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## I. Tobacco Production & Marketing

### 1. Active Tobacco Producers in 2007

| 1. Did you produce a tobacco crop in 2007? |              |         |
|--|--------------|---------|
|  | Responses    | Percent |
| Yes  | 1,120        | 52.12%  |
| No   | 1,029        | 47.88%  |
| <b>Total</b>                               | <b>2,149</b> |         |

| If no, are you still actively managing a farming operation? |              |         |
|---|--------------|---------|
|   | Responses    | Percent |
| Yes   | 713          | 69.29%  |
| No  | 316          | 30.71%  |
| <b>Total</b>  | <b>1,029</b> |         |

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

#### A. Burley

| Average Acres of Burley Tobacco per Farm |                 |                     |                     |                     |
|--|-----------------|---------------------|---------------------|---------------------|
|  |                 | 2008                | 2007                | 2006                |
| <b>Illinois</b>                          |                 |                     |                     |                     |
|  | <b>IL State</b> | <b>12.0</b><br>n=1  | <b>12.0</b><br>n=1  | <b>12.0</b><br>n=1  |
| <b>Indiana</b>                           |                 |                     |                     |                     |
|  | District 50     | 37.5<br>n=2         | 50.5<br>n=2         | 43.5<br>n=2         |
|  | District 70     | 11.3<br>n=5         | 20.8<br>n=3         | 21.3<br>n=3         |
|  | District 80     | 5.4<br>n=10         | 5.8<br>n=10         | 5.9<br>n=10         |
|  | District 90     | 17.9<br>n=13        | 17.4<br>n=12        | 14.5<br>n=12        |
|  | <b>IN State</b> | <b>13.9</b><br>n=30 | <b>15.9</b><br>n=27 | <b>14.2</b><br>n=27 |

| <b>Kentucky</b>       |                 |                      |                      |                      |
|-----------------------|-----------------|----------------------|----------------------|----------------------|
|                       | District 10     | 4.8<br>n=16          | 5.8<br>n=23          | 5.3<br>n=25          |
|                       | District 20     | 14.5<br>n=47         | 14.5<br>n=54         | 11.2<br>n=51         |
|                       | District 30     | 16.5<br>n=139        | 14.5<br>n=146        | 13.9<br>n=129        |
|                       | District 40     | 12.0<br>n=74         | 12.5<br>n=75         | 12.2<br>n=73         |
|                       | District 50     | 21.4<br>n=153        | 19.8<br>n=162        | 19.6<br>n=146        |
|                       | District 60     | 9.3<br>n=51          | 9.3<br>n=52          | 9.6<br>n=46          |
|                       | <b>KY State</b> | <b>16.0</b><br>n=480 | <b>15.0</b><br>n=512 | <b>14.2</b><br>n=470 |
| <b>Missouri</b>       |                 |                      |                      |                      |
|                       | <b>MO State</b> | <b>40.5</b><br>n=9   | <b>32.8</b><br>n=11  | <b>30.0</b><br>n=11  |
| <b>North Carolina</b> |                 |                      |                      |                      |
|                       | District 10     | 8.7<br>n=7           | 7.5<br>n=12          | 7.3<br>n=11          |
|                       | District 20     | 4.0<br>n=15          | 3.7<br>n=17          | 4.0<br>n=16          |
|                       | District 40     | 8.2<br>n=13          | 8.7<br>n=15          | 8.5<br>n=14          |
|                       | District 50     | 10.2<br>n=5          | 7.1<br>n=6           | 6.8<br>n=6           |
|                       | District 60     |                      | 6.0<br>n=1           | 7.0<br>n=1           |
|                       | District 70     |                      |                      | 10.0<br>n=1          |
|                       | District 80     | 15.3<br>n=6          | 13.1<br>n=6          | 15.0<br>n=3          |
|                       | <b>NC State</b> | <b>8.1</b><br>n=46   | <b>7.2</b><br>n=57   | <b>7.0</b><br>n=52   |
| <b>Ohio</b>           |                 |                      |                      |                      |
|                       | District 70     | 10.0<br>n=3          | 10.3<br>n=3          | 8.5<br>n=3           |
|                       | District 80     | 11.0<br>n=45         | 11.3<br>n=46         | 11.5<br>n=43         |
|                       | District 90     | 1.5<br>n=1           | 1.2<br>n=1           | 1.0<br>n=1           |
|                       | <b>OH State</b> | <b>10.7</b><br>n=49  | <b>11.0</b><br>n=50  | <b>11.1</b><br>n=47  |
| <b>Tennessee</b>      |                 |                      |                      |                      |
|                       | District 20     |                      | 1.5<br>n=1           |                      |
|                       | District 30     | 5.2<br>n=10          | 6.0<br>n=15          | 6.7<br>n=21          |
|                       | District 40     | 22.7<br>n=46         | 19.1<br>n=57         | 17.4<br>n=57         |
|                       | District 50     | 5.4<br>n=10          | 7.2<br>n=11          | 6.7<br>n=11          |
|                       | District 60     | 9.1<br>n=78          | 7.7<br>n=84          | 8.2<br>n=78          |
|                       | <b>TN State</b> | <b>12.9</b><br>n=144 | <b>11.3</b><br>n=168 | <b>11.0</b><br>n=167 |

| <b>Virginia</b>      |                  |                      |                      |                      |
|----------------------|------------------|----------------------|----------------------|----------------------|
|                      | District 50      | 15.0<br>n=2          | 14.0<br>n=2          | 16.5<br>n=2          |
|                      | District 70      | 4.4<br>n=27          | 4.5<br>n=28          | 4.8<br>n=28          |
|                      | District 80      | 9.8<br>n=12          | 9.0<br>n=11          | 6.2<br>n=13          |
|                      | District 90      | 8.0<br>n=4           | 7.3<br>n=4           | 6.2<br>n=3           |
|                      | <b>VA State</b>  | <b>6.6</b><br>n=45   | <b>6.3</b><br>n=45   | <b>5.8</b><br>n=46   |
| <b>West Virginia</b> |                  |                      |                      |                      |
|                      | <b>WV State</b>  | <b>8.4</b><br>n=8    | <b>7.8</b><br>n=8    | <b>7.8</b><br>n=6    |
| <b>U.S.</b>          |                  |                      |                      |                      |
|                      | <b>All Farms</b> | <b>14.3</b><br>n=812 | <b>13.3</b><br>n=879 | <b>12.6</b><br>n=827 |

B. Flue

| <b>Average Acres of Flue Cured Tobacco per Farm</b> |                 |                       |                      |                      |
|---|-----------------|-----------------------|----------------------|----------------------|
|   |                 | <b>2008</b>           | <b>2007</b>          | <b>2006</b>          |
| <b>Florida</b>                                      |                 |                       |                      |                      |
|   | <b>FL State</b> | <b>75.0</b><br>n=1    | <b>72.5</b><br>n=2   | <b>94.0</b><br>n=2   |
| <b>Georgia</b>                                      |                 |                       |                      |                      |
|   | <b>GA State</b> | <b>227.2</b><br>n=9   | <b>214.7</b><br>n=9  | <b>161.0</b><br>n=9  |
| <b>North Carolina</b>                               |                 |                       |                      |                      |
|   | District 10     | 85.6<br>n=9           | 78.0<br>n=9          | 77.6<br>n=9          |
|   | District 40     | 55.4<br>n=36          | 56.8<br>n=36         | 53.7<br>n=31         |
|   | District 50     | 67.2<br>n=11          | 69.0<br>n=10         | 60.9<br>n=10         |
|   | District 60     | 180.0<br>n=2          | 181.0<br>n=2         | 185.0<br>n=2         |
|   | District 70     | 140.5<br>n=10         | 136.2<br>n=10        | 121.0<br>n=10        |
|   | District 80     | 181.0<br>n=23         | 161.7<br>n=25        | 148.0<br>n=23        |
|   | District 90     | 89.9<br>n=13          | 84.1<br>n=13         | 80.4<br>n=12         |
|   | <b>NC State</b> | <b>101.9</b><br>n=104 | <b>98.1</b><br>n=105 | <b>92.0</b><br>n=97  |
| <b>South Carolina</b>                               |                 |                       |                      |                      |
|   | <b>SC State</b> | <b>138.8</b><br>n=18  | <b>126.0</b><br>n=17 | <b>128.7</b><br>n=15 |

| <b>Virginia</b> |                  |                       |                      |                      |
|-----------------|------------------|-----------------------|----------------------|----------------------|
|                 | District 50      | 31.0<br>n=2           | 31.0<br>n=2          | 32.0<br>n=2          |
|                 | District 80      | 54.6<br>n=30          | 55.3<br>n=35         | 50.2<br>n=31         |
|                 | District 90      | 49.8<br>n=5           | 49.2<br>n=5          | 45.8<br>n=5          |
|                 | <b>VA State</b>  | <b>52.7</b><br>n=37   | <b>53.4</b><br>n=42  | <b>48.6</b><br>n=38  |
| <b>U.S.</b>     |                  |                       |                      |                      |
|                 | <b>All Farms</b> | <b>101.6</b><br>n=169 | <b>95.8</b><br>n=175 | <b>89.1</b><br>n=161 |

C. Dark Air

| <b>Average Acres of Dark Air Tobacco per Farm</b> |                  |                     |                    |                    |
|---|------------------|---------------------|--------------------|--------------------|
|   |                  | <b>2008</b>         | <b>2007</b>        | <b>2006</b>        |
| <b>Indiana</b>                                    |                  |                     |                    |                    |
|   | <b>IN State</b>  | <b>16.0</b><br>n=1  | <b>11.0</b><br>n=1 | <b>10.0</b><br>n=1 |
| <b>Kentucky</b>                                   |                  |                     |                    |                    |
|   | District 10      | 5.7<br>n=26         | 3.7<br>n=22        | 3.2<br>n=22        |
|   | District 20      | 8.6<br>n=45         | 6.1<br>n=38        | 5.4<br>n=38        |
|   | District 30      | 0.5<br>n=26         | 0.5<br>n=1         |                    |
|   | <b>KY State</b>  | <b>7.1</b><br>n=76  | <b>5.1</b><br>n=61 | <b>4.6</b><br>n=60 |
| <b>North Carolina</b>                             |                  |                     |                    |                    |
|   | <b>NC State</b>  | <b>7.3</b><br>n=3   |                    |                    |
| <b>Tennessee</b>                                  |                  |                     |                    |                    |
|   | District 30      | 8.7<br>n=28         | 6.2<br>n=23        | 5.1<br>n=17        |
|   | District 40      | 24.3<br>n=3         | 11.5<br>n=3        | 15.0<br>n=2        |
|   | District 50      | 1.8<br>n=1          |                    |                    |
|   | District 60      | 6.0<br>n=1          | 0.6<br>n=1         |                    |
|   | <b>TN State</b>  | <b>9.8</b><br>n=33  | <b>6.6</b><br>n=27 | <b>6.2</b><br>n=19 |
| <b>U.S.</b>                                       |                  |                     |                    |                    |
|   | <b>All Farms</b> | <b>7.8</b><br>n=115 | <b>5.6</b><br>n=89 | <b>5.1</b><br>n=80 |

D. Dark Fired

| Average Acres of Dark Fired Tobacco per Farm |                  |                     |                     |                     |
|--|------------------|---------------------|---------------------|---------------------|
|  |                  | 2008                | 2007                | 2006                |
| <b>Kentucky</b>                              |                  |                     |                     |                     |
|  | District 10      | 14.7<br>n=31        | 14.2<br>n=28        | 13.0<br>n=29        |
|  | District 20      | 23.2<br>n=20        | 20.3<br>n=15        | 14.3<br>n=15        |
|  | <b>KY State</b>  | <b>18.0</b><br>n=51 | <b>16.3</b><br>n=43 | <b>13.4</b><br>n=44 |
| <b>North Carolina</b>                        |                  |                     |                     |                     |
|  | <b>NC State</b>  | <b>1.5</b><br>n=2   |                     |                     |
| <b>Tennessee</b>                             |                  |                     |                     |                     |
|  | District 20      | 5.0<br>n=1          | 3.8<br>n=1          | 3.8<br>n=1          |
|  | District 30      | 24.9<br>n=35        | 19.0<br>n=34        | 18.3<br>n=31        |
|  | District 40      | 14.5<br>n=2         | 25.0<br>n=1         | 22.0<br>n=1         |
|  | <b>TN State</b>  | <b>23.8</b><br>n=38 | <b>18.7</b><br>n=36 | <b>17.9</b><br>n=33 |
| <b>Virginia</b>                              |                  |                     |                     |                     |
|  | District 50      | 4.3<br>n=3          | 3.8<br>n=4          | 3.8<br>n=4          |
|  | District 80      | 6.6<br>n=5          | 7.1<br>n=4          | 7.4<br>n=4          |
|  | <b>VA State</b>  | <b>5.78</b><br>n=8  | <b>5.43</b><br>n=8  | <b>5.58</b><br>n=8  |
| <b>U.S.</b>                                  |                  |                     |                     |                     |
|  | <b>All Farms</b> | <b>18.9</b><br>n=99 | <b>16.3</b><br>n=87 | <b>14.4</b><br>n=85 |

**3. How did your 2007 tobacco acreage compare to the amount of tobacco you produced during the last year of the federal tobacco program (2004)?**

| <b>How did your 2007 tobacco acreage compare to 2004?</b> |                  |                |
|---|------------------|----------------|
| <b>(by primary type produced)</b>                         |                  |                |
| <b>Burley</b>   | <b>Responses</b> | <b>Percent</b> |
| More than 2004  | 319              | 40.1%          |
| Less than 2004  | 269              | 33.8%          |
| Same as 2004  | 199              | 25.0%          |
| Did not produce in 2004                                   | 9                | 1.1%           |
| <b>Total responses</b>                                    | <b>796</b>       |                |
| <b>Flue</b>   |                  |                |
| More than 2004  | 119              | 67.6%          |
| Less than 2004  | 29               | 16.5%          |
| Same as 2004  | 26               | 14.8%          |
| Did not produce in 2004                                   | 2                | 1.1%           |
| <b>Total responses</b>                                    | <b>176</b>       |                |
| <b>Dark Air</b>   |                  |                |
| More than 2004  | 22               | 55.0%          |
| Less than 2004  | 7                | 17.5%          |
| Same as 2004  | 7                | 17.5%          |
| Did not produce in 2004                                   | 4                | 10.0%          |
| <b>Total responses</b>                                    | <b>40</b>        |                |
| <b>Dark Fired</b>   |                  |                |
| More than 2004  | 51               | 60.0%          |
| Less than 2004  | 13               | 15.3%          |
| Same as 2004  | 20               | 23.5%          |
| Did not produce in 2004                                   | 1                | 1.2%           |
| <b>Total responses</b>                                    | <b>85</b>        |                |

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

A. Burley

| Average Burley Yields |                 |                      |                      |
|-----------------------|-----------------|----------------------|----------------------|
|                       |                 | 2007                 | 2006                 |
| <b>Illinois</b>       |                 |                      |                      |
|                       | <b>IL State</b> | <b>2030</b><br>n=1   | <b>2150</b><br>n=1   |
| <b>Indiana</b>        |                 |                      |                      |
|                       | District 50     | 2074<br>n=2          | 1905<br>n=2          |
|                       | District 70     | 2507<br>n=3          | 1464<br>n=3          |
|                       | District 80     | 2439<br>n=10         | 2077<br>n=10         |
|                       | District 90     | 2284<br>n=12         | 2153<br>n=12         |
|                       | <b>IN State</b> | <b>2288</b><br>n=27  | <b>1970</b><br>n=27  |
| <b>Kentucky</b>       |                 |                      |                      |
|                       | District 10     | 2146<br>n=23         | 2409<br>n=25         |
|                       | District 20     | 2496<br>n=54         | 2410<br>n=51         |
|                       | District 30     | 2502<br>n=146        | 2322<br>n=129        |
|                       | District 40     | 2392<br>n=75         | 2577<br>n=73         |
|                       | District 50     | 2510<br>n=162        | 2361<br>n=146        |
|                       | District 60     | 2107<br>n=52         | 2055<br>n=46         |
|                       | <b>KY State</b> | <b>2460</b><br>n=512 | <b>2364</b><br>n=470 |
| <b>Missouri</b>       |                 |                      |                      |
|                       | <b>MO State</b> | <b>2352</b><br>n=11  | <b>2254</b><br>n=11  |

| North Carolina |                  |                      |                      |
|----------------|------------------|----------------------|----------------------|
|                | District 10      | 1709<br>n=12         | 1813<br>n=11         |
|                | District 20      | 1638<br>n=17         | 1717<br>n=16         |
|                | District 40      | 1649<br>n=15         | 1684<br>n=14         |
|                | District 50      | 1777<br>n=6          | 1321<br>n=6          |
|                | District 60      | 1666<br>n=1          | 1510<br>n=1          |
|                | District 80      | 1548<br>n=6          | 1649<br>n=3          |
|                | <b>NC State</b>  | <b>1654</b><br>n=57  | <b>1623</b><br>n=52  |
| Ohio           |                  |                      |                      |
|                | District 70      | 2268<br>n=3          | 2643<br>n=3          |
|                | District 80      | 1754<br>n=46         | 2333<br>n=43         |
|                | District 90      | 2333<br>n=1          | 1329<br>n=1          |
|                | <b>OH State</b>  | <b>1784</b><br>n=50  | <b>2347</b><br>n=47  |
| Tennessee      |                  |                      |                      |
|                | District 20      | 2830<br>n=1          |                      |
|                | District 30      | 2080<br>n=15         | 2416<br>n=21         |
|                | District 40      | 2150<br>n=57         | 2335<br>n=57         |
|                | District 50      | 2189<br>n=11         | 2335<br>n=11         |
|                | District 60      | 1450<br>n=84         | 1791<br>n=78         |
|                | <b>TN State</b>  | <b>1975</b><br>n=168 | <b>2227</b><br>n=167 |
| Virginia       |                  |                      |                      |
|                | District 50      | 954<br>n=2           | 1664<br>n=2          |
|                | District 70      | 2231<br>n=28         | 2150<br>n=28         |
|                | District 80      | 1989<br>n=11         | 2037<br>n=13         |
|                | District 90      | 1340<br>n=4          | 1131<br>n=3          |
|                | <b>VA State</b>  | <b>1927</b><br>n=45  | <b>1985</b><br>n=46  |
| West Virginia  |                  |                      |                      |
|                | <b>WV State</b>  | <b>2223</b><br>n=8   | <b>1600</b><br>n=6   |
| U.S.           |                  |                      |                      |
|                | <b>All Farms</b> | <b>2297</b><br>n=879 | <b>2282</b><br>n=827 |

