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#### **Working Paper**

# An Economic Analysis of the U.S. Honey Industry: Data Documentation

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## AN ECONOMIC ANALYSIS OF THE U.S. HONEY INDUSTRY:

### **DATA DOCUMENTATION**

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### AN ECONOMIC ANALYSIS OF THE U.S. HONEY INDUSTRY:

### **DATA DOCUMENTATION**

Lois Schertz Willett\*

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## **TABLE OF CONTENTS**

| Introduction                         | 1   |
|--------------------------------------|-----|
| Data Summary                         | 3   |
| Appendix: National Survey Instrument | 116 |

# AN ECONOMIC ANALYSIS OF THE U.S. HONEY INDUSTRY: DATA DOCUMENTATION

#### **INTRODUCTION**

The U.S. honey industry is undergoing a period of rapid change. The industry has concern about the possible effects of the infiltration of Africanized honey bees into the United States and what those bees might mean for honey production and providing pollination services. Varroa mites have heightened the industry's awareness of the potential effects of spreading bee diseases and parasites on the migratory behavior of beekeepers and the package bee and queen bee industry. There is continuing concern about the influence of pesticides on bees as they forage for food and pollinate crops. The effects of changing the federal honey price support program has industry participants anxious about the ability to maintain a positive cash flow in the future. Industry support of the National Honey Board, which has taken a role in promoting the use of honey in domestic and export markets, is strong. Finally, honey producers, packers, importers and brokers want to insure that all consumers receive a high quality product that is void of chemical alteration or pesticide residues.

To assist in identifying these issues and other issues that are of concern to the U.S. honey industry an economic study of the national honey industry was recommended and funded by the National Honey Board and the U.S. Department of Agriculture in 1989. This study, conducted by Cornell University, had two major components. The first emphasis was on a survey of the national honey industry. The purpose of the survey was to collect information to identify the needs and current economic status of the honey industry. The second emphasis of the research was to develop and expand an economic model of the national honey industry to aid in understanding the economic relationships in the industry. This model was to be used for simulation analysis of alternative

scenarios. The results were to be interpreted and implications for the industry were to be identified.

This report is one in a series of reports that summarizes the research on the economic analysis of the industry. In this report, the survey data from the national honey industry survey is documented. Each question in the survey is identified. The responses are detailed. Computer coding of the response is identified. The number of each response is reported. Its percent recorded. The mean, median, standard deviation, minimum and maximum value of each response are presented. A copy of the survey instrument is in the appendix.

Other Cornell University reports included in the series that details the economic analysis of the industry include works (1) describing the survey sample and the type of mailing used, (2) summarizing the data obtained from the survey, (3) identifying the raw data obtained from the analysis and (4) describing the economic model and scenario analyses. Additional works are to be published through the U.S. Department of Agriculture's publication series and in beekeeping trade journals.

| Questi  | on                                                                | Response               | Value            | Number of Responses | Percent of Total | Mean | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|---------|-------------------------------------------------------------------|------------------------|------------------|---------------------|------------------|------|--------|-----------------------|---------|----------------|
| How we  | ould you classify yourself                                        | f in the honey industr | ·v?              |                     |                  |      |        |                       |         |                |
|         | Producer                                                          | Not Circled            | 0                | 38                  | 5.0              |      |        |                       |         |                |
|         |                                                                   | Circled                | 1                | 716                 | 95.0             |      |        |                       |         |                |
|         |                                                                   |                        | TOTAL            | 754                 | 100.0            | 0.95 | 1      | 0.22                  | 0       | 1              |
| b.      | Packer                                                            | Not Circled            | 0                | 620                 | 82.2             |      |        |                       |         |                |
|         |                                                                   | Circled                | 1                | 134                 | 17.8             |      |        |                       |         |                |
|         |                                                                   |                        | TOTAL            | 754                 | 100.0            | 0.18 | 0      | 0.38                  | 0       | 1              |
| c.      | Importer                                                          | Not Circled            | 0                | 737                 | 97.7             |      |        |                       |         |                |
|         |                                                                   | Circled                | ì                | 17                  | 2.3              |      |        |                       |         |                |
|         |                                                                   |                        | TOTAL            | 754                 | 100.0            | 0.02 | 0      | 0.15                  | 0       | 1 .            |
| d.      | Broker                                                            | Not Circled            | 0                | 741                 | 98.3             |      |        |                       |         |                |
|         |                                                                   | Circled                | 1                | 13                  | 1.7              |      |        |                       |         |                |
|         |                                                                   |                        | TOTAL            | 754                 | 100.0            | 0.02 | 0      | 0.13                  | 0       | 1              |
| I. FIR  | ON A. PRODUCERS<br>M CHARACTERISTICS<br>ekeeping your: (Please ci |                        |                  |                     |                  |      |        |                       |         |                |
|         | Full time profession                                              | reie OIVE response.)   | 1                | 278                 | 36.9             |      |        |                       |         |                |
|         | Part time profession                                              |                        | 2                | 248                 | 32.9             |      |        |                       |         |                |
| c.      | Hobby                                                             |                        | 3                | 177                 | 23.5             |      |        |                       |         |                |
|         | - •                                                               |                        | Blank            | 51                  | 6.8              |      |        |                       |         |                |
| •       |                                                                   |                        | TOTAL            | 754                 | 100.0            | 1.86 | 2      | 0.79                  | 1       | 3              |
| 2) What | t state do you consider the                                       | primary headquarter    | s for your beeke | eping operation     | 1                |      |        |                       |         |                |
|         |                                                                   |                        | AK               | 1                   | 0.1              |      |        |                       |         |                |
|         |                                                                   |                        | AL               | 14                  | 1.9              |      |        |                       |         |                |
|         |                                                                   |                        | AR               | 11                  | 1.5              |      |        |                       |         |                |
|         |                                                                   |                        | ΑZ               | 19                  | 2.5              |      |        |                       |         |                |
|         | •                                                                 |                        | CA               | 50                  | 6.6              |      |        |                       |         |                |
|         |                                                                   |                        | CO               | 8                   | 1.1              |      |        |                       |         |                |
|         |                                                                   |                        | CT               | 1                   | 0.1              |      |        |                       |         |                |
|         |                                                                   |                        | DC               | 0                   | 0.0              |      |        |                       |         |                |

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| Question | Response | Value | Number of Responses | Percent of Total | Mean | Median | Standard<br>Deviation | _Minimum | <u>Maximum</u> |
|----------|----------|-------|---------------------|------------------|------|--------|-----------------------|----------|----------------|
|          |          |       |                     |                  |      |        |                       |          |                |
|          |          | DE    | 0                   | 0.0              |      |        |                       |          |                |
|          |          | FL    | 46                  | 6.1              |      |        |                       |          |                |
|          |          | GA    | 13                  | 1.7              |      |        |                       |          |                |
|          |          | НІ    | 0                   | 0.0              |      |        |                       |          |                |
|          |          | IA    | 30                  | 4.0              |      |        |                       |          |                |
|          |          | ID    | 12                  | 1.6<br>1.5       |      |        |                       |          |                |
|          |          | IL    | 11                  | 1.5              |      |        |                       |          |                |
|          |          | IN    | 7                   | 0.9<br>0.8       |      |        | •                     |          |                |
|          |          | KS    | 6                   | 0.8              |      |        |                       |          |                |
|          |          | KY    | 1                   | 0.1              |      |        |                       |          |                |
|          |          | LA    | 7                   | 0.9              |      |        |                       |          |                |
|          |          | MA    | 2<br>2<br>3         | 0.3              |      |        |                       |          |                |
|          |          | MD    | 2                   | 0.3              | •    |        |                       |          |                |
|          |          | ME    |                     | 0.4              |      |        |                       |          |                |
|          |          | MI    | 48                  | 6.4              |      |        |                       |          |                |
|          |          | MN    | 39                  | 5.2              |      |        |                       |          |                |
|          |          | MO    | 8                   | 1.1              |      |        |                       |          |                |
|          |          | MS    | 13                  | 1.7              |      |        |                       |          | •              |
|          |          | MT    | 21                  | 2.8              |      |        |                       |          |                |
|          |          | NC    | 10                  | 1.3              |      |        |                       |          |                |
|          |          | ND    | 21                  | 2.8              |      |        |                       |          |                |
|          |          | NE    | 18                  | 2.4              |      |        |                       |          |                |
|          |          | NH    | 1 .                 | 0.1              |      |        |                       |          |                |
|          |          | NJ    | 1                   | 0.1              |      |        |                       |          |                |
|          |          | NM    | 2<br>2              | 0.3              |      |        |                       |          |                |
|          |          | NV    | 2                   | 0.3              |      |        |                       |          |                |
|          |          | NY    | 26                  | 3.4              |      |        |                       |          |                |
|          |          | OH    | 33                  | 4.4              |      |        |                       |          |                |
|          |          | OK    | 4                   | 0.5              |      |        |                       |          |                |
|          |          | OR    | 23                  | 3.1              |      |        |                       |          |                |
|          |          | PA    | 20                  | 2.7              |      |        |                       |          |                |
|          |          | RI    | 0                   | 0.0              |      |        |                       |          |                |
|          |          | SC    | 2                   | 0.3              |      |        |                       |          |                |
|          |          | SD    | 32                  | 4.2              |      |        | •                     |          |                |
|          |          | TN    | 10                  | 1.3              |      |        |                       |          |                |
|          |          | TX    | 40                  | 5.3              |      |        |                       |          |                |

| Question                    | Response                         | Value         | Number of<br>Responses | Percent of Total | Mean | Median | Standard<br>Deviation | Minimum | Maximum |
|-----------------------------|----------------------------------|---------------|------------------------|------------------|------|--------|-----------------------|---------|---------|
|                             |                                  | UT            | 11                     | 1.5              |      |        |                       |         |         |
|                             |                                  | VA            | 4                      | 0.5              |      |        |                       |         |         |
|                             |                                  | VT            | 6                      | 0.8              |      |        |                       |         |         |
|                             |                                  | WA            | 16                     | 2.1              |      |        |                       |         |         |
|                             |                                  | WI            | 40                     | 5.3              |      |        |                       |         |         |
|                             |                                  | WV            | 7                      | 0.9              |      |        |                       |         |         |
|                             |                                  | WY            | 13                     | 1.7              |      |        |                       |         |         |
|                             |                                  | Blank         | 39                     | 5.2              |      |        |                       |         |         |
|                             |                                  | TOTAL         | 754                    | 100.0            |      |        |                       |         |         |
| 3) Is your actual residence | e in the same state as your prir | nary beekeepi | ng headquarters        | s?               |      |        |                       |         |         |
| a. No                       | - ^                              | 1 1           | 14                     | 1.8              |      |        |                       |         |         |
| b. Yes                      |                                  | 2             | 701                    | 93.0             |      |        |                       |         |         |
|                             |                                  | Blank         | 39                     | 5.2              |      |        |                       |         |         |
|                             | •                                | TOTAL         | 754                    | 100.0            | 1.98 | 2      | 0.46                  | 1       | 2       |
| If no: In what state is ye  | our actual ragidance?            |               |                        |                  |      |        |                       |         | _       |
| if no. in what state is yo  | our actual residence;            | CA            | 1                      | 0.1              |      |        |                       |         |         |
|                             |                                  | CA<br>CO      | l<br>1                 | 0.1              |      |        |                       |         |         |
|                             |                                  | FL            | 1                      | 0.1              |      |        |                       |         |         |
|                             |                                  | GA            | 1                      | 0.1              |      |        |                       |         |         |
|                             |                                  | MN            | 1                      | 0.1              |      |        |                       |         |         |
|                             |                                  |               | 1                      | 0.1              |      |        |                       |         |         |
|                             |                                  | MO            | 1                      | 0.1              |      |        |                       |         |         |
|                             |                                  | NJ<br>OK      | 1<br>1                 | 0.1              |      |        |                       |         |         |
|                             |                                  | OK            | 1                      | 0.1              |      |        |                       |         |         |
|                             |                                  | OR            | 1                      | 0.1              |      |        |                       |         |         |
|                             |                                  | TX            | 1                      | 0.1              |      |        |                       |         |         |
|                             |                                  | UT            | 1                      | 0.1              |      |        |                       |         |         |
|                             |                                  | WA            | 1                      | 0.1              |      |        | -                     |         |         |
|                             |                                  | WY .          | 2                      | 0.3              |      |        |                       |         |         |
| ·                           | _                                | Blank         | 740                    | 98.1             |      |        |                       |         |         |
|                             | Ί                                | TOTAL         | 754                    | 100.0            |      |        |                       |         |         |

| <u>Oues</u> | tion                | Response                  | Value           | Number of Responses | Percent of Total | <u>Mean</u> | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|-------------|---------------------|---------------------------|-----------------|---------------------|------------------|-------------|--------|-----------------------|---------|----------------|
| 4) W        | hich of the followi | ng years did you NOT have | a beekeeping op | eration? (Circle    | ALL that ap      | ply.)       |        |                       |         |                |
| a.          |                     | Circled                   | 0               | 161                 | 21.4             |             |        |                       |         |                |
|             |                     | Not Circled               | 1               | 593                 | 78.6             |             |        |                       |         |                |
|             |                     | 1100 020100               | TOTAL           | 754                 | 100.0            | 0.79        | 1      | 0.41                  | 0       | 1              |
| ь           | . 1982              | Circled                   | 0               | 141                 | 18.7             |             |        |                       |         |                |
|             |                     | Not Circled               | 1               | 613                 | 81.3             |             |        |                       |         |                |
|             |                     | - 100 0                   | TOTAL           | 754                 | 100.0            | 0.81        | 1      | 0.39                  | 0       | 1              |
| c.          | 1983                | Circled                   | 0               | 125                 | 16.6             |             |        |                       |         |                |
|             |                     | Not Circled               | 1               | 629                 | 83.4             |             |        |                       |         |                |
|             |                     | 2100 0=000                | TOTAL           | 754                 | 100.0            | 0.83        | 1      | 0.37                  | 0       | 1              |
| d.          | 1984                | Circled                   | 0               | 105                 | 13.9             |             |        |                       |         |                |
|             |                     | Not Circled               | 1               | 649                 | 86.1             |             |        |                       | •       |                |
| ,           |                     |                           | TOTAL           | 754                 | 100.0            | 0.86        | 1      | 0.35                  | 0       | 1              |
| e.          | 1985                | Circled                   | 0               | 80                  | 10.6             |             |        |                       |         |                |
|             |                     | Not Circled               | 1               | 674                 | 89.4             |             |        |                       |         |                |
|             |                     |                           | TOTAL           | 754                 | 100.0            | 0.89        | 1      | 0.31                  | 0.      | 1              |
| f.          | 1986                | Circled                   | 0               | 65                  | 8.6              |             |        |                       |         |                |
|             |                     | Not Circled               | 1               | 689                 | 91.4             |             |        |                       |         |                |
|             |                     | •                         | TOTAL           | 754                 | 100.0            | 0.91        | 1      | 0.28                  | 0       | 1              |
| g.          | 1987                | Circled                   | 0               | 55                  | 7.3              |             |        |                       |         |                |
| _           |                     | Not Circled               | 1               | 699                 | 92.7             |             |        |                       |         |                |
|             |                     |                           | TOTAL           | 754                 | 100.0            | 0.93        | 1      | 0.26                  | 0       | 1              |
| h.          | 1988                | Circled                   | 0               | 55                  | 7.3              |             |        |                       |         |                |
|             |                     | Not Circled               | 1               | 699                 | 92.7             |             |        |                       |         |                |
|             |                     |                           | TOTAL           | 754                 | 100.0            | 0.93        | 1      | 0.26                  | 0       | 1              |

| Question             | Response                                    | Value              | Number of Responses | Percent of<br>Total | _Mean        | Median       | Standard Deviation | Minimum      | Maximum   |
|----------------------|---------------------------------------------|--------------------|---------------------|---------------------|--------------|--------------|--------------------|--------------|-----------|
|                      | •                                           |                    | •                   |                     |              |              |                    | -            |           |
| ) We would like to k | now your operation's peak p                 | production history | during each of      | the last four y     | cars and the | number of w  | orking colonie     | s you had du | ring that |
| a. 1985 Numbe        | in the information for the year of colonies | ears when you had  | a beekeeping o      | peration in th      | e spaces pro | vided. Write | "0" if none.)      |              |           |
| on October 1         | of Colonies                                 | Non-Blank          | 635                 | 84.2                |              |              |                    |              |           |
| 011 0010001 1        |                                             | Blank              | 119                 | 15.8                |              |              |                    |              |           |
|                      |                                             | TOTAL              | 754                 | 100.0               | 748          | 202          | 1,725              | 2            | 27,367    |
| b. 1985 Numbe        | er of working colonies                      |                    |                     |                     |              |              |                    |              |           |
| at peak produ        |                                             | Non-Blank          | 635                 | 84.2                |              |              |                    |              |           |
| at pour produ        |                                             | Blank              | 119                 | 15.8                |              |              |                    |              |           |
|                      |                                             | TOTAL              | 754                 | 100.0               | 795          | 200          | 1,717              | 1            | 20,408    |
| c. 1985 Month        | of the year your operation                  |                    |                     |                     |              |              |                    |              |           |
|                      | eak production (beginning)                  |                    |                     |                     |              |              |                    |              |           |
| zportonou p          | January                                     | 1                  | 0                   | 0.0                 |              |              |                    |              |           |
|                      | February                                    | 2                  | 4                   | 0.5                 |              |              |                    |              |           |
|                      | March                                       | 3                  | 13                  | 1.7                 |              |              |                    |              |           |
|                      | April                                       | 4                  | 46                  | 6.1                 |              |              |                    |              |           |
|                      | May                                         | 5                  | 81                  | 10.7                |              |              |                    |              |           |
|                      | June                                        | 6                  | 184                 | 24.4                | •            |              | •                  |              |           |
|                      | July                                        | 7                  | 179                 | 23.7                |              |              |                    |              |           |
|                      | August                                      | 8                  | 27                  | 3.6                 |              |              |                    |              |           |
|                      | September                                   | 9                  | 8                   | 1.1                 |              |              |                    |              |           |
|                      | October                                     | 10                 | 2                   | 0.3                 |              |              |                    |              |           |
|                      | November                                    | 11                 | 0                   | 0.0                 |              |              |                    |              |           |
| •                    | December                                    | 12                 | 0                   | 0.0                 |              |              |                    |              |           |
|                      |                                             | Blank              | 210                 | 27.9                |              |              |                    |              |           |
|                      |                                             | TOTAL              | 754                 | 100.0               | 6.07         | 6            | 1.24               | 2            | 10        |
| d. 1985 Month        | of the year your operation                  |                    |                     |                     |              |              |                    |              |           |
|                      | eak production (end)                        |                    |                     |                     |              |              |                    |              |           |
| ·                    | January                                     | 1                  | 0                   | 0.0                 |              |              |                    |              |           |
|                      | February                                    | 2<br>3             | 0                   | 0.0                 |              |              |                    |              |           |
|                      | March                                       | 3                  | 0                   | 0.0                 |              |              |                    |              |           |
|                      | April                                       | 4                  | 5                   | 0.7                 |              |              |                    |              |           |
|                      | May                                         | 5                  | 16                  | 2.1                 |              |              |                    |              |           |

| <u>Que</u> | stic | )n                       | Response         | Value     | Number of<br>Responses | Percent of<br>Total | Mean | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|------------|------|--------------------------|------------------|-----------|------------------------|---------------------|------|--------|-----------------------|---------|----------------|
|            |      |                          | June             | 6         | 55                     | 7.3                 |      |        |                       |         |                |
|            |      |                          | July             | 7         | 120                    | 15.9                | ·    |        |                       |         |                |
|            |      |                          | August           | 8         | 179                    | 23.7                |      |        |                       |         |                |
|            |      |                          | September        | 9         | 31                     | 4.1                 |      |        |                       |         |                |
|            |      |                          | October          | 10        | 5                      | 0.7                 |      |        |                       |         |                |
|            |      |                          | November         | 11        | 1                      | 0.1                 |      |        |                       |         |                |
|            |      |                          | December         | 12        | 0                      | 0.0                 |      |        |                       |         |                |
|            |      |                          |                  | Blank     | 342                    | 45.4                |      |        |                       |         |                |
|            |      |                          |                  | TOTAL     | 754                    | 100.0               | 7.38 | 8      | 1.07                  | 4       | 11             |
| :          | a.   | 1986 Number of colonie   | es               |           |                        |                     |      |        |                       |         |                |
|            |      | on October 1             |                  | Non-Blank | 653                    | 86.6                |      |        |                       |         |                |
|            |      |                          |                  | Blank     | 101                    | 13.4                |      |        |                       |         |                |
|            |      |                          |                  | TOTAL     | 754                    | 100.0               | 748  | 202    | 1,694                 | 2       | 26,706         |
| ì          | b.   | 1986 Number of working   | ng colonies      |           |                        |                     |      |        |                       |         |                |
|            |      | at peak production       |                  | Non-Blank | 649                    | 86.1                |      |        |                       |         |                |
|            |      | • •                      |                  | Blank     | 105                    | 13.9                |      |        | *                     |         |                |
|            |      |                          |                  | TOTAL     | 754                    | 100.0               | 817  | 200    | 1,911                 | 2       | 29,674         |
| (          | c.   | 1986 Month of the year   | your operation   |           |                        |                     |      |        |                       |         |                |
|            |      | experienced peak product | tion (beginning) |           |                        |                     |      |        |                       |         |                |
|            |      |                          | January          | 1         | 0                      | 0.0                 |      |        |                       |         |                |
|            |      |                          | February         | 2<br>3    | 2                      | 0.3                 |      |        |                       |         |                |
|            |      |                          | March            | 3         | 15                     | 2.0                 |      |        |                       |         |                |
|            |      |                          | April            | 4         | 42                     | 5.6                 |      |        |                       |         |                |
|            |      |                          | May              | 5         | 84                     | 11.1                |      |        |                       |         |                |
|            |      |                          | June             | 6         | 189                    | 25.1                |      |        |                       |         |                |
|            |      |                          | July             | 7         | 188                    | 24.9                |      |        |                       |         |                |
|            |      |                          | August           | 8         | 29                     | 3.8                 |      |        |                       |         |                |
|            |      |                          | September        | 9         | 6                      | 0.8                 |      |        |                       |         |                |
|            |      |                          | October          | 10        | 2                      | 0.3                 |      |        |                       |         |                |
|            |      |                          | November         | 11        | 0                      | 0.0                 |      |        |                       |         |                |
|            |      |                          | December         | 12        | 0                      | 0.0                 |      |        |                       |         |                |
|            |      |                          |                  | Blank     | 197                    | 26.1                | 6.00 | 4      | 1.20                  | 2       | 10             |
|            |      |                          |                  | TOTAL     | 754                    | 100.0               | 6.09 | 6      | 1.20                  | 2       | 10             |

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|   |    | May                                                                           | 5         | 15  | 2.0   |      |     |       |   |
|---|----|-------------------------------------------------------------------------------|-----------|-----|-------|------|-----|-------|---|
|   |    | June                                                                          | 6         | 56  | 7.4   |      |     |       |   |
|   |    | July                                                                          | 7         | 125 | 16.6  |      |     |       |   |
|   |    | August                                                                        | 8         | 178 | 23.6  |      |     |       |   |
|   |    | September                                                                     | 9         | 32  | 4.2   |      |     |       |   |
|   |    | October                                                                       | 10        | 6   | 0.8   |      |     |       |   |
|   |    | November                                                                      | 11        | 1   | 0.1   |      |     |       |   |
|   |    | December                                                                      | 12        | 0   | 0.0   |      |     |       |   |
| 9 |    |                                                                               | Blank     | 335 | 44.4  |      |     |       |   |
|   |    |                                                                               | TOTAL     | 754 | 100.0 | 7.38 | 8   | 1.08  | 4 |
|   | a. | 1987 Number of colonies                                                       |           |     |       |      |     |       |   |
|   |    | on October 1                                                                  | Non-Blank | 670 | 88.9  |      |     |       |   |
|   |    | ·                                                                             | Blank     | 84  | 11.1  |      |     |       |   |
|   |    |                                                                               | TOTAL     | 754 | 100.0 | 768  | 200 | 1,741 | 1 |
|   | b. | 1987 Number of working colonies                                               |           |     |       |      |     |       |   |
|   |    | at peak production                                                            | Non-Blank | 668 | 88.6  |      |     |       |   |
|   | •  | 1                                                                             | Blank     | 86  | 11.4  |      |     |       |   |
|   |    | ·                                                                             | TOTAL     | 754 | 100.0 | 830  | 200 | 1,964 | 1 |
| • | ċ. | 1987 Month of the year your operation experienced peak production (beginning) |           |     |       |      |     |       |   |
|   |    |                                                                               |           | ^   |       |      |     |       |   |

0

2

13

41 88

197

Value

Response

January

March

April

January -

February

March

April

May

June

February

1986 Month of the year your operation experienced peak production (end)

Question

Number of Percent of

Total

0.0

0.0

0.0 0.8

0.0

0.3

1.7 5.4

11.7

26.1

Mean

Median

Responses

0

0

0

6

Standard

Deviation Minimum Maximum

11

28,503

31,670

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|---|---|---|
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| 0       |                                                 | D           | Walna     | Number of | Percent of | 16          | 3.6.12 | Standard  |           |         |
|---------|-------------------------------------------------|-------------|-----------|-----------|------------|-------------|--------|-----------|-----------|---------|
| Questio | <u>n</u>                                        | Response    | Value     | Responses | Total      | <u>Mean</u> | Median | Deviation | _Minimum_ | Maximum |
|         |                                                 | July        | 7         | 185       | 24.5       |             |        |           |           |         |
|         |                                                 | August      | 8         | 29        | 3.8        |             |        |           |           |         |
|         |                                                 | September   | 9         | 7         | 0.9        |             |        |           |           |         |
|         |                                                 | October     | 10        | 2         | 0.3        |             |        |           |           |         |
|         |                                                 | November    | 11        | 0         | 0.0        |             |        |           |           |         |
|         |                                                 | December    | 12        | 0         | 0.0        |             |        |           |           |         |
|         |                                                 |             | Blank     | 190       | 25.2       |             |        |           |           |         |
|         |                                                 |             | TOTAL     | 754       | 100.0      | 6.10        | 6      | 1.19      | 2         | 10      |
|         | 1987 Month of the year experienced peak product |             |           |           |            |             |        |           |           |         |
|         | •                                               | January     | 1         | 0         | 0.0        |             |        |           |           |         |
|         |                                                 | February    | 2<br>3    | 0         | 0.0        | •           |        |           |           |         |
|         |                                                 | March       |           | 0         | 0.0        |             |        |           |           |         |
|         |                                                 | April       | 4         | 6         | 0.8        |             |        |           |           |         |
|         |                                                 | May         | 5         | 18        | 2.4        |             |        |           |           |         |
|         |                                                 | June        | 6         | 54        | 7.2        |             |        |           |           |         |
|         |                                                 | July        | 7         | 133       | 17.6       |             |        |           |           | •       |
|         |                                                 | August      | 8         | 188       | 24.9       |             |        |           |           |         |
|         |                                                 | September   | 9         | 31        | 4.1        |             |        |           |           |         |
|         |                                                 | October     | 10        | 5         | 0.7        |             |        |           |           |         |
|         |                                                 | November    | 11        | 1         | 0.1        |             |        |           |           |         |
|         |                                                 | December    | 12        | 0         | 0.0        |             |        |           |           |         |
|         |                                                 |             | Blank     | 318       | 42.2       |             |        |           |           |         |
|         |                                                 |             | TOTAL     | 754       | 100.0      | 7.37        | 8      | 1.065     | 4         | 11      |
|         | 1988 Number of colonie                          | ies         |           |           |            |             |        |           |           |         |
| ,       | on October 1                                    |             | Non-Blank | 678       | 89.9       |             |        |           |           |         |
|         |                                                 |             | Blank     | 76        | 10.1       |             |        |           |           |         |
|         |                                                 |             | TOTAL     | 754       | 100.0      | 783         | 239    | 1,760     | 2 2       | 29,640  |
|         | 1988 Number of working                          | ng colonies | <b></b>   |           |            |             |        |           |           |         |
| ;       | at peak production                              |             | Non-Blank | 676       | 89.7       |             |        |           |           |         |
|         |                                                 |             | Blank     | 78        | 10.3       |             |        |           |           |         |
|         |                                                 |             | TOTAL     | 754       | 100.0      | 836         | 228    | 1,987     | 2 3       | 32,934  |

| Ouestion           | Response               | Value | Number of<br>Responses | Percent of<br>Total | Mean | Median | Standard  Deviation | Minimum | Maximun |
|--------------------|------------------------|-------|------------------------|---------------------|------|--------|---------------------|---------|---------|
| c. 1988 Month of   | he year your operation |       |                        |                     |      |        |                     |         |         |
|                    | production (beginning) |       |                        |                     |      |        |                     |         |         |
|                    | January                | 1     | 0                      | 0.0                 |      |        |                     |         |         |
|                    | February               | 2     | 3                      | 0.4                 |      |        |                     |         |         |
|                    | March                  | 3     | 11                     | 1.5                 |      |        |                     |         |         |
|                    | April                  | 4     | 42                     | 5.6                 |      |        |                     |         |         |
|                    | May                    | 5     | 91                     | 12.1                |      |        |                     |         |         |
|                    | June                   | 6     | 176                    | 23.3                |      |        |                     |         |         |
|                    | July                   | 7     | 189                    | 25.1                |      |        |                     |         |         |
|                    | August                 | 8     | 32                     | 4.2                 |      |        |                     |         |         |
|                    | September              | 9     | 9                      | 1.2                 |      |        |                     |         |         |
|                    | October                | 10    | 4                      | 0.5                 |      |        |                     |         |         |
|                    | November               | 11    | 0                      | 0.0                 |      |        |                     |         |         |
|                    | December               | 12    | 0                      | 0.0                 |      |        |                     |         |         |
|                    |                        | Blank | 197                    | 26.1                |      |        |                     |         |         |
|                    | •                      | TOTAL | 754                    | 100.0               | 6.14 | 6      | 1.24                | 2       | 10      |
| d. 1988 Month of t | he year your operation |       |                        |                     |      |        |                     |         |         |
| experienced peak   | production (end)       |       |                        |                     |      |        |                     |         |         |
| -                  | January                | 1     | 0                      | 0.0                 |      |        |                     |         |         |
|                    | February               | 2     | 0                      | 0.0                 |      |        |                     |         |         |
|                    | March                  | 3     | 0                      | 0.0                 |      |        |                     |         |         |
|                    | April                  | 4     | 4                      | 0.5                 |      |        |                     |         |         |
|                    | May                    | 5     | 18                     | 2.4                 |      |        |                     |         |         |
|                    | June                   | 6     | 59                     | 7.8                 |      |        |                     |         |         |
| •                  | July                   | 7     | 113                    | 15.0                |      |        |                     |         |         |
|                    | August                 | 8     | 191                    | 25.3                |      |        |                     |         |         |
|                    | September              | 9     | 42                     | 5.6                 | •    |        |                     |         |         |
|                    | October                | 10    | 6                      | 0.8                 |      |        |                     |         |         |
|                    | November               | 11    | 1                      | 0.1                 |      |        |                     |         |         |
| •                  | December               | 12    | 0                      | 0.0                 |      |        |                     |         |         |
|                    |                        | Blank | 320                    | 42.4                |      |        |                     |         |         |
|                    |                        | TOTAL | 754                    | 100.0               | 7.44 | 8      | 1.088               | 4       | 11      |

|                                        |                            | Number of         | Percent of | f                |                | Standard  |       |           |
|----------------------------------------|----------------------------|-------------------|------------|------------------|----------------|-----------|-------|-----------|
| <u>Ouestion</u> Re                     | sponse Value               | Responses         | Total      | Mean             | Median         | Deviation | Minim | um Maxii  |
| II. PRODUCTS AND SERVICES              |                            |                   |            |                  |                |           |       |           |
| Receipts and Production:               | •                          |                   |            |                  |                |           |       |           |
| 1) What were your total gross receipts | from products sold service | s provided and/or | nrooman n  | articipation fro | om 1085 to 10  | 282       |       |           |
| 1985 Honey (not forfeited to CCC       |                            | 326               | 43.2       | articipation in  | JIII 1705 W 1. | 200:      |       |           |
| 1903 Honey (not fortened to eee        | Blank                      | 428               | 56.8       |                  |                |           |       |           |
|                                        | TOTAL                      | 754               | 100.0      | 28,905           | 4,950          | 90,049    | 20    | 1,365,240 |
| 1985 Pollination Services              | Non-Blank                  | 133               | 17.6       |                  |                |           |       |           |
| 1985 Tommation Services                | Blank                      | 621               | 82.4       |                  |                |           |       |           |
|                                        | TOTAL                      | 754               | 100.0      | 21,829           | 4,400          | 39,272    | 1     | 230,587   |
| 1985 Beeswax                           | Non-Blank                  | 183               | 24.3       |                  |                |           |       |           |
| . 27 02 = 552                          | Blank                      | 571               | 75.7       |                  |                |           |       |           |
|                                        | TOTAL                      | 754               | 100.0      | 2,528            | 700            | 5,346     | 1     | 40,000    |
| 1985 Package Bees                      | Non-Blank                  | 16                | 2.1        |                  |                |           |       |           |
| J                                      | Blank                      | 738               | 97.9       |                  |                |           |       |           |
|                                        | TOTAL                      | 754               | 100.0      | 28,435           | 5,781          | 60,720    | 100   | 239,858   |
| 1985 Queens and Nucs                   | Non-Blank                  | 30                | 4.0        |                  |                |           | ,     |           |
|                                        | Blank                      | 724               | 96.0       |                  |                |           |       |           |
|                                        | TOTAL                      | 754               | 100.0      | 14,007           | 2,813          | 25,226    | 24    | 126,847   |
| 1985 Royal Jelly, Propolis, Polle      |                            | 17                | 2.3        |                  |                |           |       |           |
|                                        | Blank                      | 737               | 97.7       |                  |                |           |       |           |
| ·                                      | TOTAL                      | 754               | 100.0      | 5,199            | 2,112          | 7,423     | 40    | 25,000    |
| 1985 Other                             | Non-Blank                  | 17                | 2.3        |                  |                |           |       |           |
| •                                      | Blank                      | 737               | 97.7       |                  |                |           |       |           |
|                                        | TOTAL                      | 754               | 100.0      | 63,420           | 3,000          | 184,721   | 150   | 738,303   |
| 1985 Gov't Payments (net receipts      |                            |                   |            |                  |                |           |       |           |
|                                        | Non-Blank                  | 181               | 24.0       |                  |                |           |       |           |
|                                        | Blank                      | 573               | 76.0       |                  | _              |           |       |           |
|                                        | TOTAL                      | 754 .             | 100.0      | 42,432           | 7,137          | 130,594   | 220   | 1,327,152 |

| Question | ı Response                              | Value       | Number of Responses | Percent of<br>Total | Mean   | Median | Standard Deviation | Minimu | <u>ım Maximum</u> |
|----------|-----------------------------------------|-------------|---------------------|---------------------|--------|--------|--------------------|--------|-------------------|
| 1986     | Honey (not forfeited to CCC)            | Non-Blank   | 389                 | 51.6                |        |        |                    |        |                   |
|          | , ( , , , , , , , , , , , , , , , , , , | Blank       | 365                 | 48.4                |        |        |                    |        |                   |
|          |                                         | TOTAL       | 754                 | 100.0               | 37,042 | 6,000  | 107,763            | 20     | 1,571,699         |
| 1986     | Pollination Services                    | Non-Blank   | 142                 | 18.8                |        |        |                    |        |                   |
|          |                                         | Blank       | 612                 | 81.2                |        |        |                    |        |                   |
|          |                                         | TOTAL       | 754                 | 100.0               | 21,031 | 6,767  | 35,169             | 30     | 185,152           |
| 1986     | Beeswax                                 | Non-Blank   | 191                 | 25.3                |        |        |                    |        |                   |
|          |                                         | Blank       | 563                 | 74.7                |        |        |                    |        |                   |
|          |                                         | TOTAL       | 754                 | 100.0               | 2,509  | 779    | 6,183              | 1      | 71,500            |
| 1986     | Package Bees                            | Non-Blank   | 19                  | 2.5                 |        |        |                    |        |                   |
|          |                                         | Blank       | 735                 | 97.5                |        |        |                    |        |                   |
|          |                                         | TOTAL       | 754                 | 100.0               | 27,895 | 4,800  | 74,334             | 150    | 325,800           |
| 1986     | Queens and Nucs                         | Non-Blank   | 29                  | 3.8                 |        |        |                    |        |                   |
|          |                                         | Blank       | 725                 | 96.2                |        |        |                    |        |                   |
|          |                                         | TOTAL       | 754                 | 100.0               | 39,345 | 6,500  | 156,767            | 43     | 851,524           |
| 1986     | Royal Jelly, Propolis, Pollen           | Non-Blank   | 27                  | 3.6                 |        |        | •                  |        |                   |
|          |                                         | Blank       | 727                 | 96.4                |        |        |                    |        |                   |
|          |                                         | TOTAL       | 754                 | 100.0               | 4,682  | 609    | 7,842              | 40     | 30,000            |
| 1986     | Other                                   | Non-Blank   | 21                  | 2.8                 |        |        |                    |        |                   |
| •        | •                                       | Blank       | 733                 | 97.2                |        |        |                    |        |                   |
|          |                                         | TOTAL       | 754                 |                     | 68,293 | 2,959  | 163,481            | 150    | 611,199           |
| 1986     | Gov't Payments (net receipts)- CCC i    | forfeitures |                     |                     |        |        |                    |        |                   |
|          | , , , , , , , , , , , , , , , , , , , , | Non-Blank   | 162                 | 21.5                |        |        |                    |        |                   |
|          |                                         | Blank       | 592                 | 78.5                |        |        |                    |        |                   |
|          |                                         | TOTAL       | 754                 |                     | 34,409 | 7,061  | 88,163             | 23     | 741,997           |

| Ouestion                              | Response                | Value     | Number of<br>Responses | Percent of<br>Total | f<br><u>Mean</u> | Mediar | Standard Deviation | Minim | um Maximum |
|---------------------------------------|-------------------------|-----------|------------------------|---------------------|------------------|--------|--------------------|-------|------------|
|                                       |                         |           | •                      |                     |                  |        | <del>-</del>       | _     |            |
| 1986 Gov't Payments (                 | (net receipts)- Marketi |           | 0.4                    |                     |                  |        |                    |       |            |
|                                       |                         | Non-Blank | 81                     | 10.7                |                  |        |                    |       |            |
|                                       |                         | Blank     | 673                    | 89.3                |                  |        |                    |       |            |
|                                       |                         | TOTAL     | 754                    | 100.0               | 13,676           | 2,379  | 43,480             | 1     | 325,052    |
| 1987 Honey (not forfe                 | ited to CCC)            | Non-Blank | 411                    | 54.5                |                  |        |                    |       |            |
| • `                                   | ,                       | Blank     | 343                    | 45.5                |                  |        |                    |       |            |
|                                       |                         | TOTAL     | 754                    | 100.0               | 45,370           | 8,000  | 101,133            | 15    | 1,063,017  |
| 1987 Pollination Servi                | ices                    | Non-Blank | 150                    | 19.9                |                  |        |                    |       |            |
| 2. 0 0                                |                         | Blank     | 604                    | 80.1                |                  |        |                    |       |            |
|                                       |                         | TOTAL     | 754                    | 100.0               | 22,939           | 6,303  | 39,584             | 45    | 288,675    |
| 1987 Beeswax                          |                         | Non-Blank | 209                    | 27.7                |                  |        |                    |       |            |
| 27 07 = 000 11                        |                         | Blank     | 543                    | 72.3                |                  |        |                    |       |            |
|                                       |                         | TOTAL     | 754                    | 100.0               | 3,031            | 640    | 10,018             | 1     | 131,867    |
| 1987 Package Bees                     |                         | Non-Blank | 17                     | 2.3                 |                  |        |                    |       |            |
| - 6                                   |                         | Blank     | 737                    | 97.7                |                  |        |                    | •     |            |
|                                       |                         | TOTAL     | 754                    | 100.0               | 23,234           | 4,000  | 65,649             | 180   | 274,712    |
| 1987 Queens and Nucs                  | •                       | Non-Blank | 37                     | 4.9                 |                  |        |                    |       |            |
|                                       |                         | Blank     | 717                    | 95.1                |                  |        |                    |       |            |
|                                       |                         | TOTAL     | 754                    | 100.0               | 13,856           | 3,895  | 21,938             | 12    | 106,279    |
| 1987 Royal Jelly, Pro                 | polis, Pollen           | Non-Blank | 29                     | 3.8                 |                  |        |                    |       |            |
| · · · · · · · · · · · · · · · · · · · |                         | Blank     | 725                    | 96.5                |                  |        |                    |       |            |
|                                       |                         | TOTAL     | 754                    | 100.0               | 6,147            | 1,308  | 9,690              | 70    | 39,000     |
| 1987 Other                            |                         | Non-Blank | 20                     | 2.7                 |                  |        |                    |       |            |
|                                       |                         | Blank     | 734                    | 97.3                |                  | •      |                    |       |            |
|                                       |                         | TOTAL     | 754                    | 100.0               | 88,770           | 2,763  | 205,019            | 68    | 664,856    |

