5	3.2	7	7.4
Hay	522	95.7	50	109.0	17	55.9	47	128.0
Forest/Timberland	293	80	51	265.0	13	68.2	40	102.0
Fallow (includes CRP and CREP)	31	48.2	23	71.6	5	30.3	9	47.3
Dairy (includes pasture)	33	157.0	2	35.0	0	0.0	3	71.8
Beef (includes pasture)	413	157.0	40	200.0	10	75.2	35	211
Other livestock (equine, poultry, goats, sheep)	52	40.1	15	11.8	1	15	7	11.9
Building/Facilities/homes	376	6.9	59	10.7	18	5.1	46	8.8
Others	23	72.4	8	57.8	3	57.7	9	52

17a. Burley: How much potential do the following crops or livestock enterprises have to replace tobacco production on your farm?

Farm enterprises	Level of potential							
	No potential at all		Low potential		Moderate potential		High potential	
	N	%	N	%	N	%	N	%
Grain crops	225	37.9	113	19.1	145	24.5	110	18.5
Cotton	552	97.4	14	2.5	1	0.2	0	0.0
Peanuts	543	95.4	18	3.2	6	1.1	2	0.4
Hay	118	19.5	135	22.4	201	33.3	150	24.8
Fruits and/or vegetables	368	65.5	103	18.3	73	13	18	3.2
Other crops	366	81.3	46	10.2	22	4.9	16	3.6
Cow/calf	133	22.5	74	12.5	173	29.3	211	35.7
Dairy	482	87.5	36	6.5	16	2.9	17	3.1
Backgrounding/stockering	321	57.2	75	13.4	112	20.0	53	9.4
Other livestock	374	79.7	45	9.6	30	6.4	20	4.3

17a. Flue-cured: How much potential do the following crops or livestock enterprises have to replace tobacco production on your farm?

Farm enterprises	Level of potential							
	No potential at all		Low potential		Moderate potential		High potential	
	N	%	N	%	N	%	N	%
Grain crops	21	16.2	37	28.5	48	36.9	24	18.5
Cotton	65	51.6	20	15.9	26	20.6	15	11.9
Peanuts	72	58.1	17	13.7	25	20.2	10	8.1
Hay	50	40.3	42	33.9	22	17.7	10	8.1
Fruits and/or vegetables	55	46.2	36	30.3	18	15.1	10	8.4
Other crops	59	61.5	24	25.0	9	9.4	4	4.2
Cow/calf	57	48.3	27	22.9	22	18.6	12	10.2
Dairy	99	90.8	8	7.3	1	0.9	1	0.9
Backgrounding/stockering	83	76.1	15	13.8	10	9.2	1	0.9
Other livestock	79	76.0	14	13.5	6	5.8	5	4.8

17a. Dark air: How much potential do the following crops or livestock enterprises have to replace tobacco production on your farm?

Farm enterprises	Level of potential							
	No potential at all		Low potential		Moderate potential		High potential	
	N	%	N	%	N	%	N	%
Grain crops	2	6.3	8	25.0	8	25.0	14	43.8
Cotton	26	96.3	1	3.7	0	0.0	0	0.0
Peanuts	25	92.6	1	3.7	1	3.7	0	0.0
Hay	12	44.4	5	18.5	6	22.2	4	14.8
Fruits and/or vegetables	17	65.4	6	23.1	2	7.7	1	3.8
Other crops	25	96.2	1	3.8	0	0.0	0	0.0
Cow/calf	16	57.1	5	17.9	5	17.9	2	7.1
Dairy	25	92.6	2	7.4	0	0.0	0	0.0
Backgrounding/stockering	21	77.8	4	14.8	2	7.4	0	0.0
Other livestock	25	92.6	1	3.7	0	0.0	1	3.7

17a. Dark-fired: How much potential do the following crops or livestock enterprises have to replace tobacco production on your farm?

Farm enterprises	Level of potential							
	No potential at all		Low potential		Moderate potential		High potential	
	N	%	N	%	N	%	N	%
Grain crops	23	26.4	13	14.9	28	32.2	23	26.4
Cotton	74	94.9	4	5.1	0	0.0	0	0.0
Peanuts	74	94.9	4	5.1	0	0.0	0	0.0
Hay	32	39.0	23	28.0	22	26.8	5	6.1
Fruits and/or vegetables	47	61.0	18	23.4	10	13.0	2	2.6
Other crops	48	84.2	7	12.3	1	1.8	1	1.8
Cow/calf	34	42.0	17	21.0	18	22.2	12	14.8
Dairy	67	91.8	4	5.5	2	2.7	0	0.0
Backgrounding/stockering	56	72.7	6	7.8	13	16.9	2	2.6
Other livestock	53	84.1	6	9.5	3	4.8	1	1.6

17b. Of the listed enterprises, which ONE(1) crop and livestock enterprises has the most potential to replace tobacco production on your farm?

