

**NASS Enumerator Survey Training**  
**Tobacco Price Inquiry - March 2023**  
**(TOBACCO PR)**



**United States Department of Agriculture**  
**National Agricultural Statistics Service**

Workforce Performance and Staff Development Section  
February 2023



# Survey Overview

- USDA uses prices received data to determine the value of agricultural production.
- The Risk Management Agency (RMA) uses state level price data to administer insurance programs.
- The Farm Service Agency (FSA) uses prices received estimates in computing farm program and disaster payments.

# Survey Information

- Project Code: **172 - Prices Received**
- Questionnaires:
  - Mailed around March 1<sup>st</sup>
  - Web reporting option available
- Release:
  - *Agricultural Prices*
  - May 31, 2023, 3PM (EST)

# Additional Information

- Types of Tobacco & Avg. Price/lb.\*
  - **Flue Cured** \$2.01
  - **Fire Cured** \$2.78
  - **Burley** \$2.07
  - **Maryland** \$2.18
  - **Dark Air Cured** \$2.50
  - **Pennsylvania Seedleaf** \$3.38
- Type of tobacco production varies geographically
- Tobacco is normally sold by the **pound** AND under **contract**
  - BUT auctions are still around

# Additional Information

- “Curing” is the process by which green tobacco leaves are dried
- Four methods of curing:
  - Air Cured: tobacco is hung in well ventilated barns to dry out
  - Flue Cured: tobacco is dried via an external heat source that is piped in via flues
  - Fire Cured: tobacco that is dried using burning/smoldering wood.
  - Sun Cured: tobacco is left out in the open to sun dry
    - Not common in US

# Introduction/Screening Questions

- Series of questions used to determine:
  - Whether the operation is still in business
  - Name and address verification
- Screening question/items of interest for the survey:
  - Did this operation harvest any tobacco in 2022?
  - Has this operation sold any of the 2022 tobacco crop?

# Survey Questions

- For each type of tobacco:
  - Quantity **sold under contract** AND
    - Average price (per lb.) OR total dollars received
  - Quantity **sold at auction/open market** AND
    - Average price (per lb.) OR total dollars received
      - **Type(s) of tobacco will vary by state**
- Total 2022 crop been marketed?

# Out of Business

- If operator says, they are out of business and/or no longer farming:
  - Determine if they are TRULY out of business
    - Operation been sold, rented, or turned over to someone else?
    - Will land be used for any agricultural purposes by them or someone else in the next year?
    - Will they grow any field crops, hay, or specialty crops such as fruits, vegetables, or floriculture?
    - Own or raise any livestock or poultry?
    - Have any facilities for storing whole grains, pulse crops, or oilseeds?
    - Own or operate any CRP/WRP, pasture, woodland, idle land?



# Reluctant Responses

- “I haven’t sold all my tobacco yet, call me back in another month.”
  - By reporting even part of your sales, you are making more information available so that you and other farmers will be able to make well informed decisions.

# Things to Remember

- Watch decimal points
- Anything odd or unexpected: Be sure to leave a comment explaining the situation
  - Statisticians depend on your notes
  - As they review data, set their estimates and communicate with HQ
    - Your “extra” information is vital to accurate results
- Practice some exercises on your iPad
- Contact you supervisor/local office for any questions specific to your area
- Thanks, and have a good survey!