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| Question Respo                        | nse Value              | Number of Responses | Percent of Total | Mean   | Median | Standard<br>Deviation | Minim | um_ Maximum |
|---------------------------------------|------------------------|---------------------|------------------|--------|--------|-----------------------|-------|-------------|
|                                       |                        |                     |                  |        |        |                       |       |             |
| 1987 Gov't Payments (net receipts)- C |                        | 150                 | 22.5             |        |        |                       |       |             |
|                                       | Non-Blank              | 170                 | 22.5             |        |        |                       |       |             |
|                                       | Blank                  | 584                 | 77.5             |        |        |                       |       |             |
|                                       | TOTAL                  | 754                 | 100.0            | 41,527 | 5,616  | 186,504               | 55    | 2,272,240   |
| 1987 Gov't Payments (net receipts)- M | Marketing loan benefit | •                   |                  |        |        |                       |       |             |
| 1, ,                                  | Non-Blank              | 149                 | 19.8             |        |        |                       |       |             |
|                                       | Blank                  | 605                 | 80.2             |        |        |                       |       |             |
|                                       | TOTAL                  | 754                 | 100.0            | 12,617 | 2,460  | 35,272                | 8     | 249,610     |
| 1988 Honey (not forfeited to CCC)     | Non-Blank              | 432                 | 57.3             |        |        |                       |       |             |
| 1700 Honey (not to relied to eee)     | Blank                  | 322                 | 42.7             |        |        |                       |       |             |
|                                       | TOTAL                  | 754                 | 100.0            | 37,351 | 8,622  | 72,091                | 1     | 790,455     |
| 1988 Pollination Services             | Non-Blank              | 158                 | 21.1             |        |        |                       |       |             |
| 1700 Tommadon bervices                | Blank                  | 596                 | 79.0             |        |        |                       |       |             |
|                                       | TOTAL                  | 754                 | 100.0            | 24,910 | 7,016  | 42,345                | 50    | 298,866     |
|                                       | TOTAL                  | 754                 | 100.0            | 24,510 | 7,010  | 72,575                | 50    | 270,000     |
| 1988 Beeswax                          | Non-Blank              | 227                 | 30.1             |        |        |                       |       |             |
|                                       | Blank                  | 527                 | 69.9             |        |        |                       |       |             |
| ·                                     | TOTAL                  | 754                 | 100.0            | 2,487  | 600    | 5,089                 | 1     | 52,000      |
| 1988 Package Bees                     | Non-Blank              | 12                  | 1.6              |        |        |                       |       |             |
| 1700 Tuchuge 2005                     | Blank                  | 742                 | 98.4             |        |        |                       |       |             |
|                                       | TOTAL                  | 754                 | 100.0            | 32,200 | 7,134  | 51,424                | 200   | 170,000     |
| 1988 Queens and Nucs                  | Non-Blank              | 40                  | 5.3              |        |        |                       |       |             |
| 2200 Anonio mia 1 inop                | Blank                  | 714                 | 94.7             |        |        |                       |       |             |
|                                       | TOTAL                  | 754                 | 100.0            | 14,749 | 3,703  | 32,280                | 25    | 192,235     |
| 1988 Royal Jelly, Propolis, Pollen    | Non-Blank              | 33                  | 4.4              |        |        |                       |       |             |
| 1700 Royal Jeny, Flopons, Folich      | Blank                  | 721                 | 95.6             |        |        |                       |       |             |
|                                       | TOTAL                  | 721<br>754          | 100.0            | 7,489  | 1,284  | 12,952                | 1     | 48,000      |

| 1988 Other Non-Blank 24 3.2 Blank 730 96.8 TOTAL 754 100.0 50,677 2,725 131,330 30 545,000  1988 Gov't Payments (net receipts)- CCC forfeitures Non-Blank 181 24.0 Blank 573 76.0 TOTAL 754 100.0 33,700 5,297 104,759 26 959,558  1988 Gov't Payments (net receipts)- Marketing loan benefit Non-Blank 565 74.9 TOTAL 754 100.0 12,231 2,718 30,264 40 301,215  2) How much of the following did your beekceping operation produce or provide from 1985 to 1988? 1985 Honey Non-Blank 486 64.5 Blank 268 35.5 TOTAL 754 100.0 53,528 10,105 139,390 5 1,774,500  1985 Beeswax Non-Blank 294 39.0 Blank 460 61.0 TOTAL 754 100.0 1,596 350 3,628 1 35,000  1985 Royal Jelly, Propolis & Pollen Non-Blank 735 97.5 TOTAL 754 100.0 1,482 200 2,782 5 9,000  1985 Package Bees Non-Blank 19 2.5 Blank 735 97.5 TOTAL 754 100.0 5,821 1,500 12,524 3 44,172  1985 Nucs Non-Blank 28 3.7 Blank 742 98.4 TOTAL 754 100.0 5,821 1,500 12,524 3 44,172  1985 Nucs Non-Blank 28 3.7 Blank 726 96.3 TOTAL 754 100.0 880 95 1,956 2 6,500                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Question          | Response _                 | Value                                                                   | Number of Responses                  | Percent of Total                             | Mean   | _Median | Standard<br>Deviation | Minimu | ım Maximu   |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|----------------------------|-------------------------------------------------------------------------|--------------------------------------|----------------------------------------------|--------|---------|-----------------------|--------|-------------|
| Blank   730   96.8   TOTAL   754   100.0   50,677   2,725   131,330   30   545,000     1988   Gov't Payments (net receipts)- CCC forfeitures   Non-Blank   181   24.0   Blank   573   76.0   TOTAL   754   100.0   33,700   5,297   104,759   26   959,558     1988   Gov't Payments (net receipts)- Marketing loan benefit   Non-Blank   189   25.1   Blank   565   74.9   TOTAL   754   100.0   12,231   2,718   30,264   40   301,215     2)   How much of the following did your beckeeping operation produce or provide from 1985 to 1988?   1985   Honey   Non-Blank   486   64.5   Blank   268   35.5   53,528   10,105   139,390   5   1,774,500     1985   Beeswax   Non-Blank   294   39.0   Blank   460   61.0   TOTAL   754   100.0   1,596   350   3,628   1   35,000     1985   Royal Jelly, Propolis & Pollen   Non-Blank   19   2.5   Blank   735   97.5   TOTAL   754   100.0   1,482   200   2,782   5   9,000     1985   Package Bees   Non-Blank   12   1.6   Blank   742   98.4   TOTAL   754   100.0   5,821   1,500   12,524   3   44,172     1985   Nucs   Non-Blank   28   3.7   Blank   742   98.4   TOTAL   754   100.0   5,821   1,500   12,524   3   44,172     1985   Nucs   Non-Blank   28   3.7   Blank   742   98.4   TOTAL   754   100.0   5,821   1,500   12,524   3   44,172     1985   Nucs   Non-Blank   28   3.7   Blank   742   98.4   TOTAL   754   100.0   5,821   1,500   12,524   3   44,172     1985   Nucs   Non-Blank   28   3.7   Blank   742   96.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                   |                            |                                                                         |                                      |                                              |        |         | 2011911               |        | 1,14,711114 |
| TOTAL 754 100.0 50,677 2,725 131,330 30 545,000  1988 Gov't Payments (net receipts)- CCC forfeitures    Non-Blank   181                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 1988 Other        |                            |                                                                         |                                      |                                              |        |         |                       |        |             |
| 1988 Gov't Payments (net receipts)- CCC forfeitures    Non-Blank   573   76.0   TOTAL   754   100.0   33,700   5,297   104,759   26   959,558     1988 Gov't Payments (net receipts)- Marketing loan benefit   Non-Blank   189   25.1   Blank   565   74.9   TOTAL   754   100.0   12,231   2,718   30,264   40   301,215     2) How much of the following did your beekeeping operation produce or provide from 1985 to 1988?   1985 Honey   Non-Blank   486   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64.5   64 |                   |                            |                                                                         |                                      |                                              |        |         |                       |        |             |
| Non-Blank   181   24.0   Blank   573   76.0   76.0   76.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.   |                   |                            | TOTAL                                                                   | 754                                  | 100.0                                        | 50,677 | 2,725   | 131,330               | 30     | 545,000     |
| Non-Blank   181   24.0   Blank   573   76.0   76.0   76.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.0   70.   | 1988 Gov't Payme  | nts (net receipts)- CCC fo | orfeitures                                                              |                                      |                                              |        |         |                       |        |             |
| Blank   573   76.0   754   100.0   33,700   5,297   104,759   26   959,558                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                   | 1,                         |                                                                         | 181                                  | 24.0                                         |        |         |                       |        |             |
| TOTAL 754 100.0 33,700 5,297 104,759 26 959,558  1988 Gov't Payments (net receipts)- Marketing loan benefit Non-Blank Blank 565 74.9 TOTAL 754 100.0 12,231 2,718 30,264 40 301,215  2) How much of the following did your beekceping operation produce or provide from 1985 to 1988? 1985 Honey Non-Blank 486 64.5 Blank 268 35.5 TOTAL 754 100.0 53,528 10,105 139,390 5 1,774,500  1985 Beeswax Non-Blank 460 61.0 TOTAL 754 100.0 1,596 350 3,628 1 35,000  1985 Royal Jelly, Propolis & Pollen Non-Blank Blank 735 97.5 TOTAL 754 100.0 1,482 200 2,782 5 9,000  1985 Package Bees Non-Blank 12 1.6 Blank 742 98.4 TOTAL 754 100.0 5,821 1,500 12,524 3 44,172  1985 Nucs Non-Blank 28 3.7 Blank 726 96.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                   |                            |                                                                         |                                      |                                              |        |         |                       |        |             |
| Non-Blank   189   25.1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                   |                            | TOTAL                                                                   |                                      |                                              | 33,700 | 5,297   | 104,759               | 26     | 959,558     |
| Non-Blank   189   25.1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 1988 Gov't Payme  | nts (net receipts)- Market | ing loan benefit                                                        |                                      |                                              |        |         |                       |        |             |
| Blank   754   100.0   12,231   2,718   30,264   40   301,215                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 1200 001 11470    | me (met receipte) market   |                                                                         | 189                                  | 25.1                                         |        |         |                       |        |             |
| TOTAL 754 100.0 12,231 2,718 30,264 40 301,215  2) How much of the following did your beekeeping operation produce or provide from 1985 to 1988?  1985 Honey  Non-Blank 486 64.5  Blank 268 35.5  TOTAL 754 100.0 53,528 10,105 139,390 5 1,774,500  1985 Beeswax  Non-Blank 460 61.0  TOTAL 754 100.0 1,596 350 3,628 1 35,000  1985 Royal Jelly, Propolis & Pollen  Non-Blank 735 97.5  TOTAL 754 100.0 1,482 200 2,782 5 9,000  1985 Package Bees  Non-Blank 742 98.4  TOTAL 754 100.0 5,821 1,500 12,524 3 44,172  1985 Nucs  Non-Blank 28 3.7  Blank 726 96.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                   |                            |                                                                         |                                      |                                              |        |         |                       |        |             |
| 2) How much of the following did your beekeeping operation produce or provide from 1985 to 1988?  1985 Honey  Non-Blank 268 35.5 TOTAL 754 100.0 53,528 10,105 139,390 5 1,774,500  1985 Beeswax  Non-Blank 460 61.0 TOTAL 754 100.0 1,596 350 3,628 1 35,000  1985 Royal Jelly, Propolis & Pollen Non-Blank 735 97.5 TOTAL 754 100.0 1,482 200 2,782 5 9,000  1985 Package Bees  Non-Blank 742 98.4 TOTAL 754 100.0 5,821 1,500 12,524 3 44,172  1985 Nucs Non-Blank 28 3.7 Blank 726 96.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                   |                            |                                                                         |                                      |                                              | 12.231 | 2.718   | 30,264                | 40     | 301.215     |
| Blank   460   61.0   1,596   350   3,628   1   35,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                   |                            |                                                                         |                                      |                                              | 53,528 | 10,105  | 139,390               | 5      | 1,774,500   |
| Blank   460   61.0   1,596   350   3,628   1   35,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1985 Beeswax      |                            | Non-Blank                                                               | 294                                  | 39.0                                         |        |         |                       |        |             |
| TOTAL 754 100.0 1,596 350 3,628 1 35,000  1985 Royal Jelly, Propolis & Pollen  Non-Blank Blank 735 97.5 TOTAL 754 100.0 1,482 200 2,782 5 9,000  1985 Package Bees  Non-Blank Blank 742 98.4 TOTAL 754 100.0 5,821 1,500 12,524 3 44,172  1985 Nucs  Non-Blank Blank 726 96.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                            | Blank                                                                   | 460                                  |                                              |        |         |                       |        |             |
| Blank 735 97.5 TOTAL 754 100.0 1,482 200 2,782 5 9,000  1985 Package Bees  Non-Blank 12 1.6 Blank 742 98.4 TOTAL 754 100.0 5,821 1,500 12,524 3 44,172  1985 Nucs  Non-Blank 28 3.7 Blank 726 96.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                   |                            | _                                                                       |                                      |                                              |        |         |                       |        |             |
| Blank 735 97.5 TOTAL 754 100.0 1,482 200 2,782 5 9,000  1985 Package Bees  Non-Blank 12 1.6 Blank 742 98.4 TOTAL 754 100.0 5,821 1,500 12,524 3 44,172  1985 Nucs  Non-Blank 28 3.7 Blank 726 96.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                   |                            | TOTAL                                                                   | 754                                  | 100.0                                        | 1,596  | 350     | 3,628                 | 1      | 35,000      |
| TOTAL 754 100.0 1,482 200 2,782 5 9,000  1985 Package Bees  Non-Blank 12 1.6 Blank 742 98.4 TOTAL 754 100.0 5,821 1,500 12,524 3 44,172  1985 Nucs  Non-Blank 28 3.7 Blank 726 96.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 1985 Royal Jelly. | Propolis & Pollen          |                                                                         | •                                    |                                              | 1,596  | 350     | 3,628                 | 1      | 35,000      |
| Blank 742 98.4<br>TOTAL 754 100.0 5,821 1,500 12,524 3 44,172<br>1985 Nucs Non-Blank 28 3.7<br>Blank 726 96.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 1985 Royal Jelly, | Propolis & Pollen          | Non-Blank                                                               | 19                                   | 2.5                                          | 1,596  | 350     | 3,628                 | 1      | 35,000      |
| Blank 742 98.4<br>TOTAL 754 100.0 5,821 1,500 12,524 3 44,172<br>1985 Nucs Non-Blank 28 3.7<br>Blank 726 96.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 1985 Royal Jelly, | Propolis & Pollen          | Non-Blank<br>Blank                                                      | 19<br>735                            | 2.5<br>97.5                                  |        |         | ,                     |        |             |
| TOTAL 754 100.0 5,821 1,500 12,524 3 44,172  1985 Nucs  Non-Blank 28 3.7 Blank 726 96.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                   | ·                          | Non-Blank<br>Blank<br>TOTAL                                             | 19<br>735<br>754                     | 2.5<br>97.5<br>100.0                         |        |         | ,                     |        |             |
| Blank 726 96.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                   | ·                          | Non-Blank<br>Blank<br>TOTAL<br>Non-Blank                                | 19<br>735<br>754                     | 2.5<br>97.5<br>100.0                         |        |         | ,                     |        |             |
| Blank 726 96.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                   | ·                          | Non-Blank<br>Blank<br>TOTAL<br>Non-Blank<br>Blank                       | 19<br>735<br>754<br>12<br>742        | 2.5<br>97.5<br>100.0<br>1.6<br>98.4          | 1,482  | 200     | 2,782                 | 5      | 9,000       |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 1985 Package Bees | ·                          | Non-Blank<br>Blank<br>TOTAL<br>Non-Blank<br>Blank<br>TOTAL              | 19<br>735<br>754<br>12<br>742<br>754 | 2.5<br>97.5<br>100.0<br>1.6<br>98.4<br>100.0 | 1,482  | 200     | 2,782                 | 5      | 9,000       |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 1985 Package Bees | ·                          | Non-Blank<br>Blank<br>TOTAL<br>Non-Blank<br>Blank<br>TOTAL<br>Non-Blank | 19<br>735<br>754<br>12<br>742<br>754 | 2.5<br>97.5<br>100.0<br>1.6<br>98.4<br>100.0 | 1,482  | 200     | 2,782                 | 5      | 9,000       |

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| Question | n Response                           | Value      | Number of Responses | Percent of<br>Total | Mean   | Median | Standard<br>Deviation | Minimu | m Maximum |
|----------|--------------------------------------|------------|---------------------|---------------------|--------|--------|-----------------------|--------|-----------|
| 1985     | Queens Sold Separately               | Non-Blank  | 15                  | 2.0                 |        |        |                       |        |           |
| 1703     | Queens sold separately               | Blank      | 739                 | 98.0                |        |        |                       |        |           |
|          |                                      | TOTAL      | 754                 | 100.0               | 3,275  | 1,000  | 4,853                 | 2      | 14,988    |
|          |                                      | 1011112    | ,51                 | 100.0               | 3,273  | 1,000  | 1,055                 |        | 11,200    |
| 1985     | Pollination Services - # of Colonies | Non-Blank  | 147                 | 19.5                |        |        |                       |        |           |
|          |                                      | Blank      | 607                 | 80.5                |        |        |                       |        |           |
|          |                                      | TOTAL      | 754                 | 100.0               | 687    | 200    | 1,159                 | 4      | 6,000     |
| 1005     | Delliestics Services # of Dontale    | Non Dianis | 101                 | 12.4                |        |        |                       |        |           |
| 1985     | Pollination Services - # of Rentals  | Non-Blank  | 101                 | 13.4                |        |        |                       |        |           |
|          |                                      | Blank      | 653                 | 86.6                | 500    | 100    | 1 000                 |        | 4.654     |
|          |                                      | TOTAL      | 754                 | 100.0               | 522    | 100    | 1,000                 | 1      | 4,674     |
| 1986     | Honey                                | Non-Blank  | 524                 | 69.5                |        |        |                       |        |           |
|          | ,                                    | Blank      | 230                 | 30.5                |        |        |                       |        |           |
|          |                                      | TOTAL      | 754                 | 100.0               | 67,665 | 12,000 | 214,542               | 8      | 3,727,750 |
| 1006     | Beeswax                              | Non-Blank  | 317                 | 42.0                |        |        |                       |        |           |
| 1980     | Beeswax                              |            |                     |                     |        |        |                       |        |           |
|          |                                      | Blank      | 437                 | 58.0                | 1.070  | 200    | 4.042                 | 1      | 65,000    |
|          |                                      | TOTAL      | 754                 | 100.0               | 1,872  | 390    | 4,943                 | 1      | 65,000    |
| 1986     | Royal Jelly, Propolis & Pollen       | Non-Blank  | 30                  | 4.0                 |        |        |                       |        |           |
|          | •                                    | Blank      | 724                 | 96.0                |        |        |                       |        |           |
|          |                                      | TOTAL      | 754                 | 100.0               | 1,572  | 95     | 3,234                 | 3      | 11,400    |
| 1096     | Package Bees                         | Non-Blank  | 13                  | 1.7                 |        |        |                       |        |           |
| 1,760    | I dekage bees                        | Blank      | 741                 | 98.3                |        |        |                       |        |           |
|          |                                      | TOTAL      | 754                 | 100.0               | 5,807  | 1,000  | 14,266                | 3      | 52,410    |
|          |                                      | IOIAL      | 734                 | 100.0               | 3,807  | 1,000  | 14,200                | 3      | 32,410    |
| 1986     | Nucs                                 | Non-Blank  | 25                  | 3.3                 |        |        |                       |        |           |
|          |                                      | Blank      | 729                 | 96.7                |        |        |                       |        |           |
|          | •                                    | TOTAL      | 754                 | 100.0               | 1,176  | 90     | 2,501                 | 1      | 8,500     |
| 1026     | Queens Sold Separately               | Non-Blank  | 17                  | 2.3                 |        |        |                       |        |           |
| 1700     | Queens som ocharatery                | Blank      | 737                 | 97.7                |        |        |                       |        |           |
|          |                                      | TOTAL      | 757<br>754          | 100.0               | 11,460 | 1,300  | 37,742                | 3      | 157,412   |
|          |                                      | IOIAL      | 154                 | 100.0               | 11,400 | 1,500  | J1,144                | J      | 137,412   |

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| Question                   | n Response                           | Value     | Number of Responses | Percent of Total | Mean   | Median | Standard Deviation | M <u>in</u> imu | m Maximum |
|----------------------------|--------------------------------------|-----------|---------------------|------------------|--------|--------|--------------------|-----------------|-----------|
| <del>Q d c c c c c c</del> |                                      |           |                     |                  |        |        |                    |                 |           |
| 1986                       | Pollination Services - # of Colonies | Non-Blank | 153                 | 20.3             |        |        |                    |                 |           |
| 27.00                      |                                      | Blank     | 601                 | 79.7             |        |        |                    |                 |           |
|                            |                                      | TOTAL     | 754                 | 100.0            | 718    | 260    | 1,212              | 5               | 8,000     |
|                            |                                      | .01.12    | ,5.                 | 100.0            | ,10    | 200    | 1,212              | 3               | 0,000     |
| 1986                       | Pollination Services - # of Rentals  | Non-Blank | 103                 | 13.7             |        |        |                    |                 |           |
|                            |                                      | Blank     | 651                 | 86.3             |        |        |                    |                 |           |
|                            |                                      | TOTAL     | 754                 | 100.0            | 530    | 103    | 925                | 1               | 4,000     |
|                            |                                      |           |                     |                  |        |        |                    |                 | ,         |
| 1987                       | Honey                                | Non-Blank | 558                 | 74.0             |        |        |                    |                 |           |
|                            | •                                    | Blank     | 196                 | 26.0             |        |        |                    |                 |           |
|                            |                                      | TOTAL     | 754                 | 100.0            | 81,196 | 13,975 | 236,039            | 9 3             | 3,950,181 |
|                            |                                      |           |                     |                  | ,      | ,      | ,-                 |                 | , , ,     |
| 1987                       | Beeswax                              | Non-Blank | 331                 | 43.9             |        |        |                    |                 |           |
|                            |                                      | Blank     | 423                 | 56.1             |        |        |                    |                 |           |
|                            |                                      | TOTAL     | 754                 | 100.0            | 2,196  | 400    | 5,517              | 1               | 70,000    |
| •                          |                                      |           |                     |                  | _,     |        | <b>- ,-</b> - ·    |                 | ,         |
| 1987                       | Royal Jelly, Propolis & Pollen       | Non-Blank | 31                  | 4.1              |        |        |                    |                 |           |
|                            | 3, 1                                 | Blank     | 723                 | 95.9             |        |        |                    |                 |           |
|                            | •                                    | TOTAL     | 754                 | 100.0            | 1,964  | 150    | 3,633              | 4               | 13,000    |
|                            |                                      |           |                     |                  | •      |        | -,                 |                 | ,         |
| 1987                       | Package Bees                         | Non-Blank | 11                  | 1.5              |        |        |                    |                 |           |
|                            |                                      | Blank     | 743                 | 98.5             |        |        |                    |                 |           |
|                            |                                      | TOTAL     | 754                 | 100.0            | 5,530  | 1,200  | 13,066             | 3               | 44,608    |
|                            | •                                    |           |                     |                  | - ,    | •      | •                  |                 | ,         |
| 1987                       | Nucs                                 | Non-Blank | 32                  | 4.2              |        |        |                    |                 |           |
| •                          |                                      | Blank     | 722                 | 95.8             |        |        |                    |                 |           |
|                            |                                      | TOTAL     | 754                 | 100.0            | 1,074  | 66     | 2,594              | 2               | 10,000    |
|                            |                                      |           |                     |                  | ·      |        | •                  |                 | ,         |
| 1987                       | Queens Sold Separately               | Non-Blank | 17                  | 2.3              |        |        |                    |                 |           |
|                            | • •                                  | Blank     | 737                 | 97.7             |        |        |                    |                 |           |
|                            |                                      | TOTAL     | 754                 | 100.0            | 2,488  | 1,200  | 3,616              | 2               | 14,897    |
|                            |                                      |           |                     |                  | •      | •      | •                  |                 | -         |
| 1987                       | Pollination Services - # of Colonies | Non-Blank | 168                 | 22.3             |        |        |                    |                 |           |
|                            |                                      | Blank     | 586                 | 77.7             |        |        |                    |                 |           |
|                            |                                      | TOTAL     | 754                 | 100.0            | 734    | 250    | 1,253              | 2               | 8,000     |
|                            |                                      |           | ·                   |                  |        |        | •                  |                 | •         |

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|                             |               |           | Number of | Percent of |         |               | Standard         |        |                  |
|-----------------------------|---------------|-----------|-----------|------------|---------|---------------|------------------|--------|------------------|
| Question                    | Response      | Value     | Responses | Total      | Mean    | <u>Median</u> | <u>Deviation</u> | Minimu | n <u>Maximun</u> |
| 1987 Pollination Services - | # of Rentals  | Non-Blank | 111       | 14.7       |         |               |                  |        |                  |
|                             |               | Blank     | 643       | 85.3       |         |               |                  |        |                  |
|                             |               | TOTAL     | 754       | 100.0      | 533     | 122           | 967              | 1      | 4,314            |
| 1988 Honey                  |               | Non-Blank | 559       | 74.1       |         |               |                  |        |                  |
| ·                           |               | Blank     | 195       | 25.9       |         |               |                  |        |                  |
|                             |               | TOTAL     | 754       | 100.0      | 71,024  | 15,000        | 167,304          | 9 2    | 2,614,591        |
| 1988 Beeswax                |               | Non-Blank | 349       | 46.3       |         |               |                  |        |                  |
|                             |               | Blank     | 405       | 53.7       |         |               |                  |        |                  |
|                             |               | TOTAL     | 754       | 100.0      | 2,181   | 400           | 6,080            | 1      | 80,000           |
| 1988 Royal Jelly, Propolis  | & Pollen      | Non-Blank | 37        | 4.9        |         |               |                  |        |                  |
|                             |               | Blank     | 717       | 95.1       |         |               |                  |        |                  |
|                             |               | TOTAL     | 754       | 100.0      | 2,154   | 160           | 4,222            | 1      | 16,000           |
| 1988 Package Bees           |               | Non-Blank | 8         | 1.1        |         |               |                  |        |                  |
|                             |               | Blank     | 746       | 98.9       |         |               |                  |        |                  |
|                             |               | TOTAL     | 754       | 100.0      | 4,589 . | 1,225         | 8,276            | 3      | 24,258           |
| 1988 Nucs                   |               | Non-Blank | 30        | 4.0        |         |               | ,                |        |                  |
|                             |               | Blank     | 724       | 96.0       |         |               |                  |        |                  |
|                             |               | TOTAL     | 754       | 100.0      | 1,146   | 81            | 2,682            | 2      | 10,000           |
| 1988 Queens Sold Separatel  | ly            | Non-Blank | 20        | 2.7        |         |               |                  |        |                  |
|                             |               | Blank     | 734       | 97.3       |         |               |                  |        |                  |
|                             |               | TOTAL     | 754       | 100.0      | 2,683   | 800           | 4,858            | 6      | 20,792           |
| 1988 Pollination Services - | # of Colonies | Non-Blank | 168       | 22.3       |         |               |                  |        |                  |
|                             |               | Blank     | 586       | 77.7       |         |               |                  |        |                  |
|                             |               | TOTAL     | 754       | 100.0      | 774     | 277           | 1,282            | 2      | 8,500            |
| 1988 Pollination Services - | # of Rentals  | Non-Blank | 114       | 15.1       |         |               |                  |        |                  |
|                             |               | Blank     | 640       | 84.9       |         |               |                  |        |                  |
|                             |               | TOTAL     | 754       | 100.0      | 596     | 129           | 1042             | 1      | 4,500            |

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| Question                              | Response               | Value      | Number of<br>Responses | Percent of Total | _Mean     | Median        | Standard<br>Deviation | Minimum         | Maximum   |
|---------------------------------------|------------------------|------------|------------------------|------------------|-----------|---------------|-----------------------|-----------------|-----------|
| 3) Of the products and services pr    |                        |            |                        |                  |           | do you consid | er most impoi         | rtant to your o | peration? |
| (Please write down the items in       |                        | ie order o | of their importan      | nce to your op   | eration.) |               |                       |                 |           |
| Most Important                        | Honey                  | 1          | 557                    | 73.9             |           |               |                       |                 |           |
|                                       | Beeswax                | 2          | 1                      | 0.1              |           |               |                       |                 |           |
|                                       | Royal Jelly, Propolis  |            |                        |                  |           |               |                       |                 |           |
|                                       | & Pollen               | 3          | 4                      | 0.5              |           |               |                       |                 |           |
|                                       | Package Bees           | 4          | 1                      | 0.1              |           |               |                       |                 |           |
|                                       | Nucs                   | 5          | 0                      | 0.0              |           |               |                       |                 |           |
|                                       | Queens Sold Separately | 6          | 2                      | 0.3              |           |               |                       |                 |           |
|                                       | Pollination Services   | 7          | 75                     | 9.9              |           |               |                       |                 |           |
|                                       | BI                     | ank        | 114                    | 15.1             |           |               |                       |                 |           |
| ·                                     | TOT                    | AL         | 754                    | 100.0            | 1.74      | 1             | 1.95                  | 1               | 7         |
| Second Most Important                 | Honey                  | 1          | 70                     | 9.3              |           |               |                       |                 |           |
| •                                     | Beeswax                | 2          | 276                    | 36.6             |           |               |                       |                 |           |
|                                       | Royal Jelly, Propolis  |            |                        |                  |           |               |                       |                 |           |
|                                       | & Pollen               | 3          | 7                      | 0.9              |           |               |                       |                 |           |
|                                       | Package Bees           | 4          | 7                      | 0.9              |           |               |                       |                 |           |
|                                       | Nucs                   | 5          | 11                     | 1.5              |           |               |                       |                 |           |
|                                       | Queens Sold Separately | 6          | 8                      | 1.1              |           |               |                       |                 |           |
|                                       | Pollination Services   | 7          | 120                    | 15.9             |           |               |                       |                 |           |
|                                       | BI                     | ank        | 255                    | 33.8             |           |               |                       |                 |           |
|                                       | TOT                    |            | 754                    | 100.0            | 3.23      | 2             | 2.27                  | 1               | 7         |
| Third Most Important                  | Honey                  | 1          | 10                     | 1.3              |           |               |                       |                 |           |
| , , , , , , , , , , , , , , , , , , , | Beeswax                | 2          | 132                    | 17.5             |           |               |                       |                 |           |
|                                       | Royal Jelly, Propolis  | _          | 132                    | 17.5             |           |               |                       |                 |           |
|                                       | & Pollen               | 3          | 16                     | 2.1              |           |               |                       |                 |           |
|                                       | Package Bees           | 4          | 5                      | 0.7              |           |               |                       |                 |           |
|                                       | Nucs                   | 5          | 17                     | 2.3              |           |               |                       |                 |           |
|                                       | Queens Sold Separately |            | 11                     | 1.5              |           |               |                       |                 |           |
|                                       | Pollination Services   | 7          | 55                     | 7.3              |           |               |                       |                 |           |
|                                       |                        | ank        | 508                    | 67.4             |           |               |                       |                 |           |
|                                       | TOT                    |            | 754                    | 100.0            | 3.57      | 2             | 2.16                  | 1               | 7         |

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| 9 | Ouestion                      | Response           | Value              | Number of<br>Responses | Percent of    | Mean         | Median      | Standard<br>Deviation | Minimum     | <u>Maximu</u> |
|---|-------------------------------|--------------------|--------------------|------------------------|---------------|--------------|-------------|-----------------------|-------------|---------------|
| _ | Did your beekeeping operation | suffer a reduction | n in production fo | or any of the fol      | lowing reason | ns from 1985 | to 1988 (CH | ECK where an          | propriate.) |               |
|   | 1985 Drought                  | Not Checked        | 0                  | 621                    | 82.4          |              | `           | •                     | • • ′       |               |
|   | 8                             | Checked            | 1                  | 133                    | 17.6          |              |             |                       |             |               |
|   |                               |                    | TOTAL              | 754                    | 100.0         | 0.18         | 0           | 0.38                  | 0           | 1             |
|   | 1985 Disease                  | Not Checked        | 0                  | 731                    | 96.9          |              |             |                       |             |               |
|   |                               | Checked            | 1                  | 23                     | 3.1           |              |             |                       |             |               |
|   |                               |                    | TOTAL              | 754                    | 100.0         | 0.03         | 0           | 0.17                  | 0           | 1             |
|   | 1985 Mites                    | Not Checked        | 0                  | 732                    | 97.1          |              |             |                       |             |               |
|   |                               | Checked            | 1                  | 22                     | 2.9           |              |             |                       |             |               |
|   |                               |                    | TOTAL              | 754                    | 100.0         | 0.03         | 0           | 0.17                  | 0           | 1             |
|   | 1985 Other (First Response)   | Not Checked        | 0                  | 618                    | 82.0          |              |             |                       |             |               |
|   | * *                           | Checked            | 1                  | 136                    | 18.0          |              |             |                       |             |               |
|   |                               |                    | TOTAL              | 754                    | 100.0         | 0.18         | 0           | 0.38                  | 0           | 1             |
|   | 1985 Other (Second Response   | e) Not Checked     | 0                  | 738                    | 97.9          |              |             |                       |             |               |
|   | ` •                           | Checked            | 1                  | 16                     | 2.1           |              |             |                       |             |               |
|   |                               |                    | TOTAL              | 754                    | 100.0         | 0.02         | 0           | 0.14                  | 0           | 1             |
|   | 1986 Drought                  | Not Checked        | 0                  | 621                    | 82.4          |              |             |                       |             |               |
|   | _                             | Checked            | 1                  | 133                    | 17.6          |              |             |                       |             |               |
|   |                               |                    | TOTAL              | 754                    | 100.0         | 0.18         | 0           | 0.38                  | 0           | 1             |
|   | 1986 Disease                  | Not Checked        | 0                  | 731                    | 96.9          |              |             |                       |             |               |
|   |                               | Checked            | 1                  | 23                     | 3.1           |              |             |                       |             |               |
|   | •                             |                    | TOTAL              | 754                    | 100.0         | 0.03         | 0           | 0.17                  | 0           | 1             |
|   | 1986 Mites                    | Not Checked        | 0                  | 727                    | 96.4          |              |             |                       |             |               |
|   |                               | Checked            | 1                  | 27                     | 3.6           |              |             |                       |             |               |
|   |                               |                    | TOTAL              | 754                    | 100.0         | 0.03         | 0           | 0.19                  | 0           | 1             |
|   | 1986 Other (First Response)   | Not Checked        | 0                  | 605                    | 80.2          |              |             |                       |             |               |
|   | ,                             | Checked            | ĺ                  | 149                    | 19.8          | •            |             |                       |             |               |
|   |                               |                    | TOTAL              | 754                    | 100.0         | 0.20         | 0           | 0.40                  | 0           | 1             |

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| Duestion                              | Response      | Value | Number of Responses | Percent ofTotal | <u>Mean</u> | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|---------------------------------------|---------------|-------|---------------------|-----------------|-------------|--------|-----------------------|---------|----------------|
| 1986 Other (Second Response)          | ) Not Checked | 0     | 735                 | 97.5            |             |        |                       |         |                |
| •                                     | Checked       | 1     | 19                  | 2.5             |             |        |                       |         |                |
|                                       |               | TOTAL | 754                 | 100.0           | 0.03        | 0      | 0.16                  | 0       | 1              |
| 1987 Drought                          | Not Checked   | 0     | 579                 | 76.8            |             |        |                       |         |                |
| 2                                     | Checked       | 1     | 175                 | 23.2            |             |        |                       |         |                |
|                                       |               | TOTAL | 754                 | 100.0           | 0.23        | 0      | 0.42                  | 0       | 1              |
| 1987 Disease                          | Not Checked   | 0     | 720                 | 95.5            |             |        |                       |         |                |
|                                       | Checked       | 1     | 34                  | 4.5             |             |        |                       |         |                |
|                                       |               | TOTAL | 754                 | 100.0           | 0.05        | 0      | 0.21                  | 0       | 1              |
| 1987 Mites                            | Not Checked   | 0     | 708                 | 93.9            | ŕ           |        |                       |         |                |
|                                       | Checked       | 1     | 46                  | 6.1             |             |        |                       |         |                |
|                                       |               | TOTAL | 754                 | 100.0           | 0.06        | 0      | 0.24                  | 0       | 1              |
| 1987 Other (First Response)           | Not Checked   | 0     | 626                 | 83.0            |             |        |                       |         |                |
| · · · · · · · · · · · · · · · · · · · | Checked       | ī     | 128                 | 17.0            |             |        |                       |         |                |
|                                       |               | TOTAL | 754                 | 100.0           | 0.17        | 0      | 0.38                  | 0       | 1              |
| 1987 Other (Second Response)          | Not Checked   | 0     | 734                 | 97.3            |             |        |                       |         |                |
|                                       | Checked       | 1     | 20                  | 2.7             |             |        |                       |         |                |
|                                       |               | TOTAL | 754                 | 100.0           | 0.03        | 0      | 0.16                  | 0       | 1              |
| 1988 Drought                          | Not Checked   | 0     | 479                 | 63.5            |             |        |                       |         |                |
| <u> </u>                              | Checked       | 1     | 275                 | 36.5            |             |        |                       |         |                |
|                                       |               | TOTAL | 754                 | 100.0           | 0.36        | 0      | 0.48                  | 0       | 1              |
| 1988 Disease                          | Not Checked   | 0     | 721                 | 95.6            |             |        |                       |         |                |
|                                       | Checked       | 1     | 33                  | 4.4             |             |        |                       |         |                |
|                                       |               | TOTAL | 754                 | 100.0           | 0.04        | 0      | 0.20                  | 0       | 1              |
| 1988 Mites                            | Not Checked   | 0     | 650                 | 86.2            |             |        |                       |         |                |
|                                       | Checked       | 1     | 104                 | 13.8            |             |        |                       |         |                |
|                                       |               | TOTAL | 754                 | 100.0           | 0.14        | 0      | 0.35                  | 0       | 1              |

| Duestion                        | Response         | Value              | Number of Responses | Percent of Total | Mean          | Median       | Standard<br>Deviation | Minimum | Maximum |
|---------------------------------|------------------|--------------------|---------------------|------------------|---------------|--------------|-----------------------|---------|---------|
| 1988 Other (First Response)     | Not Checked      | 0                  | 633                 | 84.0             |               |              |                       |         |         |
| , ,                             | Checked          | 1                  | 121                 | 16.0             |               |              |                       |         |         |
|                                 |                  | TOTAL              | 754                 | 100.0            | 0.16          | 0            | 0.37                  | 0       | 1       |
| 1988 Other (Second Response     | ) Not Checked    | 0                  | 734                 | 97.3             |               |              |                       |         |         |
| _                               | Checked          | 1                  | 20                  | 2.7              |               |              |                       |         |         |
|                                 |                  | TOTAL              | 754                 | 100.0            | 0.03          | 0            | 0.16                  | 0       | 1       |
| Ioney Marketing:                |                  |                    |                     |                  |               |              |                       |         |         |
| During the period of 1985 to 19 | 988 what percent | t of the honey you | marketed was        | white, extra li  | ght amber, li | ght amber or | amber?                |         |         |
| 1985 White                      |                  | Non-Blank          | 572                 | 75.9             |               |              |                       |         |         |
| •                               |                  | Blank              | 182                 | 24.1             |               |              |                       |         |         |
|                                 |                  | TOTAL              | 754                 | 100.0            | 36.26         | 0.00         | 44.15                 | 0       | 100     |
| 1985 Extra Light Amber          |                  | Non-Blank          | 572                 | 75.9             |               |              |                       |         |         |
|                                 |                  | Blank              | 182                 | 24.1             |               |              |                       |         |         |
|                                 |                  | TOTAL              | 754                 | 100.0            | 24.64         | 0.00         | 35.50                 | 0       | 100     |
| 1985 Light Amber                |                  | Non-Blank          | 572                 | 75.9             |               |              |                       |         |         |
|                                 |                  | Blank              | 182                 | 24.1             |               |              |                       |         |         |
| ,                               |                  | TOTAL              | 754                 | 100.0            | 24.29         | 0.00         | 36.63                 | 0       | 100     |
| 1985 Amber                      |                  | Non-Blank          | 572                 | 75.9             |               |              |                       |         |         |
|                                 |                  | Blank              | 182                 | 24.1             |               |              |                       |         |         |
| •                               |                  | TOTAL              | 754                 | 100.0            | 13.62         | 0.00         | 29.56                 | 0       | 100     |
| 1985 Non-Table                  |                  | Non-Blank          | 572                 | 75.9             |               |              |                       | -       |         |
|                                 |                  | Blank              | 182                 | 24.1             |               |              |                       |         |         |
|                                 |                  | TOTAL              | 754                 | 100.0            | 1.07          | 0.00         | 7.31                  | 0       | 90      |
| 1986 White                      |                  | Non-Blank          | 597                 | 79.2             |               |              |                       |         |         |
|                                 |                  | Blank              | 157                 | 20.8             |               |              |                       |         |         |
|                                 |                  |                    |                     |                  |               |              |                       |         |         |

|                        |                     | Number of Percent of |              |       |        | Standard  |         |         |
|------------------------|---------------------|----------------------|--------------|-------|--------|-----------|---------|---------|
| <u>Ouestion</u>        | Response Value      | Responses            | Total        | Mean  | Median | Deviation | Minimum | Maximum |
|                        | •                   |                      |              |       |        |           |         |         |
| 1986 Extra Light Amber | Non-Blank           | 597                  | 79.2         |       |        |           |         |         |
| · ·                    | Blank               | 157                  | 20.8         |       |        |           |         |         |
|                        | TOTAL               | 754                  | 100.0        | 26.05 | 0.00   | 36.75     | 0       | 100     |
| 1986 Light Amber       | Non-Blank           | 597                  | 79.2         |       |        |           |         |         |
| 1,00 —18               | Blank               | 157                  | 20.8         |       |        |           |         |         |
|                        | TOTAL               | 754                  | 100.0        | 24.49 | 0.00   | 36.82     | 0       | 100     |
| 1986 Amber             | Non-Blank           | 597                  | 79.2         |       |        |           |         |         |
| 1500 1111001           | Blank               | 157                  | 20.8         |       |        |           |         |         |
| •                      | TOTAL               | 754                  | 100.0        | 13.90 | 0.00   | 29.43     | 0       | 100     |
| 1986 Non-Table         | Non-Blank           | 597                  | 79.2         |       |        |           |         |         |
| 1700 11011-14010       | Blank               | 157                  | 20.8         |       |        |           |         |         |
|                        | TOTAL               | 754                  | 100.0        | 1.08  | 0.00   | 7.53      | 0 .     | 90      |
| •                      |                     |                      |              |       |        |           |         |         |
| 1987 White             | Non-Blank           | 628                  | 83.3         |       |        |           |         |         |
|                        | Blank               | 126                  | 16.7         |       |        |           | •       |         |
| ,                      | TOTAL               | 754                  | 100.0        | 36.73 | 0.00   | 43.98     | 0       | 100     |
| 1987 Extra Light Amber | Non-Blank           | 628                  | 83.3         |       |        |           | ,       |         |
| 5                      | Blank               | 126                  | 16.7         |       |        |           |         |         |
| •                      | TOTAL               | 754                  | 100.0        | 24.95 | 0.00   | 35.12     | 0       | 100     |
| 1987 Light Amber       | Non-Blank           | 628                  | 83.3         |       |        |           |         |         |
| -, o,g.,or             | Blank               | 126                  | 16.7         |       |        |           |         |         |
|                        | TOTAL               | 754                  | 100.0        | 24.01 | 0.00   | 36.25     | 0       | 100     |
| 1987 Amber             | Non-Blank           | 628                  | 83.3         |       |        |           |         |         |
| 1707 Amoci             | Blank               | 126                  | 16.7         |       |        |           |         |         |
|                        | TOTAL               | 754                  | 100.0        | 13.19 | 0.00   | 28.35     | 0       | 100     |
| 1987 Non-Table         | Non-Blank           | 628                  | 83.3         |       |        |           |         |         |
| 1707 INDIP LAUIC       | INON-Biank<br>Blank | 126                  | 65.5<br>16.7 |       |        |           |         |         |
|                        | TOTAL               | 754 .                | 100.0        | 1.14  | 0.00   | 7.30      | 0       | 90      |
|                        |                     | •                    |              |       |        |           |         |         |

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| Question                        | Response | Value     | Number of<br>Responses | Percent of Total | Меап  | Median | Standard<br>Deviation | Minimum       | Maximum    |
|---------------------------------|----------|-----------|------------------------|------------------|-------|--------|-----------------------|---------------|------------|
|                                 |          |           |                        |                  |       |        |                       |               |            |
| 1988 White                      |          | Non-Blank | 633                    | 84.0             |       |        |                       |               |            |
|                                 |          | Blank     | 121                    | 16.0             |       |        |                       |               |            |
|                                 |          | TOTAL     | 754                    | 100.0            | 35.64 | 0.00   | 43.12                 | 0             | 100        |
| 1988 Extra Light Amber          |          | Non-Blank | 633                    | 84.0             |       |        |                       |               |            |
|                                 |          | Blank     | 121                    | 16.0             |       |        |                       |               |            |
|                                 |          | TOTAL     | 754                    | 100.0            | 27.06 | 3.00   | 36.30                 | 0             | 100        |
| 1988 Light Amber                |          | Non-Blank | 633                    | 84.0             |       |        |                       |               |            |
| -                               |          | Blank     | 121                    | 16.0             |       |        |                       |               |            |
|                                 |          | TOTAL     | 754                    | 100.0            | 24.02 | 0.00   | 36.40                 | 0             | 100        |
| 1988 Amber                      |          | Non-Blank | 633                    | 84.0             |       |        |                       |               |            |
|                                 |          | Blank     | 121                    | 16.0             |       |        |                       |               |            |
|                                 |          | TOTAL     | 754                    | 100.0            | 12.32 | 0.00   | 27.85                 | 0             | 100        |
| 1988 Non-Table                  |          | Non-Blank | 633                    | 84.0             |       |        |                       |               |            |
|                                 |          | Blank     | 121                    | 16.0             |       |        |                       |               |            |
|                                 |          | TOTAL     | 754                    | 100.0            | 0.96  | 0.00   | 6.61                  | 0             | 90         |
| 6) During the period of 1985 to |          |           |                        |                  |       |        | vas the amoun         | t of honey so | ld in each |

market? (Each honey crop year's total should agree with the honey production you reported in Question 2.)

| 1985 Roadside Market | Non-Blank | 128 | 17.0  |       | ,     |        |    |         |
|----------------------|-----------|-----|-------|-------|-------|--------|----|---------|
|                      | Blank     | 626 | 83.0  |       |       |        |    |         |
| •                    | TOTAL     | 754 | 100.0 | 3,004 | 759   | 15,573 | 30 | 175,000 |
| 1985 Retail Stores   | Non-Blank | 106 | 14.1  |       |       |        |    |         |
|                      | Blank     | 648 | 85.9  |       |       |        |    |         |
|                      | TOTAL     | 754 | 100.0 | 8,271 | 2,375 | 16,498 | 50 | 122,850 |
| 1985 Institutions    | Non-Blank | 5   | 0.7   |       |       |        |    |         |
|                      | Blank     | 749 | 99.3  |       |       |        |    |         |
|                      | TOTAL     | 754 | 100.0 | 4,414 | 2,000 | 6,523  | 30 | 15,839  |

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| Question                                  | Response          | Value | Number of Responses | Percent of Total | Mean   | Median | Standard<br>Deviation | Minimu | ım Maximum |
|-------------------------------------------|-------------------|-------|---------------------|------------------|--------|--------|-----------------------|--------|------------|
| 1985 Broker or Dealer                     | Non-E             |       | 32                  | 4.2              |        |        |                       |        |            |
|                                           |                   | Blank | 722                 | 95.8             |        |        |                       |        |            |
|                                           | TO                | TAL   | 754                 | 100.0            | 31,296 | 3,242  | 94,312                | 125    | 504,000    |
| 1985 Packers/Bottlers Independe           |                   |       | 98                  | 13.0             |        |        |                       |        |            |
|                                           |                   | Blank | 656                 | 87.0             |        |        |                       |        |            |
|                                           | TO                | TAL   | 754                 | 100.0            | 38,681 | 13,836 | 57,318                | 136    | 298,000    |
| 1985 Packers/Bottlers Cooperati           | ive Non-E         | Blank | 64                  | 8.5              |        |        |                       |        | •          |
| ·                                         |                   | Blank | 690                 | 91.5             |        |        |                       |        |            |
|                                           | OT                | TAL   | 754                 | 100.0            | 86,655 | 49,790 | 117,914               | 150    | 657,420    |
| 1985 Direct Export                        | Non-B             | Blank | 3                   | 0.4              |        |        |                       |        |            |
| •                                         | В                 | Blank | 751                 | 99.6             |        |        |                       |        |            |
|                                           | OT                | TAL   | 754                 | 100.0            | 8,400  | 8,000  | 4,613                 | 4,000  | 13,200     |
| 1985 Industrial User of Food Manufacturer | anufacturer Non-B | Blank | 22                  | 2.9              |        |        |                       |        |            |
|                                           |                   | Blank | 732                 | 97.1             |        |        |                       |        |            |
|                                           | TO                | TAL   | 754                 | 100.0            | 24,494 | 4,638  | 68,082                | 60     | 321,500    |
| 1985 Forfeited to CCC                     | Non-B             | Blank | 178                 | 23.6             |        |        |                       |        |            |
|                                           | E                 | Blank | 576                 | 76.4             |        |        |                       |        |            |
|                                           | TO                | TAL   | 754                 | 100.0            | 67,430 | 14,921 | 185,969               | 100    | 1,675,775  |
| 1985 Other Outlet                         | Non-B             | Blank | 39                  | 5.2              |        |        |                       |        |            |
| •                                         |                   | Blank | 715                 | 94.8             |        |        |                       |        |            |
|                                           | TO                | TAL   | 754                 | 100.0            | 5,117  | 800    | 16,143                | 30     | 98,725     |
| 1985 Not Sold or In Storage               | Non-B             | lank  | 17                  | 2.3              |        |        |                       |        |            |
| _                                         | В                 | Blank | 737                 | 97.7             |        |        |                       |        |            |
|                                           | TO                | TAL   | 754                 | 100.0            | 2,995  | 614    | 6,877                 | 5      | 27,300     |
| 1985 TOTAL                                | Non-B             | lank  | 466                 | 61.8             |        |        |                       |        |            |
|                                           |                   | Blank | 288                 | 38.2             |        |        |                       |        |            |
|                                           | TO'               |       | 754                 |                  | 52,443 | 11,000 | 137,070               | 5      | 1,774,500  |

| Question Respon                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | seValue_      | Number of<br>Responses | Percent of<br>Total | f<br><u>Mean</u> | Median | Standard<br>Deviation | _Minim    | um Maximum |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|------------------------|---------------------|------------------|--------|-----------------------|-----------|------------|
| 1986 Roadside Market                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Non-Blank     | 131                    | 17.4                |                  |        |                       |           |            |
| 1500 Roddoldo Milikot                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Blank         | 623                    | 82.6                |                  |        |                       |           |            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | TOTAL         | 754                    | 100.0               | 2,867            | 880    | 12 025                | 20        | 147.400    |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | IOIAL         | 754                    | 100.0               | 2,007            | 000    | 13,025                | 30        | 147,420    |
| 1986 Retail Stores                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Non-Blank     | 123                    | 16.3                |                  |        |                       |           |            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Blank         | 631                    | 83.7                |                  |        |                       |           |            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | TOTAL         | 754                    | 100.0               | 9,760            | 3,000  | 21,032                | 40        | 175,000    |
| 1986 Institutions                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Non-Blank     | 7                      | 0.9                 |                  |        |                       |           |            |
| 1700 Institutoris                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Blank         | ,<br>747               | 99.1                |                  |        |                       |           |            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | TOTAL         | 747<br>754             | 100.0               | 788              | 700    | 710                   | <b>60</b> |            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | IOIAL         | 134                    | 100.0               | /88              | 700    | 719                   | 60        | 2,000      |
| 1986 Broker or Dealer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Non-Blank     | 47                     | 6.2                 |                  |        |                       |           |            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Blank         | 707                    | 93.8                |                  |        |                       |           |            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | TOTAL         | 754                    | 100.0               | 36,451           | 4,000  | 96,417                | 125       | 487,000    |
| 1986 Packers/Bottlers Independent                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Non-Blank     | 157                    | 20.8                |                  |        |                       |           |            |
| 1700 I dekers/Dottlers Independent                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Blank         | 597                    | 79.2                |                  |        |                       |           |            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | TOTAL         | 754                    | 100.0               | 01.664           | 16,000 | 211 507               | 200       | 2 (24 (50  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | IOIAL         | 734                    | 100.0               | 81,664           | 16,000 | 311,597               | 300       | 3,634,650  |
| 1986 Packers/Bottlers Cooperative                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Non-Blank     | 68                     | 9.0                 |                  |        |                       |           |            |
| -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Blank         | 686                    | 91.0                |                  |        |                       |           |            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | TOTAL         | 754                    |                     | 129,863          | 56,864 | 204,442               | 350       | 940,000    |
| 1986 Direct Export                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Non-Blank     | . 1                    | 0.1                 |                  |        |                       |           |            |
| -> 00 <b>-</b> 2.000 | TOTAL         | 754                    | 100.0               | 12,400           | 12,400 |                       | 12,400    | 12 400     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Blank         | 753                    | 99.9                | 12,400           | 12,400 | •                     | 12,400    | 12,400     |
| •                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Diank         | 755                    | 77.7                |                  |        |                       |           |            |
| 1986 Industrial User or Food Manufactur                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | rer Non-Blank | 26                     | 3.4                 |                  |        |                       |           |            |
| •                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Blank         | 728                    | 96.6                |                  |        |                       |           |            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | TOTAL         | 754                    | 100.0               | 29,536           | 3,001  | 75,210                | 40        | 362,400    |
| 1986 Forfeited to CCC                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Non-Blank     | 137                    | 18.2                |                  |        |                       |           |            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Blank         | 617                    | 81.8                |                  |        |                       |           |            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | TOTAL         | 754                    | 100.0               | 62,014           | 12,200 | 150 167               | 20        | 1 107 450  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | IOIAL         | 154                    | 100.0               | 04,014           | 12,200 | 158,167               | 20        | 1,107,458  |

| Question                              | Response | Value     | Number of Responses | Percent of<br>Total | Mean    | Median | Standard<br>Deviation | Minim | um Maximum |
|---------------------------------------|----------|-----------|---------------------|---------------------|---------|--------|-----------------------|-------|------------|
| 1986 Other Outlet                     | 1        | Non-Blank | 44                  | 5.8                 |         |        |                       |       |            |
|                                       |          | Blank     | 710                 | 94.2                |         |        |                       |       |            |
|                                       |          | TOTAL     | 754                 | 100.0               | 5,225   | 1,000  | 15,003                | 30    | 93,100     |
| 1986 Not Sold or In Storage           | 1        | Non-Blank | 22                  | 2.9                 |         |        |                       |       |            |
| C                                     |          | Blank     | 732                 | 97.1                |         |        |                       |       |            |
|                                       |          | TOTAL     | 754                 | 100.0               | 10,023  | 752    | 17,626                | 15    | 72,480     |
| 1986 TOTAL                            | ı        | Non-Blank | 506                 | 67.1                |         |        | •                     |       |            |
|                                       |          | Blank     | 248                 | 32.9                |         |        |                       |       |            |
|                                       |          | TOTAL     | 754                 | 100.0               | 68,525  | 12,023 | 22,390                | 30    | 3,727,750  |
| 1987 Roadside Market                  | 7        | Non-Blank | 141                 | 18.7                |         |        |                       |       |            |
|                                       | _        | Blank     | 613                 | 81.3                |         |        |                       |       |            |
|                                       |          | TOTAL     | 754                 | 100.0               | 4,721   | 900    | 31,611                | 12    | 375,000    |
| 1987 Retail Stores                    | 1        | Non-Blank | 130                 | 17.2                |         |        |                       |       |            |
|                                       |          | Blank     | 624                 | 82.8                |         |        |                       |       | •          |
|                                       |          | TOTAL     | 754                 | 100.0               | 11,130  | 3,000  | 23,783                | 50    | 175,000    |
| 1987 Institutions                     | 1        | Non-Blank | 8                   | 1.1                 |         |        |                       |       |            |
|                                       |          | Blank     | 746                 | 98.9                |         |        |                       |       |            |
|                                       |          | TOTAL     | 754                 | 100.0               | 18,687  | 890    | 47,865                | 13    | 137,000    |
| 1987 Broker or Dealer                 | N        | Non-Blank | 53                  | 7.0                 |         |        |                       |       |            |
| · · · · · · · · · · · · · · · · · · · |          | Blank     | 701                 | 93.0                |         |        |                       |       |            |
|                                       |          | TOTAL     | 754                 | 100.0               | 40,509  | 3,160  | 96,165                | 80    | 533,000    |
| 1987 Packers/Bottlers Independe       | ent N    | Non-Blank | 189                 | 25.1                |         |        |                       |       |            |
|                                       |          | Blank     | 565                 | 74.9                |         |        |                       |       |            |
|                                       |          | TOTAL     | 754                 | 100.0               | 81,265  | 21,374 | 178,681               | 100   | 1,346,890  |
| 1987 Packers/Bottlers Cooperat        | tive N   | Non-Blank | 71                  | 9.4                 |         |        |                       |       |            |
|                                       | 1        | Blank     | 683                 | 90.6                |         |        |                       |       |            |
|                                       |          | TOTAL     | 754                 |                     | 159,924 | 77,140 | 209,245               | 50    | 920,000    |
|                                       |          |           |                     |                     |         |        |                       |       |            |

