

Survey Training

Tobacco Price Inquiry

March and December



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

Workforce Performance and Staff Development Section



Who Uses the Data?

- USDA uses prices received data to determine the value of agricultural production
- The Farm Service Agency (FSA) uses prices received estimates in computing disaster payments and other farm program payments
- Farmers use the data for planning purposes
- Grower associations use the data to help promote/further the tobacco industry

Survey Information

- Project Code: **172** - Prices Received: All Other Crops
- Questionnaires:
 - Mail around the 1st of March and the 20th of November
 - Web reporting option is available
- Release of data:
 - *Crop Values*, late February
 - Agricultural Prices, late May

Additional Information

- Types of Tobacco
 - Flue Cured
 - Fire Cured
 - Burley
 - Dark Air Cured
- Type of tobacco production varies geographically
- Tobacco is normally sold by the **pound** AND under **contract**
 - BUT auctions are again becoming more common

Additional Information

- “Curing” is the process by which green tobacco leaves are dried
- Three main 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.



Screening

- Did this operation harvest any tobacco during the year?
 - If **YES**, Has this operation sold any of that tobacco crop?
 - If tobacco was sold, record sales and prices.
 - If **NO**, Has this operation been sold, rented, or
- The operator tells you they are “Out of Business” at the beginning of the interview.
 - Are they totally out of farming or did they just stop growing tobacco??
 - Be sure to go through all the screening questions

Survey Questions

- For each type of tobacco:
 - Quantity **sold under contract** AND
 - Average price OR total dollars received
 - Quantity **sold at auction**
 - Average price OR total dollars received
- Type(s) of tobacco will vary by state
 - But the same questionnaire is used for all states
- Has the total crop been marketed yet?

Things To Remember:

- Be mindful of differences across your area
- Anything odd or unexpected? Be sure to leave notes explaining the situation
- Weather events
 - Be sure to leave a comment explaining the situation and if they will market their crop

Conclusion

- Questions, comments, concerns – Reach out!
- Practice before enumerating
- Thank you!!

