


CTGR

CENTER FOR TOBACCO GROWER RESEARCH

2011 TOBACCO SURVEY




THE UNIVERSITY of TENNESSEE 

In coordination with

NC STATE UNIVERSITY

UNIVERSITY OF
KENTUCKY


The University of Georgia

 VirginiaTech

RETURN THIS SURVEY FOR A CHANCE TO WIN \$500 IN CASH!



2011

Summary of Current vs. Former Tobacco Growers Still
Managing a Farming Operation

Table of Contents

Current vs. Former Tobacco Growers Still Managing a Farming Operation.....	1
1. Groups of growers	1
2010 Farming Decisions and Operation	1
13. How important were the following in your decision whether or not and/or how much tobacco to produce in 2010?	1
14. How likely are the following to be true when you retire or are no longer farming your land?	1
15a. Total Farm Acreage.....	1
15b. Average number of farm acres owned, rented to others and rented from others	1
16a. For the 2010 crop year, the proportion of current and former growers with the following enterprises.....	2
16b. Average acreage for current and former growers who reported the following enterprises on their 2010 farm operation.....	2
17a. How much potential do the following crops or livestock enterprises have to replace tobacco production on your farm?	3
17b. Which ONE (1) of the listed enterprises has the most potential to replace tobacco production on your farm?	4
18. Total farm cash receipts	4
Demographics.....	5
21. Please rate the importance of the following sources of information you use for helping you make production decisions.	5
22. State	6
23. How many people are in your household, including yourself?	6
24. In what year was the farm’s primary decision maker born?	6
26. Gender of the farm’s primary decision maker	7
27. Race of the farm’s primary decision maker.....	7
28. Which best describes your 2010 net household income after taxes?.....	7
29. Approximately what percentage of your 2010 net household income was from employment away from your farm?	7
30. How many days per year does the farm's primary decision maker work off the farm?	8
31. Does your spouse work off the farm?	8

32. Which best describes the primary occupation for the farm's primary decision maker? 9
33. Which best describes the highest level of education for the farm's primary decision maker? 9

Current vs. Former Tobacco Growers Still Managing a Farming Operation

Note: The group titled “Former Growers Still Farming” in this summary refers to those survey participants that responded to question #1 by indicating that they did not grow tobacco in 2010 but still managed a farming operation.

1. Groups of growers

Response	N	%
Current Growers	928	87.7
Former Growers Still Farming	130	12.3
Total	1058	100.0

2010 FARMING DECISIONS AND OPERATION

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

Decision factors	Current growers vs. Former growers	Level of importance							
		Not important at all		Somewhat important		Important		Very important	
		N	%	N	%	N	%	N	%
Age of equipment and/or curing barns	Current growers	309	34.7	206	23.1	249	27.9	127	14.3
	Former Growers Still Farming	58	52.7	24	21.8	12	10.9	16	14.5
	TOTAL	367	36.7	230	23	261	26.1	143	14.3
Age of the primary decision maker	Current growers	304	34.1	197	22.1	246	27.6	145	16.3
	Former Growers Still Farming	46	40.4	27	23.7	17	14.9	24	21.1
	TOTAL	350	34.8	224	22.3	263	26.1	169	16.8
Availability of curing barns	Current growers	278	31.3	174	19.6	257	29	178	20.1
	Former Growers Still Farming	67	60.4	17	15.3	16	14.4	11	9.9
	TOTAL	345	34.6	191	19.1	273	27.4	189	18.9
Availability of financing	Current growers	380	42.8	173	19.5	174	19.6	161	18.1
	Former Growers Still Farming	65	59.6	18	16.5	8	7.3	18	16.5
	TOTAL	445	44.6	191	19.2	182	18.3	179	18.0
Availability of labor	Current growers	172	19.3	141	15.8	285	31.9	295	33.0
	Former Growers Still Farming	27	24.3	18	16.2	17	15.3	49	44.1
	TOTAL	199	19.8	159	15.8	302	30.1	344	34.3
Availability of land	Current growers	330	37.3	170	19.2	216	24.4	169	19.1
	Former	66	61.1	16	14.8	11	10.2	15	13.9
	TOTAL	396	39.9	186	18.7	227	22.9	184	18.5
Cost of fertilizer	Current growers	60	6.7	115	12.8	282	31.4	441	49.1
	Former Growers Still Farming	16	14.2	14	12.4	27	23.9	56	49.6
	TOTAL	76	7.5	129	12.8	309	30.6	497	49.2
Cost of financing	Current growers	276	31.2	174	19.7	184	20.8	251	28.4
	Former Growers Still Farming	45	42.1	17	15.9	12	11.2	33	30.8
	TOTAL	321	32.4	191	19.3	196	19.8	284	28.6