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| Question                    | Response       | Value     | Number of Responses | Percent of<br>Total | Mean   | Median | Standard<br>Deviation | Minim  | num Maximum |
|-----------------------------|----------------|-----------|---------------------|---------------------|--------|--------|-----------------------|--------|-------------|
| 1987 Direct Export          |                | Non-Blank | 2                   | 0.3                 |        |        |                       |        |             |
|                             |                | Blank     | 752                 | 99.7                |        |        |                       |        |             |
|                             |                | TOTAL     | 754                 | 100.0               | 78,650 | 78,650 | 40,517                | 50,000 | 107,300     |
| 1987 Industrial User or Foo | d Manufacturer | Non-Blank | 29                  | 3.8                 |        |        |                       |        |             |
|                             |                | Blank     | 725                 | 96.2                |        |        |                       |        |             |
|                             |                | TOTAL     | 754                 | 100.0               | 45,634 | 10,000 | 89,851                | 40     | 394,300     |
| 1987 Forfeited to CCC       |                | Non-Blank | 144                 | 19.1                |        |        |                       |        |             |
|                             |                | Blank     | 610                 | 80.9                |        |        |                       |        |             |
|                             |                | TOTAL     | 754                 | 100.0               | 72,177 | 12,200 | 277,692               | 180    | 2,951,921   |
| 1987 Other Outlet           |                | Non-Blank | 48                  | 6.4                 |        |        |                       |        |             |
|                             |                | Blank     | 706                 | 93.6                |        |        |                       |        |             |
|                             |                | TOTAL     | 754                 | 100.0               | 6,076  | 950    | 16,510                | 20     | 90,000      |
| 1987 Not Sold or In storag  | e<br>e         | Non-Blank | 32                  | 4.2                 |        |        |                       |        |             |
|                             |                | Blank     | 722                 | 95.8                |        |        |                       |        |             |
|                             |                | TOTAL     | 754                 | 100.0               | 13,028 | 1,943  | 32,272                | 25     | 132,300     |
| 1987 Total                  |                | Non-Blank | 544                 | 72.1                |        |        |                       |        |             |
| •                           |                | Blank     | 210                 | 27.9                |        |        |                       |        |             |
|                             |                | TOTAL     | 754                 | 100.0               | 80,341 | 13,968 | 236,133               | 25     | 3,950,181   |
| 1988 Roadside Market        |                | Non-Blank | 146                 | 19.4                |        |        |                       |        |             |
| •                           |                | Blank     | 608                 | 80.6                |        |        |                       |        |             |
|                             |                | TOTAL     | 754                 | 100.0               | 4,964  | 1,000  | 23,796                | 14     | 240,000     |
| 1988 Retail Stores          |                | Non-Blank | 133                 | 17.6                |        |        |                       |        |             |
|                             |                | Blank     | 621                 | 82.4                |        |        |                       |        |             |
|                             |                | TOTAL     | 754                 | 100.0               | 16,439 | 3,000  | 50,029                | 50     | 500,000     |
| 1988 Institutions           |                | Non-Blank | 7                   | 0.9                 |        |        |                       |        |             |
|                             |                | Blank     | 747                 | 99.1                |        |        |                       |        |             |
|                             |                | TOTAL     | 754                 |                     | 23,391 | 1,500  | 55,057                | 180    | 148,000     |

| Question     | Response                       | Value         | Number of Responses | Percent of Total | f<br>Mean | Median | Standard<br>Deviation | Minim | um Maximum                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|--------------|--------------------------------|---------------|---------------------|------------------|-----------|--------|-----------------------|-------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Question     | Kesponse                       | <u>, 4140</u> | Tto:/pollage        | 1000             | 2:20      |        | 25 0 1 2012           |       | THE THE PARTY OF T |
| 1988 Broker  | or Dealer                      | Non-Blank     | 65                  | 8.6              |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              |                                | Blank         | 689                 | 91.4             |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              |                                | TOTAL         | 754                 | 100.0            | 35,879    | 3,360  | 86,926                | 61    | 549,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 1988 Packer  | s/Bottlers Independent         | Non-Blank     | 207                 | 27.5             |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              | -                              | Blank         | 547                 | 72.5             |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              |                                | TOTAL         | 754                 | 100.0            | 85,645    | 22,680 | 210,533               | 100   | 2,522,591                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 1988 Packer  | s/Bottlers Cooperative         | Non-Blank     | 69                  | 9.2              |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              | •                              | Blank         | 685                 | 90.8             |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              |                                | TOTAL         | 754                 | 100.0            | 109,723   | 65,000 | 151,026               | 50    | 850,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 1988 Direct  | Export                         | Non-Blank     | 3                   | 0.4              |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              | •                              | Blank         | 751                 | 99.6             |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              |                                | TOTAL         | 754                 | 100.0            | 40,383    | 36,000 | 42,097                | 650   | 84,500                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| 1988 Industr | rial User or Food Manufacturer | Non-Blank     | 32                  | 4.2              |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              |                                | Blank         | 722                 | 95.8             |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              | •                              | TOTAL         | 754                 | 100.0            | 45,158    | 6,560  | 93,953                | 50    | 409,400                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 1988 Forfeit | ted to CCC                     | Non-Blank     | 123                 | 16.3             |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              |                                | Blank         | 631                 | 83.7             |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              | ,                              | TOTAL         | 754                 | 100.0            | 41,299    | 11,006 | 90,692                | 250   | 677,162                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 1988 Other   | Outlet                         | Non-Blank     | 52                  | 6.9              |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| •            |                                | Blank         | 702                 | 93.1             |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              |                                | TOTAL         | 754                 | 100.0            | 9,382     | 638    | 34,954                | 20    | 233,363                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 1988 Not Sc  | old or In Storage              | Non-Blank     | 40                  | 5.3              |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              | · ·                            | Blank         | 714                 | 94.7             |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              |                                | TOTAL         | 754                 | 100.0            | 17,712    | 1,450  | 41,222                | 10    | 200,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 1988 Total   |                                | Non-Blank     | 543                 | 72.0             |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              |                                | Blank         | 211                 | 28.0             |           |        |                       |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|              |                                | TOTAL         | 754 .               | 100.0            | 70,992    | 15,479 | 167,241               | 45    | 2,614,591                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |

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|                              |                |               | Number of        | Percent of   |                |                | Standard             |           |                   |
|------------------------------|----------------|---------------|------------------|--------------|----------------|----------------|----------------------|-----------|-------------------|
| uestion                      | Response       | <u>Value</u>  | Responses        | <u>Total</u> | Mean_          | <u>Median</u>  | Deviation            | Minim     | <u>um Maximum</u> |
| overnment Honey Price Sup    | pport Program: |               |                  |              |                |                |                      |           |                   |
| Since the 1981 crop year,    |                | the governmen | nt honey price s | upport prog  | gram?          |                |                      |           |                   |
| a. No                        |                | 1             | 111              | 14.7         |                |                |                      |           |                   |
| b. Yes                       |                | 2             | 600              | 79.6         |                |                |                      |           |                   |
|                              |                | Blank         | 43               | 5.7          |                |                |                      |           |                   |
|                              |                | TOTAL         | 754              | 100.0        | 1.84           | 2              | 0.36                 | 1         | 2                 |
| Please fill in the informati |                |               |                  |              | ent honey pric | ce support pro | ogram from 198       | 1 to 1988 | 3.                |
| 1981 Quantity Placed Un      | der Loan N     | lon-Blank     | 37               | 4.9          |                |                |                      |           |                   |
|                              |                | Blank         | 717              | 95.1         |                |                |                      |           |                   |
|                              |                | TOTAL         | 754              | 100.0        | 134,089        | 40,000         | 257,087              | 100       | 1,131,674         |
| 1981 Quantity Forfeited      | to CCC N       | lon-Blank     | 21               | 2.8          |                |                |                      |           |                   |
| ,                            |                | Blank         | 733              | 97.2         |                |                |                      |           |                   |
|                              |                | TOTAL         | 754              |              | 108,972        | 38,400         | 214,114              | 3,781     | 967,994           |
| 1981 Loan Forfeitures        | N              | Jon-Blank     | 16               | 2.1          |                |                |                      |           |                   |
| 1301 20011 01101000          | •              | Blank         | 738              | 97.9         |                |                |                      |           |                   |
|                              |                | TOTAL         | 754              | 100.0        | 56,755         | 10,950         | 135,559              | 658       | 555,156           |
| 1982 Quantity Placed Un      | der Loan N     | Jon-Blank     | 42               | 5.6          | •              |                | •                    |           |                   |
| 1702 Quantity I laced On     | der Louir 1    | Blank         | 712              | 94.4         |                |                |                      |           |                   |
|                              |                | TOTAL         | 754              |              | 195,465        | 48,182         | 421,764              | 100       | 2,252,094         |
| 1982 Quantity Forfeited      | to CCC N       | Ion-Blank     | 30               | 4.0          |                |                |                      |           |                   |
| 1702 Quantity Tolletted      | io ccc         | Blank         | 724              | 96.0         |                |                |                      |           |                   |
| •                            |                | TOTAL         | 754<br>754       |              | 151,662        | 42,559         | 407,433              | 552       | 2,211,834         |
| 1982 Loan Forfeitures        | N.             | Ion-Blank     | 21               | 2.8          |                |                |                      |           |                   |
| 1702 Loan Forenties          | ľ              | Blank         | 733              | 97.2         |                |                |                      |           |                   |
|                              |                | TOTAL         | 754              | 100.0        | 95,560         | 14,936         | 291,429              | 311       | 1,354,250         |
|                              |                | IOIAL         | 134              | 100.0        | 73,300         | 14,730         | 471, <del>4</del> 47 | J11       | 1,334,430         |
| 1983 Quantity Placed Un-     | der Loan N     | lon-Blank     | 67               | 8.9          |                | •              |                      |           |                   |
|                              |                | Blank         | 687              | 91.1         |                |                |                      |           |                   |
|                              |                | TOTAL         | 754              | 100.0        | 140,505        | 33,000         | 358,092              | 100       | 2,477,546         |

|               |                                        |           | Number of | Percent o    | of      |        | Standard  |       |            |
|---------------|----------------------------------------|-----------|-----------|--------------|---------|--------|-----------|-------|------------|
| Question      | Response                               | Value_    | Responses | <u>Total</u> | Mean    | Median | Deviation | Minim | um Maximum |
|               |                                        |           |           |              |         |        |           |       |            |
| 1983 Quantit  | y Forfeited to CCC                     | Non-Blank | 52        | 6.9          |         |        |           |       |            |
|               |                                        | Blank     | 702       | 93.1         |         |        |           |       |            |
|               |                                        | TOTAL     | 754       | 100.0        | 128,424 | 28,933 | 366,236   | 1,134 | 2,456,126  |
| 1983 Loan Fo  | orfeitures                             | Non-Blank | 41        | 5.4          |         |        |           |       |            |
|               |                                        | Blank     | 713       | 94.6         |         |        |           |       |            |
|               |                                        | TOTAL     | 754       | 100.0        | 78,057  | 11,333 | 246,427   | 696   | 1,545,763  |
| 1984 Ouantity | y Placed Under Loan                    | Non-Blank | 106       | 14.1         |         |        |           |       |            |
|               | ,                                      | Blank     | 648       | 85.9         |         |        |           |       |            |
|               |                                        | TOTAL     | 754       | 100.0        | 101,924 | 33,672 | 237,815   | 150   | 1,601,820  |
| 1984 Quantit  | y Forfeited to CCC                     | Non-Blank | 93        | 12.3         |         |        |           |       |            |
| 1>0. Quanta   | <i>y</i> 10                            | Blank     | 661       | 87.7         |         |        |           |       |            |
|               |                                        | TOTAL     | 754       | 100.0        | 99,566  | 32,500 | 235,650   | 600   | 1,462,599  |
| 1984 Loan Fo  | orfeitures                             | Non-Blank | 75        | 9.9          |         |        |           |       |            |
| 170 / 204111  | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | Blank     | 679       | 90.1         |         |        |           |       |            |
|               |                                        | TOTAL     | 754       | 100.0        | 57,336  | 13,600 | 158,340   | 330   | 994,160    |
| 1085 Quantity | y Placed Under Loan                    | Non-Blank | 221       | 29.3         |         |        |           |       |            |
| 1705 Quantity | Traced Chider Estair                   | Blank     | 533       | 70.7         |         |        |           |       |            |
|               |                                        | TOTAL     | 754       | 100.0        | 64,815  | 15,000 | 172,272   | 150   | 1,675,775  |
|               |                                        | IOIAL     | 154       | 100.0        | 04,013  | 13,000 | 172,272   | 150   | 1,075,775  |
| 1985 Quantit  | y Forfeited to CCC                     | Non-Blank | 171       | 22.7         |         |        |           |       | •          |
| , -           |                                        | Blank     | 583       | 77.3         |         |        |           |       |            |
|               |                                        | TOTAL     | 754       | 100.0        | 66,844  | 14,842 | 189,242   | 400   | 1,675,775  |
| 1985 Loan Fo  | orfeitures                             | Non-Blank | 130       | 17.2         |         |        |           |       |            |
|               |                                        | Blank     | 624       | 82.8         |         |        |           |       |            |
|               |                                        | TOTAL     | 754       | 100.0        | 41,482  | 7,284  | 124,350   | 276   | 1,096,129  |
| 1986 Quantity | y Placed Under Loan                    | Non-Blank | 277       | 36.7         |         |        |           |       |            |
|               | ,                                      | Blank     | 477       | 63.3         |         |        |           |       |            |
|               |                                        | TOTAL     | 754       | 100.0        | 78,147  | 14,000 | 267,801   | 200   | 3,689,097  |

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| Question                | Response | Value     | Number of Responses | Percent of<br>Total | <u>Mean</u> | Median | Standard<br>Deviation | Minim | uum Maximum |
|-------------------------|----------|-----------|---------------------|---------------------|-------------|--------|-----------------------|-------|-------------|
| 1986 Quantity Forfeited | to CCC   | Non-Blank | 124                 | 16.4                |             |        |                       |       |             |
|                         |          | Blank     | 630                 | 83.6                |             |        |                       |       |             |
|                         |          | TOTAL     | 754                 | 100.0               | 62,984      | 11,548 | 164,715               | 20    | 1,107,458   |
| 1986 Loan Forfeitures   |          | Non-Blank | 96                  | 12.7                |             |        |                       |       |             |
|                         |          | Blank     | 658                 | 87.3                |             |        |                       |       |             |
|                         |          | TOTAL     | 754                 | 100.0               | 30,778      | 5,077  | 84,518                | 184   | 741,997     |
| 1986 Marketing Loan Bo  | enefit   | Non-Blank | 94                  | 12.5                |             |        |                       |       |             |
| _                       |          | Blank.    | 660                 | 87.5                |             |        |                       |       |             |
|                         |          | TOTAL     | 754                 | 100.0               | 21,456      | 2,858  | 94,653                | 33    | 885,000     |
| 1987 Quantity Placed Un | der Loan | Non-Blank | 362                 | 48.0                |             |        |                       |       |             |
| •                       |          | Blank     | 392                 | 52.0                |             |        |                       |       |             |
|                         |          | TOTAL     | 754                 | 100.0               | 88,359      | 14,363 | 311,244               | 180   | 3,950,181   |
| 1987 Quantity Forfeited | to CCC   | Non-Blank | 121                 | 16.0                |             |        |                       |       |             |
| •                       |          | Blank     | 633                 | 84.0                |             |        |                       |       |             |
|                         |          | TOTAL     | 754                 | 100.0               | 84,700      | 11,740 | 303,599               | 180   | 2,951,921   |
| 1987 Loan Forfeitures   |          | Non-Blank | 100                 | 13.3                |             |        |                       |       |             |
|                         |          | Blank     | 654                 | 86.7                |             |        | 4                     |       |             |
|                         |          | TOTAL     | 754                 | 100.0               | 65,846      | 5,900  | 217,324               | 89    | 1,864,078   |
| 1987 Marketing Loan Be  | nefit    | Non-Blank | 171                 | 22.7                |             |        |                       |       |             |
|                         |          | Blank     | 583                 | 77.3                |             |        |                       |       |             |
|                         |          | TOTAL     | 754                 | 100.0               | 12,202      | 2,098  | 33,388                | 24    | 249,611     |
| 1988 Quantity Placed Un | der Loan | Non-Blank | 428                 | 56.8                |             |        |                       |       |             |
|                         |          | Blank     | 326                 | 43.2                |             |        |                       |       |             |
|                         |          | TOTAL     | 754                 | 100.0               | 74,578      | 15,705 | 190,971               | 50    | 2,614,591   |
| 1988 Quantity Forfeited | to CCC   | Non-Blank | 118                 | 15.6                |             |        |                       |       |             |
|                         |          | Blank     | 636                 | 84.4                |             |        |                       |       |             |
|                         |          | TOTAL     | 754                 |                     | 59,519      | 11,213 | 182,629               | 120   | 1,622,500   |

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| Ouestion                                           | Response           | Value     | Number of Responses | Percent of<br>Total | Mean          | Median        | Standard<br>Deviation | Minimun           | n Maximum |
|----------------------------------------------------|--------------------|-----------|---------------------|---------------------|---------------|---------------|-----------------------|-------------------|-----------|
| <u>Odestion</u>                                    | <u> </u>           | v aluc_   | Keşponses           | 10141               | IVICAII       | wicdian       | Deviation             | 14111111111111111 | ı Maximum |
| 1988 Loan Forfeitures                              |                    | Non-Blank | 104                 | 13.8                |               |               |                       |                   |           |
|                                                    |                    | Blank     | 650                 | 86.2                |               |               |                       |                   |           |
|                                                    |                    | TOTAL     | 754                 | 100.0               | 19,529        | 3,701         | 40,833                | 103               | 201,000   |
| 1988 Marketing Loan Benefit                        |                    | Non-Blank | 250                 | 33.2                |               |               |                       |                   |           |
| Č                                                  |                    | Blank     | 504                 | 66.8                |               |               |                       |                   |           |
|                                                    |                    | TOTAL     | 754                 | 100.0               | 12,605        | 2,583         | 41,683                | 26                | 565,275   |
| 9) For the years that you did not p                |                    |           | y price support     | program an          | d had a beeke | eping operati | on: Which of th       | ne following      | g best    |
| describes why you did not par                      |                    |           |                     |                     |               |               |                       |                   |           |
| <ul> <li>a. I received a higher price t</li> </ul> |                    |           | <22                 | 00.6                |               |               |                       |                   |           |
|                                                    | Not Circled        | 0         | 623                 | 82.6                |               |               |                       |                   |           |
|                                                    | Circled            | 1         | 131                 | 17.4                | A 15          | •             | 0.00                  | •                 | _         |
|                                                    |                    | TOTAL     | 754                 | 100.0               | 0.17          | 0             | 0.38                  | 0                 | 1         |
| b. I did not produce enough                        | honey to use the p | orogram.  |                     |                     |               |               |                       |                   |           |
| -                                                  | Not Circled        | 0         | 589                 | 78.1                |               |               |                       |                   |           |
|                                                    | Circled            | 1         | 165                 | 21.9                |               |               |                       |                   | •         |
|                                                    |                    | TOTAL     | 754                 | 100.0               | 0.22          | 0             | 0.41                  | 0                 | 1         |
| c. I was not familiar with ho                      | ow the program we  | orked.    |                     |                     |               |               |                       |                   |           |
|                                                    | Not Circled        | 0         | 553                 | 73.3                |               |               |                       |                   |           |
|                                                    | Circled            | 1         | 201                 | 26.7                |               |               |                       |                   |           |
|                                                    |                    | TOTAL     | 754                 | 100.0               | 0.27          | 0             | 0.44                  | 0                 | 1         |
| d. It took too much time to                        | complete the pape  | er work.  |                     |                     |               |               |                       |                   |           |
|                                                    | Not Circled        | 0         | 721                 | 95.6                |               |               |                       |                   |           |
|                                                    | Circled            | 1         | 33                  | 4.4                 |               |               |                       |                   |           |
|                                                    |                    | TOTAL     | 754                 | 100.0               | 0.04          | 0             | 0.20                  | 0                 | 1         |
| e. Cooperative placed honey                        | under loan for me  | <b>).</b> |                     |                     |               |               |                       |                   |           |
|                                                    | Not Circled        | 0         | 672                 | 89.1                |               |               |                       |                   |           |
|                                                    | Circled            | 1         | 82                  | 10.9                |               |               |                       |                   |           |
|                                                    |                    | TOTAL     | 754                 | 100.0               | 0.11          | 0             | 0.31                  | 0                 | 1         |

|        |                           |                       |                  | Number of       | Percent of     |                |                | Standard       |         |                |
|--------|---------------------------|-----------------------|------------------|-----------------|----------------|----------------|----------------|----------------|---------|----------------|
| Questi | <u>ion</u>                | Response              | Value            | Responses       | <u>Total</u>   | Mean           | <u>Median</u>  | Deviation      | Minimum | <u>Maximum</u> |
| c      | Other                     | N. C. II              | 0                | (22             | 04.0           |                |                |                |         |                |
| f.     | Other                     | Not Circled           | 0                | 633             | 84.0           |                |                |                |         |                |
|        |                           | Circled               | 1                | 121             | 16.1           | 0.16           | ^              | 0.5-           | _       |                |
|        |                           |                       | TOTAL            | 754             | 100.0          | 0.16           | 0              | 0.37           | 0       | 1              |
| 10) In | your opinion, how would y | our operation be affe | ected if the fed | eral honey supi | oort program w | vere eliminate | ed? (Please ci | ircle ALL that | annly)  |                |
| a.     |                           | JE being a beekeepe   | r.               | 5               | F O            |                | (=             |                | чррту.) |                |
|        |                           | Not Circled           | 0                | 509             | 67.5           |                |                |                |         |                |
|        |                           | Circled               | 1                | 245             | 32.5           |                |                |                |         |                |
|        |                           |                       | TOTAL            | 754             | 100.0          | 0.33           | 0              | 0.47           | 0       | 1              |
|        |                           |                       |                  |                 |                |                |                |                |         |                |
| b.     | Would MAINTAIN the s      |                       |                  | <b>~</b> 0.4    |                |                |                |                |         |                |
|        |                           | Not Circled           | 0                | 504             | 66.8           |                |                |                |         |                |
|        |                           | Circled               | 1                | 250             | 33.2           |                |                |                |         |                |
|        |                           |                       | TOTAL            | 754             | 100.0          | 0.33           | 0              | 0.47           | 0       | 1              |
| c.     | Would DECREASE the        | size of my operation  | 1                |                 |                |                |                |                |         |                |
| · ·    | Would BECKERISE the       | Not Circled           | . 0              | 616             | 81.7           |                |                |                |         |                |
|        |                           | Circled               | ĭ                | 138             | 18.3           |                |                |                |         |                |
|        |                           | Cholod                | TOTAL            | 754             | 100.0          | 0.18           | 0              | 0.39           | 0       | 1              |
|        |                           |                       |                  |                 |                |                |                |                |         |                |
| d.     | Would EXPAND the size     |                       |                  |                 |                |                |                |                |         |                |
|        |                           | Not Circled           | 0                | 718             | 95.2           |                |                |                |         |                |
|        |                           | Circled               | 1                | 36              | 4.8            |                |                |                |         |                |
|        |                           |                       | TOTAL            | 754             | 100.0          | 0.05           | 0              | 0.21           | 0       | 1              |
| e. ·   | Would DIVERSIFY into      | other areas of beeke  | ening            |                 |                |                |                |                |         |                |
| 0.     | Would DIVERSH I IIIO      | Not Circled           | 0                | 670             | 88.9           |                |                |                |         |                |
|        |                           | Circled               | 1                | 84              | 11.1           |                |                |                |         |                |
|        |                           | Cheka                 | TOTAL            | 754             | 100.0          | 0.11           | 0              | 0.31           | 0       | 1              |
|        |                           |                       | TOTAL            | 734             | 100.0          | 0.11           | U              | 0.51           | U       | 1              |
| f.     | Other changes (Please spe | ecify.)               |                  |                 |                |                |                |                |         |                |
|        |                           | Not Circled           | 0                | 644             | 85.4           |                |                |                |         |                |
|        |                           | Circled               | 1                | 110             | 14.6           |                |                |                |         |                |
|        |                           |                       | TOTAL            | 754             | 100.0          | 0.15           | 0              | 0.35           | 0       | 1              |
|        |                           |                       |                  |                 |                |                |                |                |         |                |

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| <u>Question</u>        | Response                      | <u>Value</u>        | Number of<br>Responses | Percent of Total | Mean         | Median          | Standard<br>Deviation | Minimum | Maximu |
|------------------------|-------------------------------|---------------------|------------------------|------------------|--------------|-----------------|-----------------------|---------|--------|
| Bee Colony Transport:  |                               |                     |                        |                  |              |                 |                       |         |        |
| 11) a. Did you transp  | ort any of your bee colonies  | s to other states i | n 1985, 1986, 1        | 987 or 1988?     | (Circle ONE  | letter for each | ch year.)             |         |        |
| 1985                   | Not Circled                   | 0                   | 633                    | 84.0             | (            |                 | ,,                    |         |        |
| 0-                     | Circled                       | 1                   | 121                    | 16.1             |              |                 |                       |         |        |
|                        |                               | TOTAL               | 754                    | 100.0            | 0.16         | 0               | 0.37                  | 0       | 1      |
| 1986                   | Not Circled                   | 0                   | 627                    | 83.2             |              |                 |                       |         |        |
|                        | Circled                       | 1                   | 127                    | 16.8             |              |                 |                       |         |        |
|                        |                               | TOTAL               | 754                    | 100.0            | 0.17         | 0               | 0.37                  | 0       | 1      |
| 1987                   | Not Circled                   | 0                   | 614                    | 81.4             |              |                 |                       |         |        |
|                        | Circled                       | 1                   | 140                    | 18.6             |              |                 |                       |         |        |
|                        |                               | TOTAL               | 754                    | 100.0            | 0.19         | 0               | 0.39                  | 0       | 1      |
| 1988                   | Not Circled                   | 0                   | 618                    | 82.0             |              |                 |                       |         |        |
| •                      | Circled                       | 1                   | 136                    | 18.0             |              |                 |                       |         |        |
|                        |                               | TOTAL               | 754                    | 100.0            | 0.18         | 0               | 0.38                  | 0       | 1      |
| No, I did not transp   | ort bee colonies to other sta | ates in 1985, 198   |                        |                  |              |                 |                       |         |        |
|                        | Not Circled                   | 0                   | 187                    | 24.8             |              |                 |                       | •       |        |
|                        | Circled                       | 1                   | 567                    | 75.2             |              |                 |                       |         |        |
|                        |                               | TOTAL               | 754                    | 100.0            | 0.75         | 1               | 0.43                  | 0       | 1      |
| 11) b. If you transpor | ted any of your bee colonies  | to other states, v  | vhat was the ma        | nin purpose? (F  | Please check | where approp    | oriate.)              |         |        |
| 1985 a. Provide pa     | aid pollination services      |                     | _                      |                  |              |                 |                       |         |        |
|                        | Not Circled                   | 0                   | 712                    | 94.4             |              |                 |                       |         |        |
|                        | Circled                       | 1                   | 42                     | 5.6              |              |                 |                       |         |        |
|                        |                               | TOTAL               | 754                    | 100.0            | 0.06         | 0               | 0.23                  | 0       | 1      |
| 1985 b. Seek flora     | l source for honey production | on                  |                        |                  |              |                 |                       |         |        |
|                        | Not Circled                   | 0                   | 710                    | 94.2             |              |                 |                       |         |        |
|                        | Circled                       | 1                   | 44                     | 5.8              |              |                 |                       |         |        |
|                        |                               | TOTAL               | 754                    | 100.0            | 0.06         | 0               | 0.23                  | 0       | 1      |

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| R        | Response                            | Value | Number of Responses | Percent of Total     | <u>Mean</u> | Median | Standard<br>Deviation | Minimum | Maximum |
|----------|-------------------------------------|-------|---------------------|----------------------|-------------|--------|-----------------------|---------|---------|
|          | Not Circled                         | 0     | 697                 | 92.4                 |             |        |                       |         |         |
| C        | Circled                             | 1     | 57                  | 7.6                  |             |        |                       |         |         |
|          |                                     | TOTAL | 754                 | 100.0                | 0.08        | 0      | 0.26                  | 0       | 1       |
| (First P | Response)                           |       | •                   |                      |             |        |                       |         |         |
|          | Not Circled                         | 0     | 737                 | 97.7                 |             |        |                       |         |         |
| C        | Circled                             | 1     | 17                  | 2.3                  |             |        |                       |         |         |
|          |                                     | TOTAL | 754                 | 100.0                | 0.02        | 0      | 0.15                  | 0       | 1       |
| Second   | nd Response)                        |       |                     |                      |             |        |                       |         |         |
|          | Not Circled                         | 0     | 744                 | 98.7                 |             |        |                       |         |         |
|          | Circled                             | 1     | 10                  | 1.3                  |             |        |                       |         |         |
|          |                                     | TOTAL | 754                 | 100.0                | 0.01        | 0      | 0.11                  | 0       | 1       |
| linatior | on services                         |       |                     |                      |             |        |                       |         |         |
|          | Not Circled                         | 0     | 708                 | 93.9                 |             |        |                       |         |         |
|          | Circled                             | 1     | 46                  | 6.1                  |             |        |                       |         |         |
|          |                                     | TOTAL | 754                 | 100.0                | 0.06        | 0      | 0.24                  | 0       | 1       |
| e for h  | honey product                       | tion  |                     |                      | •           |        |                       |         |         |
|          | Not Circled                         | 0     | 709                 | 94.0                 |             |        |                       |         |         |
|          | Circled                             | 1     | 45                  | 6.0                  |             |        |                       |         |         |
|          |                                     | TOTAL | 754                 | 100.0                | 0.06        | 0      | 0.24                  | 0       | 1       |
| N        | Not Circled                         | 0     | 694                 | 92.0                 |             |        |                       |         |         |
|          | Circled                             | 1     | 60                  | 8.0                  |             |        |                       |         |         |
|          |                                     | TOTAL | 754                 | 100.0                | 0.08        | 0      | 0.27                  | 0       | 1       |
| First Re | Response)                           |       |                     |                      |             |        |                       |         |         |
|          |                                     | 0     | 737                 | 97.7                 |             |        |                       |         |         |
|          |                                     | 1     |                     |                      |             |        |                       |         |         |
| Ů.       |                                     | TOTAL |                     |                      | 0.02        | . 0    | 0.15                  | 0       | 1       |
| N        | Response)<br>Not Circled<br>Circled | 0     | 737<br>17<br>754    | 97.7<br>2.3<br>100.0 | 0.08        | . 0    |                       | 0.27    |         |

| Question                                | Response             | Value    | Number of Responses | Percent of Total | Mean | Median | Standard<br>Deviation | Minimum | Maximum |
|-----------------------------------------|----------------------|----------|---------------------|------------------|------|--------|-----------------------|---------|---------|
| <del>Vaccount</del>                     |                      |          |                     |                  |      |        |                       |         |         |
| 1986 d. Other (Specify). (Se            | econd Response)      |          |                     |                  |      |        |                       |         |         |
| • • • • • • • • • • • • • • • • • • • • | Not Circled          | 0        | 741                 | 98.3             |      |        |                       |         |         |
|                                         | Circled              | 1        | 13                  | 1.7              |      |        |                       |         |         |
|                                         |                      | TOTAL    | 754                 | 100.0            | 0.02 | 0      | 0.13                  | 0       | 1       |
| 1987 a. Provide paid pollina            | ation services       |          |                     |                  |      |        |                       |         |         |
| •                                       | Not Circled          | 0        | 701                 | 93.0             |      |        |                       |         |         |
|                                         | Circled              | 1        | 53                  | 7.0              |      |        |                       |         |         |
|                                         |                      | TOTAL    | 754                 | 100.0            | 0.07 | 0      | 0.26                  | 0       | 1       |
| 1987 b. Seek floral source f            | for honey production | <u> </u> |                     |                  |      |        |                       |         |         |
|                                         | Not Circled          | 0        | 706                 | 93.6             |      |        |                       |         |         |
|                                         | Circled              | 1        | 48                  | 6.4              |      |        |                       |         |         |
|                                         |                      | TOTAL    | 754                 | 100.0            | 0.06 | 0      | 0.24                  | 0       | 1       |
| 1987 c. Wintering                       | Not Circled          | 0        | 688                 | 91.2             |      |        |                       |         |         |
| _                                       | Circled              | 1        | 66                  | 8.8              |      |        |                       |         |         |
|                                         |                      | TOTAL    | 754                 | 100.0            | 0.09 | 0      | 0.28                  | . 0     | 1       |
| 1987 d. Other (Specify) (Fi             | rst Response)        |          |                     |                  |      |        |                       |         |         |
| • • • • •                               | Not Circled          | 0        | 736                 | 97.6             |      |        |                       |         |         |
|                                         | Circled              | 1        | 18                  | 2.4              |      |        |                       |         |         |
|                                         |                      | TOTAL    | 754                 | 100.0            | 0.02 | 0      | 0.15                  | 0       | 1       |
| 1987 d. Other (Specify) (Se             | cond Response)       |          |                     |                  |      |        |                       |         |         |
|                                         | Not Circled          | 0        | 742                 | 98.4             |      |        |                       |         |         |
|                                         | Circled              | 1        | 12                  | 1.6              |      |        |                       |         |         |
|                                         |                      | TOTAL    | 754                 | 100.0            | 0.02 | 0      | 0.13                  | 0       | 1       |
| 1988 a. Provide paid polling            | ation services       |          |                     |                  |      |        |                       |         |         |
|                                         | Not Circled          | 0        | 697                 | 92.4             |      | ·      |                       |         |         |
|                                         | Circled              | 1        | 57                  | 7.6              |      |        |                       |         |         |
|                                         |                      | TOTAL    | 754                 | 100.0            | 0.08 | 0      | 0.26                  | 0       | 1       |

| Question                      | Response                | _ Value           | Number of Responses | Percent of<br>Total | Mean             | Median     | Standard<br>Deviation | Minimum        | Maximum  |
|-------------------------------|-------------------------|-------------------|---------------------|---------------------|------------------|------------|-----------------------|----------------|----------|
| 1988 b. Seek floral source    | ce for honey producti   | on                |                     |                     |                  |            |                       |                |          |
| 1900 U. Seek Holai sould      | Not Circled             | 0                 | 708                 | 96.9                |                  |            |                       |                |          |
|                               | Circled                 | ĺ                 | 46                  | 6.1                 |                  |            |                       |                |          |
|                               | Carrot                  | TOTAL             | 754                 | 100.0               | 0.06             | 0          | 0.24                  | 0              | 1        |
| 1988 c. Wintering             | Not Circled             | 0                 | 692                 | 91.8                |                  |            |                       |                |          |
| č                             | Circled                 | 1                 | 62                  | 8.2                 | •                |            |                       |                |          |
|                               |                         | TOTAL             | 754                 | 100.0               | 0.08             | 0          | 0.27                  | 0              | 1        |
| 1988 d. Other (Specify)       | (First Response)        |                   |                     |                     |                  |            |                       |                |          |
|                               | Not Circled             | 0                 | 738                 | 97.9                |                  |            |                       |                |          |
|                               | Circled                 | 1                 | 16                  | 2.1                 |                  |            |                       |                |          |
|                               |                         | TOTAL             | 754                 | 100.0               | 0.02             | 0          | 0.14                  | 0              | 1        |
| 1988 d. Other (Specify)       | (Second Response)       |                   |                     |                     |                  |            |                       |                |          |
|                               | Not Circled             | 0                 | 743                 | 98.5                |                  |            |                       |                |          |
|                               | Circled                 | 1                 | 11                  | 1.5                 |                  |            |                       |                |          |
|                               |                         | TOTAL             | 754                 | 100.0               | 0.01             | 0          | 0.12                  | 0              | 0        |
| 11) c. What is your best esti | imate of the total mile | eage for transpor | rting vour bee co   | olonies in ea       | ach vear for any | reason? To | otal mileage inc      | ludes all tran | sporting |
| activities to and from        |                         |                   |                     |                     |                  |            | . 0                   |                |          |
| a. 1985                       |                         | Non-Blank         | 470                 | 62.3                |                  |            |                       |                |          |
|                               |                         | Blank             | 284                 | 37.7                |                  |            |                       |                |          |
|                               |                         | TOTAL             | 754                 | 100.0               | 14,176           | 1,925      | 37,776                | 0 5            | 00,000   |
| b. 1986                       |                         | Non-Blank         | 485                 | 64.3                |                  |            |                       |                |          |
|                               |                         | Blank             | 269                 | 35.7                |                  |            |                       |                |          |
| ,                             |                         | TOTAL             | 754                 | 100.0               | 14,323           | 2,000      | 39,298                | 0 6            | 00,000   |
| c. 1987                       |                         | Non-Blank         | 497                 | 65.9                |                  |            |                       |                |          |
|                               | •                       | Blank             | 257                 | 34.1                |                  |            |                       |                |          |
|                               |                         | TOTAL             | 754                 | 100.0               | 14,679           | 2,000      | 42,428                | 0 7            | 00,000   |
| d. 1988                       |                         | Non-Blank         | 503                 | 66.7                |                  |            |                       |                |          |
|                               |                         | Blank             | 251                 | 33.3                |                  |            |                       |                |          |
|                               |                         | TOTAL             | 754                 | 100.0               | 14,760           | 1,800      | 44,051                | 0 7            | 50,000   |

| Duestion                             | Response                       | Value              | Number of<br>Responses | Percent of<br>Total | Mean            | Median               | Standard<br>Deviation | Minimum | Maximur |
|--------------------------------------|--------------------------------|--------------------|------------------------|---------------------|-----------------|----------------------|-----------------------|---------|---------|
|                                      |                                |                    |                        |                     |                 |                      |                       |         |         |
| Pollination Services:                |                                |                    |                        |                     |                 |                      |                       |         |         |
| <ol><li>Did your operation</li></ol> | n transport bee colonies to or | ne or more locat   |                        |                     | ' or 1988 to pi | rovide paid <b>p</b> | ollination serv       | ices?   |         |
|                                      | No                             | 1                  | 475                    | 63.0                |                 |                      |                       |         |         |
|                                      | Yes                            | 2                  | 208                    | 27.6                |                 |                      |                       |         |         |
|                                      |                                | Blank              | 71                     | 9.4                 |                 |                      |                       |         |         |
|                                      |                                | TOTAL              | 754                    | 100.0               | 1.30            | 1                    | 0.46                  | 1       | 2       |
|                                      | following questions based or   |                    |                        |                     |                 |                      | •                     |         |         |
| <ol> <li>For which year</li> </ol>   | ar are you providing informa   | tion on pollinati  | on services?           |                     |                 |                      |                       |         |         |
|                                      | 1982                           | 82                 | 1                      | 0.1                 |                 |                      |                       |         |         |
|                                      | 1983                           | 83                 | 0                      | 0.0                 |                 |                      |                       |         |         |
|                                      | 1984                           | 84                 | 0                      | 0.0                 |                 |                      |                       |         |         |
|                                      | 1985                           | 85                 | 5                      | 0.7                 |                 |                      |                       |         |         |
|                                      | 1986                           | 86                 | 9                      | 1.2                 |                 |                      |                       |         |         |
|                                      | 1987                           | 87                 | 11                     | 1.5                 |                 |                      |                       |         |         |
|                                      | 1988                           | 88                 | 127                    | 16.8                |                 |                      |                       |         |         |
|                                      | 1989                           | 89                 | 43                     | 9.7                 |                 |                      |                       |         |         |
|                                      | 1990                           | 90                 | 2                      | 0.3                 |                 |                      |                       |         |         |
|                                      |                                | Blank              | 556                    | 73.7                |                 |                      |                       |         |         |
|                                      |                                | TOTAL              | 754                    | 100.0               | 88              | 88                   | 1                     | 82      | 90      |
| b. How many of                       | your colonies were used at     | the start of the p | ollination season      | 9                   |                 |                      |                       |         |         |
| 0. 1.0 ·· ···· <b></b>               | ,                              | Non-Blank          | 198                    | 26.3                |                 |                      |                       |         |         |
|                                      |                                | Blank              | 556                    | 73.7                |                 |                      |                       |         |         |
| •                                    |                                | TOTAL              | 754                    | 100.0               | 700             | 250                  | 1,192                 | 4       | 8,000   |
| c. How many of                       | your colonies were being us    | ed at the end of   | the pollination se     | eason?              |                 |                      |                       |         |         |
| ,                                    |                                | Non-Blank          | 196                    | 26.0                |                 |                      |                       |         |         |
|                                      |                                | Blank              | 558                    | 74.0                |                 |                      |                       |         |         |
|                                      |                                | TOTAL              | 754                    | 100.0               | 635             | 250                  | 1,043                 | 0       | 6,000   |
| d. How many tin                      | nes were your colonies reloc   | ated during the v  | rear to provide pa     | aid or unpaid       | pollination se  | rvices?              |                       |         |         |
|                                      |                                | Non-Blank          | 198                    | 26.3                | r               |                      |                       |         |         |
|                                      |                                | Blank              | 556                    | 73.7                |                 |                      |                       |         |         |
|                                      |                                | TOTAL              | 754                    | 100.0               | 2.83            | 2                    | 5.54                  | 0       | 75      |
|                                      |                                | IOIAL              | 154                    | 100.0               | 2.03            | L                    | 5.54                  | U       | 13      |

|          |          |              | Number of | Percent of   |      |               | Standard  |                |                |
|----------|----------|--------------|-----------|--------------|------|---------------|-----------|----------------|----------------|
| Question | Response | <u>Value</u> | Responses | <u>Total</u> | Mean | <u>Median</u> | Deviation | <u>Minimum</u> | <u>Maximum</u> |

e. How many total miles were your colonies transported during a year to provide pollination services? (Please approximate if unsure. Total miles includes all transporting activities to and from home location within state as well as between states.)

Non-Rlank

194

25.7

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| I WII Didiik | 47 1 | 23.7  |       |       |        |   |         |
|--------------|------|-------|-------|-------|--------|---|---------|
| Blank        | 560  | 74.3  |       |       |        |   |         |
| TOTAL        | 754  | 100.0 | 9,493 | 1,850 | 18,117 | 0 | 150,000 |

f. In the table below, please indicate the state(s) where your colonies provide paid pollination services, the main crops pollinated, colonies used and applicable pollination fees received. Begin with the first crops pollinated in the year and proceed throughout the year. If more than one crop is pollinated in a state, report additional crops in the second column.