Enterprises with the most potential to replace tobacco	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
Grain crops	113	23.3	38	38.4	18	58.1	34	55.7
Cotton	0	0.0	15	15.2	0	0.0	0	0.0
Peanuts	1	0.2	7	7.1	0	0.0	0	0.0
Hay	69	14.2	0	0.0	3	9.7	3	4.9
Fruits and/or vegetables	22	4.5	11	11.1	3	9.7	2	3.3
Other crops	8	1.6	3	3.0	2	6.5	1	1.6
Cow/calf	221	45.5	20	20.2	4	12.9	17	27.9
Dairy	15	3.1	1	1.0	0	0.0	2	3.3
Backgrounding/stockering	26	5.3	0	0.0	0	0.0	0	0.0
Other livestock	11	2.3	4	4.0	1	3.2	2	3.3

Note: Some growers selected more than two as the most potential to replace tobacco production

DEMOGRAPHICS

18. Total farm cash receipts

Total farm cash receipts	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
Less than \$1,000	3	0.5	0	0.0	0	0.0	0	0.0
\$1,000 to \$2,499	12	1.9	1	0.7	0	0.0	1	1.2
\$2,500 to \$4,999	23	3.7	0	0.0	1	3.3	0	0.0
\$5,000 to \$9,999	50	8.0	1	0.7	0	0.0	1	1.2
\$10,000 to \$24,999	102	16.3	5	3.7	3	10.0	6	7.1
\$25,000 to \$49,999	117	18.8	10	7.5	10	33.3	16	18.8
\$50,000 to \$99,999	120	19.2	11	8.2	6	20.0	11	12.9
\$100,000 to \$249,999	111	17.8	20	14.9	5	16.7	20	23.5
\$250,000 to \$299,999	19	3.0	11	8.2	1	3.3	4	4.7
\$300,000 to \$399,999	13	2.1	13	9.7	1	3.3	2	2.4
\$400,000 to \$499,999	13	2.1	7	5.2	1	3.3	4	4.7
\$500,000 to \$999,999	28	4.5	20	14.9	0	0.0	11	12.9
\$1,000,000 to \$1,499,999	8	1.3	14	10.4	0	0.0	5	5.9
\$1,500,000 to \$1,999,999	3	0.5	14	10.4	0	0.0	3	3.5
\$2,000,000 or more	2	0.3	7	5.2	2	6.7	1	1.2

19. Proportion of total farm cash receipts from tobacco operation

% of total cash receipts from tobacco	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
None	7	1.1	0	0.0	1	3.7	0	0.0
Less than 10%	46	7.4	3	2.2	6	22.2	3	3.5
10% to 19%	61	9.8	1	0.7	4	14.8	7	8.2
20% to 29%	80	12.8	8	5.8	2	7.4	4	4.7
30% to 39%	56	9.0	12	8.6	3	11.1	7	8.2
40% to 49%	73	11.7	13	9.4	3	11.1	9	10.6
50% to 59%	98	15.7	14	10.1	1	3.7	9	10.6
60% to 69%	44	7.1	16	11.5	0	0.0	6	7.1
70% to 79%	52	8.3	24	17.3	5	18.5	11	12.9
80% to 89%	42	6.7	18	12.9	1	3.7	8	9.4
90% to 99%	20	3.2	19	13.7	0	0.0	12	14.1
100%	45	7.2	11	7.9	1	3.7	9	10.6

20. How many other households farmed with you and shared in your 2010 tobacco receipts?

Number of other households	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
0	377	60.8	68	49.3	22	71	53	61.6
1	156	25.2	40	29.0	5	16.1	19	22.1
2	54	8.7	18	13.0	2	6.5	7	8.1
3	23	3.7	4	2.9	1	3.2	1	1.2
4 or more	10	1.6	8	5.8	1	3.2	6	7.0

21. Burley: Please rate the importance of the following sources of information you use for helping you make production decisions

Sources of Information	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Contractor/receiving station information and meetings	73	12	150	24.6	217	35.6	170	27.9
County extension agents and meetings	129	21.1	183	29.9	189	30.9	111	18.1
Farm magazines or newspapers	142	23.4	227	37.5	177	29.2	60	9.9
Farm supply retailers	100	16.5	177	29.2	219	36.1	110	18.2
Other farmers	87	14.2	182	29.8	213	34.9	129	21.1
The internet	313	52.5	168	28.2	81	13.6	34	5.7
University field days and events	243	40.2	181	30.0	128	21.2	52	8.6