Decision factors	Current growers vs. Former growers	Level of importance							
		Not important at all		Somewhat important		Important		Very important	
		N	%	N	%	N	%	N	%
Cost of fuel	Current growers	84	9.4	126	14.1	244	27.2	442	49.3
	Former Growers Still Farming	18	16.1	18	16.1	27	24.1	49	43.8
	TOTAL	102	10.1	144	14.3	271	26.9	491	48.7
Cost of labor	Current growers	83	9.3	104	11.6	259	28.9	449	50.2
	Former Growers Still Farming	18	16.2	17	15.3	24	21.6	52	46.8
	TOTAL	101	10	121	12	283	28.1	501	49.8
Cost of land	Current growers	276	31.1	150	16.9	198	22.3	263	29.7
	Former Growers Still Farming	59	56.2	15	14.3	7	6.7	24	22.9
	TOTAL	335	33.8	165	16.6	205	20.7	287	28.9
Off-farm income opportunities	Current growers	321	36.5	164	18.6	216	24.5	179	20.3
	Former Growers Still Farming	36	33.3	22	20.4	21	19.4	29	26.9
	TOTAL	357	36.1	186	18.8	237	24	208	21.1
Other crop or livestock opportunities	Current growers	230	26	159	18	266	30.1	228	25.8
	Former Growers Still Farming	23	20	18	15.7	35	30.4	39	33.9
	TOTAL	253	25.4	177	17.7	301	30.2	267	26.8
Changes in contract	Current growers	85	9.6	105	11.9	306	34.7	386	43.8
	Former Growers Still Farming	14	12.1	4	3.4	21	18.1	77	66.4
	TOTAL	99	9.9	109	10.9	327	32.8	463	46.4
Price of tobacco	Current growers	14	1.6	22	2.5	149	16.7	708	79.3
	Former Growers Still Farming	8	6.9	9	7.8	19	16.4	80	69.0
	TOTAL	22	2.2	31	3.1	168	16.7	788	78.1
Uncertainty about future income from tobacco	Current growers	37	4.2	48	5.4	219	24.6	587	65.9
	Former Growers Still Farming	12	10.7	6	5.4	22	19.6	72	64.3
	TOTAL	49	4.9	54	5.4	241	24	659	65.7

14. 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	Current	311	34.9	184	20.7	187	21.0	208	23.4
	Former Still Farming	37	30.1	21	17.1	23	18.7	42	34.1
	Total	348	34.4	205	20.2	210	20.7	250	24.7
My farm will be rented to another producer	Current	439	50.6	224	25.8	143	16.5	62	7.1
	Former Still Farming	63	54.3	24	20.7	17	14.7	12	10.3
	Total	502	51.0	248	25.2	160	16.3	74	7.5
My farm will be sold and remain in agricultural	Current	596	69.1	144	16.7	73	8.5	50	5.8
	Former Still Farming	60	55.0	27	24.8	9	8.3	13	11.9
	Total	656	67.5	171	17.6	82	8.4	63	6.5
My farm will be sold and converted to a non-agricultural use	Current	670	77.2	100	11.5	45	5.2	53	6.1
	Former Still Farming	80	72.1	23	20.7	3	2.7	5	4.5
	Total	750	76.6	123	12.6	48	4.9	58	5.9

15a. Total Farm Acreage

	Current		Former Still farming		Total	
	N	%	N	%	N	%
Did you own a farmland?						
No	20	2.2	0	0.0	20	2
Yes	874	97.8	126	100	1000	98
Did you rent farmland to others?						
No	610	85.6	83	83	693	85.2
Yes	103	14.4	17	17	120	14.8
Did you rent farmland from others?						
No	248	29.3	56	49.6	304	31.7
Yes	597	70.7	57	50.4	654	68.3

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

Farm land	Current		Former Still Farming		Total	
	N	Mean	N	Mean	N	Mean
Acres owned	874	274.8	126	191.2	1000	264.3
Acres rented to others	103	97.9	17	62.0	120	92.8
Acres rented from others	597	340.5	57	163.9	654	325.1

16a. For the 2010 crop year, the proportion of current and former growers with the following enterprises.