## First Section State Where Service is Provided

| AL | I           | 0.1  |
|----|-------------|------|
| AZ | 1           | 0.1  |
| CA | 93          | 12.3 |
| CO | 2           | 0.3  |
| FL | 5           | 0.7  |
| GA | 3<br>3      | 0.4  |
| IA | 3           | 0.4  |
| IL | 7           | 0.9  |
| IN | 2           | 0.3  |
| MA | 1           | 0.1  |
| ME | 3           | 0.4  |
| MI | 18          | 2.4  |
| MN | 4           | 0.5  |
| MO | 2           | 0.3  |
| MT | 2<br>2<br>3 | 0.3  |
| NC | 2           | 0.3  |
| NE | 3           | 0.4  |
| NJ | 1           | 0.1  |
| NM | . 1         | 0.1  |
| NY | 4           | 0.5  |
| OH | 6           | 0.8  |
| OR | 8           | 1.1  |
| PA | 6           | 0.8  |
| TX | 6           | 0.8  |
| UT | 1           | 0.1  |
|    |             |      |

| Question Response                 | Value              | Number of Responses | Percent ofTotal | Mean  | Median | Standard<br>Deviation | Minimum | Maximum |
|-----------------------------------|--------------------|---------------------|-----------------|-------|--------|-----------------------|---------|---------|
| _                                 | Non Dionh          | 189                 | 25.1            |       |        |                       |         |         |
| Total Colonies Used               | Non-Blank<br>Blank | 565                 | 25.1<br>74.9    |       |        |                       |         |         |
|                                   | TOTAL              | 303<br>754          | 100.0           | 641.2 | 200    | 1,121                 | 4       | 7,500   |
|                                   | IOIAL              | 134                 | 100.0           | 041.2 | 200    | 1,121                 | 4       | 7,500   |
| Colonies Used Per Acre            | Non-Blank          | 156                 | 20.7            |       |        |                       |         |         |
|                                   | Blank              | 598                 | 79.3            |       |        |                       |         |         |
|                                   | TOTAL              | 754                 | 100.0           | 2.25  | 2      | 2.9                   | 0.25    | 25      |
| Average Fee Rec'd per Colony      | Non-Blank          | 187                 | 24.8            |       |        |                       |         |         |
| ge                                | Blank              | 567                 | 75.2            |       |        |                       |         |         |
|                                   | TOTAL              | 754                 | 100.0           | 22.82 | 24     | 6.92                  | 0       | 50      |
| Time When Service Begins          | Non-Blank          | 188                 | 24.9            |       |        |                       |         |         |
| Time when service begins          | Blank              | 566                 | 78.1            |       |        |                       |         |         |
|                                   | TOTAL              | 754                 | 100.0           |       |        |                       |         |         |
|                                   | IOIAL              | 134                 | 100.0           |       |        |                       |         |         |
| Length of Time Crop is Pollinated | Non-Blank          | 188                 | 24.9            |       |        |                       |         |         |
|                                   | Blank              | 566                 | 75.1            |       |        |                       |         |         |
| ·                                 | TOTAL              | 754                 | 100.0           | 26    | 25     | 14                    | 5       | 90      |
| Second Section                    |                    |                     |                 |       |        |                       |         |         |
| State Where Service is Provided   | AL                 | 1                   | 0.1             |       |        |                       |         |         |
|                                   | AZ                 | 2                   | 0.3             |       |        |                       |         |         |
| ·                                 | CA                 | 32                  | 0.4             |       |        |                       |         |         |
|                                   | CO                 | 1                   | 0.1             |       |        |                       |         |         |
|                                   | FL                 | 4                   | 0.5             |       |        |                       |         |         |
|                                   | GA                 | 1                   | 0.1             |       |        |                       |         |         |
|                                   | IA                 | 1                   | 0.1             |       |        |                       |         |         |
| •                                 | ID                 | 3                   | 0.4             |       |        |                       |         |         |
|                                   | IL                 | 2                   | 0.3             |       |        |                       |         |         |
|                                   | ME                 | 2                   | 0.3             |       |        |                       |         |         |
|                                   | MI                 | 12                  | 0.2             |       |        |                       |         |         |
|                                   | MN                 | 1                   | 0.1             |       |        |                       |         |         |
|                                   | NC                 | 1                   | 0.1             |       |        |                       |         |         |
|                                   | NE                 | 1 .                 | 0.1             |       |        |                       |         |         |
|                                   | NJ                 | 1                   | 0.1             |       |        |                       |         |         |

| Question               | Response Value | Number of Responses | Percent of<br>Total | Mean | Median | Standard<br>Deviation | Minimum | Maximum |
|------------------------|----------------|---------------------|---------------------|------|--------|-----------------------|---------|---------|
|                        |                | _                   |                     |      |        |                       |         |         |
|                        | VA             | 1                   | 0.1                 |      |        |                       |         |         |
|                        | VT             | 2                   | 0.3                 |      |        |                       |         |         |
|                        | WA             | 4                   | 0.5                 |      |        |                       |         |         |
|                        | WI             | . 7                 | 0.9                 |      |        |                       |         |         |
|                        | WV             | 2                   | 0.3                 |      |        |                       |         |         |
|                        | Blank          | 553                 | 73.3                |      |        |                       |         |         |
|                        | TOTAL          | 754                 | 100.0               |      |        |                       |         |         |
| Major Crops Pollinated | Alfalfa        | 1                   | 0.1                 |      |        |                       |         |         |
|                        | Almonds        | 89                  | 11.8                |      |        |                       |         |         |
|                        | Apples         | 46                  | 6.1                 |      |        |                       |         |         |
|                        | Blueberries    | 6                   | 8.0                 |      |        |                       |         |         |
|                        | Cantaloup      | 3                   | 0.4                 |      |        |                       |         |         |
|                        | Cherries       | 9                   | 1.2                 |      |        |                       |         |         |
|                        | Cranberries    | 3                   | 0.4                 |      |        |                       |         |         |
|                        | Cucumbers      | 8                   | 1.1                 |      |        |                       |         |         |
|                        | Drybeans       | 1                   | 0.1                 |      |        |                       |         |         |
|                        | Fruit          | 3                   | 0.4                 |      |        |                       |         |         |
|                        | Melons         | 3                   | 0.4                 |      |        |                       |         |         |
|                        | Orange         | 2                   | 0.3                 | •    |        | *                     |         |         |
|                        | Orchards       | 1                   | 0.1                 |      |        |                       |         |         |
|                        | Peaches        | 2                   | 0.3                 |      |        |                       |         |         |
|                        | Pears          | 2                   | 0.3                 |      |        |                       |         |         |
|                        | Pickles        | 6                   | 0.8                 |      |        |                       |         |         |
|                        | Plums          | 3                   | 0.4                 |      |        |                       |         |         |
| •                      | Prunes         | 1                   | 0.1                 |      |        |                       |         |         |
|                        | Pumpkin        | . 1                 | 0.1                 |      |        |                       |         |         |
|                        | Sainfoin       | 1                   | 0.1                 |      |        |                       |         |         |
|                        | Soybeans       | 1                   | 0.1                 |      |        |                       |         |         |
|                        | Squash         | 1                   | 0.1                 |      |        |                       |         |         |
|                        | Strawberries   | 1                   | 0.1                 |      |        |                       |         |         |
|                        | Sunflowers     | 3                   | 0.4                 |      |        |                       |         |         |
|                        | Watermelon     | 2                   | 0.3                 |      |        |                       |         |         |
|                        | Blank          | 555                 | 73.6                |      |        |                       |         |         |
|                        | TOTAL          | 754                 | 100.0               |      |        |                       |         |         |

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| Question               | Response Value | Number of Responses | Percent of Total | <u>Mean</u> | <u>Median</u> | Standard Deviation | Minimum | Maximum |
|------------------------|----------------|---------------------|------------------|-------------|---------------|--------------------|---------|---------|
|                        | -              | -                   |                  |             |               |                    |         |         |
|                        | NY             | 1                   | 0.1              |             |               |                    |         |         |
|                        | OR             | 13                  | 1.7              |             |               |                    |         |         |
|                        | PA             | 4                   | 0.5              |             |               |                    |         |         |
|                        | UT             | 2                   | 0.3              |             |               |                    |         |         |
|                        | VT             | 1                   | 0.1              |             |               |                    |         |         |
|                        | WA             | 13                  | 1.7              |             |               |                    |         |         |
|                        | Blank          | 655                 | 86.9             |             |               |                    |         |         |
|                        | TOTAL          | 754                 | 100.0            |             |               |                    |         |         |
| Major Crops Pollinated | Alfalfa        | 9                   | 1.2              |             |               |                    |         |         |
| •                      | Almonds        | 1                   | 0.1              |             |               |                    |         |         |
|                        | Apples         | 19                  | 2.5              |             |               |                    |         |         |
|                        | Avocados       | 1                   | 0.1              |             |               |                    |         |         |
|                        | Blueberries    | 12                  | 1.6              |             |               |                    |         |         |
|                        | Carrots        | 1                   | 0.1              |             |               |                    |         |         |
|                        | Cherries       | 10                  | 1.3              |             |               |                    |         |         |
|                        | Cotton         | 1                   | 0.1              |             |               |                    |         |         |
|                        | Cranberries    | 1                   | 0.1              |             |               |                    |         |         |
|                        | Cucumbers      | 4                   | 0.5              |             |               |                    | *       |         |
|                        | Fruit          | 1                   | 0.1              |             |               |                    |         |         |
|                        | Grapefruit     | 1                   | 0.1              |             |               |                    |         |         |
|                        | Melons         | 8                   | 0.1              |             |               |                    |         |         |
|                        | Onions         | 3                   | 0.4              |             |               |                    |         |         |
|                        | Peaches        | 1                   | 0.1              |             |               |                    |         |         |
|                        | Pears          | 3                   | 0.4              |             |               |                    |         |         |
|                        | Pickles        | 2                   | 0.3              |             |               |                    |         |         |
|                        | Plums          | 3                   | 0.4              |             |               |                    |         |         |
|                        | Prunes         | 4                   | 0.5              |             |               |                    |         |         |
|                        | Radish         | 1                   | 0.1              |             |               |                    |         |         |
|                        | Raspberries    | 2                   | 0.3              |             |               |                    |         |         |
|                        | Sage           | 1                   | 0.1              |             | •             |                    |         |         |
|                        | Soybeans       | 1                   | 0.1              |             |               |                    |         |         |
|                        | Śquash         | 1                   | 0.1              |             |               |                    |         |         |
|                        | Sunflowers     | 1                   | 0.1              |             |               |                    |         |         |
|                        | Vegetables     | 1                   | 0.1              |             |               |                    |         |         |
|                        | Vetch          | 1                   | 0.1              |             |               |                    |         |         |

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| Question            | Response         | Value      | Number of<br>Responses | Percent of<br>Total | Меап  | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|---------------------|------------------|------------|------------------------|---------------------|-------|--------|-----------------------|---------|----------------|
|                     |                  | Walnuts    | 1                      | 0.1                 |       |        |                       |         |                |
|                     |                  | Watermelon | 4                      | 0.5                 |       |        |                       |         |                |
|                     |                  | Blank      | 655                    | 86.9                |       |        |                       |         |                |
|                     |                  | TOTAL      | 754                    | 100.0               |       |        |                       |         |                |
| Total Colonies Use  | đ                | Non-Blank  | 92                     | 12.2                |       |        |                       |         |                |
|                     | _                | Blank      | 662                    | 87.8                |       |        |                       |         |                |
|                     |                  | TOTAL      | 754                    | 100.0               | 449   | 187    | 674                   | 2       | 3,000          |
| Colonies Used Per   | Acre             | Non-Blank  | 78                     | 10.3                |       |        |                       |         |                |
|                     |                  | Blank      | 676                    | 89.7                |       |        |                       |         |                |
|                     |                  | TOTAL      | 754                    | 100.0               | 1.76  | 1.25   | 1.56                  | 0.25    | 10             |
| Average Fee Rec'd   | per Colony       | Non-Blank  | 91                     | 12.1                |       |        |                       |         |                |
| ,                   | •                | Blank      | 663                    | 87.9                |       |        |                       |         |                |
|                     |                  | TOTAL      | 754                    | 100.0               | 17.79 | 18     | 7.60                  | 0       | 35             |
| Time When Service   | Begins           | Non-Blank  | 90                     | 11.9                |       |        |                       |         |                |
|                     |                  | Blank      | 664                    | 88.1                |       |        |                       |         |                |
|                     |                  | TOTAL      | 754                    | 100.0               |       |        | •                     |         |                |
| Length of Time Cro  | op is Pollinated | Non-Blank  | 93                     | 12.3                |       |        |                       |         |                |
|                     |                  | Blank      | 661                    | 87.7                |       |        |                       |         |                |
|                     |                  | TOTAL      | 754                    | 100.0               | 29    | 24     | 17                    | 5       | 80             |
| Third Section       |                  |            |                        |                     |       |        |                       |         |                |
| State Where Service | e is Provided    | AΖ         | 2                      | 0.3                 |       |        |                       |         |                |
|                     |                  | CA         | 18                     | 2.4                 |       |        |                       |         |                |
|                     | •                | CO         | 1                      | 0.1                 |       |        |                       |         |                |
| •                   |                  | FL         | 2                      | 0.3                 |       |        |                       |         |                |
|                     |                  | ID         | 3                      | 0.4                 |       |        |                       |         |                |
|                     |                  | MI         | 7                      | 0.9                 |       |        |                       |         |                |
|                     |                  | MN         | 1                      | 0.1                 |       |        |                       |         |                |
|                     |                  | MT         | 1                      | 0.1                 |       |        |                       |         |                |
|                     |                  | NC         | 1                      | 0.1                 |       |        |                       |         |                |
|                     |                  | OK         | 1                      | 0.1                 |       |        |                       |         |                |

| Ouestion R             | esponse Value | Number of Responses | Percent of Total | Mean | Median | Standard<br>Deviation | _Minimum_ | <u>Maximum</u> |
|------------------------|---------------|---------------------|------------------|------|--------|-----------------------|-----------|----------------|
|                        | OP            | 11                  | 1.5              |      |        |                       |           |                |
|                        | OR<br>PA      | 11<br>2             | 1.5<br>0.3       |      |        |                       |           |                |
|                        |               | 2                   |                  |      |        |                       |           |                |
|                        | UT            | 3<br>7              | 0.4              |      |        |                       |           |                |
|                        | WA            |                     | 0.9              |      |        |                       |           |                |
|                        | Blank         | 694                 | 92.0             |      |        |                       |           |                |
|                        | TOTAL         | 754                 | 100.0            |      |        |                       |           |                |
| Major Crops Pollinated | Alfalfa       | 4                   | 0.5              |      |        |                       |           |                |
|                        | Apples        | 7                   | 0.9              |      |        |                       |           |                |
|                        | Basil         | 1                   | 0.1              |      |        |                       |           |                |
|                        | Blueberries   | 4                   | 0.5              |      |        |                       |           |                |
|                        | Cantaloup     | 4                   | 0.5              |      |        |                       |           |                |
|                        | Carrots       | 2                   | 0.3              |      |        |                       |           |                |
|                        | Cherries      | 8                   | 1.1              |      |        |                       |           |                |
|                        | Citrus        | 1                   | 0.1              |      |        |                       |           |                |
|                        | Clover        | 1                   | 0.1              |      |        |                       |           |                |
|                        | Cranberries   | 1                   | 0.1              |      |        |                       |           |                |
|                        | Cucumbers     | 2                   | 0.3              |      |        |                       |           |                |
|                        | Evergreen     | 1                   | 0.1              |      |        |                       |           |                |
|                        | Fruit         | 2                   | 0.3              |      |        |                       |           |                |
|                        | Holly         | 2                   | 0.3              |      |        |                       |           |                |
|                        | Kiwi          | 1                   | 0.1              |      |        |                       |           |                |
|                        | Melons        | 2                   | 0.3              |      |        |                       |           |                |
|                        | Onions        | $\overline{2}$      | 0.3              |      |        |                       |           |                |
|                        | Pears         | 4                   | 0.3              |      |        |                       |           |                |
| •                      | Peppers       | 2                   | 0.3              |      |        |                       |           |                |
|                        | Pickles       | 2                   | 0.3              |      |        |                       |           |                |
|                        | Plums         | 1                   | 0.1              |      |        |                       |           |                |
|                        | Radish        | î                   | 0.1              |      |        |                       |           |                |
|                        | Raspberries   | 1                   | 0.1              |      |        |                       |           |                |
|                        | Squash        | 2                   | 0.1              |      |        |                       |           |                |
|                        | Strawberries  | 1                   | 0.1              |      |        |                       |           |                |
|                        | Watermelon    | i                   | 0.1              |      |        |                       |           |                |
|                        | Blank         | 694                 | 92.0             |      |        |                       |           |                |
|                        | TOTAL         | 754                 | 100.0            |      |        |                       |           |                |

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| Question     | Response                   | Value                       | Number of Responses | Percent ofTotal      | Mean  | Median | Standard<br>Deviation | Minimum | Maximum |
|--------------|----------------------------|-----------------------------|---------------------|----------------------|-------|--------|-----------------------|---------|---------|
| Total C      | olonies Used               | Non-Blank<br>Blank<br>TOTAL | 54<br>700<br>754    | 7.2<br>92.8<br>100.0 | 421   | 188    | 715                   | 2       | 4,500   |
|              |                            |                             |                     |                      | 721   | 100    | 713                   | Z       | 4,500   |
| Colonie      | s Used Per Acre            | Non-Blank                   | 50<br>704           | 6.6                  |       |        |                       |         |         |
|              |                            | Blank<br>TOTAL              | 704<br>754          | 93.4<br>100.0        | 1.92  | 1.50   | 1.42                  | 0.50    | 8       |
|              |                            | TOTAL                       | 754                 | 100.0                | 1.72  | 1.50   | 1.42                  | 0.50    | o       |
| Average      | e Fee Rec'd per Colony     | Non-Blank                   | 57                  | 7.6                  |       |        |                       |         |         |
|              |                            | Blank                       | 697                 | 92.4                 |       |        |                       |         |         |
|              |                            | TOTAL                       | 754                 | 100.0                | 16.85 | 18     | 7.44                  | 0       | 30      |
| Time W       | hen Service Begins         | Non-Blank                   | 54                  | 7.2                  |       |        |                       |         |         |
|              |                            | Blank                       | 700                 | 92.8                 |       | •      |                       |         |         |
|              |                            | TOTAL                       | 754                 | 100.0                |       |        |                       |         |         |
| Length       | of Time Crop is Pollinated | Non-Blank                   | 57                  | 7.6                  |       |        |                       |         |         |
| Longin       | or time crop is ronniated  | Blank                       | 697                 | 92.4                 |       |        |                       |         |         |
|              |                            | Total                       | 754                 | 100.0                | 30    | 30     | 16.67                 | 7       | 90      |
| Fourth Secti | ion                        |                             |                     |                      |       |        |                       |         |         |
|              | here Service is Provided   | AZ                          | 1                   | 0.1                  |       |        |                       |         |         |
|              |                            | CA                          | 9                   | 1.2                  |       |        |                       |         |         |
|              |                            | FL                          | 1                   | 0.1                  |       |        |                       |         |         |
| 4            |                            | ID                          | 2                   | 0.3                  |       |        |                       |         |         |
|              |                            | MI                          | 2                   | 0.3                  |       |        |                       |         |         |
|              |                            | NC                          | 1                   | 0.1                  |       |        |                       |         |         |
|              |                            | ND<br>NY                    | 1<br>1              | 0.1<br>0.1           |       |        |                       |         |         |
|              |                            | OK .                        | 1                   | 0.1                  |       |        |                       |         |         |
|              |                            | OR OR                       | 7                   | 0.1                  |       |        |                       |         |         |
|              |                            | PA                          | 1                   | 0.1                  |       |        |                       |         |         |
|              |                            | WA                          | 4                   | 0.5                  |       |        |                       |         |         |
|              |                            | Blank                       | 723                 | 95.9                 |       |        |                       |         |         |
|              |                            | TOTAL                       | 754                 | 100.0                |       |        |                       |         |         |

| Major Crops Pollinated                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Question                | Response | Value        | Number of<br>Responses | Percent of<br>Total | Mean  | Median | Standard<br>Deviation | Minimum | Maximum |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|----------|--------------|------------------------|---------------------|-------|--------|-----------------------|---------|---------|
| Apples 6 0.8 Apricots 1 0.1 Blueberries 1 0.1 Blueberries 1 0.1 Cherries 1 0.1 Clover 4 0.5 Cucumbers 1 0.1 Fruit 1 0.1 Kiwi 1 0.1 Kiwi 1 0.1 Melons 2 0.3 Olives 1 0.1 Onions 1 0.1 Passion Fruit 1 0.1 Passion Fruit 1 0.1 Passion Fruit 1 0.1 Surawberries 1 0.1 Sunflower 1 0.1 Sunflower 1 0.1 Sunflower 1 0.1 Blank 723 95.9 TOTAL 754 100.0 338 250 342 10 1,000  Total Colonies Used Non-Blank 29 3.8 Blank 725 96.2 TOTAL 754 100.0 1.73 1.00 0.98 0.30 4  Average Fee Rec'd per Colony Non-Blank 29 3.8 Blank 726 96.3 TOTAL 754 100.0 1.73 1.00 0.98 0.30 4                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                         |          |              | _                      | 0.0                 |       |        |                       |         |         |
| Apricots 1 0.1 Blueberries 1 0.1 Boysenberries 1 0.1 Cherries 1 1.1 Clover 4 0.5 Cucumbers 1 0.1 Fruit 1 0.1 Kiwi 1 0.1 Melons 2 0.3 Olives 1 0.1 Onions 1 0.1 Passion Fruit 1 0.1 Passion Fruit 1 0.1 Passion Fruit 1 0.1 Surawberries 1 0.1 Surawberries 1 0.1 Strawberries 2 0.3 Strawberries 1 0.1 Str | Major Crops Pollinated  |          |              | 2                      | 0.3                 |       |        |                       |         |         |
| Blueberries   1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                         |          |              |                        |                     |       |        |                       |         |         |
| Boysenberries                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                         |          |              | 1                      |                     |       |        |                       |         |         |
| Cherries                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                         |          |              | 1                      |                     |       |        |                       |         |         |
| Clover                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                         | В        |              | 1                      |                     |       |        |                       |         |         |
| Cucumbers   1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                         |          |              | 1                      |                     |       |        |                       |         |         |
| Fruit   1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |              | 4                      |                     |       |        |                       |         |         |
| Kiwi   1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                         |          |              | 1                      |                     |       |        |                       |         |         |
| Melons   2   0.3   Olives   1   0.1   Onions   1   Onions   |                         |          |              | 1                      |                     |       |        |                       |         |         |
| Olives 1 0.1 Onions 1 0.1 Passion Fruit 1 0.1 Pears 2 0.3 Raspberries 1 0.1 Squash 1 0.1 Surawberries 1 0.1 Sunflower 1 0.1 Blank 723 95.9 TOTAL 754 100.0  Colonies Used Per Acre  Non-Blank 28 3.7 Blank 726 96.3 TOTAL 754 100.0 1.73 1.00 0.98 0.30 4  Average Fee Rec'd per Colony  Non-Blank 29 3.8 Blank 726 96.3 TOTAL 754 100.0 1.73 1.00 0.98 0.30 4                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                         |          |              | 1                      |                     |       |        |                       |         |         |
| Onions                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                         |          |              | 2                      | 0.3                 |       |        |                       |         |         |
| Passion Fruit                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                         |          | Olives       | 1                      |                     |       |        |                       |         |         |
| Pears   2   0.3     Raspberries   1   0.1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          | Onions       | 1                      | 0.1                 |       |        |                       |         |         |
| Raspberries   1   0.1     0.1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                         | Pa       | assion Fruit | 1                      | 0.1                 |       |        |                       |         |         |
| Raspberries   1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                         |          | Pears        | 2                      | 0.3                 |       |        |                       |         |         |
| Squash   1   0.1   0.1     Strawberries   1   0.1     0.1     Sunflower   1   0.1     0.1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | •                       |          |              | 1                      |                     |       |        |                       |         |         |
| Strawberries   1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   0.1   |                         |          |              | 1                      |                     |       |        |                       |         |         |
| Sunflower   1   0.1   0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1     0.1      |                         | 5        |              | 1                      | 0.1                 |       |        |                       |         |         |
| Watermelon   1   0.1   0.1   8   8   95.9   100.0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | ·                       |          | Sunflower    | 1                      |                     |       |        |                       |         |         |
| Blank   723   95.9   100.0     Total Colonies Used   Non-Blank   29   3.8   Blank   725   96.2   TOTAL   754   100.0   338   250   342   10   1,000     Colonies Used Per Acre   Non-Blank   28   3.7   Blank   726   96.3   TOTAL   754   100.0   1.73   1.00   0.98   0.30   4   Average Fee Rec'd per Colony   Non-Blank   29   3.8   Blank   725   96.2   96.2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                         | ,        | Watermelon   | 1                      |                     |       |        |                       |         |         |
| TOTAL 754 100.0  Total Colonies Used Non-Blank 29 3.8 Blank 725 96.2 TOTAL 754 100.0 338 250 342 10 1,000  Colonies Used Per Acre Non-Blank 28 3.7 Blank 726 96.3 TOTAL 754 100.0 1.73 1.00 0.98 0.30 4  Average Fee Rec'd per Colony Non-Blank 29 3.8 Blank 725 96.2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                         |          |              | 723                    |                     |       |        |                       |         |         |
| Blank   725   96.2     70TAL   754   100.0   338   250   342   10   1,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |              |                        |                     |       |        |                       |         |         |
| Blank   725   96.2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Total Colonies Used     |          | Non-Blank    | 29                     | 3.8                 |       |        |                       |         |         |
| TOTAL 754 100.0 338 250 342 10 1,000  Colonies Used Per Acre  Non-Blank 28 3.7  Blank 726 96.3  TOTAL 754 100.0 1.73 1.00 0.98 0.30 4  Average Fee Rec'd per Colony  Non-Blank 29 3.8  Blank 725 96.2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                         |          | Blank        | 725                    |                     |       |        |                       |         |         |
| Blank 726 96.3<br>TOTAL 754 100.0 1.73 1.00 0.98 0.30 4  Average Fee Rec'd per Colony Non-Blank 29 3.8<br>Blank 725 96.2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                         |          | TOTAL        | 754                    |                     | 338   | 250    | 342                   | 10      | 1,000   |
| Blank 726 96.3<br>TOTAL 754 100.0 1.73 1.00 0.98 0.30 4  Average Fee Rec'd per Colony Non-Blank 29 3.8<br>Blank 725 96.2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Colonies Used Per Acre  |          | Non-Blank    | 28                     | 3.7                 |       |        |                       |         |         |
| TOTAL 754 100.0 1.73 1.00 0.98 0.30 4  Average Fee Rec'd per Colony Non-Blank 29 3.8  Blank 725 96.2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | •                       | *        | Blank        | 726                    |                     |       |        |                       |         |         |
| Blank 725 96.2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                         |          |              |                        |                     | 1.73  | 1.00   | 0.98                  | 0.30    | 4       |
| Blank 725 96.2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Average Fee Rec'd per C | olony    | Non-Blank    | 29                     | 3.8                 |       |        |                       |         |         |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | -                       | -        | Blank        | 725                    |                     |       |        |                       |         |         |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                         |          |              |                        |                     | 17.28 | 18     | 7.45                  | 0       | 30      |

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| Question                | Response     | Value       | Number of Responses | Percent of Total | Mean | Median | Standard<br>Deviation | Minimum | Maximum    |
|-------------------------|--------------|-------------|---------------------|------------------|------|--------|-----------------------|---------|------------|
|                         | •            |             |                     |                  |      |        |                       |         | 1,16,7,111 |
| Time When Service Be    | egins        | Non-Blank   | 29                  | 3.8              |      |        |                       |         |            |
|                         |              | Blank       | 725                 | 96.2             |      |        |                       |         |            |
|                         |              | TOTAL       | 754                 | 100.0            |      |        |                       |         |            |
| Length of Time Crop i   | s Pollinated | Non-Blank   | 29                  | 3.8              |      |        |                       |         |            |
| •                       |              | Blank       | 725                 | 96.2             |      |        |                       |         |            |
|                         |              | TOTAL       | 754                 | 100.0            | 32   | 28     | 32.99                 | 10      | 180        |
| Fifth Section           |              |             |                     |                  |      |        |                       |         |            |
| State Where Service is  | Provided     | CA          | 4                   | 0.5              |      |        |                       |         |            |
|                         |              | FL          | 1                   | 0.1              |      |        |                       |         |            |
|                         |              | ID          | i                   | 0.1              |      |        |                       |         |            |
|                         |              | ME          | i                   | 0.1              |      |        |                       |         |            |
|                         |              | OK          | i                   | 0.1              |      |        |                       |         |            |
|                         |              | OR          | 7                   | 0.9              |      |        |                       |         |            |
|                         |              | PA          | i                   | 0.1              |      |        |                       |         |            |
|                         |              | WA          | 3                   | 0.4              |      |        |                       |         |            |
|                         |              | Blank       | 735                 | 97.5             |      |        |                       |         |            |
|                         |              | TOTAL       | 754                 | 100.0            |      |        |                       |         |            |
| Maior Corres Dellinoses | 1            | A1C-1C-     | 2                   | 0.2              | •    |        | •                     |         |            |
| Major Crops Pollinated  | 1            | Alfalfa     | 2                   | 0.3              |      |        |                       |         |            |
| ·                       |              | Blueberries | 1                   | 0.1              |      |        |                       |         |            |
|                         |              | Cabbage     | 1                   | 0.1              |      |        |                       |         |            |
|                         |              | Cantaloup   | l .                 | 0.1              |      |        |                       |         |            |
| •                       |              | Carambol    | 1                   | 0.1              |      |        |                       |         |            |
|                         |              | Carrots     | 1                   | 0.1              |      |        |                       |         |            |
|                         |              | Cherries    | 1                   | 1.1              |      |        |                       |         |            |
|                         |              | Clover      | 1                   | 0.1              |      |        |                       |         |            |
|                         |              | Cotton      | 1                   | 0.1              |      |        |                       |         |            |
|                         |              | Cranberries | 1                   | 0.1              |      |        |                       |         |            |
|                         |              | Melons      | 1                   | 0.1              |      |        |                       |         |            |
|                         |              | Onions      | 1                   | 0.1              |      |        |                       |         |            |
|                         |              | Pears       | 1                   | 0.1              |      |        |                       |         |            |
|                         |              | Plums       | 1                   | 0.1              |      |        |                       |         |            |
|                         |              | Raspberries | 2                   | 0.3              |      |        |                       |         |            |
|                         |              | Squash      | 1                   | 0.1              |      |        |                       |         |            |

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|         |                            |           |              | Number of | Percent of   |       |               | Standard  |                |                |
|---------|----------------------------|-----------|--------------|-----------|--------------|-------|---------------|-----------|----------------|----------------|
| Questic | <u>)n</u>                  | Response  | <u>Value</u> | Responses | <u>Total</u> | Mean  | <u>Median</u> | Deviation | <u>Minimum</u> | <u>Maximum</u> |
|         |                            |           | NY . 1       |           |              |       |               |           |                |                |
|         |                            |           | Vetch        | 1         | 0.1          | •     |               |           |                |                |
|         |                            |           | Blank        | 735       | 97.5         |       |               |           |                |                |
|         |                            |           | TOTAL        | 754       | 100.0        |       |               |           |                |                |
|         | Total Colonies Used        |           | Non-Blank    | 18        | 2.4          |       |               |           |                |                |
|         |                            |           | Blank        | 736       | 97.6         |       |               |           |                |                |
|         |                            |           | TOTAL        | 754       | 100.0        | 332   | 200           | 633       | 15             | 2,800          |
|         | Colonies Used Per Acre     |           | Non-Blank    | 17        | 2.3          |       |               |           |                |                |
|         | Colonies Cisca I of Tiere  |           | Blank        | 737       | 97.7         |       |               |           |                |                |
|         |                            |           | TOTAL        | 754       | 100.0        | 2.02  | 1.00          | 1.39      | 0.33           | 5              |
|         |                            | _         |              |           |              |       |               |           |                |                |
|         | Average Fee Rec'd per Co   | lony      | Non-Blank    | 18        | 2.4          |       |               |           |                |                |
|         |                            |           | Blank        | 736       | 97.6         |       |               |           |                |                |
|         |                            |           | TOTAL        | 754       | 100.0        | 16.97 | 17.25         | 8.76      | 0              | 32             |
|         | Time When Service Begin    | ıs        | Non-Blank    | 18        | 2.4          |       |               |           |                |                |
|         | 8                          |           | Blank        | 736       | 97.6         |       |               |           |                |                |
|         |                            |           | TOTAL        | 754       | 100.0        |       |               |           |                |                |
|         |                            |           |              | ••        |              |       |               |           |                |                |
|         | Length of Time Crop is P   | ollinated | Non-Blank    | 18        | 2.4          |       |               |           |                |                |
|         |                            |           | Blank        | 736       | 97.6         |       |               |           |                |                |
|         |                            |           | TOTAL        | 754       | 100.0        | 32    | 30            | 12.82     | 10             | 60             |
| Sixt    | th Section                 |           |              |           |              |       |               |           |                |                |
| *       | State Where Service is Pro | vided     | CA           | 2         | 0.3          |       |               |           |                |                |
|         |                            |           | FL           | 1         | 0.1          |       |               |           |                |                |
|         |                            |           | MA           | ì         | 0.1          |       |               |           |                |                |
|         |                            |           | OR           | 3         | 0.4          |       |               |           |                |                |
|         |                            |           | WA           | í         | 0.1          |       |               |           |                |                |
|         |                            |           | Blank        | 746       | 98.9         |       | •             |           |                |                |
|         |                            |           | TOTAL        | 754       | 100.0        |       |               |           |                |                |
|         |                            |           | IOIAL        | 734       | 100.0        |       |               |           |                |                |
|         | Major Crops Pollinated     |           | Avocado      | 1         | 0.1          |       |               |           |                |                |
|         |                            |           | Blueberries  | 1         | 0.1          |       |               |           |                |                |
|         |                            |           | Carrots      | 1         | 0.1          |       |               |           |                |                |
|         |                            |           |              | ,         |              |       |               |           |                |                |

| Question                 | Response   | Value                 | Number of Responses | Percent of | Mean  | Median | Standard<br>Deviation | <u>Minimum</u> | <u>Maximum</u> |
|--------------------------|------------|-----------------------|---------------------|------------|-------|--------|-----------------------|----------------|----------------|
|                          |            | Charies               | •                   | 0.1        |       |        |                       |                |                |
|                          |            | Cherries              | ]<br>1              | 0.1        |       |        |                       |                |                |
|                          |            | Clover<br>Cranberries | 1                   | 0.1<br>0.1 |       |        |                       |                |                |
|                          |            | Onions                | ]<br>1              | 0.1        |       |        |                       |                |                |
|                          |            | Passion fruit         | 1<br>1              | 0.1        |       |        |                       |                |                |
|                          |            | Blank                 | 746                 | 98.9       |       |        |                       |                |                |
|                          |            | TOTAL                 | 740<br>754          | 100.0      |       |        |                       |                |                |
|                          |            | IOIAL                 | 734                 | 100.0      | ٠     |        |                       |                |                |
| Total Colonies Used      |            | Non-Blank             | 8                   | 1.1        |       |        |                       |                |                |
| Total Colomes Coco       |            | Blank                 | 746                 | 98.9       |       |        |                       |                |                |
|                          |            | TOTAL                 | 754                 | 100.0      | 160   | 113    | 173                   | 10             | 500            |
|                          |            |                       |                     |            |       |        |                       |                |                |
| Colonies Used Per Acre   |            | Non-Blank             | 7                   | 0.9        |       |        |                       |                |                |
|                          |            | Blank                 | 747                 | 99.1       |       |        |                       |                |                |
|                          |            | TOTAL                 | 754                 | 100.0      | 1.86  | 2.00   | 0.69                  | 1              | 3              |
|                          |            |                       |                     |            |       |        |                       |                |                |
| Average Fee Rec'd per C  | Colony     | Non-Blank             | 8                   | 1.1        |       |        |                       |                |                |
|                          |            | Blank                 | 746                 | 98.9       | 10.12 | 20     | 0.50                  | _              | 20             |
|                          |            | TOTAL                 | 754                 | 100.0      | 19.13 | 20     | 8.59                  | 5              | 30             |
| Time When Service Beg    | ring       | Non-Blank             | 8                   | 1.1        |       |        |                       |                |                |
| Time when dervice beg    | 51113      | Blank                 | 746                 | 98.9       |       |        |                       |                |                |
|                          |            | TOTAL                 | 754                 | 100.0      |       |        |                       |                |                |
|                          |            | 101112                | 73.                 | 100.0      |       |        |                       |                |                |
| Length of Time Crop is   | Pollinated | Non-Blank             | 8                   | 1.1        |       | *      |                       |                |                |
|                          |            | Blank                 | 746                 | 98.9       |       |        |                       |                |                |
|                          |            | TOTAL                 | 754                 | 100.0      | 47    | 30     | 54                    | 10             | 180            |
|                          |            |                       |                     |            |       |        |                       |                |                |
| Seventh Section          | ·<br>\!d_d | C A                   | 2                   | 0.2        |       |        |                       |                |                |
| State Where Service is P | Tovided    | CA                    | 2                   | 0.3        |       |        |                       |                |                |
|                          | •          | OR                    | 1                   | 0.1        |       |        |                       |                |                |
|                          |            | SC                    | 1                   | 0.1        |       |        |                       |                |                |
|                          |            | WA                    | 2                   | 0.3        |       |        |                       |                |                |
|                          |            | Blank                 | 748<br>754          | 99.2       |       |        |                       |                |                |
|                          |            | TOTAL                 | 754                 | 100.0      |       |        |                       |                |                |

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| Question                   | Response                              | Value       | Number of Responses | Percent of<br>Total | Mean  | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|----------------------------|---------------------------------------|-------------|---------------------|---------------------|-------|--------|-----------------------|---------|----------------|
| Major Crops Pollinated     |                                       | Almonds     | 1                   | 0.1                 |       |        |                       |         |                |
| major crops r omnateu      |                                       | Apples      | 2                   | 0.3                 |       |        |                       |         |                |
|                            |                                       | Blueberries | 1                   | 0.1                 |       |        |                       |         |                |
|                            |                                       | Cantaloup   | 1                   | 0.1                 |       |        |                       |         |                |
|                            |                                       | Pears       | 1                   | 0.1                 |       |        |                       |         |                |
|                            |                                       | Blank       | 748                 | 99.2                |       |        |                       |         |                |
|                            |                                       | TOTAL       | 754                 | 100.0               |       |        |                       |         |                |
| Total Colonies Used        |                                       | Non-Blank   | 6                   | 0.8                 |       |        | •                     |         |                |
|                            |                                       | Blank       | 748                 | 99.2                |       |        |                       |         |                |
|                            |                                       | TOTAL       | 754                 | 100.0               | 331   | 210    | 412                   | 5       | 1,100          |
| Colonies Used Per Acre     |                                       | Non-Blank   | 5                   | 0.7                 | •     |        |                       |         |                |
|                            |                                       | Blank       | 749                 | 99.3                |       |        |                       |         |                |
|                            |                                       | TOTAL       | 754                 | 100.0               | 1.70  | 1.00   | 1.20                  | 0.5     | 3              |
| Average Fee Rec'd per Co   | lony                                  | Non-Blank   | 6                   | 0.8                 |       |        |                       |         |                |
| 3                          | •                                     | Blank       | 748                 | 99.2                |       |        |                       |         | •              |
|                            |                                       | TOTAL       | 754                 | 100.0               | 18.33 | 18.50  | 5.24                  | 12      | 27             |
| Time When Service Begin    | ıs                                    | Non-Blank   | 6                   | 0.8                 |       |        |                       |         |                |
|                            |                                       | Blank       | 748                 | 99.2                |       |        |                       |         |                |
|                            |                                       | TOTAL       | 754                 | 100.0               |       |        |                       |         |                |
| Length of Time Crop is P   | ollinated                             | Non-Blank   | 6                   | 0.8                 |       |        |                       |         |                |
| у В                        |                                       | Blank       | 748                 | 99.2                |       |        |                       |         |                |
|                            |                                       | TOTAL       | 754                 | 100.0               | 20    | 17     | 9                     | 10      | 30             |
| Eighth Section             |                                       |             |                     |                     |       |        |                       |         |                |
| State Where Service is Pro | vided                                 | CA          | 1                   | 0.1                 |       |        |                       |         |                |
|                            | · · · · · · · · · · · · · · · · · · · | OR          | î                   | 0.1                 |       |        |                       |         |                |
|                            |                                       | SC          | 1                   | 0.1                 |       |        |                       |         |                |
|                            |                                       | WA          | i                   | 0.1                 |       |        |                       |         |                |
|                            |                                       | Blank       | 750                 | 99.5                |       |        |                       |         |                |
|                            |                                       | TOTAL       | 754                 | 100.0               |       |        |                       |         |                |
|                            |                                       |             |                     |                     |       |        |                       |         |                |

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| Question Respon                   | se Value     | Number of Responses | Percent of<br>Total | Mean  | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|-----------------------------------|--------------|---------------------|---------------------|-------|--------|-----------------------|---------|----------------|
| Major Crops Pollinated            | Apples       | 1                   | 0.1                 |       |        |                       |         |                |
| •                                 | Raspberries  | 1                   | 0.1                 |       |        |                       |         |                |
|                                   | Strawberries | 1                   | 0.1                 |       |        |                       |         |                |
|                                   | Vegetables   | 1                   | 0.1                 |       |        |                       |         |                |
|                                   | Blank        | 750                 | 99.5                |       |        |                       |         |                |
|                                   | TOTAL        | 754                 | 100.0               |       |        |                       |         |                |
| Total Colonies Used               | Non-Blank    | 4                   | 0.5                 |       |        |                       |         |                |
|                                   | Blank        | 750                 | 99.5                |       |        |                       |         |                |
|                                   | TOTAL        | 754                 | 100.0               | 35    | 26     | 31                    | 8       | 80             |
| Colonies Used Per Acre            | Non-Blank    | 4                   | 0.5                 |       |        |                       |         |                |
|                                   | Blank        | 750                 | 99.5                |       |        |                       |         |                |
|                                   | TOTAL        | 754                 | 100.0               | 1.75  | 1.50   | 0.96                  | 1       | 3              |
| Average Fee Rec'd per Colony      | Non-Blank    | 4                   | 0.5                 |       |        |                       |         |                |
| Ç                                 | Blank        | 750                 | 99.5                |       |        |                       |         |                |
|                                   | TOTAL        | 754                 | 100.0               | 14.50 | 14.00  | 4.44                  | 10      | 20             |
| Time When Service Begins          | Non-Blank    | 4                   | 0.5                 |       |        |                       |         |                |
|                                   | Blank        | 750                 | 99.5                |       |        |                       |         |                |
|                                   | TOTAL        | 754                 | 100.0               |       |        |                       |         |                |
| Length of Time Crop is Pollinated | Non-Blank    | 4                   | 0.5                 |       |        |                       |         |                |
|                                   | Blank        | 750<br>750          | 99.5                |       |        |                       |         |                |
|                                   | TOTAL        | 754                 | 100.0               | 35    | 30     | 17                    | 21      | 60             |
| Ninth Section                     |              |                     |                     |       |        |                       |         |                |
| State Where Service is Provided   | OR           | 1                   | 0.1                 |       |        |                       |         |                |
|                                   | Blank        | 753                 | 99.9                |       |        |                       |         |                |
| ·                                 | TOTAL        | 754                 | 100.0               |       |        |                       |         |                |
| Major Crops Pollinated            | Cabbage      | 1                   | 0.1                 |       |        |                       |         |                |
| J -1                              | Blank        | 753                 | 99.9                |       |        |                       |         |                |
|                                   | TOTAL        | 754                 | 100.0               |       |        |                       |         |                |

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| Ouestion Response                 | Value     | Number of<br>Responses | Percent of Total | Mean  | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|-----------------------------------|-----------|------------------------|------------------|-------|--------|-----------------------|---------|----------------|
| Total Colonies Used               | Non-Blank | 1                      | 0.1              |       |        |                       |         |                |
|                                   | Blank     | 753                    | 99.9             |       |        |                       |         |                |
|                                   | TOTAL     | 754                    | 100.0            | 76    | 76     |                       | 76      | 76             |
| Colonies Used Per Acre            | Non-Blank | 1                      | 0.1              |       |        |                       |         |                |
|                                   | Blank     | 753                    | 99.9             |       |        |                       |         |                |
|                                   | TOTAL     | 754                    | 100.0            | 1.00  | 1.00   |                       | 1       | 1              |
| Average Fee Rec'd per Colony      | Non-Blank | 1                      | 0.1              |       |        |                       |         |                |
| , ,                               | Blank     | 753                    | 99.9             |       |        |                       |         |                |
|                                   | TOTAL     | 754                    | 100.0            | 13.00 | 13.00  |                       | 13      | 13             |
| Time When Service Begins          | Non-Blank | 1                      | 0.1              |       |        |                       |         |                |
| <b>G</b>                          | Blank     | 753                    | 99.9             |       |        |                       |         |                |
|                                   | TOTAL     | 754                    | 100.0            |       |        |                       |         |                |
| Length of Time Crop is Pollinated | Non-Blank | 1                      | 0.1              |       |        |                       |         |                |
| •                                 | Blank     | 753                    | 99.9             |       |        |                       |         |                |
| •                                 | TOTAL     | 754                    | 100.0            | 30    | 30     |                       | 30      | 30             |
| Tenth Section                     |           |                        |                  |       |        |                       |         |                |
| State Where Service is Provided   | OR        | 1                      | 0.1              |       |        |                       |         | •              |
|                                   | Blank     | 753                    | 99.9             |       |        |                       |         |                |
|                                   | TOTAL     | 754                    | 100.0            |       |        |                       |         |                |
| Major Crops Pollinated            | Clover    | 1                      | 0.1              |       |        |                       |         |                |
|                                   | Blank     | 753                    | 99.9             |       |        |                       |         |                |
|                                   | TOTAL     | 754                    | 100.0            |       |        |                       |         |                |
| Total Colonies Used               | Non-Blank | 1                      | 0.1              |       |        |                       |         |                |
|                                   | Blank     | 753                    | 99.9             |       |        |                       |         |                |
|                                   | TOTAL     | 754                    | 100.0            | 13    | 13     |                       | 13      | 13             |
| Colonies Used Per Acre            | Non-Blank | 1                      | 0.1              |       |        |                       |         |                |
|                                   | Blank     | 753                    | 99.9             |       |        |                       |         |                |
|                                   | TOTAL     | 754                    | 100.0            | 2.00  | 2.00   |                       | 2       | 2              |

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| Duestion               | Response      | Value       | Number of Responses | Percent of Total | <u>Mean</u> | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|------------------------|---------------|-------------|---------------------|------------------|-------------|--------|-----------------------|---------|----------------|
| Average Fee Rec'd per  | r Colony      | Non-Blank   | 1                   | 0.1              |             |        |                       |         |                |
|                        |               | Blank       | 753                 | 99.9             |             |        |                       |         |                |
|                        |               | TOTAL       | 754                 | 100.0            | 12.00       | 12.00  |                       | 12      | 12             |
| Time When Service B    | egins         | Non-Blank   | 1                   | 0.1              |             |        |                       |         |                |
|                        | -             | Blank       | 753                 | 99,9             |             |        |                       |         |                |
|                        |               | TOTAL       | 754                 | 100.0            |             |        |                       |         |                |
| Length of Time Crop    | is Pollinated | Non-Blank   | 1                   | 0.1              |             |        |                       |         |                |
|                        |               | Blank       | 753                 | 99,9             |             |        |                       |         |                |
|                        |               | TOTAL       | 754                 | 100.0            | 32          | 32     |                       | 32      | 32             |
| Eleventh Section       |               |             |                     |                  |             |        |                       |         |                |
| State Where Service is | Provided      | OR          | 1                   | 0.1              |             |        |                       |         |                |
|                        |               | Blank       | 753                 | 99.9             |             |        |                       |         |                |
|                        |               | TOTAL       | 754                 | 100.0            |             |        |                       |         |                |
| Major Crops Pollinate  | d             | Raspberries | 1                   | 0.1              |             |        |                       |         |                |
|                        |               | Blank       | 753                 | 99.9             | •           |        |                       |         |                |
|                        |               | TOTAL       | 754                 | 100.0            |             |        |                       |         |                |
| Total Colonies Used    |               | Non-Blank   | 1                   | 0.1              |             |        |                       |         |                |
|                        |               | Blank       | 753                 | 99.9             |             |        |                       |         |                |
|                        |               | TOTAL       | 754                 | 100.0            | 4           | 4      |                       | 4       | 4              |
| Colonies Used Per Acr  | e             | Non-Blank   | . 1                 | 0.1              |             |        |                       |         |                |
|                        |               | Blank       | 753                 | 99.9             |             |        |                       |         |                |
|                        |               | TOTAL       | 754                 | 100.0            | 1.00        | 1.00   |                       | 1       | 1              |
| Average Fee Rec'd per  | Colony        | Non-Blank   | 1                   | 0.1              |             |        |                       |         |                |
| Ç <b>u p</b>           | · = J         | Blank       | 753                 | 99.9             |             | •      |                       |         |                |
|                        |               | TOTAL       | 754                 | 100.0            | 8.00        | 8.00   |                       | 8       | 8              |
|                        |               | 101710      | 157                 | 100.0            | 0.00        | 0.00   |                       | o       | ð              |