21. Flue-cured: Please rate the importance of the following sources of information you use for helping you make production decisions

Sources of information	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Contractor/receiving station information and meetings	7	5.1	34	24.6	59	42.8	38	27.5
County extension agents and meetings	10	7.2	30	21.6	50	36.0	49	35.3

Sources of information	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Farm magazines or newspapers	15	10.9	57	41.3	47	34.1	19	13.8
Farm supply retailers	9	6.6	37	27.2	62	45.6	28	20.6
Other farmers	12	8.8	44	32.1	58	42.3	23	16.8
The internet	56	40.9	42	30.7	33	24.1	6	4.4
University field days and events	36	26.5	51	37.5	32	23.5	17	12.5

21. Dark Air: Please rate the importance of the following sources of information you use for helping you make production decisions

Sources of information	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Contractor/receiving station information and meetings	4	13.3	4	13.3	11	36.7	11	36.7
County extension agents and meetings	1	3.2	12	38.7	13	41.9	5	16.1
Farm magazines or newspapers	6	20.7	11	37.9	9	31.0	3	10.3
Farm supply retailers	3	11.1	8	29.6	10	37.0	6	22.2
Other farmers	0	0.0	10	37.0	12	44.4	5	18.5
The internet	13	46.4	10	35.7	5	17.9	0	0.0
University field days and events	12	41.4	6	20.7	10	34.5	1	3.4

21. Dark fired: Please rate the importance of the following sources of information you use for helping you make production decisions

Sources of information	Level of importance							
	Not important at all		Somewhat important		Important		Very important	
	N	%	N	%	N	%	N	%
Contractor/receiving station information and meetings	9	10.7	20	23.8	32	38.1	23	27.4
County extension agents and meetings	10	11.6	25	29.1	33	38.4	18	20.9
Farm magazines or newspapers	25	29.4	24	28.2	32	37.6	4	4.7
Farm supply retailers	10	11.8	18	21.2	43	50.6	14	16.5
Other farmers	5	6.0	18	21.4	39	46.4	22	26.2
The internet	26	31.3	31	37.3	21	25.3	5	6.0
University field days and events	20	23.5	22	25.9	32	37.6	11	12.9

22a. State

State	Type of tobacco										TOTAL	
	Burley		Flue-cured		Dark air		Dark-fired		Cigar			
	N	%	N	%	N	%	N	%	N	%	N	%
FL	0	0.0	2	1.4	0	0.0	0	0.0	0	0.0	2	0.2
GA	0	0.0	5	3.5	0	0.0	0	0.0	0	0.0	5	0.5
IN	19	2.9	0	0.0	0	0.0	0	0.0	0	0.0	19	2.1
KY	439	67.2	4	2.8	27	81.8	47	52.8	0	0.0	517	56.1
MO	8	1.2	0	0.0	0	0.0	0	0.0	0	0.0	8	0.9
NC	18	2.8	98	68.5	0	0.0	0	0.0	0	0.0	116	12.6
OH	42	6.4	0	0.0	0	0.0	0	0.0	0	0.0	42	4.6
PA	0	0.0	0	0.0	0	0.0	0	0.0	1	25.0	1	0.1
SC	0	0.0	10	7.0	0	0.0	0	0.0	0	0.0	10	1.1
TN	102	15.6	0	0.0	4	12.1	32	36.0	0	0.0	138	15.0
VA	22	3.4	23	16.1	0	0.0	10	11.2	0	0.0	55	6.0
WI	1	0.2	1	0.7	2	6.1	0	0.0	3	75.0	7	0.8
WV	2	0.3	0	0.0	0	0.0	0	0.0	0	0.0	2	0.2

23. How many people are in your household, including yourself?

	Burley	Flue-cured	Dark Air	Dark-fired
N	626	137	32	87
Mean	3	3	3	3

24. In what year was the farm's primary decision maker born?

	Burley	Flue-cured	Dark Air	Dark-fired
N	617	136	31	87
Mean	1954	1956	1953	1955

25. How many years has the farm's primary decision maker been growing tobacco?

	Burley	Flue-cured	Dark Air	Dark-fired
N	619	137	32	87
Mean	37	35	37	35

26. Gender of the farm's primary decision maker.

Gender	Type of tobacco							
	Burley		Flue-cured		Dark Air		Dark-fired	
	N	%	N	%	N	%	N	%
Male	602	96.9	136	98.6	30	96.8	85	98.8
Female	19	3.1	2	1.4	1	3.2	1	1.2