Enterprises	Type of tobacco					
	Current		Former growers still farming		Total	
	N	% with Enterprise	N	% with Enterprise	N	% with Enterprise
Tobacco	928	100	0	0.0	928	87.7
Corn	368	39.7	34	26.8	402	38.2
Soybean	321	34.7	20	15.7	341	32.4
Wheat	278	30	20	15.7	298	28.3
Other Grains	35	3.8	7	5.5	42	4
Cotton	23	2.5	1	0.8	24	2.3
Peanuts	16	1.7	1	0.8	17	1.6
Fruits/vegetables	111	12	28	22	139	13.2
Hay	642	69.3	110	86.6	752	71.4
Forest/timber	399	43.1	73	57.5	472	44.8
Fallow (includes CRP and CREP)	68	7.3	15	11.9	83	7.9
Dairy (includes pasture)	40	4.3	4	3.1	44	4.2
Beef (includes pasture)	502	54.2	90	70.9	592	56.2
Other livestock (equine, poultry, goats, sheep)	75	8.1	20	15.9	95	9
Buildings/facilities/homes	504	54.6	85	66.9	589	56.1

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

Enterprises	Current		Former still farming		Total	
	N	Mean	N	Mean	N	Mean
Tobacco	928	34.8	22	18.4	950	34.5
Corn	368	161.7	34	74	402	154.3
Soybeans	321	265	20	171.7	341	259.5
Wheat	278	120	20	32.6	298	114.1
Other grain crops	35	50.9	7	17.7	42	45.4
Cotton	23	639.6	1	500	24	633.8
Peanuts	16	315.5	1	60	17	300.5
Fruits/vegetables	111	23.5	28	9.2	139	20.6

Enterprises	Current		Former still farming		Total	
	N	Mean	N	Mean	N	Mean
Hay	642	97.9	110	65	752	93.1
Forest/Timberland	399	105.3	73	78.5	472	101.2
Fallow (includes CRP and CREP)	68	54.7	15	46.2	83	53.1
Dairy (includes pasture)	40	141.3	4	36.3	44	131.7
Beef (includes pasture)	502	161.9	90	110.1	592	154
Other livestock (equine, poultry, goats, sheep)	75	31.4	20	23.6	95	29.8
Building/Facilities/homes	504	7.4	85	5	589	7.1
Others	43	64.4	4	41	47	62.4

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

Farm Enterprises	Current vs. Former	Level of potential							
		No potential at all		Low potential		Moderate potential		High potential	
		N	%	N	%	N	%	N	%
Grain crops	Current	273	32.0	174	20.4	231	27.1	174	20.4
	Former Still Farming	49	46.2	24	22.6	20	18.9	13	12.3
	Total	322	33.6	198	20.7	251	26.2	187	19.5
Cotton	Current	725	89.8	40	5.0	27	3.3	15	1.9
	Former Still Farming	95	95.0	3	3.0	2	2.0	0	0.0
	Total	820	90.4	43	4.7	29	3.2	15	1.7
Peanuts	Current	722	89.5	41	5.1	32	4.0	12	1.5
	Former Still Farming	92	92.9	4	4.0	2	2.0	1	1.0
	Total	814	89.8	45	5.0	34	3.8	13	1.4
Hay	Current	214	25.3	209	24.7	253	29.9	171	20.2
	Former Still Farming	13	11.4	19	16.7	37	32.5	45	39.5
	Total	227	23.6	228	23.7	290	30.2	216	22.5
Fruits and/or vegetables	Current	494	62.3	164	20.7	104	13.1	31	3.9
	Former Still Farming	65	63.1	17	16.5	12	11.7	9	8.7
	Total	559	62.4	181	20.2	116	12.9	40	4.5
Other crops	Current	505	79.2	80	12.5	32	5.0	21	3.3
	Former Still Farming	62	77.5	9	11.3	2	2.5	7	8.8
	Total	567	79.0	89	12.4	34	4.7	28	3.9
Cow/calf	Current	246	29.7	123	14.9	219	26.4	240	29.0
	Former Still Farming	16	14.0	11	9.6	30	26.3	57	50.0
	Total	262	27.8	134	14.2	249	26.4	297	31.5

Farm Enterprises	Current vs. Former	Level of potential							
		No potential at all		Low potential		Moderate potential		High potential	
		N	%	N	%	N	%	N	%
Dairy	Current	678	88.2	51	6.6	20	2.6	20	2.6
	Former Still Farming	82	86.3	8	8.4	2	2.1	3	3.2
	Total	760	88.0	59	6.8	22	2.5	23	2.7
Backgrounding/ stockering	Current	487	62.2	102	13.0	138	17.6	56	7.2
	Former Still Farming	65	66.3	12	12.2	10	10.2	11	11.2
	Total	552	62.7	114	12.9	148	16.8	67	7.6
Other livestock	Current	538	80.1	67	10.0	40	6.0	27	4.0
	Former Still Farming	60	72.3	10	12.0	2	2.4	11	13.3
	Total	598	79.2	77	10.2	42	5.6	38	5.0

17b. Which ONE (1) of the listed enterprises has the most potential to replace tobacco production on your farm?