B. Flue

| Average Flue Cured Yields |                  |                      |                      |
|---------------------------|------------------|----------------------|----------------------|
|                           |                  | 2007                 | 2006                 |
| <b>Florida</b>            |                  |                      |                      |
|                           | <b>FL State</b>  | <b>2740</b><br>n=2   | <b>2318</b><br>n=2   |
| <b>Georgia</b>            |                  |                      |                      |
|                           | District 50      | 2800<br>n=1          | 3100<br>n=1          |
|                           | District 60      | 2596<br>n=1          | 2520<br>n=1          |
|                           | District 80      | 2521<br>n=3          | 2110<br>n=3          |
|                           | District 90      | 2480<br>n=4          | 2149<br>n=4          |
|                           | <b>GA State</b>  | <b>2511</b><br>n=9   | <b>2218</b><br>n=9   |
| <b>North Carolina</b>     |                  |                      |                      |
|                           | District 10      | 2430<br>n=9          | 2344<br>n=9          |
|                           | District 40      | 1893<br>n=36         | 2264<br>n=31         |
|                           | District 50      | 1978<br>n=10         | 1770<br>n=10         |
|                           | District 60      | 2340<br>n=2          | 2293<br>n=2          |
|                           | District 70      | 2540<br>n=10         | 1977<br>n=10         |
|                           | District 80      | 2477<br>n=25         | 2367<br>n=23         |
|                           | District 90      | 2009<br>n=13         | 1849<br>n=12         |
|                           | <b>NC State</b>  | <b>2278</b><br>n=105 | <b>2193</b><br>n=97  |
| <b>South Carolina</b>     |                  |                      |                      |
|                           | District 30      | 2339<br>n=14         | 2167<br>n=12         |
|                           | District 50      | 2725<br>n=2          | 2030<br>n=2          |
|                           | District 80      | 2650<br>n=1          | 2250<br>n=1          |
|                           | <b>SC State</b>  | <b>2442</b><br>n=17  | <b>2181</b><br>n=15  |
| <b>Virginia</b>           |                  |                      |                      |
|                           | District 50      | 2326<br>n=2          | 2175<br>n=2          |
|                           | District 80      | 2196<br>n=35         | 2438<br>n=31         |
|                           | District 90      | 2464<br>n=5          | 2805<br>n=5          |
|                           | <b>VA State</b>  | <b>2229</b><br>n=42  | <b>2474</b><br>n=38  |
| <b>U.S.</b>               |                  |                      |                      |
|                           | <b>All Farms</b> | <b>2249</b><br>n=175 | <b>2180</b><br>n=161 |

C. Dark Air

| <b>Average Dark Air Yields</b> |                  |                      |                     |
|--------------------------------|------------------|----------------------|---------------------|
|                                |                  | <b>2007</b>          | <b>2006</b>         |
| <b>Indiana</b>                 |                  |                      |                     |
|                                | <b>IN State</b>  | <b>2950</b><br>n=1   | <b>3100</b><br>n=1  |
| <b>Kentucky</b>                |                  |                      |                     |
|                                | District 10      | 3007<br>n=22         | 3383<br>n=22        |
|                                | District 20      | 2782<br>n=38         | 2714<br>n=38        |
|                                | District 30      | 1200<br>n=1          |                     |
|                                | <b>KY State</b>  | <b>2838</b><br>n=61  | <b>2885</b><br>n=60 |
| <b>Tennessee</b>               |                  |                      |                     |
|                                | District 30      | 2258<br>n=23         | 2535<br>n=17        |
|                                | District 40      | 1957<br>n=3          | 2377<br>n=2         |
|                                | <b>TN State</b>  | <b>2192</b><br>n=27  | <b>2495</b><br>n=19 |
| <b>U.S.</b>                    |                  |                      |                     |
|                                | <b>All Farms</b> | <b>2611</b><br>n=115 | <b>2777</b><br>n=80 |

D. Dark Fired

| Average Dark Fired Yield |                  |                     |                     |
|--------------------------|------------------|---------------------|---------------------|
|                          |                  | 2007                | 2006                |
| <b>Kentucky</b>          |                  |                     |                     |
|                          | District 10      | 3395<br>n=28        | 3397<br>n=29        |
|                          | District 20      | 3068<br>n=15        | 3423<br>n=15        |
|                          | <b>KY State</b>  | <b>3253</b><br>n=43 | <b>3407</b><br>n=44 |
| <b>Tennessee</b>         |                  |                     |                     |
|                          | District 20      | 3160<br>n=1         | 4180<br>n=1         |
|                          | District 30      | 2719<br>n=34        | 3244<br>n=31        |
|                          | District 40      | 2500<br>n=1         | 3500<br>n=1         |
|                          | <b>TN State</b>  | <b>2714</b><br>n=36 | <b>3260</b><br>n=33 |
| <b>Virginia</b>          |                  |                     |                     |
|                          | District 50      | 2221<br>n=4         | 2315<br>n=4         |
|                          | District 80      | 2432<br>n=4         | 2423<br>n=4         |
|                          | <b>VA State</b>  | <b>2359</b><br>n=8  | <b>2386</b><br>n=8  |
| <b>U.S.</b>              |                  |                     |                     |
|                          | <b>All Farms</b> | <b>2969</b><br>n=87 | <b>3298</b><br>n=85 |

## 5. Contracting in 2007

| <b>Growers contracting production in 2007</b> |                  |                  |                |
|---|------------------|------------------|----------------|
|   |                  | <b>Responses</b> | <b>Percent</b> |
| <b>Burley</b>                                 |                  |                  |                |
|   | Contracted       | 681              | 91.4%          |
|   | Did not contract | 64               | 8.6%           |
|   | Total responses  | 745              |                |
| <b>Flue</b>                                   |                  |                  |                |
|   | Contracted       | 175              | 99.4%          |
|   | Did not contract | 1                | 0.6%           |
|   | Total responses  | 176              |                |
| <b>Dark Air</b>                               |                  |                  |                |
|   | Contracted       | 35               | 97.2%          |
|   | Did not contract | 1                | 2.8%           |
|   | Total responses  | 36               |                |
| <b>Dark Fired</b>                             |                  |                  |                |
|   | Contracted       | 86               | 98.9%          |
|   | Did not contract | 1                | 1.1%           |
|   | Total responses  | 87               |                |

**6. Please indicate how important the following marketing issues are to you.**

| (Number of Responses)              | Not Important at all |    |    |    |    |    |    |     |     |     | Extremely important | Total responses |
|------------------------------------|----------------------|----|----|----|----|----|----|-----|-----|-----|---------------------|-----------------|
|                                    | 1                    | 2  | 3  | 4  | 5  | 6  | 7  | 8   | 9   | 10  |                     |                 |
| <b>Burley</b>                      |                      |    |    |    |    |    |    |     |     |     |                     |                 |
| Price                              | 5                    | 0  | 1  | 1  | 2  | 4  | 7  | 12  | 41  | 734 | 807                 |                 |
| Simple contract terms              | 25                   | 4  | 16 | 14 | 58 | 47 | 61 | 89  | 57  | 413 | 784                 |                 |
| Simple pricing method              | 10                   | 2  | 10 | 3  | 30 | 37 | 39 | 99  | 85  | 476 | 791                 |                 |
| Consistent moisture testing        | 34                   | 9  | 21 | 30 | 78 | 78 | 52 | 101 | 66  | 329 | 798                 |                 |
| Number of stalk positions required | 31                   | 10 | 25 | 35 | 89 | 65 | 90 | 94  | 68  | 285 | 792                 |                 |
| Consistent grading                 | 16                   | 0  | 9  | 18 | 37 | 37 | 52 | 88  | 111 | 430 | 798                 |                 |
| Distance to receiving station      | 31                   | 15 | 13 | 15 | 78 | 72 | 59 | 90  | 70  | 354 | 797                 |                 |
| Wait times to unload               | 37                   | 17 | 28 | 22 | 83 | 67 | 68 | 105 | 64  | 307 | 798                 |                 |
| Good communication from buyer      | 10                   | 2  | 4  | 4  | 20 | 32 | 34 | 67  | 99  | 532 | 804                 |                 |
| <b>Flue</b>                        |                      |    |    |    |    |    |    |     |     |     |                     |                 |
| Price                              | 0                    | 0  | 0  | 0  | 0  | 0  | 1  | 1   | 6   | 169 | 177                 |                 |
| Simple contract terms              | 0                    | 3  | 0  | 3  | 15 | 19 | 21 | 19  | 23  | 68  | 171                 |                 |
| Simple pricing method              | 0                    | 2  | 0  | 1  | 8  | 8  | 17 | 27  | 27  | 86  | 176                 |                 |
| Consistent moisture testing        | 2                    | 2  | 4  | 7  | 16 | 23 | 20 | 27  | 15  | 60  | 176                 |                 |
| Number of stalk positions required | 2                    | 1  | 2  | 6  | 19 | 22 | 25 | 31  | 17  | 52  | 177                 |                 |
| Consistent grading                 | 0                    | 0  | 1  | 1  | 5  | 1  | 11 | 20  | 23  | 115 | 177                 |                 |
| Distance to receiving station      | 3                    | 2  | 0  | 6  | 15 | 19 | 26 | 21  | 14  | 71  | 177                 |                 |
| Wait times to unload               | 5                    | 2  | 2  | 5  | 12 | 17 | 26 | 27  | 13  | 68  | 177                 |                 |
| Good communication from buyer      | 1                    | 0  | 2  | 1  | 3  | 4  | 5  | 14  | 22  | 125 | 177                 |                 |
| <b>Dark Air</b>                    |                      |    |    |    |    |    |    |     |     |     |                     |                 |
| Price                              | 0                    | 0  | 1  | 0  | 0  | 0  | 0  | 2   | 1   | 32  | 36                  |                 |
| Simple contract terms              | 1                    | 0  | 1  | 2  | 2  | 5  | 4  | 2   | 5   | 14  | 36                  |                 |
| Simple pricing method              | 0                    | 0  | 1  | 1  | 1  | 4  | 2  | 5   | 7   | 15  | 36                  |                 |
| Consistent moisture testing        | 1                    | 0  | 2  | 1  | 6  | 4  | 4  | 3   | 7   | 8   | 36                  |                 |
| Number of stalk positions required | 3                    | 1  | 2  | 0  | 5  | 2  | 2  | 8   | 6   | 7   | 36                  |                 |
| Consistent grading                 | 0                    | 0  | 1  | 0  | 5  | 1  | 2  | 8   | 7   | 12  | 36                  |                 |
| Distance to receiving station      | 0                    | 1  | 1  | 2  | 8  | 2  | 3  | 5   | 3   | 11  | 36                  |                 |
| Wait times to unload               | 0                    | 2  | 4  | 3  | 4  | 4  | 4  | 4   | 4   | 7   | 36                  |                 |
| Good communication from buyer      | 0                    | 0  | 0  | 0  | 0  | 1  | 4  | 4   | 6   | 21  | 36                  |                 |

| <b>...continued</b>                | <b>Not Important<br/>at all</b> |          |          |          |          |          |          |          |          |           | <b>Total<br/>responses</b> |
|------------------------------------|---------------------------------|----------|----------|----------|----------|----------|----------|----------|----------|-----------|----------------------------|
| <b>Dark Fired</b>                  | <b>1</b>                        | <b>2</b> | <b>3</b> | <b>4</b> | <b>5</b> | <b>6</b> | <b>7</b> | <b>8</b> | <b>9</b> | <b>10</b> |                            |
| Price                              | 0                               | 0        | 0        | 0        | 0        | 0        | 0        | 2        | 8        | 79        | 89                         |
| Simple contract terms              | 1                               | 1        | 0        | 0        | 6        | 5        | 10       | 12       | 8        | 43        | 86                         |
| Simple pricing method              | 1                               | 0        | 0        | 0        | 3        | 4        | 5        | 15       | 12       | 46        | 86                         |
| Consistent moisture testing        | 4                               | 0        | 2        | 5        | 11       | 12       | 9        | 14       | 5        | 25        | 87                         |
| Number of stalk positions required | 3                               | 2        | 2        | 1        | 5        | 9        | 3        | 13       | 19       | 29        | 86                         |
| Consistent grading                 | 3                               | 0        | 2        | 1        | 8        | 3        | 4        | 14       | 18       | 35        | 88                         |
| Distance to receiving station      | 4                               | 3        | 0        | 1        | 4        | 12       | 4        | 13       | 16       | 30        | 87                         |
| Wait times to unload               | 2                               | 1        | 2        | 0        | 9        | 16       | 10       | 12       | 10       | 25        | 87                         |
| Good communication from buyer      | 1                               | 0        | 0        | 1        | 0        | 3        | 4        | 11       | 15       | 52        | 87                         |

|                                    | Not Important at all |      |       |      |       |       |       |       |       |       | Extremely important | Total responses |
|------------------------------------|----------------------|------|-------|------|-------|-------|-------|-------|-------|-------|---------------------|-----------------|
|                                    | 1                    | 2    | 3     | 4    | 5     | 6     | 7     | 8     | 9     | 10    |                     |                 |
| <b>Burley</b>                      |                      |      |       |      |       |       |       |       |       |       |                     |                 |
| Price                              | 0.6%                 | 0.0% | 0.1%  | 0.1% | 0.2%  | 0.5%  | 0.9%  | 1.5%  | 5.1%  | 91.0% | 807                 |                 |
| Simple contract terms              | 3.2%                 | 0.5% | 2.0%  | 1.8% | 7.4%  | 6.0%  | 7.8%  | 11.4% | 7.3%  | 52.7% | 784                 |                 |
| Simple pricing method              | 1.3%                 | 0.3% | 1.3%  | 0.4% | 3.8%  | 4.7%  | 4.9%  | 12.5% | 10.7% | 60.2% | 791                 |                 |
| Consistent moisture testing        | 4.3%                 | 1.1% | 2.6%  | 3.8% | 9.8%  | 9.8%  | 6.5%  | 12.7% | 8.3%  | 41.2% | 798                 |                 |
| Number of stalk positions required | 3.9%                 | 1.3% | 3.2%  | 4.4% | 11.2% | 8.2%  | 11.4% | 11.9% | 8.6%  | 36.0% | 792                 |                 |
| Consistent grading                 | 2.0%                 | 0.0% | 1.1%  | 2.3% | 4.6%  | 4.6%  | 6.5%  | 11.0% | 13.9% | 53.9% | 798                 |                 |
| Distance to receiving station      | 3.9%                 | 1.9% | 1.6%  | 1.9% | 9.8%  | 9.0%  | 7.4%  | 11.3% | 8.8%  | 44.4% | 797                 |                 |
| Wait times to unload               | 4.6%                 | 2.1% | 3.5%  | 2.8% | 10.4% | 8.4%  | 8.5%  | 13.2% | 8.0%  | 38.5% | 798                 |                 |
| Good communication from buyer      | 1.2%                 | 0.2% | 0.5%  | 0.5% | 2.5%  | 4.0%  | 4.2%  | 8.3%  | 12.3% | 66.2% | 804                 |                 |
| <b>Flue</b>                        |                      |      |       |      |       |       |       |       |       |       |                     |                 |
| Price                              | 0.0%                 | 0.0% | 0.0%  | 0.0% | 0.0%  | 0.0%  | 0.6%  | 0.6%  | 3.4%  | 95.5% | 177                 |                 |
| Simple contract terms              | 0.0%                 | 1.8% | 0.0%  | 1.8% | 8.8%  | 11.1% | 12.3% | 11.1% | 13.5% | 39.8% | 171                 |                 |
| Simple pricing method              | 0.0%                 | 1.1% | 0.0%  | 0.6% | 4.5%  | 4.5%  | 9.7%  | 15.3% | 15.3% | 48.9% | 176                 |                 |
| Consistent moisture testing        | 1.1%                 | 1.1% | 2.3%  | 4.0% | 9.1%  | 13.1% | 11.4% | 15.3% | 8.5%  | 34.1% | 176                 |                 |
| Number of stalk positions required | 1.1%                 | 0.6% | 1.1%  | 3.4% | 10.7% | 12.4% | 14.1% | 17.5% | 9.6%  | 29.4% | 177                 |                 |
| Consistent grading                 | 0.0%                 | 0.0% | 0.6%  | 0.6% | 2.8%  | 0.6%  | 6.2%  | 11.3% | 13.0% | 65.0% | 177                 |                 |
| Distance to receiving station      | 1.7%                 | 1.1% | 0.0%  | 3.4% | 8.5%  | 10.7% | 14.7% | 11.9% | 7.9%  | 40.1% | 177                 |                 |
| Wait times to unload               | 2.8%                 | 1.1% | 1.1%  | 2.8% | 6.8%  | 9.6%  | 14.7% | 15.3% | 7.3%  | 38.4% | 177                 |                 |
| Good communication from buyer      | 0.6%                 | 0.0% | 1.1%  | 0.6% | 1.7%  | 2.3%  | 2.8%  | 7.9%  | 12.4% | 70.6% | 177                 |                 |
| <b>Dark Air</b>                    |                      |      |       |      |       |       |       |       |       |       |                     |                 |
| Price                              | 0.0%                 | 0.0% | 2.8%  | 0.0% | 0.0%  | 0.0%  | 0.0%  | 5.6%  | 2.8%  | 88.9% | 36                  |                 |
| Simple contract terms              | 2.8%                 | 0.0% | 2.8%  | 5.6% | 5.6%  | 13.9% | 11.1% | 5.6%  | 13.9% | 38.9% | 36                  |                 |
| Simple pricing method              | 0.0%                 | 0.0% | 2.8%  | 2.8% | 2.8%  | 11.1% | 5.6%  | 13.9% | 19.4% | 41.7% | 36                  |                 |
| Consistent moisture testing        | 2.8%                 | 0.0% | 5.6%  | 2.8% | 16.7% | 11.1% | 11.1% | 8.3%  | 19.4% | 22.2% | 36                  |                 |
| Number of stalk positions required | 8.3%                 | 2.8% | 5.6%  | 0.0% | 13.9% | 5.6%  | 5.6%  | 22.2% | 16.7% | 19.4% | 36                  |                 |
| Consistent grading                 | 0.0%                 | 0.0% | 2.8%  | 0.0% | 13.9% | 2.8%  | 5.6%  | 22.2% | 19.4% | 33.3% | 36                  |                 |
| Distance to receiving station      | 0.0%                 | 2.8% | 2.8%  | 5.6% | 22.2% | 5.6%  | 8.3%  | 13.9% | 8.3%  | 30.6% | 36                  |                 |
| Wait times to unload               | 0.0%                 | 5.6% | 11.1% | 8.3% | 11.1% | 11.1% | 11.1% | 11.1% | 11.1% | 19.4% | 36                  |                 |
| Good communication from buyer      | 0.0%                 | 0.0% | 0.0%  | 0.0% | 0.0%  | 2.8%  | 11.1% | 11.1% | 16.7% | 58.3% | 36                  |                 |

| ...continued                       | Not Important at all |      |      |      |       |       |       |       |       |       | Extremely important | Total responses |
|------------------------------------|----------------------|------|------|------|-------|-------|-------|-------|-------|-------|---------------------|-----------------|
|                                    | 1                    | 2    | 3    | 4    | 5     | 6     | 7     | 8     | 9     | 10    |                     |                 |
| <b>Dark Fired</b>                  |                      |      |      |      |       |       |       |       |       |       |                     |                 |
| Price                              | 0.0%                 | 0.0% | 0.0% | 0.0% | 0.0%  | 0.0%  | 0.0%  | 2.2%  | 9.0%  | 88.8% | 89                  |                 |
| Simple contract terms              | 1.2%                 | 1.2% | 0.0% | 0.0% | 7.0%  | 5.8%  | 11.6% | 14.0% | 9.3%  | 50.0% | 86                  |                 |
| Simple pricing method              | 1.2%                 | 0.0% | 0.0% | 0.0% | 3.5%  | 4.7%  | 5.8%  | 17.4% | 14.0% | 53.5% | 86                  |                 |
| Consistent moisture testing        | 4.6%                 | 0.0% | 2.3% | 5.7% | 12.6% | 13.8% | 10.3% | 16.1% | 5.7%  | 28.7% | 87                  |                 |
| Number of stalk positions required | 3.5%                 | 2.3% | 2.3% | 1.2% | 5.8%  | 10.5% | 3.5%  | 15.1% | 22.1% | 33.7% | 86                  |                 |
| Consistent grading                 | 3.4%                 | 0.0% | 2.3% | 1.1% | 9.1%  | 3.4%  | 4.5%  | 15.9% | 20.5% | 39.8% | 88                  |                 |
| Distance to receiving station      | 4.6%                 | 3.4% | 0.0% | 1.1% | 4.6%  | 13.8% | 4.6%  | 14.9% | 18.4% | 34.5% | 87                  |                 |
| Wait times to unload               | 2.3%                 | 1.1% | 2.3% | 0.0% | 10.3% | 18.4% | 11.5% | 13.8% | 11.5% | 28.7% | 87                  |                 |
| Good communication from buyer      | 1.1%                 | 0.0% | 0.0% | 1.1% | 0.0%  | 3.4%  | 4.6%  | 12.6% | 17.2% | 59.8% | 87                  |                 |