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| Question  | Response                       | _Value    | Number of Responses | Percent of Total | Mean | Median   | Standard<br>Deviation | _Minimum     | Maximum |
|-----------|--------------------------------|-----------|---------------------|------------------|------|----------|-----------------------|--------------|---------|
| Question  |                                |           |                     | IOtal            | WCan | Miçulali | Deviation             | ivillilituit | Maximum |
| Time      | When Service Begins            | Non-Blank | 1                   | 0.1              |      |          |                       |              |         |
|           |                                | Blank     | 753                 | 99.9             |      |          |                       |              |         |
|           |                                | TOTAL     | 754                 | 100.0            |      |          |                       |              |         |
| Leng      | th of Time Crop is Pollinated  | Non-Blank | 1                   | 0.1              |      |          |                       |              |         |
| _         | -                              | Blank     | 753                 | 99.9             |      |          |                       |              |         |
|           |                                | TOTAL     | 754                 | 100.0            | 21   | 21       |                       | 21           | 21      |
| Twelfth S | Section                        |           |                     |                  |      |          |                       |              |         |
|           | Where Service is Provided      | OR        | 1                   | 0.1              |      |          |                       |              |         |
| -         |                                | Blank     | 753                 | 99.9             |      |          |                       |              |         |
|           |                                | TOTAL     | 754                 | 100.0            |      |          |                       |              |         |
| Maio      | or Crops Pollinated            | Melons    | 1                   | 0.1              |      |          |                       |              |         |
|           |                                | Blank     | 753                 | 99.9             |      |          |                       |              |         |
|           |                                | TOTAL     | 754                 | 100.0            |      |          |                       |              |         |
| Tota      | Colonies Used                  | Non-Blank | 1                   | 0.1              |      |          |                       |              |         |
| 104       | 00035 000                      | Blank     | 753                 | 99.9             |      |          |                       |              |         |
|           |                                | TOTAL     | 754                 | 100.0            | 43   | 43       |                       | 43           | 43      |
| Colo      | nies Used Per Acre             | Non-Blank | 1                   | 0.1              |      |          |                       |              |         |
| 00.0      |                                | Blank     | 753                 | 99.9             |      |          |                       |              |         |
|           |                                | TOTAL     | 754                 | 100.0            | 1.00 | 1.00     |                       | 1            | 1       |
| Aver      | age Fee Rec'd per Colony       | Non-Blank | 1                   | 0.1              |      |          |                       |              |         |
|           | age a control at post control, | Blank     | 753                 | 99.9             |      |          |                       |              |         |
|           |                                | TOTAL     | 754                 | 100.0            | 8.00 | 8.00     |                       | 8            | 8       |
| Time      | When Service Begins            | Non-Blank | 1                   | 0.1              |      |          |                       |              |         |
|           | <b>5</b>                       | Blank     | 753                 | 99.9             |      | •        |                       |              |         |
|           |                                | TOTAL     | 754                 | 100.0            |      |          |                       |              |         |
| Leng      | th of Time Crop is Pollinated  | Non-Blank | 1                   | 0.1              |      |          |                       |              |         |
| - 36      |                                | Blank     | 753                 | 99.9             |      |          |                       |              |         |
|           |                                | TOTAL     | 754                 | 100.0            | 21   | 21       |                       | 21           | 21      |

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| Question            | Response         | Value     | Number of Responses | Percent of<br>Total | Mean  | Median | Standard<br>Deviation | Minimum | Maximum |
|---------------------|------------------|-----------|---------------------|---------------------|-------|--------|-----------------------|---------|---------|
| Thirteenth Section  |                  |           |                     |                     |       |        |                       |         |         |
| State Where Service | e is Provided    | OR        | 1                   | 0.1                 |       |        |                       |         |         |
| State Where Service | c is i lovided   | Blank     | 753                 | 99.9                |       |        |                       |         |         |
|                     |                  | TOTAL     | 754                 | 100.0               |       |        |                       |         |         |
| Major Crops Pollin  | ated             | Cucumbers | 1                   | 0.1                 |       |        |                       |         |         |
| •                   |                  | Blank     | 753                 | 99.9                |       |        |                       |         |         |
|                     |                  | TOTAL     | 754                 | 100.0               |       |        |                       |         |         |
| Total Colonies Use  | :d               | Non-Blank | 1                   | 0.1                 |       |        |                       |         |         |
|                     |                  | Blank     | 753                 | 99.9                |       |        |                       |         |         |
|                     |                  | TOTAL     | 754                 | 100.0               | 45    | 45     |                       | 45      | 45      |
| Colonies Used Per   | Acre             | Non-Blank | 1                   | 0.1                 |       |        |                       |         |         |
|                     |                  | Blank     | 753                 | 99.9                |       |        |                       |         |         |
|                     |                  | TOTAL     | 754                 | 100.0               | 0.75  | 0.75   |                       | 0.75    | 0.75    |
| Average Fee Rec'd   | per Colony       | Non-Blank | 1                   | 0.1                 |       |        |                       |         |         |
|                     | _                | Blank     | 753                 | 99.9                |       |        |                       |         |         |
|                     |                  | TOTAL     | 754                 | 100.0               | 25.00 | 25.00  |                       | 25      | 25      |
| Time When Service   | e Begins         | Non-Blank | 1                   | 0.1                 |       |        |                       |         |         |
|                     |                  | Blank     | 753                 | 99.9                |       |        |                       |         |         |
|                     |                  | TOTAL     | 754                 | 100.0               |       | •      |                       |         |         |
| Length of Time Cro  | op is Pollinated | Non-Blank | 1                   | 0.1                 |       |        |                       |         |         |
|                     |                  | Blank     | 753                 | 99.9                |       |        |                       |         |         |
|                     |                  | TOTAL     | 754                 | 100.0               | 30    | 30     |                       | 30      | 30      |
| Fourteenth Section  |                  |           |                     |                     |       |        |                       |         |         |
| State Where Service | e is Provided    | OR        | 1                   | 0.1                 |       |        |                       |         |         |
|                     |                  | Blank     | 753                 | 99.9                |       |        |                       |         |         |
|                     |                  | TOTAL     | 754                 | 100.0               |       |        |                       |         |         |

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| Question                      | Response                | Value             | Number of Responses | Percent of Total | Mean      | Median | Standard<br>Deviation | Minimum | Maximum |
|-------------------------------|-------------------------|-------------------|---------------------|------------------|-----------|--------|-----------------------|---------|---------|
| Major Crops Pollinat          | end                     | Clover            | 1                   | 0.1              |           |        |                       |         |         |
| Major Crops Ponnia            | ieu                     | Blank             | 1<br>753            | 99.9             |           |        |                       |         |         |
|                               |                         | TOTAL             | 753<br>754          | 100.0            |           |        |                       |         |         |
|                               |                         | IOIAL             | 134                 | 100.0            |           |        |                       |         |         |
| Total Colonies Used           |                         | Non-Blank         | 1                   | 0.1              |           |        |                       |         |         |
| - 2333                        |                         | Blank             | 753                 | 99.9             |           |        |                       |         |         |
|                               |                         | TOTAL             | 754                 | 100.0            | 70        | 70     |                       | 70      | 70      |
| Catanian Hand Don A           |                         | Non-Blank         | 1                   | 0.1              |           |        | ÷                     |         |         |
| Colonies Used Per A           | cre                     |                   | 1                   |                  |           |        |                       |         |         |
|                               |                         | Blank             | 753<br>754          | 99.9             | 2.00      | 2.00   |                       | 2.00    | 2.00    |
|                               |                         | TOTAL             | 754                 | 100.0            | 2.00      | 2.00   |                       | 2.00    | 2.00    |
| Average Fee Rec'd po          | er Colony               | Non-Blank         | 1                   | 0.1              |           |        |                       |         |         |
| . Tronge i ee riee a p        | 2 00-011,               | Blank             | 753                 | 99.9             |           |        |                       |         |         |
|                               |                         | TOTAL             | 754                 | 100.0            | 20.00     | 20.00  |                       | 20      | 20      |
| Time When Service I           | Pagins                  | Non-Blank         | 1                   | 0.1              |           |        |                       |         |         |
| Time when service i           | Begins                  | Blank             | 753                 | 99.9             |           |        |                       |         |         |
|                               |                         | TOTAL             | 753<br>754          |                  |           |        |                       |         | •       |
|                               |                         | IOIAL             | 134                 | 100.0            |           |        |                       |         |         |
| Length of Time Crop           | is Pollinated           | Non-Blank         | 1                   | 0.1              |           |        |                       |         |         |
| e .                           |                         | Blank             | 753                 | 99.9             |           |        |                       |         |         |
|                               |                         | TOTAL             | 754                 | 100.0            | 30        | 30     |                       | 30      | 30      |
| 14) Please identify where you | r colonies that are use | d to provide paid | pollination ser     | vices are overv  | wintered. |        |                       |         |         |
| First Section                 |                         | AT                | 1                   | 0.1              |           |        |                       |         |         |
| Location                      |                         | AL                | 1                   | 0.1              |           |        |                       |         |         |
|                               |                         | AZ                | 7                   | 0.9              |           |        |                       |         |         |
|                               |                         | CA                | 66                  | 8.8              |           |        |                       |         |         |
|                               |                         | CO                | 2                   | 0.3              |           |        |                       |         |         |
|                               |                         | FL                | 8                   | 1.1              |           |        |                       |         |         |
|                               |                         | GA                | 3                   | 0.4              |           |        |                       |         |         |
|                               |                         | IA                | 3                   | 0.4              |           |        |                       |         |         |
|                               |                         | ID                | 4                   | 0.5              |           |        |                       |         |         |
|                               |                         | IL                | 6                   | 0.8              |           |        |                       |         |         |
|                               |                         | IN                | 1                   | 0.1              |           |        |                       |         |         |

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|    |                    |          |           | Number of | Percent of |      |        | Standard  |         |         |
|----|--------------------|----------|-----------|-----------|------------|------|--------|-----------|---------|---------|
|    | Ouestion           | Response | Value     | Responses | Total      | Mean | Median | Deviation | Minimum | Maximum |
|    |                    |          |           |           |            |      |        |           |         |         |
|    |                    |          | MA        | 1         | 0.1        |      |        |           |         |         |
|    |                    |          | ME        | 1         | 0.1        |      |        |           |         |         |
|    |                    |          | MI        | 15        | 2.0        |      |        |           |         |         |
|    |                    |          | MN        | 2         | 0.3        |      |        |           |         |         |
|    |                    |          | MO        | 2         | 0.3        |      |        |           |         |         |
|    |                    |          | MS        | 1         | 0.1        |      |        |           |         |         |
|    |                    |          | MT        | 2         | 0.3        |      |        |           |         |         |
|    |                    |          | NC        | 2         | 0.3        |      |        |           |         |         |
|    |                    |          | NE        | 1         | 0.1        |      |        |           |         |         |
|    |                    |          | NJ        | 1         | 0.1        |      |        |           |         |         |
|    |                    |          | NM        | 1         | 0.1        |      |        |           |         |         |
|    |                    |          | NY        | 4         | 0.5        |      |        |           |         |         |
|    |                    |          | OH        | 5         | 0.7        |      |        |           |         |         |
|    |                    |          | OR        | 17        | 2.3        |      |        |           |         |         |
|    |                    |          | PA        | 4         | 0.5        |      |        |           |         |         |
| 59 |                    | •        | TX        | 9         | 1.2        |      |        |           |         |         |
| 0  |                    |          | UT        | 2         | 0.3        |      |        |           |         |         |
|    |                    |          | VA        | 1         | 0.1        |      |        |           |         |         |
|    |                    |          | VT        | 2         | 0.3        |      |        |           |         |         |
|    |                    |          | WA        | 5         | 0.7        |      |        |           |         |         |
|    |                    |          | WI        | 5         | 0.7        |      |        |           |         |         |
|    |                    |          | WV        | 2         | 0.3        |      |        |           |         |         |
|    |                    |          | Blank     | 568       | 75.3       |      |        |           |         |         |
|    |                    |          | TOTAL     | 754       | 100.0      |      |        |           |         |         |
|    | Number of Colonies |          | Non-Blank | 177       | 23.5       |      |        |           |         |         |
|    | Number of colonies |          | Blank     | 577       | 76.5       |      |        |           |         |         |
|    |                    |          | TOTAL     | 754       | 100.0      | 870  | 300    | 1,450     | 4       | 8,000   |
|    |                    |          | IOIAL     | 754       | 100.0      | 070  | 500    | 1,450     | 7       | 0,000   |
|    | Second Section     |          |           |           |            |      |        |           |         |         |
|    | Location           |          | CA        | 4         | 0.5        |      |        |           |         |         |
|    |                    |          | ID        | 1         | 0.1        |      |        |           |         |         |
|    |                    |          | MN        | 1         | 0.1        |      |        |           |         |         |
|    |                    |          | OR        | 1         | 0.1        |      |        |           |         |         |
|    |                    |          | SC        | 1         | 0.1        |      |        |           |         |         |
|    |                    |          | UT        | 1         | 0.1        |      |        |           |         |         |
|    |                    |          |           |           |            |      |        |           |         |         |

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| Question                       | Response              | Value              | Number of Responses | Percent ofTotal | Mean | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|--------------------------------|-----------------------|--------------------|---------------------|-----------------|------|--------|-----------------------|---------|----------------|
|                                |                       | VT                 | 1                   | 0.1             |      |        |                       |         |                |
|                                |                       | WA                 | 2                   | 0.3             |      |        |                       |         |                |
|                                |                       | Blank              | 742                 | 98.4            |      |        |                       |         |                |
|                                |                       | TOTAL              | 754                 | 100.0           |      |        |                       |         |                |
| Number of Colonies             |                       | Non-Blank          | 201                 | 26.7            |      |        |                       |         |                |
|                                |                       | Blank              | 553                 | 73.3            |      |        |                       |         |                |
|                                |                       | TOTAL              | 754                 | 100.0           | 638  | 345    | 703                   | 37      | 2,400          |
| III. 1988 PESTICIDE AND V      | VINTER LOSSES         |                    |                     |                 |      |        |                       |         |                |
| 1) Did your beekeeping opera   |                       | m pesticides durir | ng 1988?            |                 |      |        |                       |         |                |
| · ·                            | No                    | 1                  | 432                 | 57.3            |      |        |                       |         |                |
|                                | Yes                   | 2                  | 247                 | 32.8            |      |        |                       |         |                |
|                                |                       | Blank              | 75                  | <b>9.9</b> .    |      |        |                       |         |                |
| ,                              |                       | TOTAL              | 754                 | 100.0           | 1.36 | 1      | 0.48                  | 1       | 2              |
| 2) What percent of your color  | nies were affected by | pesticides in 198  | 8?                  |                 |      |        |                       |         |                |
| , ,                            | ,                     | Non-Blank          | 242                 | 32.1            |      |        |                       |         |                |
| •                              |                       | Blank              | 512                 | 67.9            |      |        |                       |         |                |
|                                |                       | TOTAL              | 754                 | 100.0           | 36   | 25     | 30                    | 0       | 100            |
| 3) What percent of your affect | ted colonies suffered | 50% or more los    | s of honey bees     | from pesticide  | es?  | •      |                       |         |                |
|                                |                       | Non-Blank          | 228                 | 30.2            |      |        |                       |         |                |
| ·                              |                       | Blank              | 526                 | 69.8            |      |        |                       |         |                |
|                                |                       | TOTAL              | 754                 | 100.0           | 29   | 15     | 32                    | 0       | 100            |
| 4) Where did most of your los  | sses occur?           |                    |                     |                 |      |        |                       |         |                |
|                                | a. Colony             | 1                  | 25                  | 3.3             |      |        |                       |         |                |
| •                              | b. Field              | 2                  | 52                  | 6.9             |      |        |                       |         |                |
|                                | c. Both               | 3                  | 165                 | 21.9            |      |        |                       |         |                |
|                                |                       | Blank              | 512                 | 67.9            |      |        |                       |         |                |
|                                |                       | TOTAL              | 754                 | 100.0           | 2.58 | 3      | 0.67                  | 1       | 3              |
| 5) Are you normally reimburs   | sed for your honey bo | e losses from pes  | ticides?            |                 |      |        |                       |         |                |
| · -                            | a. No                 | 1                  | 246 .               | 32.6            |      |        |                       |         |                |
|                                | b. Yes                | 2                  | 4                   | 0.5             |      |        |                       |         |                |

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| Question_                         | Response                      | Value               | Number of Responses | Percent of Total | Mean | Median | Standard<br>Deviation | Minimum | _Maximum |
|-----------------------------------|-------------------------------|---------------------|---------------------|------------------|------|--------|-----------------------|---------|----------|
|                                   |                               |                     | •                   |                  |      |        |                       |         |          |
|                                   |                               | Blank               | 504                 | 66.8             |      |        |                       |         |          |
|                                   |                               | TOTAL               | 754                 | 100.0            | 1.02 | 1      | 0.13                  | 1       | 2        |
| 6) Does your beekeep              | ing operation normally incu   | r winter losses?    |                     |                  |      |        |                       |         |          |
| ,                                 | a. No                         | 1                   | 112                 | 14.9             |      |        |                       |         |          |
|                                   | b. Yes                        | 2                   | 567                 | 75.2             |      |        |                       |         |          |
|                                   |                               | Blank               | 75                  | 9.9              |      |        |                       |         |          |
|                                   |                               | TOTAL               | 754                 | 100.0            | 1.84 | 2      | 0.37                  | 1       | 2        |
| 7) What percent of you            | ur colonies are affected by w | vinter loss each ye | ar?                 |                  |      |        |                       |         |          |
| , ,                               | Ç                             | Non-Blank           | 556                 | 73.7             |      |        |                       |         |          |
|                                   |                               | Blank               | 198                 | 26.3             |      |        |                       |         | •        |
|                                   |                               | TOTAL               | 754                 | 100.0            | 20   | 10     | 23                    | 0       | 100      |
| 8) What percent of you            | ur affected colonies suffered | 50% or more wit     | nter loss of hone   | ev bees?         |      |        |                       |         |          |
| ,, mat percent of jo              | a arrotted colomes surrered   | Non-Blank           | 470                 | 62.3             |      |        |                       |         |          |
|                                   |                               | Blank               | 284                 | 37.7             |      |        |                       |         |          |
|                                   |                               | TOTAL               | 754                 | 100.0            | 35   | 20     | 36                    | 0       | 100      |
| What method do yo                 | ou use to replace winter loss | es? (Circle ALL t   | hat apply )         |                  |      |        |                       |         |          |
| a) Package bees                   | Not Circled                   | 0                   | 633                 | 84.0             |      |        |                       |         |          |
| <i>2,</i> 2 <i>40.10.20 300.0</i> | Circled                       | ĭ                   | 121                 | 16.0             |      |        |                       |         |          |
|                                   | Choled                        | TOTAL               | 754                 | 100.0            | 0.16 | 0      | 0.37                  | 0       | 1        |
| b) Divisions with                 | purchased queens              |                     |                     |                  |      |        |                       |         |          |
|                                   | Not Circled                   | 0                   | 410                 | 54.4             |      |        |                       |         | •        |
|                                   | Circled                       | ĭ                   | 344                 | 45.6             |      |        |                       |         |          |
|                                   | CHOLOG                        | TOTAL               | 754                 | 100.0            | 0.46 | 0      | 0.50                  | 0       | 1        |
| c) Divisions with                 | queens raised by the beekee   | per using a natura  | al aneen cell       |                  |      |        |                       |         |          |
| -, 21.1010110 WILL                | Not Circled                   | 0                   | 569                 | 75.5             |      |        |                       |         |          |
|                                   | Circled                       | 1                   | 185                 | 24.5             |      | •      |                       |         |          |
|                                   | Cheled                        | TOTAL               | 754                 | 100.0            | 0.25 | 0      | 0.43                  | 0       | 1        |
|                                   |                               | TOTAL               | 157                 | 100.0            | 0.23 | U      | 0.43                  | U       | ı        |

| <u>Qι</u> | uestion                     | Response             | Value             | Number of Responses | Percent of Total | Mean          | Median         | Standard<br>Deviation | Minimum        | <u>Maximum</u> |
|-----------|-----------------------------|----------------------|-------------------|---------------------|------------------|---------------|----------------|-----------------------|----------------|----------------|
|           | A Divisions with guessages  | isad hu tha haalsaan | ar using a grafts | ud awaan aall       |                  |               |                |                       |                |                |
|           | d) Divisions with queens ra | Not Circled          | or using a grance | 591                 | 78.4             | •             |                |                       |                |                |
|           |                             | Circled              | 1                 | 163                 | 21.6             |               |                |                       |                |                |
|           |                             | Circled              | TOTAL             | 754                 | 100.0            | 0.22          | 0              | 0.41                  | 0              | 1              |
|           |                             |                      | IOIAL             | 134                 | 100.0            | 0.22          | U              | 0.41                  | U              | 1              |
| 137       | . LABOR USE                 |                      |                   |                     |                  |               |                |                       |                |                |
| 1)        |                             | of hours per week e  | ach of the follo  | wing have spen      | t on vour entir  | e operation i | n 1988? (Ple   | ase fill in the l     | nlanke provide | ed )           |
| 1)        | Jan-Mar Yourself            |                      | Non-Blank         | 534                 | 70.8             | с орстацоп і  | .11 1700: (110 | asc IIII III tile t   | nanks provid   | .u.)           |
|           | Jan-Mai Toursen             | 1                    | Blank             | 220                 | 29.2             |               |                |                       |                |                |
|           |                             |                      | TOTAL             | 754                 | 100.0            | 23            | 20             | 20                    | 0              | 90             |
|           |                             |                      | IOIAL             | 134                 | 100.0            | 23            | 20             | 20                    | U              | 90             |
|           | Jan-Mar Other Family Mem    | hara 1               | Non-Blank         | 534                 | 70.8             |               |                |                       |                |                |
|           | Jan-Mar Other Family Mem    | DCIS 1               | Blank             | 220                 | 29.2             |               |                |                       |                |                |
|           |                             |                      | TOTAL             | 754                 | 100.0            | 9             | 0              | 19                    | 0              | 160            |
|           |                             |                      | IOIAL             | 734                 | 100.0            | 9             | U              | 19                    | U              | 100            |
|           | Jan-Mar Hired Labor Full Ti | ma I                 | Non-Blank         | 534                 | 70.8             |               |                |                       |                |                |
|           | Jan-Mai Theu Laooi Fun Ti   | 11110 1              | Blank             | 220                 | 29.2             |               |                |                       |                |                |
|           |                             |                      | TOTAL             | 754                 | 100.0            | 21            | 0              | 215                   | 0              | 4,584          |
|           |                             |                      | IOIAL             | 134                 | 100.0            | 21            | U              | 213                   | U              | 4,364          |
|           | Jan-Mar Hired Labor Part Ti | me I                 | Non-Blank         | 534                 | 70.8             |               |                |                       |                |                |
|           | Jan-Mai Tined Labor Lat 11  | 1                    | Blank             | 220                 | 29.2             |               |                |                       |                |                |
|           |                             |                      | TOTAL             | 754                 | 100.0            | 9             | 0              | 123                   | 0              | 2,790          |
|           |                             |                      | IOIAL             | 754                 | 100.0            | 9             | U              | 123                   | U              | 2,790          |
|           | Apr-Jun Yourself            | 1                    | Non-Blank         | 623                 | 82.6             |               |                |                       |                |                |
|           | Apr-sun Touisen             | 1                    | Blank             | 131                 | 17.4             |               |                |                       |                |                |
|           |                             |                      | TOTAL             | 754                 | 100.0            | 33            | 30             | 24                    | 0              | 125            |
|           |                             |                      | IOIAL             | 754                 | 100.0            | 33            | 50             | 24                    | U              | 125            |
|           | Apr-Jun Other Family Mem    | hers 1               | Non-Blank         | 623                 | 82.6             |               |                |                       |                |                |
|           | ripi sun Guier runniy Mem   |                      | Blank             | 131                 | 17.4             |               |                |                       |                |                |
|           |                             |                      | TOTAL             | 754                 | 100.0            | 13            | 0              | 24                    | 0              | 200            |
|           |                             |                      | IOIAL             | 754                 | 100.0            | 13            | Ų,             | 24                    | U              | 200            |
|           | Apr-Jun Hired Labor Full Ti | me N                 | Non-Blank         | 623                 | 82.6             |               |                |                       |                |                |
|           | ripi van Tinoa Davor Tun Ti |                      | Blank             | 131                 | 17.4             |               |                |                       |                |                |
|           |                             |                      | TOTAL             | 754                 | 100.0            | 25            | 0              | 252                   | 0              | 5,737          |
|           |                             |                      | IOIAL             | 134                 | 100.0            | 23            | U              | LJL                   | U              | 5,151          |

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| <u>Ouestion</u> | Response                  | Value     | Number of Responses | Percent of Total | Mean | Median | Standard<br>Deviation | Minimum | Maximum     |
|-----------------|---------------------------|-----------|---------------------|------------------|------|--------|-----------------------|---------|-------------|
| A T             | II' and I also De 4 This  | M. DI I   | <b>603</b>          | 00.4             |      |        |                       |         | <del></del> |
| Apr-Jun         | Hired Labor Part Time     | Non-Blank | 623                 | 82.6             |      |        |                       |         |             |
|                 |                           | Blank     | 131                 | 17.4             | 2.1  |        |                       | _       |             |
|                 |                           | TOTAL     | 754                 | 100.0            | 21   | 0      | 194                   | 0       | 3,640       |
| Jul-Sep '       | Yourself                  | Non-Blank | 590                 | 78.2             |      |        |                       |         |             |
| •               |                           | Blank     | 164                 | 21.8             |      |        |                       |         |             |
|                 |                           | TOTAL     | 754                 | 100.0            | 35   | 31     | 24                    | 0       | 115         |
| Jul-Sen (       | Other Family Members      | Non-Blank | 590                 | 78.2             |      |        |                       |         |             |
| Jui-Sep V       | other rainty wembers      | Blank     | 164                 | 21.8             |      |        |                       |         |             |
|                 |                           | TOTAL     | 754                 |                  | 15   | 0      | 27                    |         | 2.10        |
|                 |                           | IOTAL     |                     | 100.0            | 13   | 0      | 27                    | 0       | 240         |
| Jul-Sep 1       | Hired Labor Full Time     | Non-Blank | 590                 | 78.2             |      |        |                       |         |             |
| _               | •                         | Blank     | 164                 | 21.8             |      |        |                       |         |             |
|                 |                           | TOTAL     | 754                 | 100.0            | 26   | 0      | 235                   | 0       | 5,084       |
| Iul-Sen I       | Hired Labor Part Time     | Non-Blank | 590                 | 78.2             |      |        |                       |         |             |
| Jul-Scp 1       | med Labor Fait Time       | Blank     | 164                 | 21.8             |      |        |                       |         |             |
|                 |                           | TOTAL     | 754                 | 100.0            | 20   | 0      | 155                   | 0       | 2.740       |
|                 |                           | IOIAL     | 754                 | 100.0            | 20   | 0      | 155                   | 0       | 3,640       |
| Oct-Dec         | Yourself                  | Non-Blank | 550                 | 72.9             |      |        |                       |         |             |
|                 |                           | Blank     | 204                 | 27.1             |      |        |                       |         |             |
|                 |                           | TOTAL     | 754                 | 100.0            | 25   | 20     | 20                    | 0       | 80          |
| Oct-Dec         | Other Family Members      | Non-Blank | 550                 | 72.9             |      |        |                       |         |             |
| Oli Da          | Outer 1 minity tylenibers | Blank     | 204                 | 27.1             |      |        |                       |         |             |
|                 |                           | TOTAL     | 754                 | 100.0            | 9    |        | 10                    | 0       | 1.00        |
|                 | •                         | IOIAL     | 734                 | 100.0            | 9    | 0      | 19                    | 0       | 160         |
| Oct-Dec         | Hired Labor Full Time     | Non-Blank | 550                 | 72.9             |      |        |                       |         |             |
|                 |                           | Blank     | 204                 | 27.1             |      |        |                       |         |             |
|                 |                           | TOTAL     | 754                 | 100.0            | 21   | 0      | 199                   | 0       | 4,226       |
| Oct-Dec         | Hired Labor Part Time     | Non-Blank | 550                 | 72.9             |      |        |                       |         |             |
| OCI-DCC .       |                           | Blank     | 204                 | 72.9<br>27.1     |      |        |                       |         |             |
|                 |                           | TOTAL     | 754                 | 100.0            | 4    | 0      | 22                    | 0       | 400         |
|                 |                           | IOIAL     | 134                 | 100.0            | 4    | 0      | 23                    | 0       | 482         |

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| <u>Qı</u> | uestion                       | Response           | Value               | Number of Responses | Percent of <u>Total</u> | Mean            | Median       | Standard<br>Deviation | Minimum      | Maximum |
|-----------|-------------------------------|--------------------|---------------------|---------------------|-------------------------|-----------------|--------------|-----------------------|--------------|---------|
| 2)        | What is the average wage rate | e paid by your op  | eration for each of | the following?      | ?                       |                 |              |                       |              |         |
| ,         | Full time hired labor?        | . ,,               | Non Blank           | 184                 | 24.4                    |                 |              |                       |              |         |
|           |                               |                    | Blank               | 570                 | 75.6                    |                 |              |                       |              |         |
|           |                               |                    | TOTAL               | 754                 | 100.0                   | 454             | 500          | 304                   | 0            | 1,250   |
|           | Part time hired labor?        |                    | Non-Blank           | 317                 | 42.0                    |                 |              |                       |              |         |
|           |                               |                    | Blank               | 437                 | 58.0                    |                 |              |                       |              |         |
|           |                               |                    | TOTAL               | 754                 | 100.0                   | 423             | 450          | 327                   | 0            | 5,000   |
| v         | Advertising and Promotional   | Activities         |                     |                     |                         |                 |              |                       |              |         |
| 1)        |                               | r products and ser |                     |                     | tions for adver         | rtising and pro | omotion done | by marketing          | cooperatives | and the |
|           | Honey Local Newspapers        | Not Checked        | 0                   | 694                 | 92.0                    |                 |              |                       |              |         |
|           |                               | Checked            | 1                   | 60                  | 8.0                     |                 |              |                       |              |         |
|           |                               |                    | TOTAL               | 754                 | 100.0                   | 0.08            | 0            | 0.27                  | 0            | 1       |
|           | Honey Circulars               | Not Checked        | 0                   | 735                 | 97.5                    |                 |              |                       |              |         |
|           |                               | Checked            | 1                   | 19                  | 2.5                     |                 |              |                       |              |         |
|           |                               |                    | TOTAL               | 754                 | 100.0                   | 0.03            | 0            | 0.16                  | 0            | 1       |
|           | Honey Beekeeping Journals     | Not Checked        | 0                   | 746                 | 98.9                    |                 |              |                       |              |         |
|           | 20000 J = 10000 J = 10000 J   | Checked            | 1                   | 8                   | 1.1                     |                 |              |                       |              |         |
|           |                               |                    | TOTAL               | 754                 | 100.0                   | 0.01            | 0            | 0.10                  | 0            | 1       |
|           | Honey Magazines               | Not Checked        | 0                   | 744                 | 98.7                    |                 |              |                       |              |         |
|           | Troiney Transparent           | Checked            | 1                   | 10                  | 1.3                     |                 |              |                       |              |         |
|           |                               |                    | TOTAL               | 754                 | 100.0                   | 0.01            | 0            | 0.11                  | 0            | 1       |
|           | Honey Community Bulletin I    | Boards             |                     |                     |                         |                 |              |                       |              |         |
|           | many summany summan           | Not Checked        | 0                   | 734                 | 97.3                    |                 |              |                       |              |         |
|           |                               | Checked            | 1                   | 20                  | 2.7                     |                 |              |                       |              |         |
|           |                               |                    | TOTAL               | 754                 | 100.0                   | 0.03            | 0            | 0.16                  | 0            | 1       |
|           | Honey Direct Mail             | Not Checked        | 0                   | 727                 | 96.4                    |                 |              |                       |              |         |
|           |                               | Checked            | ĺ                   | 27                  | 3.6                     |                 |              |                       |              |         |
|           | •                             | 556                | TOTAL               | 754                 | 100.0                   | 0.04            | 0            | 0.19                  | 0            | 1       |
|           |                               |                    |                     |                     |                         |                 | •            |                       |              |         |

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| ·  | Question                      | Response               | Value      | Number of Responses | Percent of Total | Mean | Median | Standard<br>Deviation | <u>Minimum</u> | Maximum |
|----|-------------------------------|------------------------|------------|---------------------|------------------|------|--------|-----------------------|----------------|---------|
|    | Honey Road Signs              | Not Checked<br>Checked | 0          | 663<br>91           | 87.9<br>12.1     |      |        |                       |                |         |
|    |                               | Cheked                 | TOTAL      | 754                 | 100.0            | 0.12 | 0      | 0.33                  | 0              | 1       |
|    | Honey Word of Mouth           | Not Checked            | 0          | 438                 | 58.1             |      |        |                       |                |         |
|    | ·                             | Checked                | 1<br>TOTAL | 316<br>754          | 41.9<br>100.0    | 0.42 | 0      | 0.49                  | 0              | 1       |
|    | Honey Other (First Response)  | Not Checked<br>Checked | 0<br>1     | 686<br>68           | 91.0<br>9.0      |      |        |                       |                |         |
|    |                               | Chothe                 | TOTAL      | 754                 | 100.0            | 0.09 | 0      | 0.29                  | 0              | 1       |
|    | Honey Other (Second Respons   | e)                     |            |                     |                  |      |        |                       |                |         |
|    |                               | Not Checked            | 0          | 737                 | 97.7             |      |        |                       |                |         |
| 65 |                               | Checked.               | 1<br>TOTAL | 17<br>754           | 2.3<br>100.0     | 0.02 | 0      | 0.15                  | 0              | 1       |
|    | Honey Didn't Advertise        | Not Checked<br>Checked | 0<br>1     | 455<br>299          | 60.3<br>39.7     |      |        |                       |                |         |
|    |                               | Checked                | TOTAL      | 754                 | 100.0            | 0.40 | 0      | 0.49                  | 0              | 1       |
|    | Honey with Other Products Lo  |                        |            |                     |                  |      |        |                       |                |         |
|    |                               | Not Checked            | 0<br>1     | 738                 | 97.9<br>2.1      |      |        |                       |                |         |
|    | •                             | Checked                | TOTAL      | 16<br>754           | 100.0            | 0.02 | 0      | 0.14                  | 0              | 1       |
|    | Honey with Other Products Cir |                        |            |                     |                  |      |        |                       |                |         |
|    |                               | Not Checked            | 0          | 747                 | 99.1             |      |        |                       |                |         |
|    |                               | Checked                | TOTAL      | 7<br>754            | 0.9<br>100.0     | 0.01 | 0      | 0.10                  | 0              | 1       |
|    | Honey with Other Products Be  |                        |            |                     |                  |      |        |                       |                |         |
|    |                               | Not Checked<br>Checked | 0<br>1     | 748<br>6            | 99.2<br>0.8      |      |        |                       |                |         |
|    |                               | CICKU                  | TOTAL      | 754                 | 100.0            | 0.01 | 0      | 0.09                  | 0              | 1       |

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| estion                    | Response            | Value    | Number of<br>Responses | Percent of Total | Mean | Median | Standard<br>Deviation | Minimum | Maximum |
|---------------------------|---------------------|----------|------------------------|------------------|------|--------|-----------------------|---------|---------|
|                           |                     |          |                        |                  |      |        |                       |         |         |
| Honey with Other Products | Magazines           |          |                        |                  |      |        |                       |         |         |
|                           | Not Checked         | 0        | 749                    | 99.3             |      |        |                       |         |         |
|                           | Checked             | 1        | 9                      | 0.7              |      |        |                       |         |         |
|                           |                     | TOTAL    | 754                    | 100.0            | 0.01 | 0      | 0.11                  | 0       | 1       |
| Honey with Other Products | Community Bulleti   | n Boards |                        |                  |      |        |                       |         |         |
|                           | Not Checked         | 0        | 749                    | 99.3             |      |        |                       |         |         |
|                           | Checked             | 1        | 9                      | 0.7              |      |        |                       |         |         |
|                           |                     | TOTAL    | 754                    | 100.0            | 0.01 | 0      | 0.11                  | 0       | 1       |
| Honey with Other Products | Direct Mail         |          |                        |                  |      |        |                       |         |         |
|                           | Not Checked         | 0        | 743                    | 98.5             |      |        |                       |         |         |
|                           | Checked             | 1        | 11                     | 1.5              |      |        |                       |         |         |
|                           |                     | TOTAL    | 754                    | 100.0            | 0.01 | 0      | 0.12                  | 0 .     | 1       |
| Honey with Other Products | Road Signs          |          |                        |                  |      |        |                       |         |         |
| ,                         | Not Checked         | 0        | 742                    | 98.4             |      |        |                       |         |         |
| •                         | Checked             | 1        | 12                     | 1.6              |      |        |                       |         |         |
|                           |                     | TOTAL    | 754                    | 100.0            | 0.02 | 0      | 0.13                  | 0 ·     | 1       |
| Honey with Other Products | Word of Mouth       |          |                        |                  |      |        |                       |         |         |
|                           | Not Checked         | 0        | 688                    | 91.2             |      |        |                       |         |         |
| ·                         | Checked             | 1        | 66                     | 8.8              |      |        |                       |         |         |
| ,                         |                     | TOTAL    | 754                    | 100.0            | 0.09 | 0      | 0.28                  | 0       | 1       |
| Honey with Other Products | Other (First Respon | ise)     |                        |                  |      |        |                       |         |         |
|                           | Not Checked         | 0        | 733                    | 97.2             |      |        |                       |         |         |
| •                         | Checked             | ĭ        | 21                     | 2.8              |      |        |                       |         |         |
|                           | _ · · · · · · · · · | TOTAL    | 754                    | 100.0            | 0.03 | 0      | 0.16                  | . 0     | 1       |
| Honey with Other Products | Other (Second Resp  | onse)    |                        |                  |      |        |                       |         |         |
| ,                         | Not Checked         | 0        | 747                    | 99.1             |      |        |                       |         |         |
|                           | Checked             | ĺ        | 7                      | 0.9              |      |        |                       |         |         |
|                           |                     | TOTAL    | 754                    | 100.0            | 0.01 | 0      | 0.10                  | 0       | 1       |

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| estion                        | Response      | Value | Responses | <u>Total</u> | Mean | Median | Deviation | Minimum | <u>Maximum</u> |
| Beeswax Word of Mouth         | Not Checked   | 0     | 668       | 88.6         |      |        |           |         |                |
| beeswax word or would         | Checked       | 1     | 86        | 11.4         |      |        |           |         |                |
|                               | Chakai        | TOTAL | 754       | 100.0        | 0.11 | 0      | 0.32      | 0       | 1              |
|                               |               | TOTAL | 754       | 100.0        | 0.11 | U      | 0.32      | U       | 1              |
| Beeswax Other (First Respon   | ise)          |       |           |              |      |        |           |         |                |
| •                             | Not Checked   | 0     | 734       | 97.3         |      |        |           |         |                |
|                               | Checked       | 1     | 20        | 2.7          |      |        |           |         |                |
|                               |               | TOTAL | 754       | 100.0        | 0.03 | 0      | 0.16      | 0       | 1              |
| Beeswax Other (Second Resp    | oonse)        |       |           |              |      |        |           |         |                |
| 2003 32.0. (2003              | Not Checked   | 0     | 753       | 99.9         |      |        |           |         |                |
|                               | Checked       | 1     | 1         | 0.1          |      |        |           |         |                |
|                               |               | TOTAL | 754       | 100.0        | 0.00 | 0      | 0.04      | 0       | 1              |
| Beeswax Didn't Advertise      | Not Checked   | 0     | 182       | 24.1         |      |        |           |         |                |
|                               | Checked       | 1     | 572       | 75.9         |      |        |           |         |                |
|                               |               | TOTAL | 754       | 100.0        | 0.76 | 1      | 0.43      | 0       | 1              |
| Pollination Services Local N  | ewspapers     |       |           |              |      |        |           |         |                |
|                               | Not Checked   | 0     | 743       | 98.5         |      |        |           |         |                |
|                               | Checked       | 1     | 11        | 1.5          |      |        |           |         |                |
|                               |               | TOTAL | 754       | 100.0        | 0.01 | 0      | 0.12      | 0       | 1              |
| Pollination Services Circular | rs            |       |           |              |      |        |           |         |                |
|                               | Not Checked   | 0     | 751       | 99.6         |      |        |           |         |                |
| •                             | Checked       | 1     | 3         | 0.4          |      |        |           |         |                |
|                               |               | TOTAL | 754       | 100.0        | 0.00 | 0      | 0.06      | 0       | 1              |
| Pollination Services Beekeep  | oing Journals |       |           |              |      |        |           |         |                |
|                               | Not Checked   | 0     | 751       | 99.6         |      |        |           |         |                |
|                               | Checked       | 1     | 3         | 0.4          |      | •      |           |         |                |
|                               |               | TOTAL | 754       | 100.0        | 0.00 | 0      | 0.06      | 0       | 1              |

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| Ouestion                   | Response              | Value | Number of | Percent of | Man         | 3.6-48- | Standard         | 3.6'    |                |
|----------------------------|-----------------------|-------|-----------|------------|-------------|---------|------------------|---------|----------------|
| Zuestion                   | <u> </u>              | value | Responses | Total      | <u>Mean</u> | Median  | <u>Deviation</u> | Minimum | <u>Maximum</u> |
| Pollination Services Maga  | azines                |       |           |            |             |         |                  |         |                |
| Ç                          | Not Checked           | 0     | 748       | 99.2       |             |         |                  |         |                |
|                            | Checked               | 1     | 6         | 0.8        |             |         |                  |         |                |
|                            |                       | TOTAL | 754       | 100.0      | 0.01        | 0       | 0.09             | 0       | 1              |
| Pollination Services Com   | munity Bulletin Board | ds    |           |            |             |         |                  |         |                |
|                            | Not Checked           | 0     | 751       | 99.6       |             |         |                  |         |                |
|                            | Checked               | 1     | 3         | 0.4        |             |         |                  |         |                |
|                            |                       | TOTAL | 754       | 100.0      | 0.00        | 0       | 0.06             | 0       | 1              |
| Pollination Services Direc | ct Mail               | ,     |           |            |             |         |                  |         |                |
|                            | Not Checked           | 0     | 745       | 98.8       |             |         |                  |         |                |
|                            | Checked               | 1     | 9         | 1.2        |             |         |                  |         |                |
|                            |                       | TOTAL | 754       | 100.0      | 0.01        | 0       | 0.11             | 0       | 1              |
| Pollination Services Road  | l Signs               |       |           |            |             |         |                  |         |                |
|                            | Not Checked           | 0     | 750       | 99.5       |             |         |                  |         |                |
|                            | Checked               | 1     | 4         | 0.5        |             |         |                  |         |                |
|                            |                       | TOTAL | 754       | 100.0      | 0.01        | 0       | 0.07             | 0       | 1              |
| Pollination Services Word  | l of Mouth            |       |           |            |             |         | •                |         |                |
|                            | Not Checked           | 0     | 648       | 85.9       |             |         |                  |         |                |
|                            | Checked               | ĺ     | 106       | 14.1       |             |         |                  |         |                |
|                            |                       | TOTAL | 754       | 100.0      | 0.14        | 0       | 0.35             | 0       | 1              |
| Pollination Services Other | r (First Response)    |       |           |            |             | •       |                  |         |                |
|                            | Not Checked           | 0     | 733       | 97.2       |             |         |                  |         |                |
| •                          | Checked               | 1     | 21        | 2.8        |             |         |                  |         |                |
|                            |                       | TOTAL | 754       | 100.0      | 0.03        | 0       | 0.16             | 0       | 1              |
| Pollination Services Other | (Second Response)     |       |           |            |             |         |                  |         |                |
|                            | Not Checked           | 0     | 750       | 99.5       |             |         |                  |         |                |
|                            | Checked               | ĭ     | 4         | 0.5        |             |         |                  |         |                |
|                            |                       | TOTAL | 754       | 100.0      | 0.01        | 0       | 0.07             | 0       | 1              |

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|                               |                   |        | Number of | Percent of   |      |        | Standard  |         |         |
|-------------------------------|-------------------|--------|-----------|--------------|------|--------|-----------|---------|---------|
| uestion                       | Response          | Value_ | Responses | <u>Total</u> | Mean | Median | Deviation | Minimum | Maximum |
| Pollination Services Didn't A | Advertise         |        |           |              |      |        |           |         |         |
| 1 ommadon Services 2 xen t i  | Not Checked       | 0      | 205       | 27.2         |      |        |           |         |         |
|                               | Checked           | 1      | 549       | 72.8         |      |        |           |         |         |
|                               | Circuita          | TOTAL  | 754       | 100.0        | 0.73 | 1      | 0.45      | 0       | 1       |
| Package Bees and Queens Lo    | cal Newspapers    |        |           |              |      |        |           |         |         |
|                               | Not Checked       | 0      | 747       | 99.1         |      |        |           |         |         |
|                               | Checked           | 1      | 7         | 0.9          |      |        |           |         |         |
|                               |                   | TOTAL  | 754       | 100.0        | 0.01 | 0      | 0.10      | 0       | 1       |
| Package Bees and Queens Ci    | rculars           |        |           |              |      |        |           |         |         |
|                               | Not Checked       | 0      | 750       | 99.5         |      |        |           |         |         |
|                               | Checked           | 1      | 4         | 0.5          | -    |        |           |         |         |
|                               |                   | TOTAL  | 754       | 100.0        | 0.01 | 0      | 0.07      | 0       | 1       |
| Package Bees and Queens Be    | ekeeping Journals |        |           |              |      |        |           |         |         |
|                               | Not Checked       | 0      | 745       | 98.8         |      |        |           |         |         |
|                               | Checked           | 1      | 9         | 1.2          |      |        |           |         | •       |
|                               |                   | TOTAL  | 754       | 100.0        | 0.01 | 0      | 0.11      | 0       | 1       |
| Package Bees and Queens Ma    | agazines          |        |           |              |      |        |           |         |         |
|                               | Not Checked       | 0      | 752       | 99.7         |      |        |           |         |         |
|                               | Checked           | 1      | 2         | 0.3          |      |        |           |         |         |
|                               |                   | TOTAL  | 754       | 100.0        | 0.00 | 0      | 0.05      | 0       | 1       |
| Package Bees and Queens Co    | ommunity Bulletin | Boards |           |              |      |        |           |         |         |
|                               | Not Checked       | 0      | 752       | 99.7         |      |        |           |         |         |
|                               | Checked           | 1      | 2         | 0.3          |      |        |           |         |         |
|                               |                   | TOTAL  | 754       | 100.0        | 0.00 | 0      | 0.05      | 0       | 1       |
| Package Bees and Queens Di    | irect Mail        |        |           |              |      |        |           |         |         |
|                               | Not Checked       | 0      | 745       | 98.8         |      |        |           |         |         |
|                               | Checked           | 1      | 9         | 1.2          |      |        |           |         |         |
|                               |                   | TOTAL  | 754       | 100.0        | 0.01 | 0      | 0.11      | 0       | 1       |