Enterprises	Current		Former Still Farming		Total	
	N	%	N	%	N	%
Grain crops	204	30	13	15.1	217	28.3
Cotton	15	2.2	0	0.0	15	2.0
Peanuts	8	1.2	0	0.0	8	1.0
Hay	75	11	10	11.6	85	11.1
Fruits and/or vegetables	38	5.6	4	4.7	42	5.5
Other crops	14	2.1	3	3.5	17	2.2
Cow/calf	264	38.8	46	53.5	310	40.4
Dairy	19	2.8	1	1.2	20	2.6
Backgrounding/stockering	26	3.8	2	2.3	28	3.7
Other livestock	18	2.6	7	8.1	25	3.3

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

18. Total farm cash receipts

Total farm cash receipts	Current		Former Still Farming		Total	
	N	%	N	%	N	%
Less than \$1,000	3	0.3	8	6.5	11	1.1
\$1,000 to \$2,499	14	1.6	5	4.1	19	1.9
\$2,500 to \$4,999	24	2.7	12	9.8	36	3.6

Total farm cash receipts	Current		Former Still Farming		Total	
	N	%	N	%	N	%
\$5,000 to \$9,999	52	5.9	16	13	68	6.8
\$10,000 to \$24,999	117	13.3	30	24.4	147	14.6
\$25,000 to \$49,999	155	17.6	21	17.1	176	17.5
\$50,000 to \$99,999	149	16.9	16	13	165	16.4
\$100,000 to \$249,999	157	17.8	8	6.5	165	16.4
\$250,000 to \$299,999	37	4.2	3	2.4	40	4.0
\$300,000 to \$399,999	29	3.3	0	0.0	29	2.9
\$400,000 to \$499,999	25	2.8	1	0.8	26	2.6
\$500,000 to \$999,999	61	6.9	3	2.4	64	6.4
\$1,000,000 to \$1,499,999	27	3.1	0	0.0	27	2.7
\$1,500,000 to \$1,999,999	20	2.3	0	0.0	20	2.0
\$2,000,000 or more	12	1.4	0	0.0	12	1.2

DEMOGRAPHICS

21. 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	Current	95	10.9	210	24.1	321	36.9	245	28.1
	Former Still Farming	34	31.5	20	18.5	33	30.6	21	19.4
	Total	129	13.2	230	23.5	354	36.2	266	27.2
County extension agents and meetings	Current	150	17.1	253	28.8	290	33.0	185	21.1
	Former Still Farming	23	20.0	26	22.6	35	30.4	31	27.0
	Total	173	17.4	279	28.1	325	32.7	216	21.8
Farm magazines or newspapers	Current	189	21.8	323	37.2	270	31.1	86	9.9
	Former Still Farming	18	16.1	48	42.9	27	24.1	19	17.0
	Total	207	21.1	371	37.9	297	30.3	105	10.7
Farm supply retailers	Current	123	14.2	242	28.0	338	39.1	161	18.6
	Former Still Farming	18	16.5	36	33.0	33	30.3	22	20.2
	Total	141	14.5	278	28.6	371	38.1	183	18.8
Other farmers	Current	104	12.0	257	29.6	326	37.6	181	20.9
	Former Still Farming	15	13.2	26	22.8	49	43.0	24	21.1
	Total	119	12.1	283	28.8	375	38.2	205	20.9
The internet	Current	412	48.2	256	30.0	141	16.5	45	5.3

Sources of information		Level of importance							
		Not important at all		Somewhat important		Important		Very important	
		N	%	N	%	N	%	N	%
	Former Still Farming	53	48.6	29	26.6	18	16.5	9	8.3
	Total	465	48.3	285	29.6	159	16.5	54	5.6
University field days and events	Current	313	36.2	266	30.8	204	23.6	81	9.4
	Former Still Farming	46	41.8	24	21.8	25	22.7	15	13.6
	Total	359	36.9	290	29.8	229	23.5	96	9.9

22. State

State	Current		Former Still Farming		Total	
	N	%	N	%	N	%
FL	2	0.2	0	0.0	2	0.2
GA	5	0.5	1	0.8	6	0.6
IN	19	2	3	2.3	22	2.1
KY	521	56.1	74	56.9	595	56.2
MO	8	0.9	1	0.8	9	0.9
NC	116	12.5	12	9.2	128	12.1
OH	43	4.6	10	7.7	53	5.0
PA	1	0.1	0	0.0	1	0.1
SC	10	1.1	1	0.8	11	1.0
TN	139	15	17	13.1	156	14.7
VA	55	5.9	9	6.9	64	6.0
WI	7	0.8	0	0.0	7	0.7
WV	2	0.2	2	1.5	4	0.4