## II. Labor

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

|                   |   | Yes | No  | Total responses |
|-------------------|---|-----|-----|-----------------|
| <b>Burley</b>     |   |     |     |                 |
|                   | I have trouble finding enough labor for my farm.              | 471 | 309 | 780             |
|                   | Most manual labor on my farm is done by migrant labor.        | 279 | 496 | 775             |
|                   | Most manual labor on my farm is done by family members.       | 432 | 334 | 766             |
|                   | Local workers are an important source of labor for my farm.   | 448 | 313 | 761             |
|                   | The H-2A program is an important source of labor for my farm. | 97  | 634 | 731             |
| <b>Flue</b>       |   |     |     |                 |
|                   | I have trouble finding enough labor for my farm.              | 68  | 106 | 174             |
|                   | Most manual labor on my farm is done by migrant labor.        | 135 | 41  | 176             |
|                   | Most manual labor on my farm is done by family members.       | 39  | 129 | 168             |
|                   | Local workers are an important source of labor for my farm.   | 73  | 100 | 173             |
|                   | The H-2A program is an important source of labor for my farm. | 98  | 76  | 174             |
| <b>Dark Air</b>   |   |     |     |                 |
|                   | I have trouble finding enough labor for my farm.              | 14  | 22  | 36              |
|                   | Most manual labor on my farm is done by migrant labor.        | 20  | 17  | 37              |
|                   | Most manual labor on my farm is done by family members.       | 22  | 14  | 36              |
|                   | Local workers are an important source of labor for my farm.   | 20  | 16  | 36              |
|                   | The H-2A program is an important source of labor for my farm. | 12  | 24  | 36              |
| <b>Dark Fired</b> |   |     |     |                 |
|                   | I have trouble finding enough labor for my farm.              | 40  | 47  | 87              |
|                   | Most manual labor on my farm is done by migrant labor.        | 48  | 39  | 87              |
|                   | Most manual labor on my farm is done by family members.       | 39  | 47  | 86              |
|                   | Local workers are an important source of labor for my farm.   | 37  | 50  | 87              |
|                   | The H-2A program is an important source of labor for my farm. | 46  | 39  | 85              |

|                   |   | Yes   | No    | Total responses |
|-------------------|---|-------|-------|-----------------|
| <b>Burley</b>     |   |       |       |                 |
|                   | I have trouble finding enough labor for my farm.              | 60.4% | 39.6% | 780             |
|                   | Most manual labor on my farm is done by migrant labor.        | 36.0% | 64.0% | 775             |
|                   | Most manual labor on my farm is done by family members.       | 56.4% | 43.6% | 766             |
|                   | Local workers are an important source of labor for my farm.   | 58.9% | 41.1% | 761             |
|                   | The H-2A program is an important source of labor for my farm. | 13.3% | 86.7% | 731             |
| <b>Flue</b>       |   |       |       |                 |
|                   | I have trouble finding enough labor for my farm.              | 39.1% | 60.9% | 174             |
|                   | Most manual labor on my farm is done by migrant labor.        | 76.7% | 23.3% | 176             |
|                   | Most manual labor on my farm is done by family members.       | 23.2% | 76.8% | 168             |
|                   | Local workers are an important source of labor for my farm.   | 42.2% | 57.8% | 173             |
|                   | The H-2A program is an important source of labor for my farm. | 56.3% | 43.7% | 174             |
| <b>Dark Air</b>   |   |       |       |                 |
|                   | I have trouble finding enough labor for my farm.              | 38.9% | 61.1% | 36              |
|                   | Most manual labor on my farm is done by migrant labor.        | 54.1% | 45.9% | 37              |
|                   | Most manual labor on my farm is done by family members.       | 61.1% | 38.9% | 36              |
|                   | Local workers are an important source of labor for my farm.   | 55.6% | 44.4% | 36              |
|                   | The H-2A program is an important source of labor for my farm. | 33.3% | 66.7% | 36              |
| <b>Dark Fired</b> |   |       |       |                 |
|                   | I have trouble finding enough labor for my farm.              | 46.0% | 54.0% | 87              |
|                   | Most manual labor on my farm is done by migrant labor.        | 55.2% | 44.8% | 87              |
|                   | Most manual labor on my farm is done by family members.       | 45.3% | 54.7% | 86              |
|                   | Local workers are an important source of labor for my farm.   | 42.5% | 57.5% | 87              |
|                   | The H-2A program is an important source of labor for my farm. | 54.1% | 45.9% | 85              |

**8. How many people worked on your farm to produce your 2007 tobacco crop?**

| <b>How many people worked on your farm to produce your 2007 tobacco crop?</b> |                           |                            |                        |
|---|---------------------------|----------------------------|------------------------|
| <b>(average response)</b>   |                           |                            |                        |
|   | <b>Avg. hired workers</b> | <b>Avg. family members</b> | <b>Total responses</b> |
| <b>Burley</b>   | 6.3                       | 3.0                        | 687                    |
| <b>Flue</b>   | 11.2                      | 2.3                        | 170                    |
| <b>Dark Air</b>   | 6.9                       | 3.2                        | 31                     |
| <b>Dark Fired</b>   | 7.4                       | 2.9                        | 79                     |

### III. Future Tobacco Production

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

A. 2008

| ...2008               |                     |                   |          |               |                 |           |                                  |                             |  |
|-----------------------|---------------------|-------------------|----------|---------------|-----------------|-----------|----------------------------------|-----------------------------|--|
|                       | Definitely will not | Probably will not | Not sure | Probably will | Definitely will | Responses | % Prob. or def. will not produce | % Prob or def. will produce |  |
| <b>Florida</b>        | 0                   | 2                 | 0        | 0             | 0               | 2         | 100.0%                           | 0.0%                        |  |
| <b>Georgia</b>        | 0                   | 0                 | 1        | 2             | 6               | 9         | 0.0%                             | 88.9%                       |  |
| <b>Illinois</b>       | 0                   | 0                 | 0        | 0             | 1               | 1         | 0.0%                             | 100.0%                      |  |
| <b>Indiana</b>        | 1                   | 0                 | 2        | 4             | 22              | 29        | 3.4%                             | 89.7%                       |  |
| <b>Kentucky</b>       |                     |                   |          |               |                 |           |                                  |                             |  |
| Burley                | 9                   | 7                 | 33       | 89            | 340             | 478       | 3.3%                             | 89.7%                       |  |
| Dark                  | 1                   | 0                 | 2        | 12            | 56              | 71        | 1.4%                             | 95.8%                       |  |
| <b>All KY</b>         | 10                  | 7                 | 35       | 101           | 396             | 549       | 3.1%                             | 90.5%                       |  |
| <b>Missouri</b>       | 1                   | 0                 | 0        | 2             | 8               | 11        | 9.1%                             | 90.9%                       |  |
| <b>North Carolina</b> |                     |                   |          |               |                 |           |                                  |                             |  |
| Burley                | 1                   | 4                 | 5        | 11            | 10              | 31        | 16.1%                            | 67.7%                       |  |
| Flue                  | 2                   | 2                 | 1        | 15            | 86              | 106       | 3.8%                             | 95.3%                       |  |
| <b>All NC</b>         | 3                   | 6                 | 6        | 26            | 96              | 137       | 6.6%                             | 89.1%                       |  |
| <b>Ohio</b>           | 1                   | 1                 | 2        | 8             | 39              | 51        | 3.9%                             | 92.2%                       |  |
| <b>South Carolina</b> | 0                   | 0                 | 0        | 5             | 13              | 18        | 0.0%                             | 100.0%                      |  |
| <b>Tennessee</b>      |                     |                   |          |               |                 |           |                                  |                             |  |
| Burley                | 12                  | 6                 | 16       | 25            | 98              | 157       | 11.5%                            | 78.3%                       |  |
| Dark                  | 0                   | 0                 | 0        | 6             | 41              | 47        | 0.0%                             | 100.0%                      |  |
| <b>All TN</b>         | 12                  | 6                 | 16       | 31            | 139             | 204       | 8.8%                             | 83.3%                       |  |
| <b>Virginia</b>       |                     |                   |          |               |                 |           |                                  |                             |  |
| Burley                | 1                   | 1                 | 1        | 6             | 26              | 35        | 5.7%                             | 91.4%                       |  |
| Flue                  | 2                   | 1                 | 2        | 4             | 32              | 41        | 7.3%                             | 87.8%                       |  |
| Dark                  | 0                   | 0                 | 1        | 3             | 3               | 7         | 0.0%                             | 85.7%                       |  |
| <b>All VA</b>         | 3                   | 2                 | 4        | 13            | 61              | 83        | 6.0%                             | 89.2%                       |  |
| <b>West Virginia</b>  | 0                   | 0                 | 0        | 1             | 7               | 8         | 0.0%                             | 100.0%                      |  |

B. In 5 Years

| <b>...5 years</b>     |                            |                          |                 |                      |                        |                  |   |                                    |  |
|-----------------------|----------------------------|--------------------------|-----------------|----------------------|------------------------|------------------|---|------------------------------------|--|
|                       | <b>Definitely will not</b> | <b>Probably will not</b> | <b>Not sure</b> | <b>Probably will</b> | <b>Definitely will</b> | <b>Responses</b> | <b>% Prob. or Def. Will Not Produce</b> | <b>% Prob or Def. Will Produce</b> |  |
| <b>Florida</b>        | 1                          | 0                        | 1               | 0                    | 0                      | 2                | 50.0%                                   | 0.0%                               |  |
| <b>Georgia</b>        | 0                          | 0                        | 3               | 2                    | 4                      | 9                | 0.0%                                    | 66.7%                              |  |
| <b>Illinois</b>       | 0                          | 0                        | 1               | 0                    | 0                      | 1                | 0.0%                                    | 0.0%                               |  |
| <b>Indiana</b>        | 0                          | 0                        | 9               | 15                   | 6                      | 30               | 0.0%                                    | 70.0%                              |  |
| <b>Kentucky</b>       |                            |                          |                 |                      |                        |                  |   |                                    |  |
| Burley                | 14                         | 37                       | 139             | 166                  | 105                    | 461              | 11.1%                                   | 58.8%                              |  |
| Dark                  | 0                          | 2                        | 16              | 22                   | 44                     | 84               | 2.4%                                    | 78.6%                              |  |
| <b>All KY</b>         | 14                         | 39                       | 155             | 188                  | 149                    | 545              | 9.7%                                    | 61.8%                              |  |
| <b>Missouri</b>       | 0                          | 2                        | 0               | 6                    | 3                      | 11               | 18.2%                                   | 81.8%                              |  |
| <b>North Carolina</b> |                            |                          |                 |                      |                        |                  |   |                                    |  |
| Burley                | 2                          | 3                        | 14              | 9                    | 3                      | 31               | 16.1%                                   | 38.7%                              |  |
| Flue                  | 3                          | 4                        | 26              | 44                   | 28                     | 105              | 6.7%                                    | 68.6%                              |  |
| <b>All NC</b>         | 2                          | 3                        | 14              | 9                    | 3                      | 31               | 16.1%                                   | 38.7%                              |  |
| <b>Ohio</b>           | 1                          | 5                        | 10              | 23                   | 11                     | 50               | 12.0%                                   | 68.0%                              |  |
| <b>South Carolina</b> | 0                          | 1                        | 10              | 4                    | 3                      | 18               | 5.6%                                    | 38.9%                              |  |
| <b>Tennessee</b>      |                            |                          |                 |                      |                        |                  |   |                                    |  |
| Burley                | 7                          | 12                       | 54              | 59                   | 17                     | 149              | 12.8%                                   | 51.0%                              |  |
| Dark                  | 2                          | 1                        | 11              | 15                   | 17                     | 46               | 6.5%                                    | 69.6%                              |  |
| <b>All TN</b>         | 9                          | 13                       | 65              | 74                   | 34                     | 195              | 11.3%                                   | 55.4%                              |  |
| <b>Virginia</b>       |                            |                          |                 |                      |                        |                  |   |                                    |  |
| Burley                | 3                          | 5                        | 10              | 15                   | 2                      | 35               | 22.9%                                   | 48.6%                              |  |
| Flue                  | 3                          | 5                        | 17              | 13                   | 3                      | 41               | 19.5%                                   | 39.0%                              |  |
| Dark                  | 0                          | 0                        | 3               | 2                    | 2                      | 7                | 0.0%                                    | 57.1%                              |  |
| <b>All VA</b>         | 6                          | 10                       | 30              | 30                   | 7                      | 83               | 19.3%                                   | 44.6%                              |  |
| <b>West Virginia</b>  | 0                          | 0                        | 2               | 5                    | 1                      | 8                | 0.0%                                    | 75.0%                              |  |

C. In 10 Years

| ...10 years           |                     |                   |          |               |                 |           |                                  |                             |
|-----------------------|---------------------|-------------------|----------|---------------|-----------------|-----------|----------------------------------|-----------------------------|
|                       | Definitely will not | Probably will not | Not sure | Probably will | Definitely will | Responses | % Prob. or Def. Will Not Produce | % Prob or Def. Will Produce |
| <b>Florida</b>        | 2                   | 0                 | 0        | 0             | 0               | 2         | 100.0%                           | 0.0%                        |
| <b>Georgia</b>        | 0                   | 1                 | 3        | 3             | 2               | 9         | 11.1%                            | 55.6%                       |
| <b>Illinois</b>       | 0                   | 0                 | 1        | 0             | 0               | 1         | 0.0%                             | 0.0%                        |
| <b>Indiana</b>        | 0                   | 3                 | 17       | 7             | 1               | 28        | 10.7%                            | 28.6%                       |
| <b>Kentucky</b>       |                     |                   |          |               |                 |           |                                  |                             |
| Burley                | 51                  | 66                | 192      | 93            | 47              | 449       | 26.1%                            | 31.2%                       |
| Dark                  | 4                   | 11                | 12       | 25            | 16              | 68        | 22.1%                            | 60.3%                       |
| <b>All KY</b>         | 55                  | 77                | 204      | 118           | 63              | 517       | 25.5%                            | 35.0%                       |
| <b>Missouri</b>       | 0                   | 3                 | 2        | 5             | 1               | 11        | 27.3%                            | 54.5%                       |
| <b>North Carolina</b> |                     |                   |          |               |                 |           |                                  |                             |
| Burley                | 3                   | 4                 | 16       | 4             | 2               | 29        | 24.1%                            | 20.7%                       |
| Flue                  | 6                   | 12                | 42       | 27            | 15              | 102       | 17.6%                            | 41.2%                       |
| <b>All NC</b>         | 9                   | 16                | 58       | 31            | 17              | 131       | 19.1%                            | 36.6%                       |
| <b>Ohio</b>           | 3                   | 6                 | 23       | 11            | 4               | 47        | 19.1%                            | 31.9%                       |
| <b>South Carolina</b> | 1                   | 3                 | 10       | 1             | 1               | 16        | 25.0%                            | 12.5%                       |
| <b>Tennessee</b>      |                     |                   |          |               |                 |           |                                  |                             |
| Burley                | 18                  | 13                | 78       | 31            | 10              | 150       | 20.7%                            | 27.3%                       |
| Dark                  | 4                   | 2                 | 19       | 11            | 8               | 44        | 13.6%                            | 43.2%                       |
| <b>All TN</b>         | 22                  | 15                | 97       | 42            | 18              | 194       | 19.1%                            | 30.9%                       |
| <b>Virginia</b>       |                     |                   |          |               |                 |           |                                  |                             |
| Burley                | 5                   | 8                 | 18       | 3             | 0               | 34        | 38.2%                            | 8.8%                        |
| Flue                  | 6                   | 9                 | 17       | 7             | 1               | 40        | 37.5%                            | 20.0%                       |
| Dark                  | 0                   | 0                 | 6        | 1             | 1               | 8         | 0.0%                             | 25.0%                       |
| <b>All VA</b>         | 11                  | 17                | 41       | 11            | 2               | 82        | 34.1%                            | 15.9%                       |
| <b>West Virginia</b>  | 0                   | 0                 | 6        | 1             | 1               | 8         | 0.0%                             | 25.0%                       |