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| Question                                                                   | Response                | Value                | Number of Responses | Percent of Total | <u>Mean</u>     | Median       | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|----------------------------------------------------------------------------|-------------------------|----------------------|---------------------|------------------|-----------------|--------------|-----------------------|---------|----------------|
| Package Bees and Queens                                                    | s Road Signs            |                      |                     |                  |                 |              |                       |         |                |
|                                                                            | Not Checked             | 0                    | 750                 | 99.5             |                 |              |                       |         |                |
|                                                                            | Checked                 | 1                    | 4                   | 0.5              |                 |              |                       |         |                |
|                                                                            |                         | TOTAL                | 754                 | 100.0            | 0.01            | 0            | 0.07                  | 0       | 1              |
| Package Bees and Queens                                                    | s Word of Mouth         |                      |                     |                  |                 |              |                       |         |                |
|                                                                            | Not Checked             | 0                    | 718                 | 95.2             |                 |              |                       |         |                |
|                                                                            | Checked                 | 1                    | 36                  | 4.8              |                 |              |                       |         |                |
|                                                                            |                         | TOTAL                | 754                 | 100.0            | 0.05            | 0            | 0.21                  | 0       | 1              |
| Package Bees and Queen                                                     | s Other (First Response | e)                   |                     |                  |                 |              |                       |         |                |
| 8.                                                                         | Not Checked             | 0                    | 747                 | 99.1             |                 |              |                       |         |                |
|                                                                            | Checked                 | 1                    | 7                   | 0.9              |                 |              |                       |         |                |
|                                                                            |                         | TOTAL                | 754                 | 100.0            | 0.01            | . 0          | 0.10                  | 0       | 1              |
| Package Bees and Queens                                                    | s Other (Second-Respo   | nse)                 |                     |                  |                 |              |                       |         |                |
|                                                                            | Not Checked             | 0                    | 754                 | 100.0            |                 |              |                       |         |                |
|                                                                            | Checked                 | 1                    | 0                   | 0.0              |                 |              |                       |         |                |
|                                                                            |                         | TOTAL                | 754                 | 100.0            | 0.00            | 0            | 0.00                  | 0       | 0              |
| Package Bees and Queens                                                    | s Didn't Advertise      |                      |                     |                  |                 |              |                       |         |                |
|                                                                            | Not Checked             | 0                    | 131                 | 17.4             |                 |              |                       |         |                |
|                                                                            | Checked                 | 1                    | 623                 | 82.6             |                 |              |                       |         |                |
|                                                                            |                         | TOTAL                | 754                 | 100.0            | 0.83            | 1            | 0.38                  | 0       | 1              |
| <ul><li>Which of the following b</li><li>a. Distributing recipes</li></ul> |                         | al activities did yo | • •                 |                  | (Circle ALL     | that apply.) |                       |         |                |
|                                                                            | Not Circled             | 0                    | 542                 | 71.9             | •               |              |                       |         |                |
|                                                                            | Circled                 | 1                    | 212                 | 28.1             |                 |              |                       |         |                |
|                                                                            |                         | TOTAL                | . 754               | 100.0            | 0.28            | 0            | 0.45                  | 0       | 1              |
| b. Giving demonstratio                                                     | ns/Setting up displays  | (e.g. county fairs   | s, flea markets,    | grocery stores   | s, bazaars etc. | .)           |                       |         |                |
| -                                                                          | Not Circled             | 0                    | 563                 | 74.7             |                 |              |                       |         |                |
|                                                                            | Circled                 | 1                    | 191                 | 25.3             |                 |              |                       |         |                |
|                                                                            |                         | TOTAL                | 754                 | 100.0            | 0.25            | 0            | 0.44                  | 0       | 1              |

| Ques | tion               | Response                 | Value | Number of Responses | Percent of<br>Total | Mean | Median | Standard<br>Deviation | Minimum | Maximum |
|------|--------------------|--------------------------|-------|---------------------|---------------------|------|--------|-----------------------|---------|---------|
| c.   | . Distributing ho  | ney information          |       |                     |                     |      |        |                       |         |         |
|      |                    | Not Circled              | . 0   | 615                 | 81.6                |      |        |                       |         |         |
|      |                    | Circled                  | 1     | 139                 | 18.4                |      |        |                       |         |         |
|      |                    |                          | TOTAL | 754                 | 100.0               | 0.18 | 0      | 0.39                  | 0       | 1       |
| d.   | . Distributing fre | e samples                |       |                     |                     |      |        |                       |         |         |
|      | _                  | Not Circled              | 0     | 546                 | 72.4                |      |        |                       |         |         |
|      |                    | Circled                  | 1     | 208                 | 27.6                |      |        |                       |         |         |
|      |                    |                          | TOTAL | 754                 | 100.0               | 0.28 | 0      | 0.45                  | 0       | 1       |
| e.   | . Publishing new   | spaper articles          |       |                     |                     |      |        |                       |         |         |
|      | -                  | Not Circled              | 0     | 720                 | 95.5                |      |        |                       |         |         |
|      |                    | Circled                  | 1     | 34                  | 4.5                 |      |        |                       |         |         |
|      |                    |                          | TOTAL | 754                 | 100.0               | 0.05 | 0      | 0.21                  | 0       | . 1     |
| f.   | Maintaining ob     | servation hive           |       |                     |                     |      |        |                       |         |         |
|      | •                  | Not Circled              | 0     | 666                 | 88.3                |      |        |                       |         |         |
|      |                    | Circled                  | 1     | 88                  | 11.7                |      |        |                       |         |         |
|      |                    |                          | TOTAL | 754                 | 100.0               | 0.12 | 0      | 0.32                  | 0       | 1       |
| g    | . Contributing to  | the National Honey Board | I     |                     |                     |      |        |                       |         |         |
|      |                    | Not Circled              | 0     | 375                 | 49.7                |      |        |                       |         |         |
|      |                    | Circled                  | 1     | 379                 | 50.3                |      |        |                       |         |         |
|      |                    |                          | TOTAL | 754                 | 100.0               | 0.50 | 1      | 0.50                  | 0       | 1       |
| h    | . Other (Please S  | pecify)                  |       |                     |                     |      |        |                       |         |         |
|      |                    | Not Circled              | 0     | 677                 | 89.8                |      |        |                       |         |         |
|      |                    | Circled                  | 1     | 77                  | 10.2                |      |        |                       |         |         |
|      |                    |                          | TOTAL | 754                 | 100.0               | 0.10 | 0      | 0.30                  | 0       | 1       |
| i.   | Did not particip   | pate during 1988.        |       |                     |                     |      |        |                       |         |         |
|      |                    | Not Circled              | 0     | 616                 | 81.7                |      |        |                       |         |         |
|      |                    | Circled                  | 1     | 138                 | 18.3                |      |        |                       |         |         |
|      |                    |                          | TOTAL | 754                 | 100.0               | 0.18 | 0      | 0.39                  | 0       | 1       |
|      |                    |                          |       |                     |                     |      |        |                       |         |         |

| Question                          | Response                                | <u>Value</u> | Number of<br>Responses | Percent of Total | Mean_   | Median | Standard<br>Deviation | Minimum | Maximum |
|-----------------------------------|-----------------------------------------|--------------|------------------------|------------------|---------|--------|-----------------------|---------|---------|
| SECTION B. PACKERS                |                                         |              |                        |                  |         |        |                       |         |         |
| I. FIRM CHARACTERISTICS           | S                                       |              |                        |                  |         |        |                       |         |         |
| <ol> <li>Are you a:</li> </ol>    |                                         |              |                        |                  |         |        |                       |         |         |
|                                   | <ol> <li>a. Full time Packer</li> </ol> | 1            | 24                     | 3.2              |         |        |                       |         |         |
|                                   | b. Part time Packer; C                  | Other time   |                        |                  | S       |        |                       |         |         |
|                                   |                                         | 2            | 63                     | 8.4              |         |        |                       |         |         |
|                                   | c. Part time Packer; (                  | Other time   | spent on non-b         | beekeeping acti  | ivities |        |                       |         |         |
|                                   |                                         | 3            | 31                     | 4.0              |         |        |                       |         |         |
|                                   |                                         | lank         | 636                    | 84.4             |         |        |                       |         |         |
|                                   | TO                                      | TAL          | 754                    | 100.0            | 2.06    | 2      | .68                   | 1       | 3       |
| 2) In what state do you have      | e vour packing facilities?              |              |                        |                  |         |        |                       |         |         |
| -, ·· · · · · · · · · · · · · · · | Jour puring ruemers.                    | AL           | 3                      | 0.4              |         |        |                       |         |         |
|                                   |                                         | AR           | 1                      | 0.1              |         |        |                       |         |         |
|                                   |                                         | ΑZ           | 4                      | 0.5              |         |        |                       |         |         |
|                                   |                                         | CA           | 7                      | 0.9              |         |        |                       |         |         |
|                                   |                                         | CO           | 4                      | 0.5              |         |        |                       |         |         |
| •                                 |                                         | FL           | 2                      | 0.3              |         |        |                       |         |         |
|                                   |                                         | GA           | 3                      | 0.4              |         |        |                       |         |         |
|                                   |                                         | IA           | 8                      | 1.1              | •       |        |                       |         |         |
|                                   |                                         | ID           | 4                      | 0.5              |         |        |                       |         |         |
|                                   |                                         | ΙL           | 3                      | 0.4              |         |        |                       |         |         |
|                                   |                                         | IN           | 2                      | 0.3              |         |        |                       |         |         |
|                                   |                                         | KS           | 1                      | 0.1              |         |        |                       |         |         |
|                                   |                                         | KY           | 1                      | 0.1              |         |        |                       |         |         |
| •                                 |                                         | ME           | 1                      | 0.1              |         |        |                       |         |         |
|                                   |                                         | MI           | 5                      | 0.7              |         |        |                       |         |         |
|                                   |                                         | MN           | 10                     | 1.3              |         |        |                       |         |         |
|                                   |                                         | MO           | 4                      | 0.5              |         |        |                       |         |         |
|                                   |                                         | MS           | 1                      | 0.1              |         |        |                       |         |         |
|                                   |                                         | MT           | 3                      | 0.4              |         | ů.     |                       |         |         |
|                                   |                                         | NC           | 3                      | 0.4              |         |        |                       |         |         |
|                                   |                                         | NE           | 1                      | 0.1              |         |        |                       |         |         |
|                                   |                                         | NH           | 1                      | 0.1              |         |        |                       |         |         |
|                                   |                                         | NJ           | 1                      | 0.1              |         |        |                       |         |         |
|                                   |                                         | NM           | 2                      | 0.3              |         |        |                       |         |         |

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| Question                                                      | Response                                  | Value                                                                     | Number of Responses                                                  | Percent<br>Total                                                           |                     | an Med         | Standar<br><u>Iian Deviati</u> |            | mum Maximum |
|---------------------------------------------------------------|-------------------------------------------|---------------------------------------------------------------------------|----------------------------------------------------------------------|----------------------------------------------------------------------------|---------------------|----------------|--------------------------------|------------|-------------|
|                                                               |                                           | NY                                                                        | 2                                                                    | 0.3                                                                        |                     |                |                                |            |             |
|                                                               |                                           | OH                                                                        | 4                                                                    | 0.5                                                                        |                     |                |                                |            |             |
|                                                               |                                           | OR                                                                        | 4                                                                    | 0.5                                                                        |                     |                |                                |            |             |
|                                                               |                                           | PA                                                                        | 3                                                                    | 0.4                                                                        |                     |                |                                |            |             |
|                                                               |                                           | TN                                                                        | 2                                                                    | 0.3                                                                        |                     |                |                                |            |             |
|                                                               |                                           | TX                                                                        | 6                                                                    | 0.8                                                                        |                     |                |                                |            |             |
|                                                               |                                           | VA                                                                        | 2                                                                    | 0.3                                                                        |                     |                |                                |            |             |
|                                                               |                                           | VT                                                                        | 3                                                                    | 0.4                                                                        |                     |                |                                |            |             |
|                                                               |                                           | WA                                                                        | 4                                                                    | 0.5                                                                        |                     |                |                                |            |             |
|                                                               |                                           | WI                                                                        | 8                                                                    | 1.1                                                                        |                     |                |                                |            |             |
|                                                               |                                           | WV                                                                        | 2                                                                    | 0.3                                                                        |                     |                |                                |            |             |
|                                                               |                                           | WY                                                                        | 2                                                                    | 0.2                                                                        |                     |                |                                |            |             |
|                                                               |                                           | Blank                                                                     | 637                                                                  | 84.5                                                                       |                     |                |                                |            |             |
|                                                               |                                           | TOTAL                                                                     | 754                                                                  | 100.0                                                                      |                     |                |                                |            |             |
|                                                               | a. No<br>b. Yes                           | 2                                                                         | 109<br>6                                                             | 14.5<br>0.8                                                                |                     |                |                                |            |             |
|                                                               | 0. 163                                    | Blank                                                                     | 639                                                                  | 84.7                                                                       | 1 /                 | 25             | 0.00                           | _          | _           |
| For Subcontracted I     Tomostic Honey S                      | Honey Only: Pleas                         | TOTAL                                                                     | 639<br>754                                                           | 84.7<br>100.0                                                              | 1.0<br>sy you packo |                | 0.22                           |            | 2<br>88.    |
| 1985 Domestic Honey S                                         | Honey Only: Pleas                         | TOTAL e fill in the following                                             | 639<br>754<br>g information al                                       | 84.7<br>100.0<br>bout hone                                                 |                     |                |                                |            |             |
|                                                               | Honey Only: Pleas                         | TOTAL e fill in the following Non-Blank                                   | 639<br>754<br>g information al                                       | 84.7<br>100.0<br>bout hone<br>0.5                                          |                     |                |                                |            |             |
| 1985 Domestic Honey S                                         | Honey Only: Pleas                         | TOTAL e fill in the following                                             | 639<br>754<br>g information al                                       | 84.7<br>100.0<br>bout hone<br>0.5<br>99.5                                  |                     |                | ousinesses from                | 1985 to 19 |             |
| 1985 Domestic Honey S<br>Volume Packed                        | Honey Only: Pleas<br>Source               | TOTAL<br>e fill in the following<br>Non-Blank<br>Blank                    | 639<br>754<br>g information al<br>4<br>750                           | 84.7<br>100.0<br>bout hone<br>0.5<br>99.5<br>100.0                         | y you packe         | ed for other b | ousinesses from                | 1985 to 19 | 88.         |
| 1985 Domestic Honey S                                         | Honey Only: Pleas<br>Source               | TOTAL e fill in the following Non-Blank Blank TOTAL Non-Blank             | 639<br>754<br>g information al<br>4<br>750<br>754                    | 84.7<br>100.0<br>bout hone<br>0.5<br>99.5                                  | y you packe         | ed for other b | ousinesses from                | 1985 to 19 | 88.         |
| 1985 Domestic Honey S<br>Volume Packed                        | Honey Only: Pleas<br>Source               | TOTAL<br>e fill in the following<br>Non-Blank<br>Blank<br>TOTAL           | 639<br>754<br>g information al<br>4<br>750<br>754                    | 84.7<br>100.0<br>bout hone<br>0.5<br>99.5<br>100.0                         | y you packe         | ed for other b | ousinesses from                | 1985 to 19 | 88.         |
| 1985 Domestic Honey S<br>Volume Packed                        | Honey Only: Pleas<br>Source<br>ased Honey | TOTAL e fill in the following Non-Blank Blank TOTAL Non-Blank Blank TOTAL | 639<br>754<br>g information al<br>4<br>750<br>754<br>1<br>753        | 84.7<br>100.0<br>bout hone<br>0.5<br>99.5<br>100.0<br>0.1<br>99.9<br>100.0 | y you packo         | ed for other b | ousinesses from                | 1985 to 19 | 20,915,000  |
| 1985 Domestic Honey S<br>Volume Packed<br>Total Cost of Purch | Honey Only: Pleas<br>Source<br>ased Honey | TOTAL e fill in the following Non-Blank Blank TOTAL Non-Blank Blank       | 639<br>754<br>g information al<br>4<br>750<br>754<br>1<br>753<br>754 | 84.7<br>100.0<br>bout hone<br>0.5<br>99.5<br>100.0<br>0.1<br>99.9          | y you packo         | ed for other b | ousinesses from                | 1985 to 19 | 20,915,000  |

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| Duestion               | Response    | Value     | Number of<br>Responses | Percent o | of Mea    | an <u>Med</u> | Standa<br>ian Deviat |         | mum <u>Maximu</u> |
|------------------------|-------------|-----------|------------------------|-----------|-----------|---------------|----------------------|---------|-------------------|
| 1985 Foreign Honey Sou | rce         |           |                        |           |           |               |                      |         |                   |
| Volume Packed          |             | Non-Blank | 2                      | 0.3       |           |               |                      |         |                   |
|                        |             | Blank     | 752                    | 99.7      |           |               |                      |         |                   |
|                        |             | TOTAL     | 754                    | 100.0     | 3,857,500 | 3,857,500     | 4,818,933            | 450,000 | 7,265,000         |
| Total Cost of Purcha   | sed Honey   | Non-Blank | 2                      | 0.3       |           |               |                      |         |                   |
|                        | •           | Blank     | 752                    | 99.7      |           |               |                      |         |                   |
|                        |             | TOTAL     | 754                    | 100.0     | ,688,500  | 1,688,500     | 2,133,341            | 180,000 | 3,197,000         |
| Revenue Received Fr    | om Services | Non-Blank | 1                      | 0.1       |           |               |                      |         |                   |
|                        |             | Blank     | 753                    | 99.9      |           |               |                      |         |                   |
|                        |             | TOTAL     | 754                    | 100.0     | 300,000   | 300,000       |                      | 300,000 | 300,000           |
| 1986 Domestic Honey So | urce        |           |                        |           |           |               |                      |         |                   |
| Volume Packed          |             | Non-Blank | 5                      | 0.7       |           |               |                      |         |                   |
|                        |             | Blank     | 749                    | 99.3      |           |               |                      |         |                   |
|                        |             | TOTAL     | 754                    | 100.0 6   | 5,791,995 | 5,225,592     | 8,458,515            | 5,000   | 20,640,000        |
| Total Cost of Purchas  | sed Honey   | Non-Blank | 2                      | 0.3       |           |               |                      |         |                   |
|                        | ·           | Blank     | 752                    | 99.7      |           |               |                      |         |                   |
|                        |             | TOTAL     | 754                    | 100.0     | 25,125    | 25,125        | 32,350               | 2,250   | 48,000            |
| Revenue Received Fr    | om Services | Non-Blank | 5                      | 0.7       |           |               |                      |         |                   |
|                        |             | Blank     | 749                    | 99.3      |           |               |                      |         |                   |
|                        |             | TOTAL     | 754                    | 100.0     | 760,172   | 605,408       | 848,613              | 5,900   | 2,085,000         |
| 1986 Foreign Honey Sou | ce          |           |                        |           |           |               |                      |         |                   |
| Volume Packed          |             | Non-Blank | 2                      | 0.3       |           |               |                      |         |                   |
|                        | •           | Blank     | 752                    | 99.7      |           |               |                      |         |                   |
|                        |             | TOTAL     | 754                    | 100.0 3   | ,241,500  | 3,241,500     | 3,947,777            | 450,000 | 6,033,000         |
| Total Cost of Purchas  | sed Honey   | Non-Blank | 2                      | 0.3       |           |               |                      |         |                   |
|                        | •           | Blank     | 752                    | 99,7      |           |               |                      |         |                   |
|                        |             | TOTAL     | 754                    |           | ,417,500  | 1,417,500     | 1,750,089            | 180,000 | 2,655,000         |

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| Question                |                 | Value              | Number of<br>Responses | Percent<br>Tota |           | an <u>Med</u> | Standa<br>ian Deviat |         | num Maximum |
|-------------------------|-----------------|--------------------|------------------------|-----------------|-----------|---------------|----------------------|---------|-------------|
| Revenue Received        | d From Services | Non-Blank<br>Blank | 1<br>753               | 0.1<br>99.9     |           |               |                      |         |             |
|                         |                 | TOTAL              | 754                    | 100.0           | 300,000   | 300,000       |                      | 300,000 | 300,000     |
| 1987 Domestic Honey     | / Source        |                    |                        |                 |           |               |                      |         |             |
| Volume Packed           | Bource          | Non-Blank          | 6                      | 0.8             |           |               |                      |         |             |
| Volume 1 acked          |                 | Blank              | 748                    | 99.2            |           |               |                      |         |             |
|                         |                 | TOTAL              | 754                    |                 | 6,080,895 | 5,602,765     | 5,825,793            | 4,500   | 15,120,000  |
| Total Cost of Pur       | chased Honey    | Non-Blank          | 3                      | 0.4             |           |               |                      |         |             |
| Total Cost of Purchased | chased Holley   | Blank              | 751                    | 99.6            |           |               |                      |         |             |
|                         |                 |                    |                        |                 |           | 66,000        | 1 120 500            | 2.025   | 1.074.000   |
|                         |                 | TOTAL              | 754                    | 100.0           | 680,675   | 66,000        | 1,120,509            | 2,025   | 1,974,000   |
| Revenue Received        | d From Services | Non-Blank          | 5                      | 0.7             |           |               |                      |         |             |
|                         |                 | Blank              | 749                    | 99.3            |           |               |                      |         |             |
|                         |                 | TOTAL              | 754                    | 100.0           | 687,012   | 684,706       | 636,014              | 5,310   | 1,430,000   |
| 1987 Foreign Honey S    | Source          |                    |                        |                 |           |               |                      |         |             |
| Volume Packed           |                 | Non-Blank          | 1                      | 0.1             |           |               |                      |         |             |
| 7 0.0                   |                 | Blank              | 753                    | 99.9            |           |               |                      |         |             |
|                         |                 | TOTAL              | 754                    | 100.0           |           | 450,000       |                      | 450,000 | 450,000     |
| Total Cost of Pure      | chased Honey    | Non-Blank          | 1                      | 0.1             |           |               |                      |         |             |
| 10111 0031 01 1 111     | chased fromey   | Blank              | 753                    | 99.9            |           |               |                      |         |             |
|                         |                 | TOTAL              | 754                    | 100.0           |           | 180,000       |                      | 180,000 | 180,000     |
| Revenue Received        | t From Services | Non-Blank          | 1                      | 0.1             |           |               |                      |         |             |
| Revenue Received        | d Prom Services | Blank              | 753                    | 99.9            |           |               |                      |         |             |
|                         |                 | TOTAL              | 753<br>754             | 100.0           |           | 300,000       |                      | 300,000 | 200,000     |
|                         |                 | IOIAL              | 134                    | 100.0           | 300,000   | 300,000       |                      | 300,000 | 300,000     |
| 1988 Domestic Honey     | Source          |                    |                        |                 |           |               |                      |         |             |
| Volume Packed           |                 | Non-Blank          | 6                      | 0.8             |           |               |                      |         |             |
|                         |                 | Blank              | 748                    | 99.2            |           |               |                      |         |             |
|                         |                 | TOTAL              | 754                    | 100.0           | 3,251,761 | 3,319,633     | 2,834,485            | 3,800   | 7,400,000   |

| Duestion                             | Response                   | Value                       | Number of Responses | Percent of Total     | f<br><u>Mean</u> | <u>Medi</u> | Standar<br>an Deviati |            | num Maximun |
|--------------------------------------|----------------------------|-----------------------------|---------------------|----------------------|------------------|-------------|-----------------------|------------|-------------|
| Total Cost of J                      | Purchased Honey            | Non-Blank                   | 3                   | 0.4                  |                  |             |                       |            |             |
|                                      | ,                          | Blank                       | 751                 | 99.6                 |                  |             |                       |            |             |
|                                      |                            | TOTAL                       | 754                 | 100.0                | 712,370          | 131,400     | 1,120,462             | 1,710      | 2,004,000   |
| Revenue Rece                         | ived From Services         | Non-Blank                   | 5                   | 0.7                  |                  |             |                       |            |             |
|                                      |                            | Blank                       | 749                 | 99.3                 |                  |             |                       |            |             |
|                                      |                            | TOTAL                       | 754                 | 100.0                | 352,487          | 340,163     | 270,910               | 4,484      | 727,000     |
| 1988 Foreign Hone                    | ey Source                  |                             |                     |                      |                  |             |                       |            |             |
| Volume Packe                         | xd                         | Non-Blank                   | 1                   | 0.1                  |                  |             |                       |            |             |
|                                      |                            | Blank                       | 753                 | 99.9                 |                  |             |                       |            |             |
|                                      |                            | TOTAL                       | 754                 | 100.0                | 450,000          | 450,000     |                       | 450,000    | 450,000     |
| Total Cost of I                      | Purchased Honey            | Non-Blank                   | 1                   | 0.1                  |                  |             |                       |            |             |
|                                      | •                          | Blank                       | 753                 | 99.9                 |                  |             |                       |            |             |
|                                      | •                          | TOTAL                       | 754                 | 100.0                | 180,000          | 180,000     |                       | 180,000    | 180,000     |
| Revenue Rece                         | ived From Services         | Non-Blank                   | 1                   | 0.1                  |                  |             |                       |            |             |
|                                      |                            | Blank                       | 753                 | 99.9                 |                  |             |                       |            |             |
|                                      |                            | TOTAL                       | 754                 | 100.0                | 300,000          | 300,000     |                       | 300,000    | 300,000     |
| For All Packing Se<br>1985 Own Honey | ervices Excluding Subconti | racted Services: P          | lease fill in the   | following i          | nformation a     | bout honey  | you packed fro        | om 1985 to | 1988.       |
| Volume Packet                        | d                          | Non-Blank                   | 53                  | 7.0                  |                  |             |                       |            |             |
|                                      |                            | Blank                       | 701                 | 93.0                 |                  |             |                       |            |             |
|                                      |                            | TOTAL                       | 754                 | 100.0                | 17,503           | 5,800       | 33,050                | 5          | 175,000     |
|                                      |                            | IOIAL                       | 137                 | 100.0                | 2.,200           |             |                       |            |             |
| Revenue Recei                        | ived From Packed Honey     | Non-Blank                   | 44                  | 5.8                  |                  |             |                       |            |             |
| Revenue Recei                        | ived From Packed Honey     |                             |                     |                      |                  |             |                       |            |             |
| Revenue Recei                        | ived From Packed Honey     | Non-Blank                   | 44                  | 5.8                  | 17,630           | 5,055       | 38,442                | 130        | 221,218     |
| Revenue Recei                        |                            | Non-Blank<br>Blank          | 44<br>710           | 5.8<br>94.2          |                  |             | 38,442                | 130        | 221,218     |
|                                      | omestic                    | Non-Blank<br>Blank<br>TOTAL | 44<br>710<br>754    | 5.8<br>94.2<br>100.0 |                  |             | 38,442                | 130        | 221,218     |
| 1985 Purchased Do                    | omestic                    | Non-Blank<br>Blank          | 44<br>710           | 5.8<br>94.2          |                  |             | 38,442                | 130        | 221,218     |

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|                 |                                       |           | Number of | Percent | of        |         | Standard  |        |             |
|-----------------|---------------------------------------|-----------|-----------|---------|-----------|---------|-----------|--------|-------------|
| <u>Question</u> | Response                              | Value     | Responses | Tota    | 1 Mean    | Med     |           |        | mum Maximum |
|                 |                                       |           |           |         |           |         |           |        |             |
| Total Cost      | of Purchased Honey                    | Non-Blank | 17        | 2.3     |           |         |           |        |             |
|                 |                                       | Blank     | 737       | 97.7    |           |         |           |        |             |
|                 |                                       | TOTAL     | 754       | 100.0   | 440,454   | 39,000  | 1,501,913 | 3,612  | 6,256,000   |
| Revenue Re      | eceived From Packed Honey             | Non-Blank | 14        | 1.9     |           |         |           |        |             |
|                 |                                       | Blank     | 740       | 98.1    |           |         |           |        |             |
|                 |                                       | TOTAL     | 754       | 100.0   | 936,936   | 105,781 | 2,312,757 | 5,319  | 8,750,000   |
| 1985 Purchased  | Foreign                               |           |           |         |           |         |           |        |             |
| Volume Pa       |                                       | Non-Blank | 8         | 1.1     |           |         |           |        |             |
|                 |                                       | Blank     | 746       | 98.9    |           |         |           |        |             |
|                 |                                       | TOTAL     | 754       | 100.0   | 677,733   | 383,994 | 837,107   | 41,580 | 2,500,000   |
| Total Cost      | of Purchased Honey                    | Non-Blank | 8         | 1.1     |           |         |           |        |             |
|                 |                                       | Blank     | 746       | 98.9    |           |         |           |        | •           |
|                 |                                       | TOTAL     | 754       | 100.0   |           | 155,536 | 364,602   | 17,768 | 1,100,000   |
| Revenue R       | eceived From Packed Honey             | Non-Blank | 8         | 1.1     |           |         |           |        |             |
| xto volido xt   | · · · · · · · · · · · · · · · · · · · | Blank     | 746       | 98.9    |           |         |           |        |             |
|                 |                                       | TOTAL     | 754       |         | 1,394,235 | 426,891 | 2,712,705 | 38,892 | 8,056,716   |
| 1986 Own Hon    | ev                                    |           |           |         |           |         |           |        |             |
| Volume Pa       |                                       | Non-Blank | 56        | 7.4     |           |         |           |        |             |
| , 0.12, x a     |                                       | Blank     | 698       | 92.6    |           |         |           |        |             |
|                 |                                       | TOTAL     | 754       | 100.0   | 17,737    | 5,475   | 31,301    | 50     | 175,000     |
| Revenue Ro      | eceived From Packed Honey             | Non-Blank | 46        | 6.1     |           |         |           |        |             |
| no vondo in     | occived From Facked Fromey            | Blank     | 708       | 93.9    |           |         |           |        |             |
|                 |                                       | TOTAL     | 754       | 100.0   | 15,028    | 4,705   | 25,267    | 160    | 130,000     |
| 100(5           |                                       |           |           |         | ·         | ŕ       | ·         |        | ,           |
| 1986 Purchased  |                                       |           | •         | • -     |           |         |           |        |             |
| Volume Pa       | cked                                  | Non-Blank | 21        | 2.8     |           |         |           |        |             |
|                 |                                       | Blank     | 733       | 97.2    | 00= 0.40  | 00.50   |           | . 0.55 | 45 000 000  |
|                 |                                       | TOTAL     | 754       | 100.0   | 997,268   | 83,750  | 3,743,798 | 1,962  | 17,300,000  |

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|      |                                            |           | Number of  | Percent | of        |         | Standard            | i              |             |
|------|--------------------------------------------|-----------|------------|---------|-----------|---------|---------------------|----------------|-------------|
| Ques | stion Response                             | Value     | Responses  | Tota    | l Mean    | Med     | <u>ian Deviatio</u> | <u>n Minii</u> | mum Maximum |
|      | Total Cost of Purchased Honey              | Non-Blank | 19         | 2.5     |           |         |                     |                |             |
|      | Total Cost of Furchasca Honey              | Blank     | 735        | 97.5    |           |         |                     |                |             |
|      |                                            | TOTAL     | 753<br>754 | 100.0   | 483,929   | 44,985  | 1,731,076           | 1,079          | 7,620,000   |
|      |                                            | IOIAL     | 754        | 100.0   | 403,727   | 77,703  | 1,731,070           | 1,077          | 7,020,000   |
|      | Revenue Received From Packed Honey         | Non-Blank | 14         | 1.9     |           |         |                     |                |             |
|      | •                                          | Blank     | 740        | 98.1    |           |         |                     |                |             |
|      |                                            | TOTAL     | 754        | 100.0   | 1,086,646 | 116,752 | 2,947,619           | 6,907          | 11,215,000  |
| 1    | 986 Purchased Foreign                      |           |            |         |           |         |                     |                |             |
| •    | Volume Packed                              | Non-Blank | 9          | 1.2     |           |         |                     |                |             |
|      | · oranio i delled                          | Blank     | 745        | 98.8    |           |         |                     |                |             |
|      |                                            | TOTAL     | 754        | 100.0   | 973,223   | 500,000 | 1,106,410           | 46,319         | 3,400,000   |
|      |                                            |           |            |         | , ,       | ,       | , ,                 | •-             | -,,-        |
|      | Total Cost of Purchased Honey              | Non-Blank | 8          | 1.1     |           |         |                     |                |             |
|      | •                                          | Blank     | 746        | 98.9    |           |         |                     |                |             |
|      |                                            | TOTAL     | 754        | 100.0   | 363,705   | 181,637 | 472,618             | 23,178         | 1,450,000   |
|      | Revenue Received From Packed Honey         | Non-Blank | 8          | 1.1     |           |         |                     |                |             |
|      |                                            | Blank     | 746        | 98.9    |           |         |                     |                |             |
|      |                                            | TOTAL     | 754        | 100.0   | 1,199,221 | 432,100 | 2,112,830·          | 64,404         | 6,377,101   |
| 1    | 987 Own Honey                              |           |            |         |           |         |                     |                |             |
| •    | Volume Packed                              | Non-Blank | 64         | 8.5     |           |         |                     |                |             |
|      |                                            | Blank     | 690        | 91.5    |           |         |                     |                |             |
|      |                                            | TOTAL     | 754        | 100.0   | 35,717    | 5,019   | 135,282             | 100            | 1,050,000   |
|      | Revenue Received From Packed Honey         | Non-Blank | 51         | 6.8     |           |         |                     |                |             |
|      | ,                                          | Blank     | 703        | 93.2    |           |         |                     |                |             |
|      |                                            | TOTAL     | 754        | 100.0   | 21,477    | 5,026   | 59,455              | 208            | 409,656     |
| 1    | 987 Purchased Domestic                     |           |            |         |           |         |                     |                |             |
| _    | Volume Packed                              | Non-Blank | 27         | 3.6     |           | •       |                     |                |             |
|      | · O.W. · · · · · · · · · · · · · · · · · · | Blank     | 727        | 96.4    |           |         |                     |                |             |
|      |                                            | TOTAL     | 754        | 100.0   | 896,203   | 67,625  | 3,222,980           | 1,140          | 16,900,000  |
|      |                                            | 101.12    | ,,,        | -00.0   | , <b></b> | 0.,020  | -,, ·               | -,- /0         | ,,,         |

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|                 | _                          |              | Number of | Percent      |           |                                         | Standar            |                 |                    |
|-----------------|----------------------------|--------------|-----------|--------------|-----------|-----------------------------------------|--------------------|-----------------|--------------------|
| <u>Question</u> | Response                   | <u>Value</u> | Responses | <u>Total</u> | Mean      | Med                                     | <u>ian Deviati</u> | <u>on Minir</u> | <u>mum Maximum</u> |
| Total Cost      | of Purchased Honey         | Non-Blank    | 25        | 3.3          |           |                                         |                    |                 |                    |
| 1041 000        | . 6. 1 4.0.14.504 116.169  | Blank        | 729       | 96.7         |           | •                                       |                    |                 |                    |
|                 |                            | TOTAL        | 754       | 100.0        | 403,417   | 31,593                                  | 1,438,653          | 580             | 7,267,000          |
|                 |                            | 1017112      | 751       | 100.0        | 105,117   | 31,373                                  | 1,150,055          | 300             | 7,207,000          |
| Revenue R       | Received From Packed Honey | Non-Blank    | 19        | 2.5          |           |                                         |                    |                 |                    |
|                 |                            | Blank        | 735       | 97.5         |           |                                         |                    |                 |                    |
|                 |                            | TOTAL        | 754       | 100.0        | 1,050,663 | 157,994                                 | 2,579,286          | 735             | 11,000,000         |
| 1987 Purchased  | d Foreign                  |              |           |              |           |                                         |                    |                 |                    |
| Volume Pa       |                            | Non-Blank    | 8         | 1.1          |           |                                         |                    |                 |                    |
| v Oldino 1 c    | ionod                      | Blank        | 746       | 98.9         |           |                                         |                    |                 |                    |
|                 |                            | TOTAL        | 754       | 100.0        | 901,373   | 262,607                                 | 1,329,284          | 24,667          | 3,500,000          |
|                 |                            | TOTAL        | 754       | 100.0        | 701,575   | 202,007                                 | 1,527,204          | 24,007          | 3,300,000          |
| Total Cost      | of Purchased Honey         | Non-Blank    | 7         | 0.9          |           |                                         |                    |                 |                    |
|                 |                            | Blank        | 747       | 99.1         |           |                                         |                    |                 |                    |
|                 |                            | TOTAL        | 754       | 100.0        | 294,775   | 97,344                                  | 552,236            | 10,441          | 1,540,000          |
|                 |                            | 101112       |           | 200.0        | -> 1,7.15 | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | 552,250            | 10,             | 1,5 .0,000         |
| Revenue R       | Received From Packed Honey | Non-Blank    | 7         | 0.9          |           |                                         |                    |                 |                    |
|                 |                            | Blank        | 747       | 99.1         |           |                                         |                    |                 |                    |
|                 |                            | TOTAL        | 754       | 100.0        | 751,373   | 203,654                                 | 1,454,066          | 24,147          | 4,031,510          |
|                 |                            |              |           |              |           |                                         |                    |                 |                    |
| 1988 Own Hor    |                            |              |           |              |           |                                         |                    |                 |                    |
| Volume Pa       | acked                      | Non-Blank    | 67        | 8.9          |           |                                         |                    |                 |                    |
|                 |                            | Blank        | 687       | 91.1         |           |                                         |                    |                 |                    |
|                 |                            | TOTAL        | 754       | 100.0        | 23,181    | 5,220                                   | 46,836             | 100             | 282,843            |
| Revenue R       | Received From Packed Honey | Non-Blank    | 56        | 7.4          |           |                                         |                    |                 |                    |
|                 |                            | Blank        | 698       | 92.6         |           |                                         |                    |                 |                    |
|                 |                            | TOTAL        | 754       | 100.0        | 15,903    | 5,017                                   | 25,392             | 120             | 130,000            |
|                 |                            | 101112       |           | 200.0        | -2,- 02   | .,                                      | _0,5= _            |                 | -50,000            |
| 1988 Purchased  | d Domestic                 |              |           |              |           | •                                       |                    |                 |                    |
| Volume Pa       | acked                      | Non-Blank    | 32        | 4.2          |           |                                         |                    |                 |                    |
|                 |                            | Blank        | 722       | 95.8         |           |                                         |                    |                 |                    |
|                 |                            | TOTAL        | 754       | 100.0        | 851,920   | 44,845                                  | 3,269,828          | 635             | 18,600,000         |
|                 |                            | 101.12       | , , ,     | 100.0        | 021,720   | .,0.5                                   | 2,-02,0-0          | 055             | ,                  |

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|        |                                           |                    | Number of        | Percent   | of         |                                         | Standard            |         |             |
|--------|-------------------------------------------|--------------------|------------------|-----------|------------|-----------------------------------------|---------------------|---------|-------------|
| Questi | on Response                               | <u>Value</u>       | Responses        | Total     |            | Med                                     | <u>ian Deviatio</u> | n Minir | num Maximum |
|        |                                           |                    |                  |           |            |                                         |                     |         |             |
|        | Total Cost of Purchased Honey             | Non-Blank          | 30               | 4.0       |            |                                         |                     |         |             |
|        |                                           | Blank              | 724              | 96.0      |            |                                         |                     |         |             |
|        |                                           | TOTAL              | 754              | 100.0     | 370,951    | 14,495                                  | 1,419,525           | 297     | 7,829,000   |
|        | Revenue Received From Packed Honey        | Non-Blank          | 22               | 2.9       |            |                                         |                     |         |             |
|        | •                                         | Blank              | 732              | 97.1      |            |                                         |                     |         |             |
|        |                                           | TOTAL              | 754              | 100.0     | 1,015,640  | 79,550                                  | 2,608,395           | 400     | 11,719,000  |
| 198    | 88 Purchased Foreign                      |                    |                  |           |            |                                         |                     |         |             |
|        | Volume Packed                             | Non-Blank          | 7                | 0.9       |            |                                         |                     |         |             |
|        | •                                         | Blank              | 747              | 99.1      |            |                                         |                     |         |             |
|        |                                           | TOTAL              | 754              | 100.0     | 996,924    | 100,000                                 | 1,559,181           | 50,000  | 3,535,000   |
|        | Total Cost of Purchased Honey             | Non-Blank          | 6                | 0.8       |            |                                         |                     |         |             |
|        | Tour Cost of Lateria sea 12010)           | Blank              | 748              | 99.2      |            |                                         |                     |         |             |
|        |                                           | TOTAL              | 754              | 100.0     | 292,970    | 38,011                                  | 618,559             | 25,000  | 1,555,000   |
|        | Revenue Received From Packed Honey        | Non-Blank          | 6                | 0.8       |            |                                         |                     |         |             |
|        | The condet record a family denied reside  | Blank              | 748              | 99.2      |            |                                         |                     |         |             |
|        |                                           | TOTAL              | 754              | 100.0     | 623,972    | 65,090                                  | 1,270,331           | 49,022  | 3,208,997   |
| 4) How | w much honey did your operation sell thro | angh the following | market outlets ( | from 1985 | i to 1988? |                                         |                     |         |             |
|        | 35 Roadside Market                        | Non-Blank          | 20               | 2.7       | 10 1700.   |                                         | •                   |         |             |
| 170    | 55 Roldside Himket                        | Blank              | 734              | 97.3      |            |                                         |                     |         |             |
|        |                                           | TOTAL              | 754              | 100.0     | 3,545      | 1,120                                   | 7,021               | 110     | 31,250      |
| 109    | 35 Retail Stores                          | Non-Blank          | 47               | 6.2       |            |                                         |                     |         |             |
| 170    | of Retail Stores                          | Blank              | 707              | 93.8      |            |                                         |                     |         |             |
|        |                                           | TOTAL              | 754              | 100.0     | 420,917    | 9,514                                   | 1,358,628           | 500     | 8,000,000   |
|        |                                           |                    |                  |           | .20,717    | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | 1,550,020           | 200     | 0,000,000   |
| 198    | 35 Institutions                           | Non-Blank          | 5                | 0.7       |            |                                         |                     |         |             |
|        |                                           | Blank              | 749              | 99.3      |            |                                         |                     |         |             |
|        |                                           | TOTAL              | 754              | 100.0     | 785,493    | 23,764                                  | 1,077,680           | 700     | 2,200,000   |
|        |                                           |                    |                  |           |            |                                         |                     |         |             |

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| 1985 Broker or Dealer                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Blank   750   99.5   100.0   25,697   24,961   12,858   11,000   41,865                                                                                                                                                                                                                                                                                                                                                                                      |
| TOTAL 754 100.0 25,697 24,961 12,858 11,000 41,865  1985 Direct Export Non-Blank 0 0.0 Blank 754 100.0 TOTAL 754 100.0  1985 Industrial User or Food Manufacturer Non-Blank Blank 737 97.7 TOTAL 754 100.0 1,505,792 100,000 3,622,968 60 12,000,000  1985 Other Outlet (First Option) Non-Blank 739 98.0 TOTAL 754 100.0 57,047 8,400 174,726 10 686,012  1985 Other Outlet (Second Option) Non-Blank 0 0.0 Blank 754 100.0 Blank 754 100.0 TOTAL 754 100.0 |
| 1985 Direct Export    Non-Blank   100.0                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Blank 754 100.0  1985 Industrial User or Food Manufacturer Non-Blank 17 2.3 Blank 737 97.7 TOTAL 754 100.0 1,505,792 100,000 3,622,968 60 12,000,000  1985 Other Outlet (First Option) Non-Blank 739 98.0 TOTAL 754 100.0 57,047 8,400 174,726 10 686,012  1985 Other Outlet (Second Option) Non-Blank 0 0.0 Blank 754 100.0 TOTAL 754 100.0 TOTAL 754 100.0                                                                                                 |
| TOTAL 754 100.0  1985 Industrial User or Food Manufacturer Non-Blank Blank 737 97.7 TOTAL 754 100.0 1,505,792 100,000 3,622,968 60 12,000,000  1985 Other Outlet (First Option) Non-Blank 15 2.0 Blank 739 98.0 TOTAL 754 100.0 57,047 8,400 174,726 10 686,012  1985 Other Outlet (Second Option) Non-Blank 0 0.0 Blank 754 100.0 TOTAL 754 100.0                                                                                                           |
| 1985 Industrial User or Food Manufacturer    Non-Blank   17   2.3   97.7   97.7   100.0 1,505,792   100,000 3,622,968   60 12,000,000                                                                                                                                                                                                                                                                                                                        |
| Blank 737 97.7 TOTAL 754 100.0 1,505,792 100,000 3,622,968 60 12,000,000  1985 Other Outlet (First Option)  Non-Blank 739 98.0 TOTAL 754 100.0 57,047 8,400 174,726 10 686,012  1985 Other Outlet (Second Option)  Non-Blank 0 0.0 Blank 754 100.0 TOTAL 754 100.0 TOTAL 754 100.0                                                                                                                                                                           |
| Blank 737 97.7 TOTAL 754 100.0 1,505,792 100,000 3,622,968 60 12,000,000  1985 Other Outlet (First Option)  Non-Blank 739 98.0 TOTAL 754 100.0 57,047 8,400 174,726 10 686,012  1985 Other Outlet (Second Option)  Non-Blank 0 0.0 Blank 754 100.0 TOTAL 754 100.0 TOTAL 754 100.0                                                                                                                                                                           |
| TOTAL 754 100.0 1,505,792 100,000 3,622,968 60 12,000,000  1985 Other Outlet (First Option)  Non-Blank 739 98.0 TOTAL 754 100.0 57,047 8,400 174,726 10 686,012  1985 Other Outlet (Second Option)  Non-Blank 0 0.0 Blank 754 100.0 TOTAL 754 100.0                                                                                                                                                                                                          |
| 1985 Other Outlet (First Option)  Non-Blank 15 2.0 Blank 739 98.0 TOTAL 754 100.0 57,047 8,400 174,726 10 686,012  1985 Other Outlet (Second Option)  Non-Blank 0 0.0 Blank 754 100.0 TOTAL 754 100.0                                                                                                                                                                                                                                                        |
| Blank 739 98.0<br>TOTAL 754 100.0 57,047 8,400 174,726 10 686,012  1985 Other Outlet (Second Option) Non-Blank 0 0.0<br>Blank 754 100.0<br>TOTAL 754 100.0                                                                                                                                                                                                                                                                                                   |
| Blank 739 98.0<br>TOTAL 754 100.0 57,047 8,400 174,726 10 686,012  1985 Other Outlet (Second Option) Non-Blank 0 0.0<br>Blank 754 100.0<br>TOTAL 754 100.0                                                                                                                                                                                                                                                                                                   |
| TOTAL 754 100.0 57,047 8,400 174,726 10 686,012  1985 Other Outlet (Second Option)  Non-Blank 754 100.0  Blank 754 100.0  TOTAL 754 100.0                                                                                                                                                                                                                                                                                                                    |
| Blank 754 100.0<br>TOTAL 754 100.0                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Blank 754 100.0<br>TOTAL 754 100.0                                                                                                                                                                                                                                                                                                                                                                                                                           |
| TOTAL 754 100.0                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| 1085 Not Sold or In Storage Non-Rlank 6 0.8                                                                                                                                                                                                                                                                                                                                                                                                                  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Blank 748 99.2                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| TOTAL 754 100.0 42,387 5,560 85,599 5 215,781                                                                                                                                                                                                                                                                                                                                                                                                                |
| 1985 Total Non-Blank 62 8.2                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Blank 692 91.8                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| TOTAL 754 100.0 816,011 10,732 3,243,403 5 20,000,000                                                                                                                                                                                                                                                                                                                                                                                                        |
| 1986 Roadside Market Non-Blank 24 3.2                                                                                                                                                                                                                                                                                                                                                                                                                        |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Blank 730 96.8                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| TOTAL 754 100.0 3,605 1,584 6,548 100 31,250                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 1986 Retail Stores Non-Blank 53 7.0                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Blank 701 93.0                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| TOTAL 754 100.0 360,219 8,100 1,112,210 100 6,000,000                                                                                                                                                                                                                                                                                                                                                                                                        |