27. Race of the farm's primary decision maker.

Race	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
American Indian or Alaska Native	8	1.3	0	0.0	1	3.1	0	0.0
Black or African American	5	0.8	0	0.0	0	0.0	0	0.0
White	613	97.9	136	100	31	96.9	86	98.9
Other	0	0.0	0	0.0	0	0.0	1	1.1

28. Which best describes your 2010 net household income after taxes?

Net household income after taxes	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
Less than \$10,000	36	6.0	6	4.5	1	3.2	5	5.9
\$10,000 to \$14,999	21	3.5	4	3.0	1	3.2	3	3.5
\$15,000 to \$24,999	65	10.9	8	6.0	5	16.1	11	12.9
\$25,000 to \$34,999	90	15.1	16	11.9	4	12.9	7	8.2
\$35,000 to \$49,999	92	15.4	19	14.2	7	22.6	17	20.0
\$50,000 to \$74,999	151	25.3	32	23.9	12	38.7	20	23.5
\$75,000 to \$99,999	77	12.9	25	18.7	0	0.0	12	14.1
\$100,000 to \$199,999	54	9.0	21	15.7	1	3.2	6	7.1
\$200,000 or more	12	2.0	3	2.2	0	0.0	4	4.7

29. Approximately what percentage of your 2010 net household income was from employment away from your farm?

% of net household income from off-farm employment	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
None	144	23.3	44	32.1	11	35.5	21	24.7
Less than 10%	54	8.7	15	10.9	1	3.2	10	11.8
10% to 19%	43	7.0	7	5.1	1	3.2	5	5.9
20% to 29%	47	7.6	10	7.3	7	22.6	5	5.9
30% to 39%	41	6.6	6	4.4	1	3.2	4	4.7
40% to 49%	57	9.2	10	7.3	1	3.2	11	12.9
50% to 59%	80	12.9	14	10.2	4	12.9	8	9.4
60% to 69%	35	5.7	6	4.4	2	6.5	8	9.4
70% to 79%	54	8.7	11	8.0	1	3.2	3	3.5
80% to 89%	38	6.1	9	6.6	0	0.0	6	7.1
90% to 99%	22	3.6	4	2.9	2	6.5	4	4.7
100%	3	0.5	1	0.7	0	0.0	0	0.0

30. How many days per year does the farm's primary decision maker work off the farm?

Number of off-farm work days	Type of tobacco							
	Burley		Flue-cured		Dark Air		Dark-fired	
	N	%	N	%	N	%	N	%
None	319	51.6	78	56.9	15	46.9	42	48.8
1 to 49 days	70	11.3	16	11.7	5	15.6	12	14.0
50 to 99 days	43	7.0	5	3.6	1	3.1	6	7.0
100 to 149 days	13	2.1	6	4.4	2	6.3	4	4.7
150 to 199 days	29	4.7	3	2.2	1	3.1	3	3.5
200 to 249 days	41	6.6	9	6.6	5	15.6	4	4.7
250 days or more	103	16.7	20	14.6	3	9.4	15	17.4

31. Does your spouse work off the farm?

Spouse work off-farm?	Type of tobacco							
	Burley		Flue-cured		Dark Air		Dark-fired	
	N	%	N	%	N	%	N	%
I do not have a spouse	90	14.4	17	12.4	7	21.9	14	16.3
Yes	319	50.9	75	54.7	10	31.3	44	51.2
No	218	34.8	45	32.8	15	46.9	28	32.6

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

Primary occupation	Type of tobacco							
	Burley		Flue-cured		Dark air		Dark-fired	
	N	%	N	%	N	%	N	%
Full-time farmer	341	54.7	83	60.1	19	59.4	50	58.1
Retired and farming full-time	43	6.9	10	7.2	2	6.3	9	10.5
Usually employed (full-time)	10	1.6	2	1.4	1	3.1	0	0.0
Usually employed (part-time)	9	1.4	2	1.4	0	0.0	0	0.0
Employed full-time off the farm	126	20.2	29	21	4	12.5	17	19.8
Retired and farming part-time	48	7.7	6	4.3	3	9.4	3	3.5
Employed part-time off the farm	46	7.4	6	4.3	3	9.4	7	8.1

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

Level of education	Type of tobacco							
	Burley		Flue-cured		Dark Air		Dark-fired	
	N	%	N	%	N	%	N	%
Some high school or less	67	10.8	10	7.4	4	12.5	5	5.7
Completed high school	306	49.2	47	34.6	14	43.8	35	40.2
Some college	123	19.8	48	35.3	9	28.1	27	31.0
Completed 4-yr college degree	89	14.3	17	12.5	3	9.4	16	18.4
Completed graduate or equivalent professional degree	37	5.9	14	10.3	2	6.3	4	4.6