D. In 15 Years

| ...15 years           |                     |                   |          |               |                 |           |                                  |                             |
|-----------------------|---------------------|-------------------|----------|---------------|-----------------|-----------|----------------------------------|-----------------------------|
|                       | Definitely will not | Probably will not | Not sure | Probably will | Definitely will | Responses | % Prob. or Def. Will Not Produce | % Prob or Def. Will Produce |
| <b>Florida</b>        | 2                   | 0                 | 0        | 0             | 0               | 2         | 100.0%                           | 0.0%                        |
| <b>Georgia</b>        | 0                   | 1                 | 5        | 2             | 1               | 9         | 11.1%                            | 33.3%                       |
| <b>Illinois</b>       | 0                   | 0                 | 1        | 0             | 0               | 1         | 0.0%                             | 0.0%                        |
| <b>Indiana</b>        | 2                   | 4                 | 17       | 5             | 1               | 29        | 20.7%                            | 20.7%                       |
| <b>Kentucky</b>       |                     |                   |          |               |                 |           |                                  |                             |
| Burley                | 103                 | 71                | 192      | 47            | 30              | 443       | 39.3%                            | 17.4%                       |
| Dark                  | 11                  | 15                | 19       | 16            | 7               | 68        | 38.2%                            | 33.8%                       |
| <b>All KY</b>         | 114                 | 86                | 211      | 63            | 37              | 511       | 39.1%                            | 19.6%                       |
| <b>Missouri</b>       | 1                   | 4                 | 4        | 1             | 1               | 11        | 45.5%                            | 18.2%                       |
| <b>North Carolina</b> |                     |                   |          |               |                 |           |                                  |                             |
| Burley                | 5                   | 8                 | 12       | 1             | 2               | 28        | 46.4%                            | 10.7%                       |
| Flue                  | 16                  | 15                | 40       | 22            | 6               | 99        | 31.3%                            | 28.3%                       |
| <b>All NC</b>         | 21                  | 23                | 52       | 23            | 8               | 127       | 34.6%                            | 24.4%                       |
| <b>Ohio</b>           | 7                   | 11                | 21       | 6             | 2               | 47        | 38.3%                            | 17.0%                       |
| <b>South Carolina</b> | 3                   | 4                 | 8        | 0             | 1               | 16        | 43.8%                            | 6.3%                        |
| <b>Tennessee</b>      |                     |                   |          |               |                 |           |                                  |                             |
| Burley                | 21                  | 23                | 79       | 16            | 6               | 145       | 30.3%                            | 15.2%                       |
| Dark                  | 6                   | 9                 | 20       | 6             | 3               | 44        | 34.1%                            | 20.5%                       |
| <b>All TN</b>         | 27                  | 32                | 99       | 22            | 9               | 189       | 31.2%                            | 16.4%                       |
| <b>Virginia</b>       |                     |                   |          |               |                 |           |                                  |                             |
| Burley                | 7                   | 10                | 16       | 1             | 0               | 34        | 50.0%                            | 2.9%                        |
| Flue                  | 9                   | 7                 | 20       | 4             | 0               | 40        | 40.0%                            | 10.0%                       |
| Dark                  | 1                   | 2                 | 2        | 1             | 1               | 7         | 42.9%                            | 28.6%                       |
| <b>All VA</b>         | 17                  | 19                | 38       | 6             | 1               | 81        | 44.4%                            | 8.6%                        |
| <b>West Virginia</b>  | 1                   | 0                 | 5        | 1             | 1               | 8         | 12.5%                            | 25.0%                       |

E. In 20 Years

| ...20 years           |                     |                   |          |               |                 |           |                                  |                             |
|-----------------------|---------------------|-------------------|----------|---------------|-----------------|-----------|----------------------------------|-----------------------------|
|                       | Definitely will not | Probably will not | Not sure | Probably will | Definitely will | Responses | % Prob. or Def. Will Not Produce | % Prob or Def. Will Produce |
| <b>Florida</b>        | 2                   | 0                 | 0        | 0             | 0               | 2         | 100.0%                           | 0.0%                        |
| <b>Georgia</b>        | 2                   | 1                 | 3        | 2             | 1               | 9         | 33.3%                            | 33.3%                       |
| <b>Illinois</b>       | 0                   | 0                 | 1        | 0             | 0               | 1         | 0.0%                             | 0.0%                        |
| <b>Indiana</b>        | 3                   | 3                 | 18       | 3             | 1               | 28        | 21.4%                            | 14.3%                       |
| <b>Kentucky</b>       |                     |                   |          |               |                 |           |                                  |                             |
| Burley                | 147                 | 57                | 174      | 36            | 27              | 441       | 46.3%                            | 14.3%                       |
| Dark                  | 17                  | 10                | 21       | 13            | 5               | 66        | 40.9%                            | 27.3%                       |
| <b>All KY</b>         | 164                 | 67                | 195      | 49            | 32              | 507       | 45.6%                            | 16.0%                       |
| <b>Missouri</b>       | 2                   | 3                 | 4        | 1             | 1               | 11        | 45.5%                            | 18.2%                       |
| <b>North Carolina</b> |                     |                   |          |               |                 |           |                                  |                             |
| Burley                | 5                   | 9                 | 12       | 0             | 2               | 28        | 50.0%                            | 7.1%                        |
| Flue                  | 25                  | 16                | 40       | 12            | 6               | 99        | 41.4%                            | 18.2%                       |
| <b>All NC</b>         | 30                  | 25                | 52       | 12            | 8               | 127       | 43.3%                            | 15.7%                       |
| <b>Ohio</b>           | 15                  | 4                 | 21       | 5             | 2               | 47        | 40.4%                            | 14.9%                       |
| <b>South Carolina</b> | 3                   | 4                 | 8        | 0             | 1               | 16        | 43.8%                            | 6.3%                        |
| <b>Tennessee</b>      |                     |                   |          |               |                 |           |                                  |                             |
| Burley                | 31                  | 24                | 75       | 10            | 6               | 146       | 37.7%                            | 11.0%                       |
| Dark                  | 15                  | 5                 | 18       | 3             | 3               | 44        | 45.5%                            | 13.6%                       |
| <b>All TN</b>         | 46                  | 29                | 93       | 13            | 9               | 190       | 39.5%                            | 11.6%                       |
| <b>Virginia</b>       |                     |                   |          |               |                 |           |                                  |                             |
| Burley                | 9                   | 10                | 14       | 1             | 0               | 34        | 27.9%                            | 51.5%                       |
| Flue                  | 13                  | 6                 | 18       | 3             | 0               | 40        | 47.5%                            | 7.5%                        |
| Dark                  | 2                   | 1                 | 3        | 1             | 0               | 7         | 42.9%                            | 14.3%                       |
| <b>All VA</b>         | 24                  | 17                | 35       | 5             | 0               | 81        | 50.6%                            | 6.2%                        |
| <b>West Virginia</b>  | 2                   | 0                 | 4        | 2             | 0               | 8         | 25.0%                            | 25.0%                       |

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

| As you consider future tobacco production, how important are improvements or additions to... |                      |    |    |    |    |    |    |    |    |                     |                 |  |
|--|----------------------|----|----|----|----|----|----|----|----|---------------------|-----------------|--|
|  | Not Important at all |    |    |    |    |    |    |    |    | Extremely important | Total responses |  |
|  | 1                    | 2  | 3  | 4  | 5  | 6  | 7  | 8  | 9  | 10                  |                 |  |
| <b>Burley</b>  |                      |    |    |    |    |    |    |    |    |                     |                 |  |
| Curing barns/structures  | 118                  | 19 | 39 | 22 | 49 | 45 | 54 | 77 | 41 | 339                 | 803             |  |
| Migrant worker housing   | 404                  | 32 | 40 | 17 | 54 | 43 | 30 | 38 | 25 | 104                 | 787             |  |
| Tobacco baling equipment   | 132                  | 24 | 36 | 26 | 93 | 79 | 61 | 80 | 51 | 213                 | 795             |  |
| Mechanized harvesting equipment  | 302                  | 46 | 49 | 35 | 75 | 67 | 33 | 43 | 33 | 107                 | 790             |  |
| Market preparation facilities(location to strip/bale tobacco)                                | 151                  | 24 | 37 | 33 | 86 | 64 | 56 | 63 | 68 | 211                 | 793             |  |
| Irrigation equipment   | 341                  | 63 | 45 | 32 | 90 | 46 | 34 | 35 | 25 | 83                  | 794             |  |
| Buying more land   | 375                  | 34 | 39 | 35 | 68 | 41 | 34 | 32 | 24 | 111                 | 793             |  |
| Leasing more land  | 386                  | 39 | 30 | 24 | 63 | 32 | 45 | 37 | 29 | 110                 | 795             |  |
| <b>Flue</b>  |                      |    |    |    |    |    |    |    |    |                     |                 |  |
| Curing barns/structures  | 4                    | 3  | 3  | 6  | 11 | 13 | 16 | 15 | 23 | 80                  | 174             |  |
| Migrant worker housing   | 29                   | 8  | 3  | 4  | 17 | 16 | 19 | 20 | 15 | 43                  | 174             |  |
| Tobacco baling equipment   | 15                   | 4  | 8  | 5  | 24 | 18 | 19 | 18 | 12 | 51                  | 174             |  |
| Mechanized harvesting equipment  | 14                   | 8  | 9  | 3  | 15 | 19 | 14 | 17 | 15 | 60                  | 174             |  |
| Market preparation facilities(location to strip/bale tobacco)                                | 15                   | 7  | 8  | 2  | 18 | 19 | 21 | 24 | 14 | 45                  | 173             |  |
| Irrigation equipment   | 20                   | 5  | 12 | 14 | 24 | 27 | 13 | 19 | 13 | 27                  | 174             |  |
| Buying more land   | 27                   | 7  | 14 | 9  | 24 | 16 | 9  | 17 | 10 | 40                  | 173             |  |
| Leasing more land  | 20                   | 7  | 8  | 7  | 19 | 16 | 11 | 22 | 14 | 50                  | 174             |  |
| <b>Dark-Air</b>  |                      |    |    |    |    |    |    |    |    |                     |                 |  |
| Curing barns/structures  | 3                    | 2  | 0  | 0  | 3  | 1  | 3  | 9  | 1  | 15                  | 37              |  |
| Migrant worker housing   | 12                   | 1  | 2  | 3  | 6  | 3  | 3  | 1  | 2  | 4                   | 37              |  |
| Tobacco baling equipment   | 8                    | 2  | 3  | 1  | 7  | 5  | 4  | 2  | 2  | 2                   | 36              |  |
| Mechanized harvesting equipment  | 15                   | 2  | 5  | 2  | 7  | 2  | 1  | 0  | 1  | 2                   | 37              |  |
| Market preparation facilities(location to strip/bale tobacco)                                | 6                    | 3  | 3  | 3  | 12 | 2  | 2  | 3  | 3  | 3                   | 40              |  |
| Irrigation equipment   | 12                   | 0  | 3  | 1  | 4  | 2  | 4  | 4  | 1  | 5                   | 36              |  |
| Buying more land   | 17                   | 1  | 1  | 1  | 4  | 1  | 1  | 6  | 1  | 4                   | 37              |  |
| Leasing more land  | 16                   | 0  | 1  | 2  | 2  | 0  | 1  | 8  | 1  | 6                   | 37              |  |
| <b>Dark Fired</b>  |                      |    |    |    |    |    |    |    |    |                     |                 |  |
| Curing barns/structures  | 6                    | 3  | 3  | 2  | 5  | 4  | 3  | 8  | 9  | 46                  | 89              |  |
| Migrant worker housing   | 25                   | 5  | 2  | 3  | 5  | 7  | 5  | 10 | 4  | 23                  | 89              |  |
| Tobacco baling equipment   | 22                   | 3  | 2  | 4  | 14 | 14 | 7  | 5  | 3  | 13                  | 87              |  |
| Mechanized harvesting equipment  | 28                   | 7  | 6  | 6  | 13 | 9  | 1  | 6  | 2  | 9                   | 87              |  |
| Market preparation facilities(location to strip/bale tobacco)                                | 9                    | 7  | 2  | 2  | 5  | 6  | 6  | 12 | 7  | 31                  | 87              |  |
| Irrigation equipment   | 6                    | 5  | 1  | 4  | 10 | 5  | 10 | 11 | 8  | 27                  | 87              |  |
| Buying more land   | 23                   | 4  | 5  | 2  | 8  | 6  | 5  | 10 | 6  | 18                  | 87              |  |
| Leasing more land  | 25                   | 3  | 0  | 3  | 7  | 5  | 13 | 4  | 5  | 22                  | 87              |  |

| As you consider future tobacco production, how important are improvements or additions to... |                      |      |       |      |       |       |       |       |       |                     |                 |
|--|----------------------|------|-------|------|-------|-------|-------|-------|-------|---------------------|-----------------|
|  | Not important at all |      |       |      |       |       |       |       |       | Extremely important | Total responses |
|  | 1                    | 2    | 3     | 4    | 5     | 6     | 7     | 8     | 9     | 10                  |                 |
| <b>Burley</b>  |                      |      |       |      |       |       |       |       |       |                     |                 |
| Curing barns/structures  | 14.7%                | 2.4% | 4.9%  | 2.7% | 6.1%  | 5.6%  | 6.7%  | 9.6%  | 5.1%  | 42.2%               | 803             |
| Migrant worker housing   | 51.3%                | 4.1% | 5.1%  | 2.2% | 6.9%  | 5.5%  | 3.8%  | 4.8%  | 3.2%  | 13.2%               | 787             |
| Tobacco baling equipment   | 16.6%                | 3.0% | 4.5%  | 3.3% | 11.7% | 9.9%  | 7.7%  | 10.1% | 6.4%  | 26.8%               | 795             |
| Mechanized harvesting equipment  | 38.2%                | 5.8% | 6.2%  | 4.4% | 9.5%  | 8.5%  | 4.2%  | 5.4%  | 4.2%  | 13.5%               | 790             |
| Market preparation facilities(location to strip/bale tobacco)                                | 19.0%                | 3.0% | 4.7%  | 4.2% | 10.8% | 8.1%  | 7.1%  | 7.9%  | 8.6%  | 26.6%               | 793             |
| Irrigation equipment   | 42.9%                | 7.9% | 5.7%  | 4.0% | 11.3% | 5.8%  | 4.3%  | 4.4%  | 3.1%  | 10.5%               | 794             |
| Buying more land   | 47.3%                | 4.3% | 4.9%  | 4.4% | 8.6%  | 5.2%  | 4.3%  | 4.0%  | 3.0%  | 14.0%               | 793             |
| Leasing more land  | 48.6%                | 4.9% | 3.8%  | 3.0% | 7.9%  | 4.0%  | 5.7%  | 4.7%  | 3.6%  | 13.8%               | 795             |
| <b>Flue</b>  |                      |      |       |      |       |       |       |       |       |                     |                 |
| Curing barns/structures  | 2.3%                 | 1.7% | 1.7%  | 3.4% | 6.3%  | 7.5%  | 9.2%  | 8.6%  | 13.2% | 46.0%               | 174             |
| Migrant worker housing   | 16.7%                | 4.6% | 1.7%  | 2.3% | 9.8%  | 9.2%  | 10.9% | 11.5% | 8.6%  | 24.7%               | 174             |
| Tobacco baling equipment   | 8.6%                 | 2.3% | 4.6%  | 2.9% | 13.8% | 10.3% | 10.9% | 10.3% | 6.9%  | 29.3%               | 174             |
| Mechanized harvesting equipment  | 8.0%                 | 4.6% | 5.2%  | 1.7% | 8.6%  | 10.9% | 8.0%  | 9.8%  | 8.6%  | 34.5%               | 174             |
| Market preparation facilities(location to strip/bale tobacco)                                | 8.7%                 | 4.0% | 4.6%  | 1.2% | 10.4% | 11.0% | 12.1% | 13.9% | 8.1%  | 26.0%               | 173             |
| Irrigation equipment   | 11.5%                | 2.9% | 6.9%  | 8.0% | 13.8% | 15.5% | 7.5%  | 10.9% | 7.5%  | 15.5%               | 174             |
| Buying more land   | 15.6%                | 4.0% | 8.1%  | 5.2% | 13.9% | 9.2%  | 5.2%  | 9.8%  | 5.8%  | 23.1%               | 173             |
| Leasing more land  | 11.5%                | 4.0% | 4.6%  | 4.0% | 10.9% | 9.2%  | 6.3%  | 12.6% | 8.0%  | 28.7%               | 174             |
| <b>Dark-Air</b>  |                      |      |       |      |       |       |       |       |       |                     |                 |
| Curing barns/structures  | 8.1%                 | 5.4% | 0.0%  | 0.0% | 8.1%  | 2.7%  | 8.1%  | 24.3% | 2.7%  | 40.5%               | 37              |
| Migrant worker housing   | 32.4%                | 2.7% | 5.4%  | 8.1% | 16.2% | 8.1%  | 8.1%  | 2.7%  | 5.4%  | 10.8%               | 37              |
| Tobacco baling equipment   | 22.2%                | 5.6% | 8.3%  | 2.8% | 19.4% | 13.9% | 11.1% | 5.6%  | 5.6%  | 5.6%                | 36              |
| Mechanized harvesting equipment  | 40.5%                | 5.4% | 13.5% | 5.4% | 18.9% | 5.4%  | 2.7%  | 0.0%  | 2.7%  | 5.4%                | 37              |
| Market preparation facilities(location to strip/bale tobacco)                                | 15.0%                | 7.5% | 7.5%  | 7.5% | 30.0% | 5.0%  | 5.0%  | 7.5%  | 7.5%  | 7.5%                | 40              |
| Irrigation equipment   | 33.3%                | 0.0% | 8.3%  | 2.8% | 11.1% | 5.6%  | 11.1% | 11.1% | 2.8%  | 13.9%               | 36              |
| Buying more land   | 45.9%                | 2.7% | 2.7%  | 2.7% | 10.8% | 2.7%  | 2.7%  | 16.2% | 2.7%  | 10.8%               | 37              |
| Leasing more land  | 43.2%                | 0.0% | 2.7%  | 5.4% | 5.4%  | 0.0%  | 2.7%  | 21.6% | 2.7%  | 16.2%               | 37              |
| <b>Dark Fired</b>  |                      |      |       |      |       |       |       |       |       |                     |                 |
| Curing barns/structures  | 6.7%                 | 3.4% | 3.4%  | 2.2% | 5.6%  | 4.5%  | 3.4%  | 9.0%  | 10.1% | 51.7%               | 89              |
| Migrant worker housing   | 28.1%                | 5.6% | 2.2%  | 3.4% | 5.6%  | 7.9%  | 5.6%  | 11.2% | 4.5%  | 25.8%               | 89              |
| Tobacco baling equipment   | 25.3%                | 3.4% | 2.3%  | 4.6% | 16.1% | 16.1% | 8.0%  | 5.7%  | 3.4%  | 14.9%               | 87              |
| Mechanized harvesting equipment  | 32.2%                | 8.0% | 6.9%  | 6.9% | 14.9% | 10.3% | 1.1%  | 6.9%  | 2.3%  | 10.3%               | 87              |
| Market preparation facilities(location to strip/bale tobacco)                                | 10.3%                | 8.0% | 2.3%  | 2.3% | 5.7%  | 6.9%  | 6.9%  | 13.8% | 8.0%  | 35.6%               | 87              |
| Irrigation equipment   | 6.9%                 | 5.7% | 1.1%  | 4.6% | 11.5% | 5.7%  | 11.5% | 12.6% | 9.2%  | 31.0%               | 87              |
| Buying more land   | 26.4%                | 4.6% | 5.7%  | 2.3% | 9.2%  | 6.9%  | 5.7%  | 11.5% | 6.9%  | 20.7%               | 87              |
| Leasing more land  | 28.7%                | 3.4% | 0.0%  | 3.4% | 8.0%  | 5.7%  | 14.9% | 4.6%  | 5.7%  | 25.3%               | 87              |