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| Q | uestion Response                          | Value     | Number of Responses | Percent<br>Total |           | Med     | Standa<br>ian Deviat |         | mum Maximun |
|---|-------------------------------------------|-----------|---------------------|------------------|-----------|---------|----------------------|---------|-------------|
|   | 1986 Institutions                         | Non-Blank | 5                   | 0.7              |           |         |                      |         |             |
|   |                                           | Blank     | 749                 | 99.3             |           |         |                      |         |             |
|   |                                           | TOTAL     | 754                 | 100.0            | 873,299   | 62,795  | 1,191,711            | 700     | 2,500,000   |
|   | 1986 Broker or Dealer                     | Non-Blank | 4                   | 0.5              |           |         |                      |         |             |
|   |                                           | Blank     | 750                 | 99.5             |           |         |                      |         |             |
|   |                                           | TOTAL     | 754                 | 100.0            | 36,772    | 30,005  | 28,123               | 12,000  | 75,078      |
|   | 1986 Direct Export                        | Non-Blank | 0                   | 0.0              |           |         |                      |         |             |
|   | 1                                         | Blank     | 754                 | 100.0            |           |         |                      |         |             |
|   |                                           | TOTAL     | 754                 | 100.0            |           |         |                      |         |             |
|   | 1986 Industrial User or Food Manufacturer | Non-Blank | 17                  | 2.3              |           |         |                      |         |             |
|   |                                           | Blank     | 737                 | 97.7             |           |         |                      |         |             |
|   |                                           | TOTAL     | 754                 | 100.0            | 1,697,250 | 199,940 | 4,062,959            | 40      | 12,900,000  |
|   | 1986 Other Outlet (First Option)          | Non-Blank | 14                  | 1.9              |           |         |                      |         |             |
|   | • ,                                       | Blank     | 740                 | 98.1             |           |         |                      |         |             |
|   |                                           | TOTAL     | 754                 | 100.0            | 9,179     | 5,000   | 12,078               | 20      | 40,000      |
|   | 1986 Other Outlet (Second Option)         | Non-Blank | 1                   | 0.1              |           |         |                      |         |             |
|   | • •                                       | Blank     | 753                 | 99.9             |           |         |                      |         |             |
|   |                                           | TOTAL     | 754                 | 100.0            | 651,342   | 651,342 |                      | 651,342 | 651,342     |
|   | 1986 Not Sold or In Storage               | Non-Blank | 6                   | 0.8              |           |         |                      |         |             |
|   | ·                                         | Blank     | 748                 | 99.2             |           |         |                      |         |             |
|   |                                           | TOTAL     | 754                 | 100.0            | 72,000    | 24,500  | 119,768              | 140     | 310,206     |
|   | 1986 Total                                | Non-Blank | 69                  | 9.2              |           |         |                      |         |             |
|   |                                           | Blank     | 685                 | 90.8             |           |         |                      |         |             |
|   | •                                         | TOTAL     | 754                 | 100.0            | 779,084   | 10,000  | 3,070,526            | 30      | 18,000,000  |
|   | 1987 Roadside Market                      | Non-Blank | 27                  | 3.6              |           |         |                      |         |             |
|   |                                           | Blank     | 727                 | 96.4             |           |         |                      |         |             |
|   |                                           | TOTAL     | 754                 | 100.0            | 4,245     | 1,400   | 8,802                | 20      | 37,375      |

|                                       |                  | Number of    | Percent | of            |         | Standard      |        |                    |
|---------------------------------------|------------------|--------------|---------|---------------|---------|---------------|--------|--------------------|
| Question Resp                         | onse Value       | Responses    | Tota    | <u>1 Mean</u> | Med     | ian Deviation | Mini   | <u>mum Maximum</u> |
| 1987 Retail Stores                    | Non-Blank        | 54           | 7.2     |               |         |               |        |                    |
| 1707 Real Stores                      | Blank            | 700          | 92.8    |               |         |               |        |                    |
|                                       | TOTAL            | 754          | 100.0   | 393,244       | 8,000   | 1,250,885     | 150    | 000,000,8          |
| 1987 Institutions                     | Non-Blank        | 7            | 0.9     |               |         |               |        | ,                  |
|                                       | Blank            | 747          | 99.1    |               |         |               |        |                    |
|                                       | TOTAL            | 754          | 100.0   | 681,546       | 30,000  | 1,200,036     | 700    | 3,000,000          |
| 1987 Broker or Dealer                 | Non-Blank        | 10           | 1.3     |               |         |               |        |                    |
|                                       | Blank            | 744          | 98.7    |               |         |               |        |                    |
|                                       | TOTAL            | 754          | 100.0   | 26,736        | 15,850  | 29,899        | 1,320  | 87,899             |
| 1987 Direct Export                    | Non-Blank        | 1            | 0.1     |               |         |               |        |                    |
| •                                     | Blank            | 753          | 99.9    |               |         |               |        |                    |
|                                       | TOTAL            | 754          | 100.0   | 26,040        | 26,040  |               | 26,040 | 26,040             |
| 1987 Industrial User or Food Manufa   | cturer Non-Blank | 18           | 2.4     |               |         |               |        |                    |
|                                       | Blank            | 736          | 97.6    |               |         |               |        | •                  |
| •                                     | TOTAL            | 754          | 100.0   | 1,601,196     | 110,771 | 3,926,430     | 40     | 12,700,000         |
| 1987 Other Outlet (First Option)      | Non-Blank        | 13           | 1.7     |               |         |               |        |                    |
| • •                                   | Blank            | 741          | 98.3    |               |         |               |        |                    |
|                                       | TOTAL            | 754          | 100.0   | 9,402         | 3,750   | 14,000        | 30     | 40,000             |
| 1987 Other Outlet (Second Option)     | Non-Blank        | 3            | 0.4     |               |         |               |        |                    |
| · · · · · · · · · · · · · · · · · · · | Blank            | 751          | 99.6    |               |         |               |        |                    |
|                                       | TOTAL            | 754          | 100.0   | 211,618       | 7,000   | 360,053       | 500    | 627,354            |
| 1987 Not Sold or In Storage           | Non-Blank        | 8            | 1.1     |               |         |               |        |                    |
|                                       | Blank            | 746          | 98.9    |               |         |               |        |                    |
|                                       | TOTAL            | 754          | 100.0   | 47,548        | 6,000   | 119,436       | 200    | 342,817            |
| 1987 Total                            | Non-Blank        | 74           | 9.8     |               |         |               |        |                    |
|                                       | Blank            | 680          | 90.2    |               |         |               |        |                    |
|                                       | TOTAL            | <b>754</b> . | 100.0   | 761,797       | 12,650  | 3,094,345     | 50     | 20,000,000         |

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|                                 |               |              | Number of | Percent of | of        |        | Standard     |              |             |  |
|---------------------------------|---------------|--------------|-----------|------------|-----------|--------|--------------|--------------|-------------|--|
| Ouestion                        | Response      | <u>Value</u> | Responses | Total      | Mean      | Med    | an Deviation | <u>Minir</u> | num Maximum |  |
| 1988 Roadside Market            | N             | lon-Blank    | 31        | 4.1        |           |        |              |              |             |  |
| 1700 Roadside Warnet            | •             | Blank        | 723       | 95.9       |           |        |              |              |             |  |
|                                 |               | TOTAL        | 754       | 100.0      | 4,955     | 1,813  | 10,538       | 40           | 48,700      |  |
| 1988 Retail Stores              | N             | lon-Blank    | 58        | 7.7        |           |        |              |              |             |  |
|                                 |               | Blank        | 696       | 92.3       |           |        |              |              |             |  |
|                                 |               | TOTAL        | 754       | 100.0      | 377,672   | 10,500 | 1,202,966    | 200          | 8,000,000   |  |
| 1988 Institutions               | N             | Ion-Blank    | 10        | 1.3        |           |        |              |              |             |  |
|                                 |               | Blank        | 744       | 98.7       |           |        |              |              |             |  |
|                                 |               | TOTAL        | 754       | 100.0      | 497,014   | 17,000 | 1,089,325    | 360          | 3,300,000   |  |
| 1988 Broker or Dealer           | N             | on-Blank     | 13        | 1.7        |           |        |              |              |             |  |
|                                 |               | Blank        | 741       | 98.3       |           |        |              |              |             |  |
|                                 |               | TOTAL        | 754       | 100.0      | 38,919    | 17,800 | 56,171       | 200          | 205,449     |  |
| 1988 Direct Export              | N             | lon-Blank    | 1         | 0.1        |           |        |              |              |             |  |
|                                 |               | Blank        | 753       | 99.9       |           |        |              |              |             |  |
|                                 |               | TOTAL        | 754       | 100.0      | 650 .     | 650    |              | 650          | 650         |  |
| 1988 Industrial User or Food M  | anufacturer N | lon-Blank    | 22        | 2.9        |           |        | ·            |              |             |  |
| ,                               |               | Blank        | 732       | 97.1       |           |        |              |              |             |  |
|                                 |               | TOTAL        | 754       | 100.0      | 1,430,252 | 75,703 | 3,929,040    | 50           | 14,900,000  |  |
| 1988 Other Outlet (First Option | ı) N          | on-Blank     | 14        | 1.9        |           |        |              |              |             |  |
| ,                               | •             | Blank        | 740       | 98.1       |           |        |              |              |             |  |
|                                 |               | TOTAL        | 754       | 100.0      | 9,460     | 5,820  | 9,656        | 40           | 25,790      |  |
| 1988 Other Outlet (Second Opt   | ion) N        | on-Blank     | 4         | 0.5        |           |        |              |              |             |  |
|                                 | ,             | Blank        | 750       | 99.5       |           |        |              |              |             |  |
|                                 |               | TOTAL        | 754       | 100.0      | 157,598   | 6,972  | 305,927      | 50           | 616,399     |  |
| 1988 Not Sold or In Storage     | N             | lon-Blank    | 9         | 1.2        |           |        |              |              |             |  |
|                                 |               | Blank        | 745       | 98.8       |           |        |              |              |             |  |
|                                 |               | TOTAL        | 754       | 100.0      | 114,226   | 6,000  | 299,134      | 152          | 909,440     |  |

|                                 |                    |                     | Number of       | Percent of | of             |        | Standard     |                |                |
|---------------------------------|--------------------|---------------------|-----------------|------------|----------------|--------|--------------|----------------|----------------|
| Question                        | Response           | Value               | Responses       | Total      | Mean           | Medi   | an Deviation | <u>Minimum</u> | <u>Maximum</u> |
| 1988 Total                      |                    | Non-Blank           | 77              | 10.2       |                |        |              |                |                |
| 1700 1001                       |                    | Blank               | 677             | 89.8       | •              |        |              |                |                |
|                                 |                    | TOTAL               | 754             | 100.0      | 789,503        | 18,000 | 3,163,300    | 100 20,0       | 000,000        |
| III. ADVERTISING AND PROM       | MOTIONAL AC        | TIVITIES            |                 |            |                |        |              |                |                |
| 1) Where did you advertise your | r products and sea | rvices in 1988? (Pl | lease put a CHE | CK on the  | appropriate sp | aces.) |              |                |                |
| Honey Local Newspapers          | Not Checked        | 0                   | 729             | 96.7       |                | ,      |              |                |                |
| , , , ,                         | Checked            | 1                   | 25              | 3.3        |                |        |              |                |                |
|                                 |                    | TOTAL               | 754             | 100.0      | 0.03           | 0      | 0.18         | 0              | 1              |
| Honey Circulars                 | Not Checked        | 0                   | 743             | 98.5       |                |        |              |                |                |
| ·                               | Checked            | 1                   | 11              | 1.5        |                |        |              |                |                |
|                                 |                    | TOTAL               | 754             | 100.0      | 0.01           | 0      | 0.12         | 0              | 1              |
| Honey Beekeeping Journals       | Not Checked        | 0                   | 754             | 100.0      |                |        |              |                |                |
| •                               | Checked            | 1                   | 0               | 0.0        |                |        |              |                |                |
|                                 |                    | TOTAL               | 754             | 100.0      | 0.00           | 0      |              | 0              | 0              |
| Honey Magazines                 | Not Checked        | 0                   | 748             | 99.2       |                |        |              |                |                |
|                                 | Checked            | 1                   | 6               | 0.8        |                |        |              |                |                |
|                                 |                    | TOTAL               | 754             | 100.0      | 0.01           | 0      | 0.09         | 0              | 1              |
| Honey Community Bulletin I      |                    |                     |                 |            |                |        |              |                |                |
|                                 | Not Checked        | 0                   | 751             | 99.6       |                |        |              |                |                |
|                                 | Checked            | 1                   | 3               | 0.4        |                |        |              |                |                |
| ·                               |                    | TOTAL               | 754             | 100.0      | 0.00           | 0      | 0.06         | 0              | 1              |
| Honey Direct Mail               | Not Checked        | 0                   | 743             | 98.5       |                |        |              |                |                |
|                                 | Checked            | 1                   | 11              | 1.5        |                |        |              |                |                |
|                                 |                    | TOTAL               | 754             | 100.0      | 0.01           | Ò      | 0.12         | 0              | 1              |
| Honey Road Signs                | Not Checked        | 0                   | 733             | 97.2       |                |        |              |                |                |
|                                 | Checked            | 1                   | 21              | 2.8        |                |        |              |                |                |
|                                 |                    | TOTAL               | 754             | 100.0      | 0.03           | 0      | 0.16         | 0              | 1              |
|                                 |                    |                     |                 |            |                |        |              |                |                |

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| Question                                 | Response            | <u>Value</u> | Number of Responses | Percent of Total | Mean | Median | Standard<br>Deviation | Minimum | _Maximum |
|------------------------------------------|---------------------|--------------|---------------------|------------------|------|--------|-----------------------|---------|----------|
| ** *** * * * * * * * * * * * * * * * * * | N. O. I.I.          | 0            | <b>604</b>          | 00.7             |      |        |                       |         |          |
| Honey Word of Mouth                      | Not Checked         | 0            | 684<br>90           | 90.7<br>9.3      |      |        |                       |         |          |
|                                          | Checked             | TOTAL        | 90<br>754           | 9.3<br>100.0     | 0.12 | 0      | 0.32                  | 0       | 1        |
|                                          |                     | TOTAL        | 134                 | 100.0            | 0.12 | U      | 0.32                  | U       | 1        |
| Honey Other                              | Not Checked         | 0            | 726                 | 96.3             |      |        |                       |         |          |
| ,                                        | Checked             | 1            | 28                  | 3.7              |      |        |                       |         |          |
|                                          |                     | TOTAL        | 754                 | 100.0            | 0.04 | 0      | 0.19                  | 0       | 1        |
| Honey Didn't Advertise                   | Not Checked         | 0            | 738                 | 97.9             |      |        |                       |         |          |
| •                                        | Checked             | .1           | 16                  | 2.1              |      |        |                       |         |          |
|                                          |                     | TOTAL        | 754                 | 100.0            | 0.02 | 0      | 0.14                  | 0       | 1        |
| Honey with other Products L              | ocal Newspapers     |              |                     |                  |      |        |                       |         |          |
|                                          | Not Checked         | 0            | 747                 | 99.1             |      |        |                       |         |          |
|                                          | Checked             | 1            | 7                   | 0.9              |      |        |                       |         |          |
|                                          |                     | TOTAL        | 754                 | 100.0            | 0.01 | 0      | 0.10                  | 0       | 1        |
| Honey with other Products C              |                     |              |                     |                  |      |        |                       |         |          |
| •                                        | Not Checked         | 0            | 750                 | 99.5             |      |        |                       |         |          |
|                                          | Checked             | 1            | 4                   | 0.5              |      |        |                       |         |          |
|                                          |                     | TOTAL        | 754                 | 100.0            | 0.01 | 0      | 0.07                  | 0       | 1        |
| Honey with other Products B              | seekeeping Journals |              |                     |                  |      |        |                       |         |          |
|                                          | Not Checked         | 0            | 753                 | 99.9             |      |        |                       |         |          |
|                                          | Checked             | 1 .          | 0                   | 0.1              |      |        |                       |         |          |
|                                          |                     | TOTAL        | 754                 | 100.0            | 0.00 | 0      |                       | 0       | 0        |
| Honey with other Products M              |                     |              |                     |                  |      |        |                       |         |          |
|                                          | Not Checked         | 0            | 749                 | 99.3             |      |        |                       |         |          |
|                                          | Checked             | 1            | 5                   | 0.7              |      |        |                       |         |          |
|                                          |                     | TOTAL        | 754                 | 100.0            | 0.01 | 0      | 0.08                  | 0       | 1        |
| Honey with other Products C              |                     |              |                     |                  |      |        |                       |         |          |
|                                          | Not Checked         | 0            | 754                 | 100.0            |      |        |                       |         |          |
|                                          | Checked             | 1            | 0                   | 0.0              |      |        |                       |         |          |
|                                          |                     | TOTAL        | 754                 | 100.0            | 0.00 | 0      |                       | 0       | 0        |

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| Question              | Response               | Value      | Number of Responses | Percent of Total | Mean | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|-----------------------|------------------------|------------|---------------------|------------------|------|--------|-----------------------|---------|----------------|
| Honey with other Prod | lucts Direct Mail      |            |                     |                  |      |        |                       |         |                |
| •                     | Not Checked            | 0          | 749                 | 99.3             |      |        |                       |         |                |
|                       | Checked                | 1<br>TOTAL | 5<br>754            | 0.7<br>100.0     | 0.01 | 0      | 0.08                  | 0       | 1              |
| Honey with other Prox | ducts Road Signs       |            |                     |                  |      |        |                       |         |                |
| •                     | Not Checked            | 0          | 751                 | 99.6             |      |        |                       |         |                |
|                       | Checked                | 1          | 3                   | 0.4              |      |        |                       |         |                |
|                       |                        | TOTAL      | 754                 | 100.0            | 0.00 | 0      | 0.06                  | 0       | 1              |
| Honey with other Proc |                        |            |                     |                  |      |        |                       |         |                |
|                       | Not Checked            | 0          | 737                 | 97.7             | •    |        |                       |         |                |
|                       | Checked                | 1          | 17                  | 2.3              |      | _      |                       | _       | _              |
|                       |                        | TOTAL      | 754                 | 100.0            | 0.02 | 0      | 0.15                  | 0       | 1              |
| Honey with other Prod | lucts Other            |            |                     |                  |      |        |                       |         |                |
| -                     | Not Checked            | 0          | 747                 | 99.1             |      |        |                       |         |                |
|                       | Checked                | 1          | 7                   | 0.9              |      |        |                       |         |                |
|                       |                        | TOTAL      | 754                 | 100.0            | 0.01 | 0      | 0.10                  | 0       | 1              |
| Honey with other Prod | lucts Didn't Advertise |            |                     |                  |      |        |                       |         |                |
|                       | Not Checked            | 0          | 675                 | 89.5             |      |        |                       |         |                |
|                       | Checked                | 1          | 79                  | 10.5             |      |        |                       | _       |                |
|                       |                        | TOTAL      | 754                 | 100.0            | 0.10 | 0      | 0.31                  | 0       | 1              |
| Packing Services Loca | l Newspapers           |            |                     |                  |      |        |                       |         |                |
| _                     | Not Checked            | 0          | 754                 | 100.0            |      |        |                       |         |                |
|                       | Checked                | 1          | 0                   | 0.0              |      |        |                       | _       |                |
|                       |                        | TOTAL      | 754                 | 100.0            | 0.00 | 0      |                       | 0       | 0              |
| Packing Services Circ |                        | 0          | 754                 | 100.0            |      |        |                       |         |                |
| -                     | Checked                | 1          | 0                   | 0.0              |      |        |                       |         |                |
|                       |                        | TOTAL      | 754                 | 100.0            | 0.00 | 0      |                       | 0       | 0              |

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| Question                      | Response    | Value | Number of Responses | Percent ofTotal | Mean | Median | Standard<br>Deviation | Minimum | Maximum |
|-------------------------------|-------------|-------|---------------------|-----------------|------|--------|-----------------------|---------|---------|
| Packing Services Beekeeping   | Tournals    |       |                     |                 |      |        |                       |         |         |
| racking between Beckeeping    | Not Checked | 0     | 754                 | 100.0           |      |        |                       |         |         |
|                               | Checked     | 1     | 0                   | 0.0             |      |        |                       |         |         |
|                               |             | TOTAL | 754                 | 100.0           | 0.00 | 0      |                       | 0       | 0       |
| Packing Services Magazines    | Not Checked | 0     | 754                 | 100.0           |      |        |                       |         |         |
|                               | Checked     | 1     | 0                   | 0.0             |      |        |                       |         |         |
|                               |             | TOTAL | 754                 | 100.0           | 0.00 | 0      |                       | 0       | 0       |
| Packing Services Community    |             | ,     |                     |                 |      |        |                       |         |         |
|                               | Not Checked | 0     | 754                 | 100.0           |      |        |                       |         |         |
|                               | Checked     | 1     | 0                   | 0.0             |      |        |                       |         |         |
|                               |             | TOTAL | 754                 | 100.0           | 0.00 | 0      |                       | 0       | 0       |
| Packing Services Direct Mail  |             | 0     | 754                 | 100.0           |      |        |                       |         |         |
|                               | Checked -   | 1     | 0                   | 0.0             |      |        |                       |         |         |
|                               |             | TOTAL | 754                 | 100.0           | 0.00 | 0      |                       | 0       | 0       |
| Packing Services Road Signs   | Not Checked | 0     | 754                 | 100.0           |      |        |                       |         |         |
|                               | Checked     | 1     | 0                   | 0.0             |      |        |                       |         |         |
|                               |             | TOTAL | 754                 | 100.0           | 0.00 | 0      |                       | 0       | 0       |
| Packing Services Word of Mo   | outh        |       |                     |                 |      | •      |                       |         |         |
|                               | Not Checked | 0     | 745                 | 98.9            |      |        |                       |         |         |
|                               | Checked     | 1     | 9                   | 1.2             |      |        |                       |         |         |
| •                             |             | TOTAL | 754                 | 100.0           | 0.01 | 0      | 0.11                  | 0       | 1       |
| Packing Services Other        | Not Checked | 0     | 752                 | 99.7            | ,    |        |                       |         |         |
|                               | Checked     | 1     | 2                   | 0.3             |      |        |                       |         |         |
|                               |             | TOTAL | 754                 | 100.0           | 0.00 | 0      | 0.05                  | 0       | 1       |
| Packing Services Didn't Adver |             |       |                     |                 |      |        |                       |         |         |
| -                             | Not Checked | 0     | 662                 | 87.8            |      |        |                       |         |         |
|                               | Checked     | 1     | 92                  | 12.2            |      |        |                       |         |         |
|                               |             | TOTAL | 754                 | 100.0           | 0.12 | 0      | 0.33                  | 0       | 1       |
|                               |             |       |                     |                 |      |        |                       |         |         |

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| Question Response                              | Value  | Number of Responses | Percent of Total | Mean | Median | Standard<br>Deviation | Minimum | Maximum |
|------------------------------------------------|--------|---------------------|------------------|------|--------|-----------------------|---------|---------|
| Other Products or Services Local Newspapers    |        |                     |                  |      |        |                       |         |         |
| Not Checked                                    | 0      | 751                 | 99.6             |      |        |                       |         |         |
| Checked                                        | 1      | 3                   | 0.4              |      |        |                       |         |         |
|                                                | TOTAL  | 754                 | 100.0            | 0.00 | 0      | 0.06                  | 0       | 1       |
| Other Products or Services Circulars           |        |                     |                  |      |        |                       |         |         |
| Not Checked                                    | 0      | 751                 | 99.6             |      |        |                       |         |         |
| Checked                                        | 1      | 3                   | 0.4              |      |        |                       |         |         |
|                                                | TOTAL  | 754                 | 100.0            | 0.00 | 0      | 0.06                  | 0       | 1       |
| Other Products or Services Beekeeping Journals |        |                     |                  |      |        |                       |         |         |
| Not Checked                                    | 0      | 752                 | 99.7             |      |        |                       |         |         |
| Checked                                        | 1      | 2                   | 0.3              |      |        |                       |         |         |
|                                                | TOTAL  | 754                 | 100.0            | 0.00 | 0      | 0.05                  | 0       | 1       |
| Other Products or Services Magazines           |        |                     |                  |      |        |                       |         |         |
| Not Checked                                    | 0      | 753                 | 99.9             |      |        |                       |         |         |
| Checked                                        | ì      | 1                   | 0.1              |      |        |                       |         |         |
|                                                | TOTAL  | 754                 | 100.0            | 0.00 | 0      | 0.04                  | 0       | 1       |
| Other Products or Services Community Bulletin  | Boards |                     |                  |      |        |                       |         |         |
| Not Checked                                    | 0      | 753                 | 99.9             |      |        |                       |         |         |
| Checked                                        | ĺ      | 1                   | 0.1              |      |        |                       |         |         |
|                                                | TOTAL  | 754                 | 100.0            | 0.00 | 0      | 0.04                  | 0       | 1       |
| Other Products or Services Direct Mail         |        |                     |                  |      |        |                       |         |         |
| Not Checked                                    | 0      | 750                 | 99.5             |      |        |                       |         |         |
| Checked                                        | 1      | 4                   | 0.5              |      |        |                       |         |         |
|                                                | TOTAL  | 754                 | 100.0            | 0.01 | 0      | 0.07                  | 0       | 1       |
| Other Products or Services Road Signs          |        |                     |                  |      | •      |                       |         |         |
| Not Checked                                    | 0      | 753                 | 99.9             |      |        |                       |         |         |
| Checked                                        | ĭ      | 1                   | 0.1              |      |        |                       |         |         |
| 300.00                                         | TOTAL  | 754                 | 100.0            | 0.00 | 0      | 0.04                  | 0       | 1       |

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| Question                                        | Response               | Value      | Number of Responses | Percent of Total | Mean | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|-------------------------------------------------|------------------------|------------|---------------------|------------------|------|--------|-----------------------|---------|----------------|
| Other Products or Services W                    | Vord of Mouth          |            |                     |                  |      |        |                       |         |                |
|                                                 | Not Checked            | 0          | 736                 | 97.6             |      |        |                       |         |                |
|                                                 | Checked                | 1          | 18                  | 2.4              |      |        |                       |         |                |
|                                                 |                        | TOTAL      | 754                 | 100.0            | 0.02 | 0      | 0.15                  | 0       | 1              |
| Other Products or Services O                    | ther                   |            |                     |                  |      |        |                       |         |                |
| •                                               | Not Checked            | 0          | 748                 | 99.2             |      |        |                       |         |                |
|                                                 | Checked                | 1          | 6                   | 0.8              |      |        |                       |         |                |
|                                                 |                        | TOTAL      | 754                 | 100.0            | 0.01 | 0      | 0.09                  | 0       | 1              |
| Other Products or Services D                    | idn't Advertise        |            |                     |                  |      |        |                       |         |                |
|                                                 | Not Checked            | 0          | 671                 | 89.0             |      |        |                       |         |                |
|                                                 | Checked                | 1          | 83                  | 11.0             |      |        |                       |         |                |
|                                                 |                        | TOTAL      | 754                 | 100.0            | 0.11 | 0      | 0.31                  | 0       | 1 .            |
| SECTION C. IMPORTERS AN I. FIRM CHARACTERISTICS |                        |            |                     |                  |      |        |                       |         |                |
| 1) Which of the following best of               |                        |            |                     |                  |      |        |                       |         |                |
|                                                 | a. Full time Impor     |            | 8                   | 1.1              |      |        |                       |         |                |
|                                                 | b. Full time Broke     |            | 5                   | 0.7              |      |        | •                     |         |                |
| ,                                               | c. Full time Impor     |            |                     | 0.4              |      |        |                       |         |                |
|                                                 | 1 Th                   | 3          | 3                   | 0.4              |      |        |                       |         |                |
|                                                 | d. Part time Impor     |            | 5                   | 0.7              |      |        |                       |         |                |
|                                                 | e. Part time Broke     |            | ŀ                   | 0.1              |      |        |                       |         |                |
| <i>x</i>                                        | f. Part time Import    |            | . 0                 | 0.0              |      |        |                       |         |                |
|                                                 |                        | 6<br>Blank | 732                 | 97.1             |      |        |                       |         |                |
|                                                 |                        | TOTAL      | 754                 | 100.0            | 2.36 | 2      | 1.33                  | 1       | 5              |
| 2) In substitute de ven bose sou                |                        |            | 154                 | 100.0            | 2.50 | 2      | 1,55                  | 1       | J              |
| 2) In what state do you have you                | ir primary neadquariei | CA         | 4                   |                  |      |        |                       |         |                |
|                                                 |                        | CT         | 1                   |                  |      |        |                       |         |                |
|                                                 |                        | FL         | 2                   |                  |      |        |                       |         |                |
|                                                 |                        | ID         | 1                   |                  |      |        |                       |         |                |
|                                                 |                        | IL         | 1                   |                  |      |        |                       |         |                |
|                                                 |                        | MT         | 1                   |                  |      |        |                       |         |                |
|                                                 |                        | IA1 1      | 1                   |                  |      |        |                       |         |                |

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| Duestion                             | Response        | Value                 | Number of<br>Responses | Percent o Total | f<br><u>Mean</u> | Media          | Standard <u>Deviation</u> | Minimum       | Maximu                                  |
|--------------------------------------|-----------------|-----------------------|------------------------|-----------------|------------------|----------------|---------------------------|---------------|-----------------------------------------|
|                                      |                 |                       |                        |                 |                  |                |                           |               | *************************************** |
|                                      |                 | NC                    | 1                      |                 |                  |                |                           |               |                                         |
|                                      |                 | . NJ                  | 4                      |                 |                  |                |                           |               |                                         |
|                                      |                 | NY                    | 2                      |                 |                  |                |                           |               |                                         |
|                                      |                 | OH                    | 1                      |                 |                  |                |                           |               |                                         |
|                                      |                 | PA                    | 1                      |                 |                  |                |                           |               |                                         |
|                                      |                 | TX                    | 1                      |                 |                  |                |                           |               |                                         |
|                                      |                 | VA                    | 1                      |                 |                  |                |                           |               |                                         |
|                                      |                 | WA                    | 1                      |                 |                  |                |                           |               |                                         |
|                                      |                 | Blank                 | 732                    | 97.1            |                  |                |                           |               |                                         |
|                                      |                 | TOTAL                 | 754                    | 100.0           |                  |                |                           |               |                                         |
| . PRODUCTS AND SERVICE               | S               |                       |                        |                 |                  |                |                           |               |                                         |
| What products do you negotiat        | te? (Circle AL  | L that apply.)        |                        |                 |                  |                |                           |               |                                         |
| a. Honey                             | Not Circled     | 0                     | 734                    | 97.3            |                  |                |                           |               |                                         |
| •                                    | Circled         | 1                     | 20                     | 2.7             |                  |                |                           |               |                                         |
| •                                    |                 | TOTAL                 | 754                    | 100.0           | 0.03             | 0              | 0.16                      | 0             | 1                                       |
| b. Other Nutritive Swecteners        | <b>,</b>        |                       |                        |                 |                  |                |                           |               | •                                       |
|                                      | Not Circled     | 0                     | 749                    | 99.3            |                  |                |                           |               |                                         |
|                                      | Circled         | 1                     | 5                      | 0.7             |                  |                |                           |               |                                         |
|                                      |                 | TOTAL                 | 754                    | 100.0           | 0.01             | 0              | 0.08                      | 0             | 1                                       |
| c. Other Agricultural Products       | <b>;</b>        |                       |                        |                 |                  |                |                           |               |                                         |
| 8                                    | Not Circled     | 0                     | 743                    | 98.5            |                  |                |                           |               |                                         |
|                                      | Circled         | ĭ                     | 11                     | 1.5             |                  |                |                           |               |                                         |
| •                                    |                 | TOTAL                 | 754                    | 100.0           | 0.01             | 0              | 0.12                      | 0             | 1                                       |
| d. Non-Agricultural Products         | Not Circled     | 0                     | 746                    | 98.9            |                  |                |                           |               |                                         |
|                                      | Circled         | i                     | 8                      | 1.1             |                  |                |                           |               |                                         |
|                                      | CHOICU          | TOTAL                 | 754                    | 100.0           | 0.01             | 0              | 0.10                      | 0             | 1                                       |
| During the period of 1985 to 1       | 988, please ind | licate the quantity o | of honey negotia       | nted by you     | r operation, i   | ts source, the | cost and the reve         | enue received | •                                       |
| 1985 Domestic Honey Source<br>Volume |                 | Non-Blank             |                        |                 |                  |                |                           |               |                                         |
| VOIGHE                               |                 |                       | 6<br>749               | 0.8<br>99.2     |                  |                |                           |               |                                         |
|                                      |                 | Blank                 | 748 .                  |                 | 226 071          | 140.000        | 551 100                   |               | 4. 465                                  |
|                                      |                 | TOTAL                 | 754                    | 100.0           | 336,071          | 140,000        | 551,122                   | 15,000 1,44   | 41,428                                  |

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| Ouestion                   | Response Value | Number of Responses | Percent<br>Tota |           | <u>Medi</u> | Standard<br>an Deviation | Mini   | mum <u>Maximum</u> |
|----------------------------|----------------|---------------------|-----------------|-----------|-------------|--------------------------|--------|--------------------|
| Total Cost                 | Non-Blank      | 3                   | 0.4             |           |             |                          |        |                    |
|                            | Blank          | 751                 | 99.6            |           |             |                          |        |                    |
|                            | TOTAL          | 754                 | 100.0           | 209,466   | 14,000      | 342,897                  | 9,000  | 605,399            |
| Total Revenue              | Non-Blank      | 4                   | 0.5             |           |             |                          |        |                    |
|                            | Blank          | 750                 | 99.5            |           |             |                          |        |                    |
|                            | TOTAL          | 754                 | 100.0           | 227,127   | 128,500     | 280,366                  | 12,000 | 639,507            |
| 1985 Foreign Honey Source  |                |                     |                 |           |             |                          |        |                    |
| Volume                     | Non-Blank      | 8                   | 1.1             |           |             |                          |        |                    |
|                            | Blank          | 746                 | 98.9            |           |             |                          |        |                    |
|                            | TOTAL          | 754                 |                 | 3,458,047 | 540,500     | 7,551,873                | 1,375  | 22,000,000         |
| Total Cost                 | Non-Blank      | 5                   | 0.7             |           |             |                          |        |                    |
|                            | Blank          | 749                 | 99.3            |           |             |                          |        |                    |
|                            | TOTAL          | 754                 | 100.0           | 282,500   | 36,000      | 470,707                  | 1,100  | 1,100,000          |
| Total Revenue              | Non-Blank      | 4                   | 0.5             |           |             |                          |        |                    |
|                            | Blank          | 750                 | 99.5            | •         |             | •                        |        |                    |
|                            | TOTAL          | 754                 | 100.0           | 80,487    | 19,787      | 134,569                  | 1,375  | 281,000            |
| 1986 Domestic Honey Source | 2              |                     |                 |           |             |                          |        |                    |
| Volume                     | Non-Blank      | 5                   | 0.7             |           |             |                          |        |                    |
|                            | Blank          | 749                 | 99.3            |           |             |                          |        |                    |
|                            | TOTAL          | 754                 | 100.0           | 312,690   | 200,000     | 434,576                  | 7,500  | 1,060,952          |
| Total Cost                 | Non-Blank      | 3                   | 0.4             |           |             |                          |        |                    |
|                            | Blank          | 751                 | 99.6            |           |             |                          |        |                    |
|                            | TOTAL          | 754                 | 100.0           | 152,533   | 9,000       | 253,820                  | 3,000  | 445,599            |
| Total Revenue              | Non-Blank      | 4                   | 0.5             |           | •           |                          |        |                    |
|                            | Blank          | 750                 | 99.5            |           |             |                          |        |                    |
|                            | TOTAL          | 754                 | 100.0           | 196,278   | 139,500     | 207,792                  | 12,000 | 494,113            |

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| Ouestion                   | Response Value | Number of Responses | Percent<br>Total |           | Med     | Standard<br>an Deviation |        | num <u>Maximum</u> |
|----------------------------|----------------|---------------------|------------------|-----------|---------|--------------------------|--------|--------------------|
| 1986 Foreign Honey Source  |                |                     |                  |           |         |                          |        |                    |
| Volume                     | Non-Blank      | 8                   | 1.1              |           |         |                          |        |                    |
|                            | Blank          | 746                 | 98.9             |           |         |                          |        |                    |
|                            | TOTAL          | 754                 | 100.0            | 3,496,632 | 225,000 | 6,864,665                | 1,056  | 20,000,000         |
| Total Cost                 | Non-Blank      | 5                   | 0.7              |           |         |                          |        |                    |
|                            | Blank          | 749                 | 99.3             |           |         |                          |        |                    |
|                            | TOTAL          | 754                 | 100.0            | 320,660   | 54,000  | 632,523                  | 898    | 1,450,000          |
| Total Revenue              | Non-Blank      | 4                   | 0.5              |           |         |                          |        |                    |
|                            | Blank          | 750                 | 99.5             |           |         |                          |        |                    |
|                            | TOTAL          | 754                 | 100.0            | 42,147    | 29,984  | 50,306                   | 1,122  | 107,500            |
| 1987 Domestic Honey Source | ce             |                     |                  |           |         |                          |        |                    |
| Volume                     | Non-Blank      | 5                   | 0.7              |           |         |                          |        | •                  |
| •                          | Blank          | 749                 | 99.3             |           |         |                          |        |                    |
|                            | TOTAL          | 754                 | 100.0            | 268,076   | 280,000 | 280,877                  | 15,000 | 702,380            |
| Total Cost                 | Non-Blank      | 3                   | 0.4              |           |         |                          |        |                    |
|                            | Blank          | <i>7</i> 51         | 99.6             |           |         |                          |        |                    |
|                            | TOTAL          | 754                 | 100.0            | 104,400   | 9,200   | 165,064                  | 9,000  | 294,999            |
| Total Revenue              | Non-Blank      | 4                   | 0.5              |           |         |                          |        |                    |
| •                          | Blank          | 750                 | 99.5             |           |         |                          |        |                    |
| <b>.</b>                   | TOTAL          | 754                 | 100.0            | - 166,381 | 141,900 | 149,389                  | 12,000 | 369,723            |
| 1987 Foreign Honey Source  | <b>)</b>       |                     |                  |           |         |                          |        |                    |
| Volume                     | Non-Blank      | 10                  | 1.3              |           |         |                          |        |                    |
|                            | Blank          | 744                 | 98.7             |           |         |                          |        |                    |
|                            | TOTAL          | 754                 | 100.0            | 2,955,749 | 240,000 | 6,457,204                | 410    | 21,000,000         |
| Total Cost                 | Non-Blank      | 7                   | 0.9              |           |         |                          |        |                    |
| . 0                        | Blank          | 747                 | 99.1             |           |         |                          |        |                    |
|                            | TOTAL          | 754                 | 100.0            | 254,191   | 30,000  | 568,823                  | 420    | 1,540,000          |

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| Question                       | Response Valu               | Number of Responses | Percent of Total     |                 | Median       | Standard<br>Deviation | Minin  | num <u>Maximum</u> |
|--------------------------------|-----------------------------|---------------------|----------------------|-----------------|--------------|-----------------------|--------|--------------------|
| Total Revenue                  | Non-Blank<br>Blank<br>TOTAL | 6<br>748<br>754     | 0.8<br>99.2<br>100.0 | 43,773          | 17,350       | 54,987                | 480    | 120,400            |
| 1988 Domestic Honey Source     |                             |                     |                      |                 |              |                       |        |                    |
| Volume                         | Non-Blank                   | 5                   | 0.7                  |                 |              |                       |        |                    |
|                                | Blank                       | 749                 | 99.3                 |                 |              |                       |        |                    |
|                                | TOTAL                       | 754                 | 100.0                | 325,705         | 480,000      | 283,858               | 15,000 | 609,523            |
| Total Cost                     | Non-Blank                   | 3                   | 0.4                  |                 |              |                       |        |                    |
|                                | Blank                       | 751                 | 99.6                 |                 |              |                       |        |                    |
|                                | TOTAL                       | 754                 | 100.0                | 91,600          | 9,800        | 142,375               | 9,000  | 255,999            |
| Total Revenue                  | Non-Blank                   | 4                   | 0.5                  |                 |              |                       |        |                    |
|                                | Blank                       | 750                 | 99.5                 |                 |              |                       |        |                    |
|                                | TOTAL                       | 754                 | 100.0                | 170,608         | 176,800      | 147,598               | 12,000 | 316,832            |
| 1988 Foreign Honey Source      |                             |                     |                      |                 |              |                       |        |                    |
| Volume                         | Non-Blank                   | 13                  | 1.7                  |                 |              |                       |        |                    |
|                                | Blank                       | 741                 | 98.3                 |                 |              |                       |        |                    |
|                                | TOTAL                       | 754                 | 100.0                | 2,396,172       | 160,000 6    | 5,304,507             | 450    | 23,000,000         |
| Total Cost                     | Non-Blank                   | 10                  | 1.3                  |                 |              |                       |        |                    |
|                                | Blank                       | 744                 | 98.7                 |                 |              |                       |        |                    |
|                                | TOTAL                       | 754                 | 100.0                | 186,630         | 31,100       | 481,994               | 540    | 1,555,000          |
| Total Revenue                  | Non-Blank                   | 8                   | 1.1                  |                 |              |                       |        |                    |
| ,                              | Blank                       | 746                 | 98.9                 |                 |              |                       |        |                    |
|                                | TOTAL                       | 754                 | 100.0                | 39,217          | 26,075       | 40,326                | 625    | 86,000             |
| 3) How much of your negotiated |                             | through the follow  |                      | et outlets from | 1985 to 1988 | 3:                    |        |                    |
| 1985 Roadside Market           | Non-Blank                   | 1                   | 0.1                  |                 |              |                       |        |                    |
|                                | Blank                       | 753                 | 99.9                 |                 |              |                       |        |                    |
|                                | TOTAL                       | 754                 | 100.0                | 300             | 300          |                       | 300    | 300                |

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| uestion Response                          | Value     | Number of | Percent o | of <u>Me</u> | an Med     | Standa<br>lian Deviat |           | marin Marin        |
|-------------------------------------------|-----------|-----------|-----------|--------------|------------|-----------------------|-----------|--------------------|
| uestion                                   | varuç     | Responses | IQIAI     | IVIE         | anwee      | nan Deviai            | ion Minii | mum <u>Maximun</u> |
| 1985 Retail Stores                        | Non-Blank | 6         | 0.8       |              |            |                       |           |                    |
|                                           | Blank     | 748       | 99.2      |              |            |                       |           |                    |
|                                           | TOTAL     | 754       | 100.0     | 66,979       | 13,750     | 106,758               | 1,375     | 271,000            |
| 1985 Institutions                         | Non-Blank | 2         | 0.3       |              |            |                       |           |                    |
|                                           | Blank     | 752       | 99.7      |              |            |                       |           |                    |
|                                           | TOTAL     | 754       | 100.0     | 875,000      | 875,000    | 1,166,726             | 50,000    | 1,700,000          |
| 1985 Packers/Bottlers Independent         | Non-Blank | 2         | 0.3       |              |            | •                     |           |                    |
| •                                         | Blank     | 752       | 99.7      |              |            |                       |           |                    |
|                                           | TOTAL     | 754       |           | 1,340,500    | 11,340,500 | 15,074,809            | 681,000   | 22,000,000         |
| 1985 Packers/Bottlers Cooperative         | Non-Blank | 1         | 0.1       |              |            |                       |           |                    |
| •                                         | Blank     | 753       | 99.9      |              |            |                       |           |                    |
|                                           | TOTAL     | 754       | 100.0     | 7,500        | 7,500      |                       | 7,500     | 7,500              |
| 1985 Direct Export                        | Non-Blank | 1         | 0.1       |              |            |                       |           |                    |
| •                                         | Blank     | 753       | 99.9      |              |            |                       |           | •                  |
|                                           | TOTAL     | 754       | 100.0     | 240,000      | 240,000    |                       | 240,000   | 240,000            |
| 1985 Industrial User or Food Manufacturer | Non-Blank | 3         | 0.4       |              |            |                       |           |                    |
|                                           | Blank     | 751       | 99.6      |              |            |                       |           |                    |
|                                           | TOTAL     | 754       | 100.0     | 301,667      | 240,000    | 248,311               | 90,000    | 575,000            |
| 1985 Other Outlet (First Response)        | Non-Blank | 1         | 0.1       |              |            |                       |           |                    |
|                                           | Blank     | 753       | 99.9      |              |            |                       |           |                    |
|                                           | TOTAL     | 754       | 100.0     | 500          | 500        |                       | 500       | 500                |
| 1985 Other Outlet (Second Response)       | Non-Blank | 0         | 0.0       |              |            |                       |           |                    |
|                                           | Blank     | 754       | 100.0     |              |            |                       |           |                    |
|                                           | TOTAL     | 754       | 100.0     |              |            |                       |           |                    |
| 1985 Not Sold or In Storage               | Non-Blank | 1         | 0.1       |              |            |                       |           |                    |
| -                                         | Blank     | 753       | 99.9      |              |            |                       |           |                    |
|                                           | TOTAL     | 754       | 100.0     | 200          | 200        |                       | 200       | 200                |

| uestion                   | Response          | Value     | Number of Responses | Percent of Total |           | an Med     | Standard<br>ian Deviation | <u>Mini</u> ı | mum Maximum |
|---------------------------|-------------------|-----------|---------------------|------------------|-----------|------------|---------------------------|---------------|-------------|
| 1985 Total                |                   | Non-Blank | 11                  | 1.5              |           |            |                           |               |             |
|                           |                   | Blank     | 743                 | 98.5             |           |            |                           |               |             |
|                           |                   | TOTAL     | 754                 | 100.0            | 2,362,398 | 90,000     | 6,635,225                 | 1,000         | 22,240,000  |
| 1986 Roadside Market      |                   | Non-Blank | 1                   | 0.1              |           |            |                           |               |             |
|                           |                   | Blank     | 753                 | 99.9             |           |            |                           |               |             |
|                           |                   | TOTAL     | 754                 | 100.0            | 400       | 400        |                           | 400           | 400         |
| 1986 Retail Stores        |                   | Non-Blank | 5                   | 0.7              |           |            |                           |               |             |
|                           |                   | Blank     | 749                 | 99.3             |           |            |                           |               |             |
|                           |                   | TOTAL     | 754                 | 100.0            | 206,911   | 7,500      | 403,043                   | 1,056         | 924,000     |
| 1986 Institutions         |                   | Non-Blank | 2                   | 0.3              |           |            |                           |               |             |
|                           |                   | Blank     | 752                 | 99.7             |           | •          |                           |               |             |
|                           |                   | TOTAL     | 754                 | 100.0            | 1,275,000 | 1,275,000  | 1,732,412                 | 50,000        | 2,500,000   |
| 1986 Packers/Bottlers Inc | dependent         | Non-Blank | 2                   | 0.3              |           |            |                           |               |             |
|                           | •                 | Blank     | 752                 | 99.7             |           |            |                           |               |             |
|                           |                   | TOTAL     | 754                 | 100.01           | 0,125,000 | 10,125,000 | 13,965,359                | 250,000       | 20,000,000  |
| 1986 Packers/Bottlers Co  | ooperative        | Non-Blank | 1                   | 0.1              |           |            | ·                         |               |             |
|                           | - <del>-</del> -  | Blank     | 753                 | 99.9             |           |            |                           |               |             |
|                           |                   | TOTAL     | 754                 | 100.0            | 7,500     | 7,500      |                           | 7,500         | 7,500       |
| 1986 Direct Export        |                   | Non-Blank | 1                   | 0.1              |           |            |                           |               |             |
|                           |                   | Blank     | 753                 | 99.9             |           |            |                           |               |             |
|                           |                   | TOTAL     | 754                 | 100.0            | 200,000   | 200,000    | 2                         | 200,000       | 200,000     |
| 1986 Industrial User or F | Food Manufacturer | Non-Blank | 3                   | 0.4              |           |            |                           |               |             |
|                           |                   | Blank     | . 751               | 99.6             |           |            |                           |               |             |
|                           |                   | TOTAL     | 754                 | 100.0            | 951,667   | 575,000    | 919,787 2                 | 280,000       | 2,000,000   |
| 1986 Other Outlet (First  | Response)         | Non-Blank | 1                   | 0.1              |           |            |                           |               |             |
| `                         | <u>.</u>          | Blank     | 753                 | 99.9             |           |            |                           |               |             |
|                           |                   | TOTAL     | 754                 | 100.0            | 500       | 500        |                           | 500           | 500         |