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

Current		Former Still Farming		Total	
N	Mean	N	Mean	N	Mean
892	3	124	2	1016	3

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

Current		Former Still Farming		Total	
N	Mean	N	Mean	N	Mean
881	1955	125	1950	1006	1954

26. Gender of the farm's primary decision maker

Gender	Current		Former Still Farming		TOTAL	
	N	%	N	%	N	%
Male	862	97.3	112	90.3	974	96.4
Female	24	2.7	12	9.7	36	3.6

27. Race of the farm's primary decision maker

Race	Current		Former Still Farming		TOTAL	
	N	%	N	%	N	%
American Indian or Alaska Native	9	1.0	1	0.8	10	1.0
Black or African American	5	0.6	1	0.8	6	0.6
White	876	98.3	124	98.4	1000	98.3
Other	1	0.1	0	0.0	1	0.1

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

Net household income	Current		Former Still Farming		Total	
	N	%	N	%	N	%
Less than \$10,000	48	5.6	9	7.7	57	5.9
\$10,000 to \$14,999	30	3.5	14	12.0	44	4.5
\$15,000 to \$24,999	89	10.4	12	10.3	101	10.4
\$25,000 to \$34,999	118	13.8	18	15.4	136	14.0
\$35,000 to \$49,999	137	16.0	16	13.7	153	15.7
\$50,000 to \$74,999	218	25.4	20	17.1	238	24.4
\$75,000 to \$99,999	115	13.4	18	15.4	133	13.7
\$100,000 to \$199,999	83	9.7	8	6.8	91	9.3
\$200,000 or more	19	2.2	2	1.7	21	2.2

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

Percentage of the 2010 net household income	Current		Former Still Farming		Total	
	N	%	N	%	N	%
None	223	25.3	23	19.2	246	24.6
Less than 10%	80	9.1	8	6.7	88	8.8

Percentage of the 2010 net household income	Current		Former Still Farming		Total	
	N	%	N	%	N	%
10% to 19%	56	6.4	4	3.3	60	6.0
20% to 29%	70	7.9	10	8.3	80	8.0
30% to 39%	54	6.1	6	5	60	6.0
40% to 49%	79	9	7	5.8	86	8.6
50% to 59%	108	12.3	7	5.8	115	11.5
60% to 69%	53	6	11	9.2	64	6.4
70% to 79%	69	7.8	11	9.2	80	8
80% to 89%	53	6	19	15.8	72	7.2
90% to 99%	32	3.6	11	9.2	43	4.3
100%	4	0.5	3	2.5	7	0.7

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

Days of off-farm work	Current		Former Still Farming		Total	
	N	%	N	%	N	%
None	460	52.1	50	41.3	510	50.8
1 to 49 days	103	11.7	12	9.9	115	11.5
50 to 99 days	55	6.2	6	.0	61	6.1
100 to 149 days	26	2.9	1	0.8	27	2.7
150 to 199 days	37	4.2	7	5.8	44	4.4
200 to 249 days	60	6.8	18	14.9	78	7.8
250 days or more	142	16.1	27	22.3	169	16.8

31. Does your spouse work off the farm?

Spouse work off the farm?	Current		Former		Total	
	N	%	N	%	N	%
I do not have a spouse	129	14.5	22	17.9	151	14.9
Yes	452	50.7	54	43.9	506	49.9
No	310	34.8	47	38.2	357	35.2

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

Occupation	Current		Former Still Farming		Total	
	N	%	N	%	N	%
Full-time farmer	499	56.1	31	24.8	530	52.3
Retired and farming full-time	64	7.2	15	12.0	79	7.8
Usually employed (full-time)	13	1.5	3	2.4	16	1.6
Usually employed (part-time)	11	1.2	1	0.8	12	1.2
Employed full-time off the farm	179	20.1	34	27.2	213	21.0
Retired and farming part-time	61	6.9	29	23.2	90	8.9
Employed part-time off the farm	62	7.0	12	9.6	74	7.3

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

Educational Level	Current		Former Still Farming		Total	
	N	%	N	%	%	N
Some high school or less	87	9.8	10	8.1	97	9.6
Completed high school	406	45.8	51	41.1	457	45.2
Some college	209	23.6	32	25.8	241	23.8
Completed 4-yr college degree	125	14.1	20	16.1	145	14.3
Completed graduate or equivalent professional degree	60	6.8	11	8.9	71	7.0