## IV. Farming Decisions and Operation

### 11. How important were the following factors in your decision whether or not and how much tobacco to produce in 2007?

| Important factors                            | Not Important at all |    |    |    |    |    |    |    |    |     | Extremely important | Total responses |
|--|----------------------|----|----|----|----|----|----|----|----|-----|---------------------|-----------------|
|  | 1                    | 2  | 3  | 4  | 5  | 6  | 7  | 8  | 9  | 10  |                     |                 |
| <b>Burley</b>                                |                      |    |    |    |    |    |    |    |    |     |                     |                 |
| Your current age                             | 216                  | 21 | 37 | 22 | 53 | 71 | 59 | 71 | 41 | 206 | 797                 |                 |
| Price of tobacco                             | 14                   | 1  | 0  | 5  | 13 | 21 | 26 | 54 | 73 | 601 | 808                 |                 |
| Availability of labor                        | 52                   | 15 | 20 | 14 | 53 | 49 | 52 | 99 | 79 | 367 | 800                 |                 |
| Cost of labor                                | 50                   | 12 | 13 | 9  | 42 | 41 | 49 | 93 | 88 | 407 | 804                 |                 |
| Cost of fuel                                 | 27                   | 5  | 17 | 15 | 43 | 55 | 70 | 77 | 69 | 428 | 806                 |                 |
| Cost of fertilizer                           | 13                   | 3  | 9  | 8  | 17 | 47 | 40 | 61 | 87 | 520 | 805                 |                 |
| Cost of financing                            | 218                  | 34 | 30 | 44 | 57 | 55 | 41 | 47 | 29 | 246 | 801                 |                 |
| Availability of financing                    | 271                  | 39 | 42 | 36 | 57 | 56 | 35 | 37 | 20 | 201 | 794                 |                 |
| Cost of land                                 | 269                  | 38 | 26 | 25 | 52 | 50 | 38 | 41 | 37 | 217 | 793                 |                 |
| Availability of land                         | 246                  | 29 | 29 | 18 | 50 | 45 | 39 | 50 | 53 | 238 | 797                 |                 |
| Availability of curing barns                 | 189                  | 19 | 24 | 24 | 48 | 51 | 38 | 48 | 62 | 302 | 805                 |                 |
| Age of equipment and/or curing barns         | 157                  | 27 | 36 | 30 | 95 | 87 | 71 | 64 | 36 | 204 | 807                 |                 |
| Opportunity to grow other crops              | 216                  | 40 | 49 | 40 | 87 | 89 | 52 | 54 | 43 | 131 | 801                 |                 |
| Opportunity to raise livestock               | 175                  | 21 | 26 | 28 | 64 | 61 | 59 | 72 | 59 | 240 | 805                 |                 |
| Off-farm income opportunities                | 225                  | 35 | 36 | 21 | 61 | 64 | 50 | 56 | 51 | 202 | 801                 |                 |
| No one to manage the operation               | 361                  | 66 | 35 | 23 | 59 | 54 | 33 | 28 | 31 | 109 | 799                 |                 |
| Uncertainty about future income from tobacco | 73                   | 11 | 13 | 15 | 38 | 36 | 45 | 57 | 62 | 458 | 808                 |                 |
| <b>Flue</b>                                  |                      |    |    |    |    |    |    |    |    |     |                     |                 |
| Your current age                             | 43                   | 2  | 11 | 7  | 15 | 17 | 10 | 22 | 12 | 37  | 176                 |                 |
| Price of tobacco                             | 1                    | 0  | 1  | 0  | 0  | 4  | 4  | 12 | 16 | 139 | 177                 |                 |
| Availability of labor                        | 4                    | 1  | 1  | 1  | 16 | 8  | 14 | 27 | 25 | 80  | 177                 |                 |
| Cost of labor                                | 3                    | 0  | 0  | 2  | 5  | 7  | 14 | 21 | 25 | 99  | 176                 |                 |
| Cost of fuel                                 | 2                    | 0  | 0  | 0  | 2  | 1  | 6  | 16 | 22 | 126 | 175                 |                 |
| Cost of fertilizer                           | 3                    | 0  | 1  | 0  | 2  | 4  | 8  | 20 | 21 | 118 | 177                 |                 |
| Cost of financing                            | 13                   | 3  | 8  | 3  | 12 | 15 | 18 | 19 | 11 | 75  | 177                 |                 |
| Availability of financing                    | 23                   | 8  | 11 | 7  | 14 | 16 | 14 | 17 | 8  | 59  | 177                 |                 |
| Cost of land                                 | 16                   | 6  | 6  | 3  | 14 | 19 | 11 | 18 | 13 | 68  | 174                 |                 |
| Availability of land                         | 11                   | 6  | 5  | 3  | 9  | 17 | 6  | 24 | 13 | 81  | 175                 |                 |
| Availability of curing barns                 | 16                   | 6  | 9  | 11 | 21 | 18 | 11 | 21 | 13 | 51  | 177                 |                 |
| Age of equipment and/or curing barns         | 16                   | 3  | 6  | 9  | 15 | 18 | 20 | 34 | 6  | 50  | 177                 |                 |
| Opportunity to grow other crops              | 16                   | 2  | 9  | 11 | 13 | 19 | 25 | 18 | 15 | 49  | 177                 |                 |
| Opportunity to raise livestock               | 67                   | 12 | 15 | 6  | 12 | 9  | 11 | 9  | 10 | 26  | 177                 |                 |
| Off-farm income opportunities                | 51                   | 13 | 12 | 7  | 13 | 18 | 11 | 15 | 8  | 29  | 177                 |                 |
| No one to manage the operation               | 60                   | 16 | 13 | 6  | 6  | 13 | 10 | 12 | 9  | 32  | 177                 |                 |
| Uncertainty about future income from tobacco | 3                    | 1  | 2  | 4  | 10 | 6  | 9  | 13 | 20 | 109 | 177                 |                 |

| How important were the following factors in your decision whether or not and how much tobacco to produce in 2007? |                      |   |    |   |    |    |    |    |    |    |                     |                 |
|---|----------------------|---|----|---|----|----|----|----|----|----|---------------------|-----------------|
| Important factors   | Not Important at all |   |    |   |    |    |    |    |    |    | Extremely important | Total responses |
|   | 1                    | 2 | 3  | 4 | 5  | 6  | 7  | 8  | 9  | 10 |                     |                 |
| <b>Dark Air</b>   |                      |   |    |   |    |    |    |    |    |    |                     |                 |
| Your current age  | 6                    | 1 | 2  | 1 | 5  | 4  | 3  | 5  | 0  | 10 | 37                  |                 |
| Price of tobacco  | 0                    | 0 | 1  | 0 | 0  | 0  | 0  | 3  | 5  | 28 | 37                  |                 |
| Availability of labor   | 2                    | 0 | 2  | 3 | 0  | 1  | 3  | 6  | 7  | 13 | 37                  |                 |
| Cost of labor   | 1                    | 0 | 2  | 1 | 1  | 1  | 4  | 5  | 5  | 17 | 37                  |                 |
| Cost of fuel  | 0                    | 1 | 3  | 1 | 3  | 2  | 5  | 4  | 3  | 15 | 37                  |                 |
| Cost of fertilizer  | 0                    | 1 | 1  | 1 | 1  | 1  | 4  | 7  | 2  | 19 | 37                  |                 |
| Cost of financing   | 13                   | 1 | 4  | 0 | 2  | 0  | 2  | 5  | 1  | 8  | 36                  |                 |
| Availability of financing   | 13                   | 2 | 3  | 3 | 3  | 0  | 1  | 3  | 1  | 7  | 36                  |                 |
| Cost of land  | 11                   | 2 | 4  | 1 | 3  | 1  | 2  | 2  | 2  | 9  | 37                  |                 |
| Availability of land  | 13                   | 2 | 2  | 3 | 0  | 1  | 1  | 2  | 3  | 10 | 37                  |                 |
| Availability of curing barns  | 6                    | 2 | 3  | 2 | 0  | 3  | 2  | 2  | 4  | 13 | 37                  |                 |
| Age of equipment and/or curing barns  | 3                    | 3 | 2  | 4 | 4  | 4  | 1  | 8  | 2  | 5  | 36                  |                 |
| Opportunity to grow other crops   | 7                    | 2 | 2  | 4 | 1  | 1  | 6  | 5  | 0  | 8  | 36                  |                 |
| Opportunity to raise livestock  | 14                   | 2 | 2  | 2 | 3  | 1  | 2  | 4  | 1  | 5  | 36                  |                 |
| Off-farm income opportunities   | 13                   | 1 | 3  | 4 | 2  | 2  | 2  | 5  | 2  | 1  | 35                  |                 |
| No one to manage the operation  | 12                   | 6 | 3  | 1 | 3  | 2  | 1  | 0  | 2  | 6  | 36                  |                 |
| Uncertainty about future income from tobacco  | 2                    | 2 | 2  | 1 | 1  | 2  | 2  | 4  | 5  | 15 | 36                  |                 |
| <b>Dark Fired</b>   |                      |   |    |   |    |    |    |    |    |    |                     |                 |
| Your current age  | 19                   | 4 | 2  | 2 | 5  | 8  | 10 | 10 | 6  | 23 | 89                  |                 |
| Price of tobacco  | 0                    | 0 | 0  | 0 | 1  | 2  | 2  | 9  | 7  | 68 | 89                  |                 |
| Availability of labor   | 3                    | 1 | 1  | 2 | 2  | 5  | 4  | 12 | 11 | 48 | 89                  |                 |
| Cost of labor   | 2                    | 0 | 2  | 0 | 1  | 5  | 4  | 14 | 8  | 53 | 89                  |                 |
| Cost of fuel  | 1                    | 1 | 1  | 2 | 3  | 9  | 11 | 11 | 5  | 45 | 89                  |                 |
| Cost of fertilizer  | 1                    | 1 | 0  | 1 | 2  | 7  | 6  | 15 | 7  | 49 | 89                  |                 |
| Cost of financing   | 17                   | 4 | 1  | 5 | 8  | 7  | 9  | 6  | 3  | 29 | 89                  |                 |
| Availability of financing   | 23                   | 3 | 7  | 2 | 9  | 4  | 7  | 4  | 4  | 26 | 89                  |                 |
| Cost of land  | 14                   | 3 | 3  | 5 | 4  | 7  | 8  | 6  | 9  | 29 | 88                  |                 |
| Availability of land  | 15                   | 5 | 2  | 2 | 3  | 5  | 7  | 7  | 6  | 37 | 89                  |                 |
| Availability of curing barns  | 16                   | 2 | 0  | 0 | 4  | 5  | 4  | 8  | 10 | 40 | 89                  |                 |
| Age of equipment and/or curing barns  | 13                   | 5 | 2  | 3 | 5  | 13 | 13 | 8  | 8  | 19 | 89                  |                 |
| Opportunity to grow other crops   | 21                   | 4 | 7  | 3 | 7  | 11 | 7  | 11 | 7  | 10 | 88                  |                 |
| Opportunity to raise livestock  | 29                   | 3 | 3  | 2 | 10 | 12 | 3  | 11 | 3  | 13 | 89                  |                 |
| Off-farm income opportunities   | 27                   | 6 | 3  | 4 | 9  | 10 | 3  | 4  | 10 | 13 | 89                  |                 |
| No one to manage the operation  | 31                   | 3 | 10 | 5 | 8  | 7  | 4  | 5  | 5  | 11 | 89                  |                 |
| Uncertainty about future income from tobacco  | 6                    | 1 | 7  | 2 | 2  | 8  | 8  | 9  | 2  | 44 | 89                  |                 |

| How important were the following factors in your decision whether or not and how much tobacco to produce in 2007? |       |      |      |      |       |       |       |       |       |       |                     |                 |
|---|-------|------|------|------|-------|-------|-------|-------|-------|-------|---------------------|-----------------|
| Not important at  |       |      |      |      |       |       |       |       |       |       | Extremely important | Total responses |
| all   | 1     | 2    | 3    | 4    | 5     | 6     | 7     | 8     | 9     | 10    |                     |                 |
| <b>Burley</b>   |       |      |      |      |       |       |       |       |       |       |                     |                 |
| Your current age  | 27.1% | 2.6% | 4.6% | 2.8% | 6.6%  | 8.9%  | 7.4%  | 8.9%  | 5.1%  | 25.8% | 797                 |                 |
| Price of tobacco  | 1.7%  | 0.1% | 0.0% | 0.6% | 1.6%  | 2.6%  | 3.2%  | 6.7%  | 9.0%  | 74.4% | 808                 |                 |
| Availability of labor   | 6.5%  | 1.9% | 2.5% | 1.8% | 6.6%  | 6.1%  | 6.5%  | 12.4% | 9.9%  | 45.9% | 800                 |                 |
| Cost of labor   | 6.2%  | 1.5% | 1.6% | 1.1% | 5.2%  | 5.1%  | 6.1%  | 11.6% | 10.9% | 50.6% | 804                 |                 |
| Cost of fuel  | 3.3%  | 0.6% | 2.1% | 1.9% | 5.3%  | 6.8%  | 8.7%  | 9.6%  | 8.6%  | 53.1% | 806                 |                 |
| Cost of fertilizer  | 1.6%  | 0.4% | 1.1% | 1.0% | 2.1%  | 5.8%  | 5.0%  | 7.6%  | 10.8% | 64.6% | 805                 |                 |
| Cost of financing   | 27.2% | 4.2% | 3.7% | 5.5% | 7.1%  | 6.9%  | 5.1%  | 5.9%  | 3.6%  | 30.7% | 801                 |                 |
| Availability of financing   | 34.1% | 4.9% | 5.3% | 4.5% | 7.2%  | 7.1%  | 4.4%  | 4.7%  | 2.5%  | 25.3% | 794                 |                 |
| Cost of land  | 33.9% | 4.8% | 3.3% | 3.2% | 6.6%  | 6.3%  | 4.8%  | 5.2%  | 4.7%  | 27.4% | 793                 |                 |
| Availability of land  | 30.9% | 3.6% | 3.6% | 2.3% | 6.3%  | 5.6%  | 4.9%  | 6.3%  | 6.6%  | 29.9% | 797                 |                 |
| Availability of curing barns  | 23.5% | 2.4% | 3.0% | 3.0% | 6.0%  | 6.3%  | 4.7%  | 6.0%  | 7.7%  | 37.5% | 805                 |                 |
| Age of equipment and/or curing barns  | 19.5% | 3.3% | 4.5% | 3.7% | 11.8% | 10.8% | 8.8%  | 7.9%  | 4.5%  | 25.3% | 807                 |                 |
| Opportunity to grow other crops   | 27.0% | 5.0% | 6.1% | 5.0% | 10.9% | 11.1% | 6.5%  | 6.7%  | 5.4%  | 16.4% | 801                 |                 |
| Opportunity to raise livestock  | 21.7% | 2.6% | 3.2% | 3.5% | 8.0%  | 7.6%  | 7.3%  | 8.9%  | 7.3%  | 29.8% | 805                 |                 |
| Off-farm income opportunities   | 28.1% | 4.4% | 4.5% | 2.6% | 7.6%  | 8.0%  | 6.2%  | 7.0%  | 6.4%  | 25.2% | 801                 |                 |
| No one to manage the operation  | 45.2% | 8.3% | 4.4% | 2.9% | 7.4%  | 6.8%  | 4.1%  | 3.5%  | 3.9%  | 13.6% | 799                 |                 |
| Uncertainty about future income from tobacco  | 9.0%  | 1.4% | 1.6% | 1.9% | 4.7%  | 4.5%  | 5.6%  | 7.1%  | 7.7%  | 56.7% | 808                 |                 |
| <b>Flue</b>   |       |      |      |      |       |       |       |       |       |       |                     |                 |
| Your current age  | 24.4% | 1.1% | 6.3% | 4.0% | 8.5%  | 9.7%  | 5.7%  | 12.5% | 6.8%  | 21.0% | 176                 |                 |
| Price of tobacco  | 0.6%  | 0.0% | 0.6% | 0.0% | 0.0%  | 2.3%  | 2.3%  | 6.8%  | 9.0%  | 78.5% | 177                 |                 |
| Availability of labor   | 2.3%  | 0.6% | 0.6% | 0.6% | 9.0%  | 4.5%  | 7.9%  | 15.3% | 14.1% | 45.2% | 177                 |                 |
| Cost of labor   | 1.7%  | 0.0% | 0.0% | 1.1% | 2.8%  | 4.0%  | 8.0%  | 11.9% | 14.2% | 56.3% | 176                 |                 |
| Cost of fuel  | 1.1%  | 0.0% | 0.0% | 0.0% | 1.1%  | 0.6%  | 3.4%  | 9.1%  | 12.6% | 72.0% | 175                 |                 |
| Cost of fertilizer  | 1.7%  | 0.0% | 0.6% | 0.0% | 1.1%  | 2.3%  | 4.5%  | 11.3% | 11.9% | 66.7% | 177                 |                 |
| Cost of financing   | 7.3%  | 1.7% | 4.5% | 1.7% | 6.8%  | 8.5%  | 10.2% | 10.7% | 6.2%  | 42.4% | 177                 |                 |
| Availability of financing   | 13.0% | 4.5% | 6.2% | 4.0% | 7.9%  | 9.0%  | 7.9%  | 9.6%  | 4.5%  | 33.3% | 177                 |                 |
| Cost of land  | 9.2%  | 3.4% | 3.4% | 1.7% | 8.0%  | 10.9% | 6.3%  | 10.3% | 7.5%  | 39.1% | 174                 |                 |
| Availability of land  | 6.3%  | 3.4% | 2.9% | 1.7% | 5.1%  | 9.7%  | 3.4%  | 13.7% | 7.4%  | 46.3% | 175                 |                 |
| Availability of curing barns  | 9.0%  | 3.4% | 5.1% | 6.2% | 11.9% | 10.2% | 6.2%  | 11.9% | 7.3%  | 28.8% | 177                 |                 |
| Age of equipment and/or curing barns  | 9.0%  | 1.7% | 3.4% | 5.1% | 8.5%  | 10.2% | 11.3% | 19.2% | 3.4%  | 28.2% | 177                 |                 |
| Opportunity to grow other crops   | 9.0%  | 1.1% | 5.1% | 6.2% | 7.3%  | 10.7% | 14.1% | 10.2% | 8.5%  | 27.7% | 177                 |                 |
| Opportunity to raise livestock  | 37.9% | 6.8% | 8.5% | 3.4% | 6.8%  | 5.1%  | 6.2%  | 5.1%  | 5.6%  | 14.7% | 177                 |                 |
| Off-farm income opportunities   | 28.8% | 7.3% | 6.8% | 4.0% | 7.3%  | 10.2% | 6.2%  | 8.5%  | 4.5%  | 16.4% | 177                 |                 |
| No one to manage the operation  | 33.9% | 9.0% | 7.3% | 3.4% | 3.4%  | 7.3%  | 5.6%  | 6.8%  | 5.1%  | 18.1% | 177                 |                 |
| Uncertainty about future income from tobacco  | 1.7%  | 0.6% | 1.1% | 2.3% | 5.6%  | 3.4%  | 5.1%  | 7.3%  | 11.3% | 61.6% | 177                 |                 |

