



Center for Tobacco Grower Research

2008 Tobacco Survey

You
could win a
FREE
flat panel
TV!

THE UNIVERSITY of TENNESSEE 

INSTITUTE of AGRICULTURE

2008 Tobacco Grower Survey

Introduction

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

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

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

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

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

Thank you for your participation!

If you have questions about this survey, you may contact:

Daniel Green, Coordinator
Center for Tobacco Grower Research
ctgr@utk.edu
Toll free: 1-866-974-0414

You could win a free flat panel TV!*

** The flat panel TV promotion is open to Center for Tobacco Grower Research participants who return a completed survey and are over the age of 18 and residents of the continental United States. The odds of winning are dependent upon the number of surveys returned, but are estimated to be approximately 1 in 2,000. Please visit www.TobaccoGrowerResearch.com or call 1-866-974-0414 for full details.*

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

TOBACCO PRODUCTION & MARKETING

1. Did you produce a tobacco crop in **2007**?
 - Yes (Please continue to question 2)
 - No
 - If no, are you still actively managing a farming operation?
 - Yes (Please skip to question 11 on page 10)
 - No (Please skip to question 29 on page 18)

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

	2008 Expected Production (Acres)	2007 Actual Production (Acres)	2006 Actual Production (Acres)
Burley			
Flue-cured			
Dark-Air			
Dark-Fired			
Maryland			
Cigar			

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)?
 - I produced **more** acres of tobacco in 2007 than in 2004.
 - I produced **fewer** acres of tobacco in 2007 than in 2004.
 - I produced the **same** number of acres of tobacco in 2007 and 2004.
 - I **did not** produce tobacco in 2004 or any year prior to 2004.

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

	2007 Actual Yield (pounds per Acre)	2006 Actual Yield (pounds per Acre)
Burley		
Flue-cured		
Dark-Air		
Dark-Fired		
Maryland		
Cigar		

5. Which company/companies did you contract to sell tobacco with in 2007?

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

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

	Not important at all	Extremely important								
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Simple contract terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Simple pricing method	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Consistent moisture testing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Number of stalk positions required	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Consistent grading	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Distance to the receiving station	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wait times to unload	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Good communication from the buying company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

LABOR

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

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

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

_____ Hired workers

_____ Family members

FUTURE TOBACCO PRODUCTION

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

	I definitely will not produce	I probably will not produce	I am not sure	I probably will produce	I definitely will produce
In 2008	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
In 5 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
In 10 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
In 15 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
In 20 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

	Not important at all	Extremely Important
Curing barns/ structures	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Migrant worker housing	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Tobacco baling equipment	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Mechanized harvesting equipment	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Market preparation facilities (location to strip/bale tobacco)	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Irrigation equipment	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Buying more land	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Leasing more land	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	

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?

	Not important at all	Extremely Important
Your current age	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Price of tobacco	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Availability of labor	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Cost of labor	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Cost of fuel	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Cost of fertilizer	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Cost of financing	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Availability of financing	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Cost of land	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Availability of land	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Availability of curing barns	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	

	Not important at all	Extremely Important
Age of equipment and/or curing barns	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Opportunity to grow other crops	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Opportunity to raise livestock	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Off-farm income opportunities	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
No one to manage the operation	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Uncertainty about future income from tobacco	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	

12. How likely are the following to be true?

	Not likely at all	Extremely likely
When I reach retirement age, a <u>family member</u> will manage the farming operation.	<input type="checkbox"/>	<input type="checkbox"/>
When I reach retirement age, I will <u>rent my farm</u> to another producer.	<input type="checkbox"/>	<input type="checkbox"/>
After I retire, tobacco will be produced on my farm.	<input type="checkbox"/>	<input type="checkbox"/>
After I retire, my <u>land will be sold</u> and remain in agricultural use.	<input type="checkbox"/>	<input type="checkbox"/>
After I retire, my <u>land will be sold</u> for development .	<input type="checkbox"/>	<input type="checkbox"/>
It is likely that I will sell my farm before I reach retirement age.	<input type="checkbox"/>	<input type="checkbox"/>

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

(please fill in the number of acres for those that apply to you)

Acres managed that **you own** _____ acres

Acres managed that **you rent** _____ acres

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

tobacco _____ acres

livestock _____ acres

grain crops _____ acres

cotton _____ acres

peanuts _____ acres

hay _____ acres

pasture _____ acres

fruits/vegetables _____ acres

other - please specify: _____
_____ acres

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

(select only one)

grain crops

fruits/vegetables

cotton

hay

peanuts

beef cattle

cow/calf

dairy

hogs

goats

pasture

broilers/poultry

nursery/landscape other: _____

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

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

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

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

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

- 0 1 2 3 4 or more

GENERAL INFORMATION

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

	Not important at all	Extremely Important
The Internet	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Farm magazines or newspapers	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
County Extension agents and meetings	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Regional Extension meetings and field days	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Other farmers	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Contractor information and meetings	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Farm supply retailers	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	

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

State _____

County _____

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

yes no

22. What is the size of your household?
- 1 person 5 people
 2 people 6 people
 3 people 7 people
 4 people 8 people or more
23. Which best describes the age of the farm's primary decision maker?
- younger than 30 51 to 60
 31 to 40 61 to 70
 41 to 50 71 or older
24. Please indicate the gender of the farm's primary decision maker.
- male female
25. Please indicate the race of the farm's primary decision maker.
- American Indian or Alaska Native
 Native Hawaiian or Pacific Islander
 Asian
 White
 Black or African American
 Spanish, Hispanic or Latino origin
26. Which best describes your 2007 net household income after taxes?
- less than \$10,000 \$50,000 to \$74,999
 \$10,000 to \$24,999 \$75,000 to \$99,999
 \$25,000 to \$49,999 \$100,000 or more

27. Approximately what percentage of your 2007 net household income was from employment away from your farm?
- None
 - less than 10%
 - 10% to 19%
 - 20% to 29%
 - 30% to 39%
 - 40% to 49%
 - 50% to 59%
 - 60% to 69%
 - 70% to 79%
 - 80% to 89%
 - 90% to 99%
 - 100%
28. Which describes the primary occupation for the farm's primary decision maker?
- Full-time farmer
 - Employed **full** time off the farm
 - Employed **part** time off the farm
 - Retired
29. Which describes the highest level of education for the farm's primary decision maker?
- no formal education
 - some high school
 - completed high school or equivalent
 - some college
 - completed 4-yr college degree
 - completed graduate or professional degree

END OF SURVEY – THANK YOU FOR YOUR PARTICIPATION!

Please insert the survey in the enclosed envelope and drop it in the mail, no postage required. Please return the survey by February 21, 2008.

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

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

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

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

	Production (Acres)		Production (Acres)
Burley		Dark-Fired	
Flue-cured		Maryland	
Dark-Air		Cigar	

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

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

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