| How important were the following factors in your decision whether or not and how much tobacco to produce in 2007? |                      |       |       |       |       |       |       |       |       |       |                     |                 |
|---|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------------------|-----------------|
|   | Not important at all |       |       |       |       |       |       |       |       |       | Extremely important | Total responses |
| Dark Air  | 1                    | 2     | 3     | 4     | 5     | 6     | 7     | 8     | 9     | 10    |                     |                 |
| Availability of labor   | 5.4%                 | 0.0%  | 5.4%  | 8.1%  | 0.0%  | 2.7%  | 8.1%  | 16.2% | 18.9% | 35.1% | 37                  |                 |
| Cost of labor   | 2.7%                 | 0.0%  | 5.4%  | 2.7%  | 2.7%  | 2.7%  | 10.8% | 13.5% | 13.5% | 45.9% | 37                  |                 |
| Cost of fuel  | 0.0%                 | 2.7%  | 8.1%  | 2.7%  | 8.1%  | 5.4%  | 13.5% | 10.8% | 8.1%  | 40.5% | 37                  |                 |
| Cost of fertilizer  | 0.0%                 | 2.7%  | 2.7%  | 2.7%  | 2.7%  | 2.7%  | 10.8% | 18.9% | 5.4%  | 51.4% | 37                  |                 |
| Cost of financing   | 36.1%                | 2.8%  | 11.1% | 0.0%  | 5.6%  | 0.0%  | 5.6%  | 13.9% | 2.8%  | 22.2% | 36                  |                 |
| Availability of financing   | 36.1%                | 5.6%  | 8.3%  | 8.3%  | 8.3%  | 0.0%  | 2.8%  | 8.3%  | 2.8%  | 19.4% | 36                  |                 |
| Cost of land  | 29.7%                | 5.4%  | 10.8% | 2.7%  | 8.1%  | 2.7%  | 5.4%  | 5.4%  | 5.4%  | 24.3% | 37                  |                 |
| Availability of land  | 35.1%                | 5.4%  | 5.4%  | 8.1%  | 0.0%  | 2.7%  | 2.7%  | 5.4%  | 8.1%  | 27.0% | 37                  |                 |
| Availability of curing barns  | 16.2%                | 5.4%  | 8.1%  | 5.4%  | 0.0%  | 8.1%  | 5.4%  | 5.4%  | 10.8% | 35.1% | 37                  |                 |
| Age of equipment and/or curing barns  | 8.3%                 | 8.3%  | 5.6%  | 11.1% | 11.1% | 11.1% | 2.8%  | 22.2% | 5.6%  | 13.9% | 36                  |                 |
| Opportunity to grow other crops   | 19.4%                | 5.6%  | 5.6%  | 11.1% | 2.8%  | 2.8%  | 16.7% | 13.9% | 0.0%  | 22.2% | 36                  |                 |
| Opportunity to raise livestock  | 38.9%                | 5.6%  | 5.6%  | 5.6%  | 8.3%  | 2.8%  | 5.6%  | 11.1% | 2.8%  | 13.9% | 36                  |                 |
| Off-farm income opportunities   | 37.1%                | 2.9%  | 8.6%  | 11.4% | 5.7%  | 5.7%  | 5.7%  | 14.3% | 5.7%  | 2.9%  | 35                  |                 |
| No one to manage the operation  | 33.3%                | 16.7% | 8.3%  | 2.8%  | 8.3%  | 5.6%  | 2.8%  | 0.0%  | 5.6%  | 16.7% | 36                  |                 |
| Uncertainty about future income from tobacco  | 5.6%                 | 5.6%  | 5.6%  | 2.8%  | 2.8%  | 5.6%  | 5.6%  | 11.1% | 13.9% | 41.7% | 36                  |                 |
| <b>Dark Fired</b>   |                      |       |       |       |       |       |       |       |       |       |                     |                 |
| Your current age  | 21.3%                | 4.5%  | 2.2%  | 2.2%  | 5.6%  | 9.0%  | 11.2% | 11.2% | 6.7%  | 25.8% | 89                  |                 |
| Price of tobacco  | 0.0%                 | 0.0%  | 0.0%  | 0.0%  | 1.1%  | 2.2%  | 2.2%  | 10.1% | 7.9%  | 76.4% | 89                  |                 |
| Availability of labor   | 3.4%                 | 1.1%  | 1.1%  | 2.2%  | 2.2%  | 5.6%  | 4.5%  | 13.5% | 12.4% | 53.9% | 89                  |                 |
| Cost of labor   | 2.2%                 | 0.0%  | 2.2%  | 0.0%  | 1.1%  | 5.6%  | 4.5%  | 15.7% | 9.0%  | 59.6% | 89                  |                 |
| Cost of fuel  | 1.1%                 | 1.1%  | 1.1%  | 2.2%  | 3.4%  | 10.1% | 12.4% | 12.4% | 5.6%  | 50.6% | 89                  |                 |
| Cost of fertilizer  | 1.1%                 | 1.1%  | 0.0%  | 1.1%  | 2.2%  | 7.9%  | 6.7%  | 16.9% | 7.9%  | 55.1% | 89                  |                 |
| Cost of financing   | 19.1%                | 4.5%  | 1.1%  | 5.6%  | 9.0%  | 7.9%  | 10.1% | 6.7%  | 3.4%  | 32.6% | 89                  |                 |
| Availability of financing   | 25.8%                | 3.4%  | 7.9%  | 2.2%  | 10.1% | 4.5%  | 7.9%  | 4.5%  | 4.5%  | 29.2% | 89                  |                 |
| Cost of land  | 15.9%                | 3.4%  | 3.4%  | 5.7%  | 4.5%  | 8.0%  | 9.1%  | 6.8%  | 10.2% | 33.0% | 88                  |                 |
| Availability of land  | 16.9%                | 5.6%  | 2.2%  | 2.2%  | 3.4%  | 5.6%  | 7.9%  | 7.9%  | 6.7%  | 41.6% | 89                  |                 |
| Availability of curing barns  | 18.0%                | 2.2%  | 0.0%  | 0.0%  | 4.5%  | 5.6%  | 4.5%  | 9.0%  | 11.2% | 44.9% | 89                  |                 |
| Age of equipment and/or curing barns  | 14.6%                | 5.6%  | 2.2%  | 3.4%  | 5.6%  | 14.6% | 14.6% | 9.0%  | 9.0%  | 21.3% | 89                  |                 |
| Opportunity to grow other crops   | 23.9%                | 4.5%  | 8.0%  | 3.4%  | 8.0%  | 12.5% | 8.0%  | 12.5% | 8.0%  | 11.4% | 88                  |                 |
| Opportunity to raise livestock  | 32.6%                | 3.4%  | 3.4%  | 2.2%  | 11.2% | 13.5% | 3.4%  | 12.4% | 3.4%  | 14.6% | 89                  |                 |
| Off-farm income opportunities   | 30.3%                | 6.7%  | 3.4%  | 4.5%  | 10.1% | 11.2% | 3.4%  | 4.5%  | 11.2% | 14.6% | 89                  |                 |
| No one to manage the operation  | 34.8%                | 3.4%  | 11.2% | 5.6%  | 9.0%  | 7.9%  | 4.5%  | 5.6%  | 5.6%  | 12.4% | 89                  |                 |
| Uncertainty about future income from tobacco  | 6.7%                 | 1.1%  | 7.9%  | 2.2%  | 2.2%  | 9.0%  | 9.0%  | 10.1% | 2.2%  | 49.4% | 89                  |                 |

## 12. (Retirement) How likely are the following to be true?

|   | Not likely at all |    |    |    |    |    |    |    | Extremely likely |     | Total responses |
|---|-------------------|----|----|----|----|----|----|----|------------------|-----|-----------------|
|   | 1                 | 2  | 3  | 4  | 5  | 6  | 7  | 8  | 9                | 10  |                 |
| When I reach retirement age, a family member will manage the farming operation. | 299               | 44 | 38 | 29 | 59 | 47 | 35 | 56 | 27               | 173 | 807             |
| When I reach retirement age, I will rent my farm to another producer.           | 399               | 50 | 64 | 41 | 71 | 54 | 22 | 31 | 8                | 60  | 800             |
| After I retire, tobacco will be produced on my farm.                            | 258               | 55 | 52 | 41 | 94 | 71 | 28 | 41 | 25               | 139 | 804             |
| After I retire, tobacco my land will be sold and remain in agricultural use.    | 442               | 62 | 33 | 20 | 63 | 59 | 26 | 25 | 14               | 52  | 796             |
| After I retire my land will be sold for development.                            | 522               | 52 | 39 | 19 | 41 | 41 | 14 | 18 | 7                | 48  | 801             |
| It is likely that I will sell my farm before I reach retirement age.            | 596               | 42 | 37 | 12 | 34 | 16 | 7  | 14 | 6                | 35  | 799             |
| When I reach retirement age, a family member will manage the farming operation. | 58                | 13 | 8  | 8  | 17 | 15 | 10 | 7  | 6                | 35  | 177             |
| When I reach retirement age, I will rent my farm to another producer.           | 59                | 11 | 10 | 17 | 17 | 21 | 8  | 10 | 7                | 16  | 176             |
| After I retire, tobacco will be produced on my farm.                            | 39                | 10 | 12 | 10 | 28 | 14 | 11 | 18 | 8                | 26  | 176             |
| After I retire, tobacco my land will be sold and remain in agricultural use.    | 101               | 16 | 13 | 11 | 16 | 4  | 3  | 4  | 1                | 6   | 175             |
| After I retire my land will be sold for development.                            | 104               | 13 | 12 | 5  | 13 | 6  | 4  | 7  | 3                | 10  | 177             |
| It is likely that I will sell my farm before I reach retirement age.            | 128               | 15 | 10 | 4  | 8  | 2  | 1  | 1  | 1                | 6   | 176             |
| When I reach retirement age, a family member will manage the farming operation. | 9                 | 6  | 2  | 1  | 0  | 1  | 3  | 4  | 4                | 7   | 37              |
| When I reach retirement age, I will rent my farm to another producer.           | 11                | 6  | 2  | 1  | 3  | 1  | 6  | 1  | 2                | 4   | 37              |
| After I retire, tobacco will be produced on my farm.                            | 8                 | 2  | 1  | 2  | 2  | 7  | 3  | 3  | 2                | 7   | 37              |
| After I retire, tobacco my land will be sold and remain in agricultural use.    | 21                | 5  | 2  | 2  | 4  | 0  | 0  | 1  | 2                | 0   | 37              |
| After I retire my land will be sold for development.                            | 27                | 4  | 0  | 0  | 2  | 1  | 1  | 0  | 0                | 2   | 37              |
| It is likely that I will sell my farm before I reach retirement age.            | 27                | 2  | 1  | 1  | 5  | 0  | 0  | 0  | 0                | 1   | 37              |
| When I reach retirement age, a family member will manage the farming operation. | 23                | 6  | 6  | 5  | 11 | 4  | 2  | 5  | 4                | 23  | 89              |
| When I reach retirement age, I will rent my farm to another producer.           | 31                | 4  | 6  | 3  | 9  | 13 | 7  | 6  | 3                | 6   | 88              |
| After I retire, tobacco will be produced on my farm.                            | 14                | 3  | 10 | 1  | 6  | 7  | 10 | 11 | 6                | 20  | 88              |
| After I retire, tobacco my land will be sold and remain in agricultural use.    | 47                | 8  | 5  | 4  | 10 | 4  | 3  | 1  | 2                | 2   | 86              |
| After I retire my land will be sold for development.                            | 57                | 8  | 3  | 3  | 7  | 3  | 1  | 0  | 2                | 2   | 86              |
| It is likely that I will sell my farm before I reach retirement age.            | 70                | 7  | 3  | 1  | 2  | 0  | 0  | 3  | 1                | 0   | 87              |

| How likely are the following to be true?  |                   |       |       |      |       |       |       |       |       |                  |                 |
|---|-------------------|-------|-------|------|-------|-------|-------|-------|-------|------------------|-----------------|
|   | Not likely at all |       |       |      |       |       |       |       |       | Extremely likely | Total responses |
|   | 1                 | 2     | 3     | 4    | 5     | 6     | 7     | 8     | 9     | 10               |                 |
| <b>Burley</b>   |                   |       |       |      |       |       |       |       |       |                  |                 |
| When I reach retirement age, a family member will manage the farming operation. | 37.1%             | 5.5%  | 4.7%  | 3.6% | 7.3%  | 5.8%  | 4.3%  | 6.9%  | 3.3%  | 21.4%            | 807             |
| When I reach retirement age, I will rent my farm to another producer.           | 49.9%             | 6.3%  | 8.0%  | 5.1% | 8.9%  | 6.8%  | 2.8%  | 3.9%  | 1.0%  | 7.5%             | 800             |
| After I retire, tobacco will be produced on my farm.                            | 32.1%             | 6.8%  | 6.5%  | 5.1% | 11.7% | 8.8%  | 3.5%  | 5.1%  | 3.1%  | 17.3%            | 804             |
| After I retire, tobacco my land will be sold and remain in agricultural use.    | 55.5%             | 7.8%  | 4.1%  | 2.5% | 7.9%  | 7.4%  | 3.3%  | 3.1%  | 1.8%  | 6.5%             | 796             |
| After I retire my land will be sold for development.                            | 65.2%             | 6.5%  | 4.9%  | 2.4% | 5.1%  | 5.1%  | 1.7%  | 2.2%  | 0.9%  | 6.0%             | 801             |
| It is likely that I will sell my farm before I reach retirement age.            | 74.6%             | 5.3%  | 4.6%  | 1.5% | 4.3%  | 2.0%  | 0.9%  | 1.8%  | 0.8%  | 4.4%             | 799             |
| <b>Flue</b>   |                   |       |       |      |       |       |       |       |       |                  |                 |
| When I reach retirement age, a family member will manage the farming operation. | 32.8%             | 7.3%  | 4.5%  | 4.5% | 9.6%  | 8.5%  | 5.6%  | 4.0%  | 3.4%  | 19.8%            | 177             |
| When I reach retirement age, I will rent my farm to another producer.           | 33.5%             | 6.3%  | 5.7%  | 9.7% | 9.7%  | 11.9% | 4.5%  | 5.7%  | 4.0%  | 9.1%             | 176             |
| After I retire, tobacco will be produced on my farm.                            | 22.2%             | 5.7%  | 6.8%  | 5.7% | 15.9% | 8.0%  | 6.3%  | 10.2% | 4.5%  | 14.8%            | 176             |
| After I retire, tobacco my land will be sold and remain in agricultural use.    | 57.7%             | 9.1%  | 7.4%  | 6.3% | 9.1%  | 2.3%  | 1.7%  | 2.3%  | 0.6%  | 3.4%             | 175             |
| After I retire my land will be sold for development.                            | 58.8%             | 7.3%  | 6.8%  | 2.8% | 7.3%  | 3.4%  | 2.3%  | 4.0%  | 1.7%  | 5.6%             | 177             |
| It is likely that I will sell my farm before I reach retirement age.            | 72.7%             | 8.5%  | 5.7%  | 2.3% | 4.5%  | 1.1%  | 0.6%  | 0.6%  | 0.6%  | 3.4%             | 176             |
| <b>Dark Air</b>   |                   |       |       |      |       |       |       |       |       |                  |                 |
| When I reach retirement age, a family member will manage the farming operation. | 24.3%             | 16.2% | 5.4%  | 2.7% | 0.0%  | 2.7%  | 8.1%  | 10.8% | 10.8% | 18.9%            | 37              |
| When I reach retirement age, I will rent my farm to another producer.           | 29.7%             | 16.2% | 5.4%  | 2.7% | 8.1%  | 2.7%  | 16.2% | 2.7%  | 5.4%  | 10.8%            | 37              |
| After I retire, tobacco will be produced on my farm.                            | 21.6%             | 5.4%  | 2.7%  | 5.4% | 5.4%  | 18.9% | 8.1%  | 8.1%  | 5.4%  | 18.9%            | 37              |
| After I retire, tobacco my land will be sold and remain in agricultural use.    | 56.8%             | 13.5% | 5.4%  | 5.4% | 10.8% | 0.0%  | 0.0%  | 2.7%  | 5.4%  | 0.0%             | 37              |
| After I retire my land will be sold for development.                            | 73.0%             | 10.8% | 0.0%  | 0.0% | 5.4%  | 2.7%  | 2.7%  | 0.0%  | 0.0%  | 5.4%             | 37              |
| It is likely that I will sell my farm before I reach retirement age.            | 73.0%             | 5.4%  | 2.7%  | 2.7% | 13.5% | 0.0%  | 0.0%  | 0.0%  | 0.0%  | 2.7%             | 37              |
| <b>Dark Fired</b>   |                   |       |       |      |       |       |       |       |       |                  |                 |
| When I reach retirement age, a family member will manage the farming operation. | 25.8%             | 6.7%  | 6.7%  | 5.6% | 12.4% | 4.5%  | 2.2%  | 5.6%  | 4.5%  | 25.8%            | 89              |
| When I reach retirement age, I will rent my farm to another producer.           | 35.2%             | 4.5%  | 6.8%  | 3.4% | 10.2% | 14.8% | 8.0%  | 6.8%  | 3.4%  | 6.8%             | 88              |
| After I retire, tobacco will be produced on my farm.                            | 15.9%             | 3.4%  | 11.4% | 1.1% | 6.8%  | 8.0%  | 11.4% | 12.5% | 6.8%  | 22.7%            | 88              |
| After I retire, tobacco my land will be sold and remain in agricultural use.    | 54.7%             | 9.3%  | 5.8%  | 4.7% | 11.6% | 4.7%  | 3.5%  | 1.2%  | 2.3%  | 2.3%             | 86              |
| After I retire my land will be sold for development.                            | 66.3%             | 9.3%  | 3.5%  | 3.5% | 8.1%  | 3.5%  | 1.2%  | 0.0%  | 2.3%  | 2.3%             | 86              |
| It is likely that I will sell my farm before I reach retirement age.            | 80.5%             | 8.0%  | 3.4%  | 1.1% | 2.3%  | 0.0%  | 0.0%  | 3.4%  | 1.1%  | 0.0%             | 87              |

**13. Please estimate the size of the total farming operation that you manage in acres.**

| <b>Estimate the size of the total farming operation that you manage in acres.</b> |                            |                           |                             |                            |                        |
|---|----------------------------|---------------------------|-----------------------------|----------------------------|------------------------|
| <b>(average response)</b>   |                            |                           |                             |                            |                        |
|   | <b>Average acres owned</b> | <b>Median acres owned</b> | <b>Average acres rented</b> | <b>Median acres rented</b> | <b>Total responses</b> |
| <b>Burley</b>   | 202.5                      | 110.0                     | 165.0                       | 40.0                       | 804                    |
| <b>Flue</b>   | 362.5                      | 203.0                     | 554.0                       | 300.0                      | 175                    |
| <b>Dark Air</b>   | 180.2                      | 105.0                     | 222.0                       | 60.0                       | 37                     |
| <b>Dark Fired</b>   | 247.5                      | 157.0                     | 369.4                       | 100.0                      | 87                     |

**14. For the 2007 crop year, how many acres in your farming operation were used for each of the following?**

| <b>For 2007, how many acres in your farming operation were used for each of the following? (average)</b> |               |             |                 |                   |       |
|--|---------------|-------------|-----------------|-------------------|-------|
| <b>Crop</b>  | <b>Burley</b> | <b>Flue</b> | <b>Dark Air</b> | <b>Dark Fired</b> |       |
| <b>tobacco</b>   |               | 14.3        | 102.3           | 15.1              | 23.0  |
| <b>livestock</b>   |               | 79.2        | 36.7            | 21.9              | 86.4  |
| <b>grain crops</b>   |               | 89.2        | 339.7           | 256.5             | 298.5 |
| <b>cotton</b>  |               | 0.2         | 102.9           | 0.0               | 0.0   |
| <b>peanuts</b>   |               | 0.0         | 19.2            | 0.0               | 0.0   |
| <b>hay</b>   |               | 72.2        | 58.2            | 32.6              | 70.7  |
| <b>pasture</b>   |               | 99.9        | 68.3            | 22.6              | 77.6  |
| <b>fruits/veg</b>  |               | 1.6         | 28.1            | 1.1               | 0.4   |
| <b>other</b>   |               | 47.4        | 101.7           | 44.2              | 82.0  |

**15. Which crop or livestock enterprise do you consider most capable of replacing tobacco acreage on your farming operation?**

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| Grain crops            | 116        | 73         | 15        | 28         |
| Cotton                 | 0          | 1          | 0         | 1          |
| Peanuts                | 0          | 7          | 0         | 0          |
| Cow/calf               | 268        | 14         | 6         | 19         |
| Hogs                   | 5          | 6          | 0         | 1          |
| Pasture                | 28         | 0          | 0         | 3          |
| Nursery/landscape      | 21         | 6          | 0         | 1          |
| Fruits/vegetables      | 46         | 15         | 1         | 2          |
| Hay                    | 106        | 4          | 5         | 7          |
| Beef cattle            | 128        | 13         | 6         | 7          |
| Dairy                  | 14         | 0          | 0         | 0          |
| Goats                  | 2          | 0          | 0         | 0          |
| Broilers/poultry       | 3          | 7          | 1         | 1          |
| Other                  | 9          | 4          | 1         | 3          |
| <b>Total responses</b> | <b>746</b> | <b>150</b> | <b>35</b> | <b>73</b>  |

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| Grain crops            | 15.5%      | 48.7%      | 42.9%     | 38.4%      |
| Cotton                 | 0.0%       | 0.7%       | 0.0%      | 1.4%       |
| Peanuts                | 0.0%       | 4.7%       | 0.0%      | 0.0%       |
| Cow/calf               | 35.9%      | 9.3%       | 17.1%     | 26.0%      |
| Hogs                   | 0.7%       | 4.0%       | 0.0%      | 1.4%       |
| Pasture                | 3.8%       | 0.0%       | 0.0%      | 4.1%       |
| Nursery/landscape      | 2.8%       | 4.0%       | 0.0%      | 1.4%       |
| Fruits/vegetables      | 6.2%       | 10.0%      | 2.9%      | 2.7%       |
| Hay                    | 14.2%      | 2.7%       | 14.3%     | 9.6%       |
| Beef cattle            | 17.2%      | 8.7%       | 17.1%     | 9.6%       |
| Dairy                  | 1.9%       | 0.0%       | 0.0%      | 0.0%       |
| Goats                  | 0.3%       | 0.0%       | 0.0%      | 0.0%       |
| Broilers/poultry       | 0.4%       | 4.7%       | 2.9%      | 1.4%       |
| Other                  | 1.2%       | 2.7%       | 2.9%      | 4.1%       |
| <b>Total responses</b> | <b>746</b> | <b>150</b> | <b>35</b> | <b>73</b>  |

**16. Which category describes your total cash receipts for your total farming operation for 2007?**

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| Less than \$10,000     | 6          | 1          | 0         | 1          |
| \$1,000 to \$4,999     | 60         | 0          | 1         | 1          |
| \$5,000 to \$9,999     | 75         | 1          | 2         | 3          |
| \$10,000 to \$24,999   | 155        | 4          | 9         | 7          |
| \$25,000 to \$49,999   | 161        | 11         | 7         | 12         |
| \$50,000 to \$99,999   | 149        | 16         | 6         | 15         |
| \$100,000 to \$199,999 | 89         | 30         | 7         | 15         |
| \$200,000 to \$299,999 | 30         | 22         | 2         | 8          |
| \$300,000 to \$399,999 | 23         | 18         | 0         | 6          |
| \$400,000 to \$499,999 | 13         | 11         | 1         | 2          |
| \$500,000 to \$999,999 | 27         | 28         | 0         | 13         |
| \$1,000,000 or more    | 10         | 28         | 2         | 5          |
| <b>Total responses</b> | <b>798</b> | <b>170</b> | <b>37</b> | <b>88</b>  |

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| Less than \$10,000     | 0.8%       | 0.6%       | 0.0%      | 1.1%       |
| \$1,000 to \$4,999     | 7.5%       | 0.0%       | 2.7%      | 1.1%       |
| \$5,000 to \$9,999     | 9.4%       | 0.6%       | 5.4%      | 3.4%       |
| \$10,000 to \$24,999   | 19.4%      | 2.4%       | 24.3%     | 8.0%       |
| \$25,000 to \$49,999   | 20.2%      | 6.5%       | 18.9%     | 13.6%      |
| \$50,000 to \$99,999   | 18.7%      | 9.4%       | 16.2%     | 17.0%      |
| \$100,000 to \$199,999 | 11.2%      | 17.6%      | 18.9%     | 17.0%      |
| \$200,000 to \$299,999 | 3.8%       | 12.9%      | 5.4%      | 9.1%       |
| \$300,000 to \$399,999 | 2.9%       | 10.6%      | 0.0%      | 6.8%       |
| \$400,000 to \$499,999 | 1.6%       | 6.5%       | 2.7%      | 2.3%       |
| \$500,000 to \$999,999 | 3.4%       | 16.5%      | 0.0%      | 14.8%      |
| \$1,000,000 or more    | 1.3%       | 16.5%      | 5.4%      | 5.7%       |
| <b>Total responses</b> | <b>798</b> | <b>170</b> | <b>37</b> | <b>88</b>  |

**17. What portion of your total cash receipts for you total farming operation were from tobacco in 2007?**

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| <b>None</b>            | 8          | 1          | 0         | 0          |
| <b>less than 10%</b>   | 52         | 1          | 3         | 3          |
| <b>10% to 19%</b>      | 76         | 4          | 1         | 7          |
| <b>20% to 29%</b>      | 82         | 5          | 5         | 7          |
| <b>30% to 39%</b>      | 96         | 14         | 5         | 3          |
| <b>40% to 49%</b>      | 92         | 11         | 5         | 4          |
| <b>50% to 59%</b>      | 99         | 30         | 5         | 13         |
| <b>60% to 69%</b>      | 66         | 28         | 0         | 6          |
| <b>70% to 79%</b>      | 73         | 23         | 1         | 10         |
| <b>80% to 89%</b>      | 54         | 25         | 5         | 9          |
| <b>90% to 99%</b>      | 36         | 21         | 5         | 11         |
| <b>100%</b>            | 66         | 11         | 1         | 15         |
| <b>Total responses</b> | <b>800</b> | <b>174</b> | <b>36</b> | <b>88</b>  |

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| <b>None</b>            | 1.0%       | 0.6%       | 0.0%      | 0.0%       |
| <b>less than 10%</b>   | 6.5%       | 0.6%       | 8.3%      | 3.4%       |
| <b>10% to 19%</b>      | 9.5%       | 2.3%       | 2.8%      | 8.0%       |
| <b>20% to 29%</b>      | 10.3%      | 2.9%       | 13.9%     | 8.0%       |
| <b>30% to 39%</b>      | 12.0%      | 8.0%       | 13.9%     | 3.4%       |
| <b>40% to 49%</b>      | 11.5%      | 6.3%       | 13.9%     | 4.5%       |
| <b>50% to 59%</b>      | 12.4%      | 17.2%      | 13.9%     | 14.8%      |
| <b>60% to 69%</b>      | 8.3%       | 16.1%      | 0.0%      | 6.8%       |
| <b>70% to 79%</b>      | 9.1%       | 13.2%      | 2.8%      | 11.4%      |
| <b>80% to 89%</b>      | 6.8%       | 14.4%      | 13.9%     | 10.2%      |
| <b>90% to 99%</b>      | 4.5%       | 12.1%      | 13.9%     | 12.5%      |
| <b>100%</b>            | 8.3%       | 6.3%       | 2.8%      | 17.0%      |
| <b>Total responses</b> | <b>800</b> | <b>174</b> | <b>36</b> | <b>88</b>  |

**18. If you produced tobacco in 2007, how many other households farmed with you and shared in your 2007 tobacco receipts?**

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| <b>0</b>               | 482        | 88         | 20        | 43         |
| <b>1</b>               | 223        | 51         | 8         | 24         |
| <b>2</b>               | 62         | 17         | 6         | 10         |
| <b>3</b>               | 28         | 12         | 0         | 6          |
| <b>4 or more</b>       | 15         | 8          | 3         | 4          |
| <b>Total responses</b> | <b>810</b> | <b>176</b> | <b>37</b> | <b>87</b>  |

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| <b>0</b>               | 59.5%      | 50.0%      | 54.1%     | 49.4%      |
| <b>1</b>               | 27.5%      | 29.0%      | 21.6%     | 27.6%      |
| <b>2</b>               | 7.7%       | 9.7%       | 16.2%     | 11.5%      |
| <b>3</b>               | 3.5%       | 6.8%       | 0.0%      | 6.9%       |
| <b>4 or more</b>       | 1.9%       | 4.5%       | 8.1%      | 4.6%       |
| <b>Total responses</b> | <b>810</b> | <b>176</b> | <b>37</b> | <b>87</b>  |

## V. General Information

19. Please describe how important the following sources of information are to helping you make production decisions.

|                   |  | Not Important at all |    |    |    |     |    |    |     |    | Extremely important | Total responses |
|-------------------|--|----------------------|----|----|----|-----|----|----|-----|----|---------------------|-----------------|
|                   |  | 1                    | 2  | 3  | 4  | 5   | 6  | 7  | 8   | 9  | 10                  |                 |
| <b>Burley</b>     |  |                      |    |    |    |     |    |    |     |    |                     |                 |
|                   | Internet                                   | 414                  | 37 | 51 | 35 | 65  | 38 | 35 | 38  | 18 | 52                  | 783             |
|                   | Farm Magazines or newspapers               | 128                  | 27 | 58 | 52 | 131 | 87 | 85 | 85  | 30 | 110                 | 793             |
|                   | County Extension agents and meetings       | 112                  | 29 | 47 | 42 | 90  | 61 | 72 | 99  | 66 | 188                 | 806             |
|                   | Regional Extension meetings and field days | 178                  | 42 | 61 | 59 | 100 | 76 | 60 | 82  | 34 | 100                 | 792             |
|                   | Other farmers                              | 59                   | 16 | 33 | 32 | 86  | 86 | 86 | 125 | 89 | 187                 | 799             |
|                   | Contractor information and meetings        | 216                  | 47 | 46 | 64 | 83  | 71 | 55 | 62  | 49 | 91                  | 784             |
|                   | Farm Supply retailers                      | 81                   | 34 | 38 | 55 | 88  | 64 | 83 | 109 | 78 | 165                 | 795             |
| <b>Flue</b>       |  |                      |    |    |    |     |    |    |     |    |                     |                 |
|                   | Internet                                   | 48                   | 18 | 12 | 11 | 14  | 16 | 12 | 21  | 6  | 15                  | 173             |
|                   | Farm Magazines or newspapers               | 7                    | 4  | 9  | 8  | 22  | 23 | 30 | 25  | 10 | 38                  | 176             |
|                   | County Extension agents and meetings       | 1                    | 1  | 2  | 5  | 12  | 8  | 18 | 34  | 32 | 64                  | 177             |
|                   | Regional Extension meetings and field days | 2                    | 5  | 11 | 11 | 18  | 20 | 17 | 33  | 20 | 36                  | 173             |
|                   | Other farmers                              | 3                    | 4  | 5  | 2  | 18  | 19 | 14 | 47  | 17 | 48                  | 177             |
|                   | Contractor information and meetings        | 15                   | 9  | 16 | 10 | 20  | 16 | 16 | 28  | 15 | 29                  | 174             |
|                   | Farm Supply retailers                      | 8                    | 3  | 6  | 10 | 19  | 17 | 17 | 47  | 16 | 34                  | 177             |
| <b>Dark Air</b>   |  |                      |    |    |    |     |    |    |     |    |                     |                 |
|                   | Internet                                   | 16                   | 0  | 5  | 1  | 2   | 1  | 2  | 5   | 3  | 1                   | 36              |
|                   | Farm Magazines or newspapers               | 2                    | 1  | 2  | 4  | 6   | 3  | 3  | 6   | 4  | 6                   | 37              |
|                   | County Extension agents and meetings       | 2                    | 1  | 3  | 0  | 3   | 5  | 8  | 5   | 1  | 8                   | 36              |
|                   | Regional Extension meetings and field days | 2                    | 1  | 4  | 2  | 5   | 6  | 7  | 4   | 0  | 5                   | 36              |
|                   | Other farmers                              | 1                    | 0  | 2  | 1  | 2   | 2  | 9  | 8   | 7  | 4                   | 36              |
|                   | Contractor information and meetings        | 4                    | 2  | 3  | 4  | 4   | 2  | 0  | 7   | 5  | 5                   | 36              |
|                   | Farm Supply retailers                      | 1                    | 0  | 5  | 3  | 5   | 4  | 6  | 4   | 4  | 4                   | 36              |
| <b>Dark Fired</b> |  |                      |    |    |    |     |    |    |     |    |                     |                 |
|                   | Internet                                   | 29                   | 3  | 9  | 5  | 8   | 6  | 9  | 8   | 4  | 7                   | 88              |
|                   | Farm Magazines or newspapers               | 8                    | 3  | 8  | 5  | 9   | 13 | 12 | 12  | 6  | 13                  | 89              |
|                   | County Extension agents and meetings       | 8                    | 3  | 3  | 5  | 6   | 8  | 12 | 16  | 7  | 20                  | 88              |
|                   | Regional Extension meetings and field days | 7                    | 6  | 5  | 5  | 9   | 13 | 9  | 11  | 4  | 19                  | 88              |
|                   | Other farmers                              | 4                    | 1  | 1  | 2  | 5   | 8  | 8  | 19  | 15 | 25                  | 88              |
|                   | Contractor information and meetings        | 11                   | 0  | 3  | 6  | 15  | 7  | 9  | 18  | 7  | 12                  | 88              |
|                   | Farm Supply retailers                      | 2                    | 1  | 3  | 3  | 10  | 9  | 8  | 17  | 16 | 19                  | 88              |

|                   |  | Not Important at all |       |       |       |       |       |       |       |       | Extremely important | Total responses |
|-------------------|--|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|---------------------|-----------------|
|                   |  | 1                    | 2     | 3     | 4     | 5     | 6     | 7     | 8     | 9     | 10                  |                 |
| <b>Burley</b>     |  |                      |       |       |       |       |       |       |       |       |                     |                 |
|                   | Internet                                   | 52.9%                | 4.7%  | 6.5%  | 4.5%  | 8.3%  | 4.9%  | 4.5%  | 4.9%  | 2.3%  | 6.6%                | 783             |
|                   | Farm Magazines or newspapers               | 16.1%                | 3.4%  | 7.3%  | 6.6%  | 16.5% | 11.0% | 10.7% | 10.7% | 3.8%  | 13.9%               | 793             |
|                   | County Extension agents and meetings       | 13.9%                | 3.6%  | 5.8%  | 5.2%  | 11.2% | 7.6%  | 8.9%  | 12.3% | 8.2%  | 23.3%               | 806             |
|                   | Regional Extension meetings and field days | 22.5%                | 5.3%  | 7.7%  | 7.4%  | 12.6% | 9.6%  | 7.6%  | 10.4% | 4.3%  | 12.6%               | 792             |
|                   | Other farmers                              | 7.4%                 | 2.0%  | 4.1%  | 4.0%  | 10.8% | 10.8% | 10.8% | 15.6% | 11.1% | 23.4%               | 799             |
|                   | Contractor information and meetings        | 27.6%                | 6.0%  | 5.9%  | 8.2%  | 10.6% | 9.1%  | 7.0%  | 7.9%  | 6.3%  | 11.6%               | 784             |
|                   | Farm Supply retailers                      | 10.2%                | 4.3%  | 4.8%  | 6.9%  | 11.1% | 8.1%  | 10.4% | 13.7% | 9.8%  | 20.8%               | 795             |
| <b>Flue</b>       |  |                      |       |       |       |       |       |       |       |       |                     |                 |
|                   | Internet                                   | 27.7%                | 10.4% | 6.9%  | 6.4%  | 8.1%  | 9.2%  | 6.9%  | 12.1% | 3.5%  | 8.7%                | 173             |
|                   | Farm Magazines or newspapers               | 4.0%                 | 2.3%  | 5.1%  | 4.5%  | 12.5% | 13.1% | 17.0% | 14.2% | 5.7%  | 21.6%               | 176             |
|                   | County Extension agents and meetings       | 0.6%                 | 0.6%  | 1.1%  | 2.8%  | 6.8%  | 4.5%  | 10.2% | 19.2% | 18.1% | 36.2%               | 177             |
|                   | Regional Extension meetings and field days | 1.2%                 | 2.9%  | 6.4%  | 6.4%  | 10.4% | 11.6% | 9.8%  | 19.1% | 11.6% | 20.8%               | 173             |
|                   | Other farmers                              | 1.7%                 | 2.3%  | 2.8%  | 1.1%  | 10.2% | 10.7% | 7.9%  | 26.6% | 9.6%  | 27.1%               | 177             |
|                   | Contractor information and meetings        | 8.6%                 | 5.2%  | 9.2%  | 5.7%  | 11.5% | 9.2%  | 9.2%  | 16.1% | 8.6%  | 16.7%               | 174             |
|                   | Farm Supply retailers                      | 4.5%                 | 1.7%  | 3.4%  | 5.6%  | 10.7% | 9.6%  | 9.6%  | 26.6% | 9.0%  | 19.2%               | 177             |
| <b>Dark Air</b>   |  |                      |       |       |       |       |       |       |       |       |                     |                 |
|                   | Internet                                   | 44.4%                | 0.0%  | 13.9% | 2.8%  | 5.6%  | 2.8%  | 5.6%  | 13.9% | 8.3%  | 2.8%                | 36              |
|                   | Farm Magazines or newspapers               | 5.4%                 | 2.7%  | 5.4%  | 10.8% | 16.2% | 8.1%  | 8.1%  | 16.2% | 10.8% | 16.2%               | 37              |
|                   | County Extension agents and meetings       | 5.6%                 | 2.8%  | 8.3%  | 0.0%  | 8.3%  | 13.9% | 22.2% | 13.9% | 2.8%  | 22.2%               | 36              |
|                   | Regional Extension meetings and field days | 5.6%                 | 2.8%  | 11.1% | 5.6%  | 13.9% | 16.7% | 19.4% | 11.1% | 0.0%  | 13.9%               | 36              |
|                   | Other farmers                              | 2.8%                 | 0.0%  | 5.6%  | 2.8%  | 5.6%  | 5.6%  | 25.0% | 22.2% | 19.4% | 11.1%               | 36              |
|                   | Contractor information and meetings        | 11.1%                | 5.6%  | 8.3%  | 11.1% | 11.1% | 5.6%  | 0.0%  | 19.4% | 13.9% | 13.9%               | 36              |
|                   | Farm Supply retailers                      | 2.8%                 | 0.0%  | 13.9% | 8.3%  | 13.9% | 11.1% | 16.7% | 11.1% | 11.1% | 11.1%               | 36              |
| <b>Dark Fired</b> |  |                      |       |       |       |       |       |       |       |       |                     |                 |
|                   | Internet                                   | 33.0%                | 3.4%  | 10.2% | 5.7%  | 9.1%  | 6.8%  | 10.2% | 9.1%  | 4.5%  | 8.0%                | 88              |
|                   | Farm Magazines or newspapers               | 9.0%                 | 3.4%  | 9.0%  | 5.6%  | 10.1% | 14.6% | 13.5% | 13.5% | 6.7%  | 14.6%               | 89              |
|                   | County Extension agents and meetings       | 9.1%                 | 3.4%  | 3.4%  | 5.7%  | 6.8%  | 9.1%  | 13.6% | 18.2% | 8.0%  | 22.7%               | 88              |
|                   | Regional Extension meetings and field days | 8.0%                 | 6.8%  | 5.7%  | 5.7%  | 10.2% | 14.8% | 10.2% | 12.5% | 4.5%  | 21.6%               | 88              |
|                   | Other farmers                              | 4.5%                 | 1.1%  | 1.1%  | 2.3%  | 5.7%  | 9.1%  | 9.1%  | 21.6% | 17.0% | 28.4%               | 88              |
|                   | Contractor information and meetings        | 12.5%                | 0.0%  | 3.4%  | 6.8%  | 17.0% | 8.0%  | 10.2% | 20.5% | 8.0%  | 13.6%               | 88              |
|                   | Farm Supply retailers                      | 2.3%                 | 1.1%  | 3.4%  | 3.4%  | 11.4% | 10.2% | 9.1%  | 19.3% | 18.2% | 21.6%               | 88              |

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

| <b>Responses by State and Primary Type of Tobacco Produced</b><br>(average response) |               |             |                 |                   |                        |
|--|---------------|-------------|-----------------|-------------------|------------------------|
|  | <b>Burley</b> | <b>Flue</b> | <b>Dark Air</b> | <b>Dark Fired</b> | <b>Total responses</b> |
| <b>Florida</b>   | 0             | 2           | 0               | 0                 | <b>2</b>               |
| <b>Georgia</b>   | 0             | 9           | 0               | 0                 | <b>9</b>               |
| <b>Illinois</b>  | 1             | 0           | 0               | 0                 | <b>1</b>               |
| <b>Indiana</b>   | 29            | 0           | 1               | 0                 | <b>30</b>              |
| <b>Kentucky</b>  | 487           | 0           | 25              | 46                | <b>558</b>             |
| <b>Missouri</b>  | 11            | 0           | 0               | 0                 | <b>11</b>              |
| <b>North Carolina</b>  | 31            | 107         | 0               | 0                 | <b>138</b>             |
| <b>Ohio</b>  | 51            | 0           | 0               | 0                 | <b>51</b>              |
| <b>South Carolina</b>  | 0             | 18          | 0               | 0                 | <b>18</b>              |
| <b>Tennessee</b>   | 162           | 0           | 11              | 36                | <b>209</b>             |
| <b>Virginia</b>  | 35            | 41          | 0               | 7                 | <b>83</b>              |
| <b>West Virginia</b>   | 8             | 0           | 0               | 0                 | <b>8</b>               |
| <b>Total</b>   | <b>815</b>    | <b>177</b>  | <b>37</b>       | <b>89</b>         | <b>1,118</b>           |

**21. Does your farming operation include other counties or states?**

|                        | <b>Burley</b> | <b>Flue</b> | <b>Dark Air</b> | <b>Dark Fired</b> |
|------------------------|---------------|-------------|-----------------|-------------------|
| <b>Yes</b>             | 108           | 59          | 10              | 19                |
| <b>No</b>              | 697           | 117         | 26              | 69                |
| <b>Total responses</b> | <b>805</b>    | <b>176</b>  | <b>36</b>       | <b>88</b>         |

|                        | <b>Burley</b> | <b>Flue</b> | <b>Dark Air</b> | <b>Dark Fired</b> |
|------------------------|---------------|-------------|-----------------|-------------------|
| <b>Yes</b>             | 13.4%         | 33.5%       | 27.8%           | 21.6%             |
| <b>No</b>              | 86.6%         | 66.5%       | 72.2%           | 78.4%             |
| <b>Total responses</b> | <b>805</b>    | <b>176</b>  | <b>36</b>       | <b>88</b>         |

**22. What is the size of your household?**

|                         | Burley     | Flue       | Dark Air  | Dark Fired |
|-------------------------|------------|------------|-----------|------------|
| <b>1 person</b>         | 72         | 11         | 4         | 3          |
| <b>2 people</b>         | 381        | 75         | 18        | 38         |
| <b>3 people</b>         | 151        | 37         | 3         | 16         |
| <b>4 people</b>         | 129        | 41         | 6         | 23         |
| <b>5 people</b>         | 48         | 9          | 5         | 8          |
| <b>6 people</b>         | 16         | 4          | 0         | 0          |
| <b>7 people</b>         | 3          | 0          | 0         | 0          |
| <b>8 people or more</b> | 2          | 0          | 0         | 0          |
| <b>Total responses</b>  | <b>802</b> | <b>177</b> | <b>36</b> | <b>88</b>  |

  

|                         | Burley     | Flue       | Dark Air  | Dark Fired |
|-------------------------|------------|------------|-----------|------------|
| <b>1 person</b>         | 9.0%       | 6.2%       | 11.1%     | 3.4%       |
| <b>2 people</b>         | 47.5%      | 42.4%      | 50.0%     | 43.2%      |
| <b>3 people</b>         | 18.8%      | 20.9%      | 8.3%      | 18.2%      |
| <b>4 people</b>         | 16.1%      | 23.2%      | 16.7%     | 26.1%      |
| <b>5 people</b>         | 6.0%       | 5.1%       | 13.9%     | 9.1%       |
| <b>6 people</b>         | 2.0%       | 2.3%       | 0.0%      | 0.0%       |
| <b>7 people</b>         | 0.4%       | 0.0%       | 0.0%      | 0.0%       |
| <b>8 people or more</b> | 0.2%       | 0.0%       | 0.0%      | 0.0%       |
| <b>Total responses</b>  | <b>802</b> | <b>177</b> | <b>36</b> | <b>88</b>  |

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

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| younger than 30        | 28         | 4          | 2         | 6          |
| 31 to 40               | 72         | 25         | 5         | 6          |
| 41 to 50               | 206        | 50         | 8         | 28         |
| 51 to 60               | 265        | 63         | 7         | 31         |
| 61 to 70               | 156        | 24         | 7         | 14         |
| 71 or older            | 75         | 10         | 7         | 3          |
| <b>Total responses</b> | <b>802</b> | <b>176</b> | <b>36</b> | <b>88</b>  |

  

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| younger than 30        | 3.5%       | 2.3%       | 5.6%      | 6.8%       |
| 31 to 40               | 9.0%       | 14.2%      | 13.9%     | 6.8%       |
| 41 to 50               | 25.7%      | 28.4%      | 22.2%     | 31.8%      |
| 51 to 60               | 33.0%      | 35.8%      | 19.4%     | 35.2%      |
| 61 to 70               | 19.5%      | 13.6%      | 19.4%     | 15.9%      |
| 71 or older            | 9.4%       | 5.7%       | 19.4%     | 3.4%       |
| <b>Total responses</b> | <b>802</b> | <b>176</b> | <b>36</b> | <b>88</b>  |

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

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| Male                   | 768        | 173        | 34        | 86         |
| Female                 | 28         | 3          | 1         | 1          |
| <b>Total responses</b> | <b>796</b> | <b>176</b> | <b>35</b> | <b>87</b>  |

  

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| Male                   | 96.5%      | 98.3%      | 97.1%     | 98.9%      |
| Female                 | 3.5%       | 1.7%       | 2.9%      | 1.1%       |
| <b>Total responses</b> | <b>796</b> | <b>176</b> | <b>35</b> | <b>87</b>  |

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

|                                     | Burley     | Flue       | Dark Air  | Dark Fired |
|-------------------------------------|------------|------------|-----------|------------|
| American Indian or Alaska Native    | 5          | 0          | 0         | 0          |
| Native Hawaiian or Pacific Islander | 0          | 0          | 0         | 0          |
| Asian                               | 0          | 0          | 0         | 0          |
| White                               | 798        | 173        | 36        | 86         |
| Black or African American           | 3          | 4          | 0         | 1          |
| Spanish, Hispanic or Latino origin  | 0          | 0          | 0         | 0          |
| <b>Total responses</b>              | <b>806</b> | <b>177</b> | <b>36</b> | <b>87</b>  |

|                                     | Burley     | Flue       | Dark Air  | Dark Fired |
|-------------------------------------|------------|------------|-----------|------------|
| American Indian or Alaska Native    | 0.6%       | 0.0%       | 0.0%      | 0.0%       |
| Native Hawaiian or Pacific Islander | 0.0%       | 0.0%       | 0.0%      | 0.0%       |
| Asian                               | 0.0%       | 0.0%       | 0.0%      | 0.0%       |
| White                               | 99.0%      | 97.7%      | 100.0%    | 98.9%      |
| Black or African American           | 0.4%       | 2.3%       | 0.0%      | 1.1%       |
| Spanish, Hispanic or Latino origin  | 0.0%       | 0.0%       | 0.0%      | 0.0%       |
| <b>Total responses</b>              | <b>806</b> | <b>177</b> | <b>36</b> | <b>87</b>  |

**26. Which best describes your 2007 net household income after taxes?**

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| less than \$10,000     | 48         | 8          | 4         | 6          |
| \$10,000 to \$24,999   | 132        | 20         | 7         | 12         |
| \$25,000 to \$49,999   | 238        | 50         | 11        | 19         |
| \$50,000 to \$74,999   | 212        | 39         | 9         | 21         |
| \$75,000 to \$99,999   | 99         | 21         | 1         | 15         |
| \$100,000 or more      | 51         | 30         | 4         | 12         |
| <b>Total responses</b> | <b>780</b> | <b>168</b> | <b>36</b> | <b>85</b>  |

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| less than \$10,000     | 6.2%       | 4.8%       | 11.1%     | 7.1%       |
| \$10,000 to \$24,999   | 16.9%      | 11.9%      | 19.4%     | 14.1%      |
| \$25,000 to \$49,999   | 30.5%      | 29.8%      | 30.6%     | 22.4%      |
| \$50,000 to \$74,999   | 27.2%      | 23.2%      | 25.0%     | 24.7%      |
| \$75,000 to \$99,999   | 12.7%      | 12.5%      | 2.8%      | 17.6%      |
| \$100,000 or more      | 6.5%       | 17.9%      | 11.1%     | 14.1%      |
| <b>Total responses</b> | <b>780</b> | <b>168</b> | <b>36</b> | <b>85</b>  |

**27. Approximately what percentage of your 2007 net household income was from employment away from your farm?**

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| None                   | 167        | 58         | 9         | 27         |
| less than 10%          | 58         | 29         | 6         | 6          |
| 10% to 19%             | 31         | 12         | 1         | 4          |
| 20% to 29%             | 44         | 10         | 5         | 8          |
| 30% to 39%             | 48         | 12         | 1         | 5          |
| 40% to 49%             | 67         | 18         | 2         | 7          |
| 50% to 59%             | 105        | 16         | 1         | 10         |
| 60% to 69%             | 59         | 6          | 1         | 7          |
| 70% to 79%             | 76         | 7          | 5         | 4          |
| 80% to 89%             | 82         | 6          | 4         | 7          |
| 90% to 99%             | 46         | 2          | 0         | 2          |
| 100%                   | 11         | 1          | 1         | 1          |
| <b>Total responses</b> | <b>794</b> | <b>177</b> | <b>36</b> | <b>88</b>  |

|                        | Burley     | Flue       | Dark Air  | Dark Fired |
|------------------------|------------|------------|-----------|------------|
| None                   | 21.0%      | 32.8%      | 25.0%     | 30.7%      |
| less than 10%          | 7.3%       | 16.4%      | 16.7%     | 6.8%       |
| 10% to 19%             | 3.9%       | 6.8%       | 2.8%      | 4.5%       |
| 20% to 29%             | 5.5%       | 5.6%       | 13.9%     | 9.1%       |
| 30% to 39%             | 6.0%       | 6.8%       | 2.8%      | 5.7%       |
| 40% to 49%             | 8.4%       | 10.2%      | 5.6%      | 8.0%       |
| 50% to 59%             | 13.2%      | 9.0%       | 2.8%      | 11.4%      |
| 60% to 69%             | 7.4%       | 3.4%       | 2.8%      | 8.0%       |
| 70% to 79%             | 9.6%       | 4.0%       | 13.9%     | 4.5%       |
| 80% to 89%             | 10.3%      | 3.4%       | 11.1%     | 8.0%       |
| 90% to 99%             | 5.8%       | 1.1%       | 0.0%      | 2.3%       |
| 100%                   | 1.4%       | 0.6%       | 2.8%      | 1.1%       |
| <b>Total responses</b> | <b>794</b> | <b>177</b> | <b>36</b> | <b>88</b>  |

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

|                                 | Burley     | Flue       | Dark Air  | Dark Fired |
|---------------------------------|------------|------------|-----------|------------|
| Full-time farmer                | 364        | 150        | 18        | 56         |
| Employed full time off the farm | 227        | 14         | 10        | 16         |
| Employed part time off the farm | 103        | 8          | 1         | 8          |
| Retired                         | 101        | 5          | 7         | 7          |
| <b>Total responses</b>          | <b>795</b> | <b>177</b> | <b>36</b> | <b>87</b>  |

|                                 | Burley     | Flue       | Dark Air  | Dark Fired |
|---------------------------------|------------|------------|-----------|------------|
| Full-time farmer                | 45.8%      | 84.7%      | 50.0%     | 64.4%      |
| Employed full time off the farm | 28.6%      | 7.9%       | 27.8%     | 18.4%      |
| Employed part time off the farm | 13.0%      | 4.5%       | 2.8%      | 9.2%       |
| Retired                         | 12.7%      | 2.8%       | 19.4%     | 8.0%       |
| <b>Total responses</b>          | <b>795</b> | <b>177</b> | <b>36</b> | <b>87</b>  |

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

|   | Burley     | Flue       | Dark Air  | Dark Fired |
|---|------------|------------|-----------|------------|
| no formal education                       | 26         | 0          | 1         | 0          |
| some high school                          | 55         | 7          | 2         | 4          |
| completed high school or equivalent       | 382        | 74         | 19        | 44         |
| some college                              | 177        | 49         | 5         | 18         |
| completed 4-yr college degree             | 113        | 37         | 6         | 16         |
| completed graduate or professional degree | 47         | 9          | 3         | 7          |
| <b>Total responses</b>                    | <b>800</b> | <b>176</b> | <b>36</b> | <b>89</b>  |

|   | Burley     | Flue       | Dark Air  | Dark Fired |
|---|------------|------------|-----------|------------|
| no formal education                       | 3.3%       | 0.0%       | 2.8%      | 0.0%       |
| some high school                          | 6.9%       | 4.0%       | 5.6%      | 4.5%       |
| completed high school or equivalent       | 47.8%      | 42.0%      | 52.8%     | 49.4%      |
| some college                              | 22.1%      | 27.8%      | 13.9%     | 20.2%      |
| completed 4-yr college degree             | 14.1%      | 21.0%      | 16.7%     | 18.0%      |
| completed graduate or professional degree | 5.9%       | 5.1%       | 8.3%      | 7.9%       |
| <b>Total responses</b>                    | <b>800</b> | <b>176</b> | <b>36</b> | <b>89</b>  |