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| Question                    | Response  | Value     | Number of<br>Responses | Percent<br>Total |           | an Me     | Standa<br>Jian Deviat |         | mum Maximur |
|-----------------------------|-----------|-----------|------------------------|------------------|-----------|-----------|-----------------------|---------|-------------|
| 1986 Other Outlet (Second   | Response) | Non-Blank | 0                      | 0.0              |           |           |                       |         |             |
|                             | ,,        | Blank     | 754                    | 100.0            |           |           |                       |         |             |
|                             |           | TOTAL     | 754                    | 100.0            |           |           |                       |         |             |
| 1986 Not Sold or In Storag  | ze        | Non-Blank | 1                      | 0.1              |           |           |                       |         |             |
| •                           | ,         | Blank     | 753                    | 99.9             |           |           |                       |         | •           |
|                             |           | TOTAL     | 754                    | 100.0            | 600       | 600       |                       | 600     | 600         |
| 1986 Total                  |           | Non-Blank | 10                     | 1.3              |           |           |                       |         |             |
|                             |           | Blank     | 744                    | 98.7             |           | •         |                       |         |             |
|                             |           | TOTAL     | 754                    | 100.0            | 2,689,856 | 200,000   | 6,287,928             | 1,056   | 20,200,000  |
| 1987 Roadside Market        |           | Non-Blank | 1                      | 0.1              |           |           |                       |         |             |
|                             |           | Blank     | 753                    | 99.9             |           |           |                       |         |             |
| •                           |           | TOTAL     | 754                    | 100.0            | 100       | 100       |                       | 100     | 100         |
| 1987 Retail Stores          |           | Non-Blank | 6                      | 0.8              |           |           |                       |         |             |
|                             |           | Blank     | 748                    | 99.2             |           |           |                       |         |             |
| ·                           |           | TOTAL     | 754                    | 100.0            | 176,832   | 4,542     | 380,774               | 410     | 950,000     |
| 1987 Institutions           |           | Non-Blank | 2                      | 0.3              |           |           |                       |         |             |
|                             |           | Blank     | 752                    | 99.7             |           |           |                       |         |             |
|                             |           | TOTAL     | 754                    | 100.0            | 1,525,000 | 1,525,000 | 2,085,965             | 50,000  | 3,000,000   |
| 1987 Packers/Bottlers Indep | endent    | Non-Blank | 3                      | 0.4              |           |           |                       |         |             |
| •                           |           | Blank     | 751                    | 99.6             |           |           |                       |         |             |
|                             |           | TOTAL     | 754                    | 100.0            | 7,118,000 | 280,000   | 12,022,606            | 74,000  | 21,000,000  |
| 1987 Packers/Bottlers Coop  | perative  | Non-Blank | 1                      | 0.1              |           |           |                       |         |             |
|                             |           | Blank     | 753                    | 99.9             |           |           |                       |         |             |
|                             |           | TOTAL     | 754                    | 100.0            | 7,500     | 7,500     |                       | 7,500   | 7,500       |
| 1987 Direct Export          |           | Non-Blank | 1                      | 0.1              |           |           |                       |         |             |
|                             |           | Blank     | 753                    | 99.9             |           |           |                       |         |             |
|                             |           | TOTAL     | 754 .                  | 100.0            | 320,000   | 320,000   |                       | 320,000 | 320,000     |

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| 1987 | n Response                           | Value_         | Number of<br>Responses | Percent of Total | Mea       | n Med     | Standard<br>ian Deviatio |         | mum <u>Maximum</u> |
|------|--------------------------------------|----------------|------------------------|------------------|-----------|-----------|--------------------------|---------|--------------------|
|      | Industrial User or Food Manufacturer | Non-Blank      | 3                      | 0.4              |           |           |                          |         |                    |
|      | Industrial Cost of 2 CCC             | Blank          | 751                    | 99.6             |           |           |                          |         |                    |
|      |                                      | TOTAL          | 754                    |                  | 1,118,333 | 575,000   | 1,205,615                | 280,000 | 2,500,000          |
| 1987 | Other Outlet (First Response)        | Non-Blank      | 1                      | 0.1              |           |           |                          |         |                    |
|      | •                                    | Blank          | 753                    | 99.9             |           |           |                          |         |                    |
| •    |                                      | TOTAL          | 754                    | 100.0            | 300       | 300       |                          | 300     | 300                |
| 1987 | Other Outlet (Second Response)       | Non-Blank      | 0                      | 0.0              |           |           |                          |         |                    |
|      |                                      | Blank          | 754                    | 100.0            |           |           |                          |         |                    |
|      |                                      | TOTAL          | 754                    | 100.0            |           |           |                          |         |                    |
| 1987 | Not Sold or In Storage               | Non-Blank      | 0                      | 0.0              |           |           |                          |         |                    |
|      | _                                    | Blank          | 754                    | 100.0            |           |           |                          |         |                    |
|      |                                      | TOTAL          | 754                    | 100.0            |           |           |                          |         |                    |
| 1987 | Total                                | Non-Blank      | 12                     | 1.6              |           |           |                          |         |                    |
|      |                                      | Blank          | 742                    | 98.4             |           |           |                          |         |                    |
|      |                                      | TOTAL          | 754                    | 100.0            | 2,428,991 | . 112,000 | 6,110,000                | 400     | 21,320,000         |
| 1988 | Roadside Market                      | Non-Blank      | 0                      | 0.0              |           |           |                          |         |                    |
|      |                                      | Blank          | 754                    | 100.0            |           |           |                          |         |                    |
|      |                                      | TOTAL          | 754                    | 100.0            |           |           |                          |         |                    |
| 1988 | Retail Stores                        | Non-Blank      | 9                      | 1.2              |           |           |                          |         |                    |
|      |                                      | Blank          | 745                    | 98.8             |           |           |                          |         |                    |
|      | •                                    | TOTAL          | 754                    | 100.0            | 112,119   | 7,500     | 314,322                  | 450     | 950,000            |
| 1988 | Institutions                         | Non-Blank      | 2                      | 0.3              |           |           |                          |         |                    |
| •    |                                      | Blank          | 752                    | 99.7             |           |           |                          |         |                    |
|      |                                      | TOTAL          | 754                    | 100.0            | 1,675,000 | 1,675,000 | 2,298,097                | 50,000  | 3,300,000          |
| 1988 | Packers/Bottlers Independent         | Non-Blank      | 3                      | 0.4              |           |           |                          |         |                    |
|      |                                      | Blank<br>TOTAL | 751<br>754             | 99.6             | 7,800,000 |           | 13,163,586               |         | 23,000,000         |

| <u>Qu</u> | estion                       | Response         | Value          | Number of Responses | Percent<br>_Tota |           | Medi    | Standard<br>an Deviation | <u>Minir</u> | mum <u>Maximum</u> |
|-----------|------------------------------|------------------|----------------|---------------------|------------------|-----------|---------|--------------------------|--------------|--------------------|
|           | 1988 Packers/Bottlers Coope  | rative           | Non-Blank      | 1                   | 0.1              |           |         |                          |              |                    |
|           | 1500140-1-1,20-1-15          |                  | Blank          | 753                 | 99.9             | •         |         |                          |              |                    |
|           |                              |                  | TOTAL          | 754                 | 100.0            | 7,500     | 7,500   |                          | 7,500        | 7,500              |
|           | 1988 Direct Export           |                  | Non-Blank      | 1                   | 0.1              |           |         |                          |              |                    |
|           | •                            |                  | Blank          | <b>75</b> 3         | 99.9             |           |         |                          |              |                    |
|           |                              |                  | TOTAL          | 754                 | 100.0            | 500,000   | 500,000 |                          | 500,000      | 500,000            |
|           | 1988 Industrial User or Food | Manufacturer     | Non-Blank      | 3                   | 0.4              |           |         |                          |              |                    |
|           |                              |                  | Blank          | 751                 | 99.6             |           |         |                          |              |                    |
|           |                              |                  | TOTAL          | 754                 | 100.0            | 1,351,667 | 575,000 | 1,428,289                | 480,000      | 3,000,000          |
|           | 1988 Other Outlet (First Res | ponse)           | Non-Blank      | 1                   | 0.1              |           |         |                          |              |                    |
|           | - ,                          | ,                | Blank          | 753                 | 99.9             |           |         |                          |              |                    |
|           |                              | TOTAL            | 754            | 100.0               | 200              | 200       |         | 200                      | 200          |                    |
|           | 1988 Other Outlet (Second R  | esponse)         | Non-Blank      | 0                   | 0.0              |           |         |                          |              |                    |
|           | •                            | •                | Blank          | 754                 | 100.0            |           |         |                          |              |                    |
|           | •                            |                  | TOTAL          | 754                 | 100.0            |           |         |                          |              |                    |
|           | 1988 Not Sold or In Storage  |                  | Non-Blank      | 0                   | 0.0              |           |         |                          |              |                    |
|           | _                            |                  | Blank          | 754                 | 100.0            |           |         |                          |              |                    |
|           |                              |                  | TOTAL          | 754                 | 100.0            |           |         |                          |              |                    |
|           | 1988 Total                   |                  | Non-Blank      | 14                  | 1.9              |           |         |                          |              |                    |
|           | *                            |                  | Blank          | 740                 | 98.1             |           |         |                          |              |                    |
|           |                              |                  | TOTAL          | 754                 | 100.0            | 2,308,698 | 44,000  | 6,264,826                | 450          | 23,500,000         |
| IП.       | ADVERTISING AND PROM         | MOTIONAL ACT     | TIVITIES       |                     |                  |           |         |                          |              |                    |
| 1)        | Where did you advertise your | products and ser | vices in 1988? |                     |                  |           |         |                          |              |                    |
| -         | Honey Local Newspapers       | Not Checked      | 0              | 751                 | 99.6             |           |         |                          |              |                    |
|           |                              | Checked          | 1              | 3                   | 0.4              |           |         |                          |              |                    |
|           |                              |                  | TOTAL          | 754                 | 100.0            | 0.00      | 0       | 0.06                     | 0            | 1                  |

| Question                   | Response    | Value | Number of Responses | Percent of<br>Total | Mean | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|----------------------------|-------------|-------|---------------------|---------------------|------|--------|-----------------------|---------|----------------|
| Honey Circulars            | Not Checked | 0     | 750                 | 99.5                |      |        |                       |         |                |
| •                          | Checked     | 1     | 4                   | 0.5                 |      |        |                       |         |                |
|                            |             | TOTAL | 754                 | 100.0               | 0.01 | 0      | 0.07                  | 0       | 1              |
| Honey Beckeeping Journals  | Not Checked | 0     | 753                 | 99.9                |      |        |                       |         |                |
|                            | Checked     | 1     | 1                   | 0.1                 |      |        |                       |         |                |
|                            |             | TOTAL | 754                 | 100.0               | 0.00 | 0      | 0.04                  | 0       | 1              |
| Honey Magazines            | Not Checked | 0     | 752                 | 99.7                |      |        |                       |         |                |
| , ,                        | Checked     | 1     | 2                   | 0.3                 |      |        |                       |         |                |
|                            |             | TOTAL | 754                 | 100.0               | 0.00 | 0      | 0.05                  | 0       | 1              |
| Honey Community Bulletin I | Boards      |       |                     |                     |      |        |                       |         |                |
| •                          | Not Checked | 0     | 754                 | 100.0               |      |        |                       |         |                |
|                            | Checked     | 1     | 0                   | 0.0                 |      |        |                       |         |                |
|                            |             | TOTAL | 754                 | 100.0               |      |        |                       |         |                |
| Honey Direct Mail          | Not Checked | 0     | 752                 | 99.7                |      |        |                       |         |                |
| ,                          | Checked     | 1     | 2                   | 0.3                 |      |        |                       |         |                |
|                            |             | TOTAL | 754                 | 100.0               | 0.00 | 0      | 0.05                  | 0       | 1              |
| Honey Road Signs           | Not Checked | 0     | 754                 | 100.0               |      |        |                       |         |                |
| •                          | Checked     | 1     | 0                   | 0.0                 |      |        |                       |         |                |
|                            |             | TOTAL | 754                 | 100.0               |      |        |                       |         |                |
| Honey Word of Mouth        | Not Checked | 0     | 749                 | 99.3                |      |        |                       |         |                |
|                            | Checked     | 1     | 5                   | 0.7                 |      |        |                       |         |                |
| ·                          |             | TOTAL | 754                 | 100.0               | 0.01 | 0      | 0.08                  | 0       | 1              |
| Honey Other                | Not Checked | 0     | 753                 | 99.9                |      |        |                       |         |                |
| •                          | Checked     | 1     | 1                   | 0.1                 |      |        |                       |         |                |
|                            |             | TOTAL | 754                 | 100.0               | 0.00 | 0      | 0.04                  | 0       | 1              |
| Honey Didn't Advertise     | Not Checked | 0     | 745                 | 98.8                |      |        |                       |         |                |
| ·                          | Checked     | 1     | 9                   | 1.2                 |      |        |                       |         |                |
|                            |             | TOTAL | 754                 | 100.0               | 0.01 | 0      | 0.11                  | 0       | 1              |

| Honey with other Nutritive Sweeteners Local Newspapers   Not Checked   0   753   99.9                                     | Minimum_ | Maxim |
|---------------------------------------------------------------------------------------------------------------------------|----------|-------|
| Not Checked   1                                                                                                           |          |       |
| Checked                                                                                                                   |          |       |
| Honey with other Nutritive Sweeteners Circulars                                                                           |          |       |
| Honey with other Nutritive Sweeteners Circulars   Not Checked                                                             |          |       |
| Not Checked                                                                                                               | 0        | 1     |
| Not Checked                                                                                                               |          |       |
| Checked                                                                                                                   |          |       |
| Honey with other Nutritive Sweeteners Beekeeping Journals   Not Checked   0   753   99.9                                  |          |       |
| Not Checked   0   753   99.9   Checked   1   1   0.1   TOTAL   754   100.0   0.00   0   0.04                              |          |       |
| Not Checked   0   753   99.9   Checked   1   1   0.1   TOTAL   754   100.0   0.00   0   0.04                              |          |       |
| Checked                                                                                                                   |          |       |
| TOTAL   754   100.0   0.00   0   0.04                                                                                     |          |       |
| Not Checked   0   752   99.7     Checked   1   2   0.3     TOTAL   754   100.0   0.00   0   0.05                          | 0        | 1     |
| Not Checked   0   752   99.7                                                                                              |          |       |
| Checked                                                                                                                   |          |       |
| TOTAL   754   100.0   0.00   0   0.05                                                                                     |          |       |
| Not Checked                                                                                                               | 0        | 1     |
| Not Checked                                                                                                               |          |       |
| Checked 1 0 0.0 TOTAL 754 100.0  Honey with other Nutritive Sweeteners Direct Mail Not Checked 0 753 99.9 Checked 1 1 0.1 |          |       |
| TOTAL 754 100.0  Honey with other Nutritive Sweeteners Direct Mail  Not Checked 0 753 99.9  Checked 1 1 0.1               |          |       |
| Not Checked 0 753 99.9<br>Checked 1 1 0.1                                                                                 |          |       |
| Not Checked 0 753 99.9<br>Checked 1 1 0.1                                                                                 |          |       |
| Checked 1 1 0.1                                                                                                           |          |       |
|                                                                                                                           |          |       |
| •                                                                                                                         | 0        | 1     |
| Honor with other Natritive Curestoners Dood Circa                                                                         |          |       |
| Honey with other Nutritive Sweeteners Road Signs Not Checked 0 753 99.9                                                   |          |       |
|                                                                                                                           |          |       |
|                                                                                                                           | 0        |       |
| TOTAL 754 100.0 0.00 0 0.04                                                                                               | 0        | 1     |

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| uestion                 | Response                 | Value     | Number of<br>Responses | Percent of | Mean | Median | Standard<br>Deviation | Minimum | Maximum |
|-------------------------|--------------------------|-----------|------------------------|------------|------|--------|-----------------------|---------|---------|
| Honey with other Nutri  | tive Sweeteners Word o   | f Mouth   |                        |            |      |        |                       |         |         |
| •                       | Not Checked              | 0         | 752                    | 99.7       |      |        |                       |         |         |
|                         | Checked                  | 1         | 2                      | 0.3        |      |        |                       |         |         |
|                         |                          | TOTAL     | 754                    | 100.0      | 0.00 | 0      | 0.05                  | 0       | 1       |
| Honey with other Nutri  | tive Sweeteners Other    |           |                        |            |      |        |                       |         |         |
|                         | Not Checked              | 0         | 753                    | 99.9       |      |        |                       |         |         |
|                         | Checked                  | 1         | 1                      | 0.1        |      |        |                       |         |         |
|                         |                          | TOTAL     | 754                    | 100.0      | 0.00 | 0      | 0.04                  | 0       | 1       |
| Honey with other Nutrit | tive Sweeteners Didn't A | Advertise |                        |            |      |        |                       |         |         |
| ,                       | Not Checked              | 0         | 738                    | 97.9       |      |        |                       |         |         |
|                         | Checked                  | 1         | 16                     | 2.1        |      |        |                       |         |         |
|                         |                          | TOTAL     | 754                    | 100.0      | 0.02 | 0      | 0.14                  | 0       | 1       |
| Brokerage or Importer S | Services Local Newspape  | ers       |                        |            |      |        |                       |         |         |
|                         | Not Checked              | 0         | 754                    | 100.0      |      |        |                       |         |         |
|                         | Checked                  | 1         | 0                      | 0.0        |      |        |                       |         |         |
|                         |                          | TOTAL     | 754                    | 100.0      |      |        |                       |         |         |
| Brokerage or Importer S | Services Circulars       |           |                        |            |      |        | •                     |         |         |
|                         | Not Checked              | 0         | 754                    | 100.0      |      |        |                       |         |         |
|                         | Checked                  | 1         | 0                      | 0.0        |      |        |                       |         |         |
|                         |                          | TOTAL     | 754                    | 100.0      |      |        |                       |         |         |
| Brokerage or Importer S | Services Beekeeping Jour | rnals     |                        |            |      |        |                       |         |         |
|                         | Not Checked              | 0         | 754                    | 100.0      |      |        |                       |         |         |
|                         | Checked                  | 1         | 0                      | 0.0        | •    |        |                       |         |         |
|                         |                          | TOTAL     | 754                    | 100.0      |      |        |                       |         |         |
| Brokerage or Importer S | Services Magazines       |           | •                      |            |      |        |                       |         |         |
|                         | Not Checked              | 0         | 754                    | 100.0      |      |        |                       |         |         |
|                         | Checked                  | 1         | 0                      | 0.0        |      |        |                       |         |         |
|                         |                          | TOTAL     | 754                    | 100.0      |      |        |                       |         |         |

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| Brokerage or Importer Services Community Bulletin Boards   Not Checked   0   754   100.0                                                                                                                                      | Question                     | Response             | Value         | Number of Responses | Percent of Total | Mean | Median | Standard<br>Deviation | Minimum | Maximum |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|----------------------|---------------|---------------------|------------------|------|--------|-----------------------|---------|---------|
| Not Checked                                                                                                                                                                                                                   | Brokerage or Importer Servi  | ices Community Bu    | lletin Boards |                     |                  |      |        |                       |         |         |
| Brokerage or Importer Services Direct Mail Not Checked 0 754 100.0                                                                                                                                                            |                              |                      | _             | 754                 | 100.0            |      |        |                       |         |         |
| Brokerage or Importer Services Direct Mail   Not Checked   1                                                                                                                                                                  |                              | Checked              | 1             | 0                   | 0.0              |      |        |                       |         |         |
| Not Checked                                                                                                                                                                                                                   |                              |                      | TOTAL         | 754                 | 100.0            |      |        |                       |         |         |
| Not Checked                                                                                                                                                                                                                   | Brokerage or Importer Servi  | ices Direct Mail     |               |                     |                  |      |        |                       |         |         |
| Checked                                                                                                                                                                                                                       | <i>5</i> ,                   |                      | 0             | 754                 | 100.0            |      |        |                       |         |         |
| Brokerage or Importer Services Road Signs                                                                                                                                                                                     |                              | Checked              |               | 0                   | 0.0              |      |        |                       |         |         |
| Not Checked                                                                                                                                                                                                                   |                              |                      | TOTAL         | 754                 | 100.0            |      |        |                       |         |         |
| Not Checked                                                                                                                                                                                                                   | Brokerage or Importer Servi  | ces Road Signs       |               |                     |                  |      |        |                       |         |         |
| Checked                                                                                                                                                                                                                       |                              |                      | 0             | 754                 | 100.0            |      |        |                       |         |         |
| Brokerage or Importer Services Word of Mouth Not Checked 0 754 100.0 Checked 1 0 0.0 TOTAL 754 100.0                                                                                                                          |                              |                      | 1             |                     |                  |      |        |                       |         |         |
| Not Checked                                                                                                                                                                                                                   |                              |                      | TOTAL         | 754                 | 100.0            |      |        |                       |         |         |
| Not Checked                                                                                                                                                                                                                   | Brokerage or Importer Servi  | ces Word of Mouth    |               |                     |                  |      |        |                       |         |         |
| Checked                                                                                                                                                                                                                       |                              |                      |               | 754                 | 100.0            |      |        |                       |         |         |
| ## TOTAL   754   100.0  Brokerage or Importer Services Other    Not Checked                                                                                                                                                   |                              |                      |               |                     |                  |      |        |                       |         | •       |
| Not Checked                                                                                                                                                                                                                   | •                            |                      | TOTAL         |                     |                  |      |        |                       |         |         |
| Not Checked                                                                                                                                                                                                                   | Brokerage or Importer Servi  | ces Other            |               |                     |                  |      |        |                       |         |         |
| Checked                                                                                                                                                                                                                       | 2                            |                      | 0             | 754                 | 100.0            |      |        |                       |         |         |
| TOTAL 754 100.0  Brokerage or Importer Services Didn't Advertise  Not Checked 0 736 97.6 Checked 1 18 2.4 TOTAL 754 100.0 0.02 0 0.15 0 1  Other Products or Services Local Newspapers Not Checked 0 753 99.9 Checked 1 1 0.1 |                              | Checked              |               |                     |                  |      |        |                       |         |         |
| Not Checked 0 736 97.6 Checked 1 18 2.4 TOTAL 754 100.0 0.02 0 0.15 0 1  Other Products or Services Local Newspapers Not Checked 0 753 99.9 Checked 1 1 0.1                                                                   |                              |                      | TOTAL         |                     | 100.0            |      |        |                       |         |         |
| Not Checked 0 736 97.6 Checked 1 18 2.4 TOTAL 754 100.0 0.02 0 0.15 0 1  Other Products or Services Local Newspapers Not Checked 0 753 99.9 Checked 1 1 0.1                                                                   | Brokerage or Importer Servi  | ces Didn't Advertise | <b>;</b>      |                     |                  |      |        |                       |         |         |
| Checked 1 18 2.4                                                                                                                                                                                                              |                              |                      |               | 736                 | 97.6             |      |        |                       |         |         |
| TOTAL 754 100.0 0.02 0 0.15 0 1  Other Products or Services Local Newspapers  Not Checked 0 753 99.9  Checked 1 1 0.1                                                                                                         |                              |                      |               |                     |                  |      |        |                       |         |         |
| Not Checked 0 753 99.9<br>Checked 1 1 0.1                                                                                                                                                                                     |                              |                      | TOTAL         |                     |                  | 0.02 | 0      | 0.15                  | 0       | 1       |
| Not Checked 0 753 99.9<br>Checked 1 1 0.1                                                                                                                                                                                     | Other Products or Services I | ocal Newspapers      |               |                     |                  |      |        |                       |         |         |
| Checked 1 1 0.1                                                                                                                                                                                                               |                              |                      | 0             | 753                 | 99.9             |      |        |                       |         |         |
|                                                                                                                                                                                                                               |                              |                      |               |                     |                  |      |        |                       |         |         |
|                                                                                                                                                                                                                               |                              |                      | TOTAL         | 754                 |                  | 0.00 | 0      | 0.04                  | 0       | 1       |

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| Ouestion               | Response                  | Value    | Number of<br>Responses | Percent of Total | Mean | <u>Median</u> | Standard<br>Deviation | Minimum | Maximum |
|------------------------|---------------------------|----------|------------------------|------------------|------|---------------|-----------------------|---------|---------|
| Other Products or Serv | vices Circulars           |          |                        |                  |      |               |                       |         |         |
|                        | Not Checked               | 0        | 753                    | 99.9             |      |               |                       |         |         |
|                        | Checked                   | 1        | 1                      | 0.1              |      |               |                       |         |         |
|                        |                           | TOTAL    | 754                    | 100.0            | 0.00 | 0             | 0.04                  | 0       | 1       |
| Other Products or Serv | vices Beekeeping Journals | S        |                        |                  |      |               |                       |         |         |
|                        | Not Checked               | 0        | 754                    | 100.0            |      |               |                       |         |         |
|                        | Checked                   | 1        | 0                      | 0.0              |      |               |                       |         |         |
|                        |                           | TOTAL    | 754                    | 100.0            |      |               |                       |         |         |
| Other Products or Serv | vices Magazines           |          |                        |                  |      |               |                       |         |         |
|                        | Not Checked               | 0        | 751                    | 99.6             |      |               |                       |         |         |
|                        | Checked                   | 1        | 3                      | 0.4              |      |               |                       |         |         |
|                        |                           | TOTAL    | 754                    | 100.0            | 0.00 | 0             | 0.06                  | 0       | 1       |
| Other Products or Serv | vices Community Bulletin  | n Boards |                        |                  |      |               |                       |         |         |
|                        | Not Checked               | 0        | 754                    | 100.0            |      |               |                       |         |         |
|                        | Checked                   | 1        | 0.                     | 0.0              |      |               |                       |         |         |
|                        |                           | TOTAL    | 754                    | 100.0            | •    |               |                       |         |         |
| Other Products or Serv | rices Direct Mail         |          |                        |                  |      |               | •                     |         |         |
|                        | Not Checked               | 0        | 753                    | 99.9             |      |               |                       |         |         |
|                        | Checked                   | 1        | 1                      | 0.1              |      |               |                       |         |         |
|                        |                           | TOTAL    | 754                    | 100.0            | 0.00 | 0             | 0.04                  | 0       | 1       |
| Other Products or Serv | rices Road Signs          |          |                        |                  |      |               |                       |         |         |
|                        | Not Checked               | 0        | 754                    | 100.0            |      |               |                       |         |         |
|                        | Checked                   | 1        | 0                      | 0.0              |      |               |                       |         |         |
|                        |                           | TOTAL    | 754                    | 100.0            |      |               |                       |         |         |
| Other Products or Serv | ices Word of Mouth        |          |                        |                  |      |               |                       |         |         |
|                        | Not Checked               | 0        | 752                    | 99.7             |      |               |                       |         |         |
|                        | Checked                   | ĺ        | 2                      | 0.3              |      |               |                       |         |         |
|                        |                           | TOTAL    | 754                    | 100.0            | 0.00 | 0             | 0.05                  | 0       | 1       |

| Ouestion                                 | Response          | Value               | Number of Responses | Percent of<br>Total | Mean_           | Median_       | Standard<br>Deviation | Minimum | Maximum |
|------------------------------------------|-------------------|---------------------|---------------------|---------------------|-----------------|---------------|-----------------------|---------|---------|
|                                          |                   |                     |                     |                     |                 |               |                       |         |         |
| Other Products or Services O             | ther              |                     |                     |                     |                 |               |                       |         |         |
|                                          | Not Checked       | 0                   | 753                 | 99.9                |                 |               |                       |         |         |
|                                          | Checked           | 1                   | 1                   | 0.1                 |                 |               |                       |         |         |
|                                          |                   | TOTAL               | 754                 | 100.0               | 0.00            | 0             | 0.04                  | 0       | 1       |
| Other Products or Services D             | idn't Advertise   |                     |                     |                     |                 |               |                       |         |         |
|                                          | Not Checked       | 0                   | 740                 | 98.1                |                 |               |                       |         |         |
|                                          | Checked           | 1                   | 14                  | 1.9                 |                 |               |                       |         |         |
|                                          |                   | TOTAL               | 754                 | 100.0               | 0.02            | 0             | 0.14                  | 0       | 1       |
| SECTION D. FINANCES Total Gross Expenses |                   |                     |                     |                     |                 |               |                       |         |         |
| 1) Please estimate the cost of the       | e following items | to your entire of   | peration in 1988    | 8. (Please f        | ill in the blan | ks for ALL th | at apply.)            |         |         |
| Labor-Hired labor                        |                   | Non-Blank           | 303                 | 40.2                |                 |               | FF 3-7                |         |         |
|                                          |                   | Blank               | 451                 | 59.8                |                 |               |                       |         |         |
| •                                        |                   | TOTAL               | 754                 | 100.0               | 22,175          | 3,500         | 61,157                | 20 7    | 28,373  |
| Labor-Hired labor benefits               |                   | Non-Blank           | 71                  | 9.4                 |                 |               |                       |         |         |
| •                                        |                   | Blank               | 683                 | 90.6                |                 |               |                       |         |         |
|                                          |                   | TOTAL               | 754                 | 100.0               | 10,489          | 3,251         | 26,584                | 132 2   | 09,165  |
| Labor-Salaries of corporate o            | fficers, manageme | nt, office labor, e | tc.                 |                     |                 |               |                       |         |         |
|                                          |                   | Non-Blank           | 67                  | 8.9                 |                 |               |                       |         |         |
|                                          |                   | Blank               | 687                 | 91.1                |                 |               |                       |         |         |
| .1                                       |                   | TOTAL               | 754                 | 100.0               | 43,689          | 27,500        | 70,306                | 100 4   | 00,000  |
| Bees-Bee food                            |                   | Non-Blank           | 409                 | 54.2                |                 |               |                       |         |         |
|                                          |                   | Blank               | 345                 | 45.8                |                 |               |                       |         |         |
|                                          |                   | TOTAL               | 754                 | 100.0               | 4,704           | 600           | 13,429                | 2 1     | 45,530  |
| Bees-Queens and Nucs                     |                   | Non-Blank           | 355                 | 47.1                |                 | •             |                       |         |         |
| -                                        |                   | Blank               | 399                 | 52.9                |                 |               |                       |         |         |
|                                          |                   | TOTAL               | 754                 | 100.0               | 2,004           | 500           | 4,873                 | 7       | 58,871  |

| Qu | estion Response                             | Value     | Number of Responses | Percent of<br>Total | Mean  | Median | Standard Deviation | <u>Minimi</u> | um <u>Maximum</u> |
|----|---------------------------------------------|-----------|---------------------|---------------------|-------|--------|--------------------|---------------|-------------------|
|    | Bees-Package Bees                           | Non-Blank | 80                  | 10.6                |       |        |                    |               |                   |
|    | 8                                           | Blank     | 674                 | 89.4                |       |        |                    |               |                   |
|    |                                             | TOTAL     | 754                 | 100.0               | 3,648 | 1,150  | 8,306              | 27            | 67,620            |
|    | Supplies-General                            | Non-Blank | 547                 | 72.5                |       |        |                    |               |                   |
|    | ••                                          | Blank     | 207                 | 27.5                |       |        |                    |               |                   |
|    |                                             | TOTAL     | 754                 | 100.0               | 3,740 | 631    | 16,462             | 5             | 256,953           |
|    | Supplies-Containers and Packaging Materials | Non-Blank | 384                 | 50.9                |       |        |                    |               |                   |
|    |                                             | Blank     | 370                 | 49.1                |       |        |                    |               |                   |
|    |                                             | TOTAL     | 754                 | 100.0               | 8,724 | 500    | 65,824             | 5             | 1,152,634         |
|    | Equipment-Repair and Maintenance            | Non-Blank | 467                 | 61.9                |       |        |                    |               |                   |
|    | • • •                                       | Blank     | 287                 | 38.1                |       |        |                    |               |                   |
|    |                                             | TOTAL     | 754                 | 100.0               | 7,897 | 790    | 89,051             | 6             | 1,915,730         |
|    | Equipment-Gas and Oil                       | Non-Blank | 488                 | 64.7                |       |        |                    |               |                   |
|    | • •                                         | Blank     | 266                 | 35.3                |       |        |                    |               |                   |
|    |                                             | TOTAL     | 754                 | 100.0               | 4,054 | 1,242  | 9,395              | 3             | 106,586           |
|    | Buildings-Repair and Maintenance            | Non-Blank | 245                 | 32.5                |       |        |                    |               |                   |
|    |                                             | Blank     | 509                 | 67.5                |       |        |                    |               |                   |
|    |                                             | TOTAL     | 754                 | 100.0               | 3,064 | 677    | 7,615              | 10            | 69,502            |
|    | Buildings-Mortgage                          | Non-Blank | 149                 | 19.8                |       |        |                    |               |                   |
|    |                                             | Blank     | 605                 | 80.2                |       |        |                    |               |                   |
|    |                                             | TOTAL     | 754                 | 100.0               | 9,058 | 4,562  | 13,871             | 17            | 90,000            |
|    | Overhead Expenses-Utilities                 | Non-Blank | 434                 | 57.6                |       |        |                    |               |                   |
|    |                                             | Blank     | 320                 | 42.4                |       |        |                    |               |                   |
|    |                                             | TOTAL     | 754                 | 100.0               | 2,048 | 599    | 7,058              | 5             | 125,120           |
|    | Overhead Expenses-Business Insurance        | Non-Blank | 333                 | 44.2                |       |        |                    |               |                   |
|    | -                                           | Blank     | 421                 | 55.8                |       |        |                    |               |                   |
|    |                                             | TOTAL     | 754                 | 100.0               | 3,712 | 1,000  | 10,509             | 10            | 154,560           |

| Question            | Response                    | Value           | Number of<br>Responses | Percent of<br>Total | Mean   | Median | Standard<br>Deviation | <u>Minimun</u> | n <u>Maximum</u> |
|---------------------|-----------------------------|-----------------|------------------------|---------------------|--------|--------|-----------------------|----------------|------------------|
| Overhead Expenses   | -Taxes                      | Non-Blank       | 356                    | 47.2                |        |        |                       |                |                  |
| 0 vermous           |                             | Blank           | 398                    | 52.8                |        |        |                       |                |                  |
|                     |                             | TOTAL           | 754                    | 100.0               | 2,509  | 700    | 5,060                 | 7              | 56,726           |
| Overhead Expenses   | -Location Rent              | Non-Blank       | 286                    | 37.9                |        |        |                       |                |                  |
|                     |                             | Blank           | 468                    | 62.1                |        |        |                       |                |                  |
|                     |                             | TOTAL           | 754                    | 100.0               | 2,871  | 600    | 10,888                | 16             | 130,700          |
| Overhead Expenses   | -Interest on Operating Cap  | ital            |                        |                     |        |        | •                     |                |                  |
| •                   |                             | Non-Blank       | 150                    | 19.9                |        |        |                       |                |                  |
|                     |                             | Blank           | 604                    | 80.1                |        |        |                       |                |                  |
|                     |                             | TOTAL           | 754                    | 100.0               | 7,833  | 2,069  | 23,683                | 13             | 243,850          |
| Overhead Expenses   | -Office Expenses (excludin  | g salaries)     |                        |                     |        |        |                       |                |                  |
| •                   | • •                         | Non-Blank       | 206                    | 27.3                |        |        |                       |                |                  |
|                     |                             | Blank           | 548                    | 72.7                |        |        |                       |                |                  |
|                     |                             | TOTAL           | 754                    | 100.0               | 1,642  | 307    | 5,247                 | 5              | 43,528           |
| Marketing Activitie | es-Advertising              | Non-Blank       | 133                    | 17.6                |        |        |                       |                |                  |
|                     | _                           | Blank           | 621                    | 82.4                |        |        |                       |                |                  |
|                     |                             | TOTAL           | 754                    | 100.0               | 1,950  | 150    | 5,460                 | 10             | 34,000           |
| Marketing Activitie | es-Publication Subscription |                 | 263                    | 34.9                |        |        |                       |                |                  |
|                     |                             | Blank           | 491                    | 65.1                |        |        |                       |                |                  |
| . *                 |                             | TOTAL           | 754                    | 100.0               | 178    | 40     | 767                   | 5              | 9,600            |
| Marketing Activitie | es-Promotion (excluding N   | HB Assessments) |                        |                     |        |        |                       |                |                  |
|                     |                             | Non-Blank       | 73                     | 9.7                 |        |        |                       |                |                  |
|                     |                             | Blank           | 681                    | 90.3                |        |        |                       |                |                  |
|                     |                             | TOTAL           | 754                    | 100.0               | 3,098  | 34,2   | 10,005                | 8              | 73,000           |
| Marketing Activitie | es-Marketing Fees (e.g. bro |                 |                        |                     |        |        |                       |                |                  |
|                     |                             | Non-Blank       | 42                     | 5.6                 |        |        |                       |                |                  |
|                     |                             | Blank           | 712                    | 94.4                |        |        |                       |                |                  |
|                     |                             | TOTAL           | 754                    | 100.0               | 13,902 | 400    | 37,482                | 10             | 213,763          |

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| Ouestion                                                   | Response                                                             | Value                          | Number of Responses         | Percent of<br>Total        | Mean             | Median        | Standard<br>Deviation | Minimum     | Maximum  |
|------------------------------------------------------------|----------------------------------------------------------------------|--------------------------------|-----------------------------|----------------------------|------------------|---------------|-----------------------|-------------|----------|
| Other (Specify)                                            |                                                                      | B <b>lank</b><br>Blank<br>DTAL | 107<br>647<br>754           | 14.2<br>85.8<br>100.0      | 25,094           | 4,681         | 118,876               | 10          | 90,000   |
| Financial Situation                                        |                                                                      |                                |                             |                            |                  |               |                       |             |          |
| 2) In 1988, what was your oper applies to your operation.) | ration's approximate gros                                            | s income?                      | (Gross income               | is the total               | income before    | subtracting ( | expenses. Circ        | le the LETT | ER which |
|                                                            | a. \$2,499 or less                                                   | 1                              | 163                         | 21.6                       |                  |               |                       |             |          |
|                                                            | b. \$2,500 to 4,999                                                  | 2                              | 67                          | 8.9                        |                  |               |                       |             |          |
|                                                            | c. \$5,000 to 9,999                                                  | 3                              | 63                          | 8.4                        |                  |               |                       |             |          |
|                                                            | d. \$10,000 to 19,999                                                | 4                              | 84                          | 11.1                       |                  |               |                       |             |          |
|                                                            | e. \$20,000 to 39,999                                                | 5                              | 68                          | 9.0                        |                  |               |                       |             |          |
|                                                            | f. \$40,000 to 49,999                                                | 6                              | 27                          | 3.6                        |                  |               |                       |             |          |
|                                                            | g. \$50,000 to 99,999                                                |                                | 57                          | 7.6                        |                  |               |                       |             |          |
|                                                            | h. \$100,000 to 149,9                                                |                                | 37                          | 4.9                        |                  |               |                       |             |          |
|                                                            | i. \$150,000 to 199,99                                               |                                | 10                          | 1.3                        |                  |               |                       |             |          |
|                                                            | j. \$200,000 to 499,99                                               |                                | 44                          | 5.8                        |                  |               |                       |             |          |
|                                                            | k. \$500,000 to 999,9                                                |                                | 13                          | 1.7                        |                  |               |                       |             |          |
|                                                            | 1. \$1,000,000 or more                                               |                                | 17                          | 2.3                        |                  |               |                       |             |          |
|                                                            |                                                                      | Blank                          | 104                         | 13.8                       | •                |               | ,                     |             |          |
|                                                            |                                                                      | TAL                            | 754                         | 100.0                      | 4.45             | 4             | 3.17                  | 1           | 12       |
| 3) In 1988, what was your oper                             | ration's net income? (Net<br>a. Costs exceeded inco<br>b. Broke even |                                | gross income n<br>125<br>51 | ninus expen<br>16.6<br>6.8 | ises. Circle the | LETTER w      | hich applies.)        |             |          |
| ~                                                          | c. \$1 to \$2,499                                                    | 3                              | 156                         | 20.7                       |                  |               |                       |             |          |
|                                                            | d. \$2,500 to \$4,999                                                | 4                              | 55                          | 7.3                        |                  |               |                       |             |          |
|                                                            | e. \$5,000 to \$9,999                                                | 5                              | 33<br>76                    |                            |                  |               |                       |             |          |
|                                                            | f. \$10,000 to \$19,000                                              |                                | 70<br>70                    | 10.1<br>9.3                |                  |               |                       |             |          |
|                                                            |                                                                      |                                | 70<br>75                    | 9.3<br>9.9                 |                  |               |                       |             |          |
|                                                            | g. \$20,000 to \$49,99<br>h. \$50,000 to \$99,00                     |                                |                             |                            |                  |               |                       |             |          |
|                                                            |                                                                      |                                | 17                          | 2.3                        |                  | ₹             |                       |             |          |
|                                                            | i. \$100,000 or more                                                 | 9                              | 17                          | 2.3                        |                  |               |                       |             |          |
|                                                            |                                                                      | Blank                          | 112                         | 14.9                       | 2.04             | 2             | 2.24                  | •           | •        |
|                                                            | IC                                                                   | TAL                            | 754                         | 100.0                      | 3.94             | 3             | 2.24                  | 1           | 9        |

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| Ouestion              | Response                                | Value     | Number of<br>Responses | Percent of Total | Mean          | Median          | Standard<br>Deviation | Minimum      | Maximum |
|-----------------------|-----------------------------------------|-----------|------------------------|------------------|---------------|-----------------|-----------------------|--------------|---------|
| 4) What would you es  | stimates to be the total value of all t | he assets | of your operation      | on at the end o  | of 1988? (As  | sets include la | and, buildings        | , machinery, | hives,  |
|                       | er property. Circle the LETTER w        |           |                        |                  |               |                 |                       | ·            |         |
| •                     | a. \$2,499 or less                      | 1         | 84                     | 11.1             |               |                 |                       |              |         |
|                       | b. \$2,500 to 4,999                     | 2         | 49                     | 6.5              |               |                 |                       |              |         |
|                       | c. \$5,000 to 9,999                     | 3         | 56                     | 7.4              |               |                 |                       |              |         |
|                       | d. \$10,000 to 19,999                   | 4         | 59                     | 7.8              |               |                 |                       |              |         |
|                       | e. \$20,000 to 39,999                   | 5         | 87                     | 11.5             |               |                 |                       |              |         |
|                       | f. \$40,000 to 49,999                   | 6         | 24                     | 3.2              |               |                 | •                     |              |         |
|                       | g. \$50,000 to 99,999                   | 7         | 78                     | 10.3             |               |                 |                       |              |         |
|                       | h. \$100,000 to 149,999                 | 8 6       | 40                     | 5.3              |               |                 |                       |              |         |
|                       | i. \$150,000 to 199,999                 | 9         | 37                     | 4.9              |               |                 |                       |              |         |
|                       | j. \$200,000 to 499,999                 | 10        | 74                     | 9.8              |               |                 |                       |              |         |
|                       | k. \$500,000 to 999,999                 | 911       | 32                     | 4.2              | *             |                 |                       |              |         |
|                       | 1. \$1,000,000 to 1,499                 | ,999      |                        |                  |               |                 |                       |              |         |
|                       |                                         | 12        | 15                     | 2.0              |               |                 |                       | •            |         |
| 4                     | m. \$1,500,000 to 1,99                  | 9,999     |                        |                  |               |                 |                       |              |         |
|                       |                                         | 13        | 4                      | 0.5              |               |                 |                       |              |         |
|                       | n. \$2,000,000 or more                  | 14        | 13                     | 1.7              |               |                 |                       |              |         |
| •                     | В                                       | ank       | 102                    | 13.5             |               |                 |                       |              |         |
|                       | TOT                                     | `AL       | 754                    | 100.0            | 5.94          | 5               | 3.47                  | 1.           | 14      |
|                       |                                         |           |                        |                  | 10000 (0) 1   | .1              |                       | ,            |         |
| 5) What was the appro | eximate total amount of debt on the     | assets of |                        |                  | 1988? (Circle | the LETTER      | which applie          | es.)         |         |
|                       | a. No debt                              | 1         | 386                    | 51.2             |               |                 |                       |              |         |
|                       | b. \$2,499 or less                      | 2         | 33                     | 4.4              |               |                 |                       |              |         |
| e e                   | c. \$2,500 to 4,999                     | 3         | 25                     | 3.3              |               |                 |                       |              |         |
|                       | d. \$5,000 to 9,999                     | 4         | 31                     | 4.1              |               |                 |                       |              |         |
|                       | e. \$10,000 to 19,999                   | 5         | 28                     | 3.7              |               |                 |                       |              |         |
|                       | f. \$20,000 to 39,999                   | 6         | 46                     | 6.1              |               |                 |                       |              |         |
|                       | g. \$40,000 to 49,999                   | 7         | 13                     | 1.7              |               |                 |                       |              |         |
|                       | h. \$50,000 to 99,999                   | 8         | 31                     | 4.1              |               |                 |                       |              |         |
|                       | i. \$100,000 to 149,999                 |           | 24                     | 3.2              |               |                 |                       |              |         |
|                       | j. \$150,000 to 199,999                 |           | 13                     | 1.8              |               |                 |                       |              |         |
|                       | k. \$200,000 to 499,999                 |           | 15                     | 2.0              |               |                 |                       |              |         |
|                       | 1. \$500,000 to 999,999                 |           | 4                      | 0.5              |               |                 |                       |              |         |
|                       | m. \$1,000,000 to 1,499                 |           |                        | 0.0              |               |                 |                       |              |         |
|                       |                                         | 13        | 2                      | 0.3              |               |                 |                       |              |         |

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| Question                    | Response                    | Value            | Number of<br>Responses | Percent of<br>Total | <u>Mean</u> | Median        | Standard<br>Deviation | Minimum    | <u>Maximur</u> |
|-----------------------------|-----------------------------|------------------|------------------------|---------------------|-------------|---------------|-----------------------|------------|----------------|
|                             | n. \$1,500,000 to           | 1 000 000        |                        |                     |             |               |                       |            |                |
|                             | 11. \$1,500,000 to          | 1,999,999        | 2                      | 0.3                 |             |               |                       |            |                |
|                             | o. \$2,000,000 or           |                  | 3                      | 0.3                 |             |               |                       |            |                |
|                             | 0. \$2,000,000 01           | Blank            | 98                     | 13.0                |             |               |                       |            |                |
|                             |                             | TOTAL            | 754                    | 100.0               | 3.15        | 1             | 3.21                  | 1          | 15             |
| SECTION E. PERSONAL I       | NFORMATION                  |                  |                        |                     |             |               |                       |            |                |
| 1) Which of the following   |                             | on of your prima | arv residence? (       | Please circle tl    | he LETTER   | where you liv | e most of the         | vear.)     |                |
| z, miner et inte terre mang | a. Farm                     | 1                | 186                    | 24.7                |             | ,             |                       | <b>J</b> , |                |
|                             | b. Rural but not            | farm 2           | 205                    | 27.2                |             |               |                       |            |                |
|                             | c. Community u              |                  |                        |                     |             |               |                       |            |                |
|                             |                             | 3                | 117                    | 15.5                |             |               |                       |            |                |
|                             | d. Community 2              | 2,500 or more b  |                        |                     |             |               |                       |            |                |
|                             | •                           | 4                | 96                     | 12.7                |             |               |                       |            |                |
|                             | e. Community 2              | 5,000 or more    | but less than 50       | 0,000               |             |               |                       |            |                |
|                             | •                           | 5                | 29                     | 3.8                 |             |               |                       |            |                |
|                             | f. Community 5              | 0,000 or more    | but less than 10       | 00,000              |             |               |                       |            |                |
|                             | ·                           | 6                | 24                     | 3.2                 |             |               |                       |            |                |
|                             | g. Community 1              | 00,000 or more   | e                      |                     |             |               |                       |            |                |
|                             |                             | 7                | 48                     | 6.4                 |             |               |                       |            |                |
|                             |                             | Blank            | 49                     | 6.5                 |             |               |                       |            |                |
|                             |                             | TOTAL            | 754                    | 100.0               | 2.77        | 2             | 1.73                  | 1          | 7              |
| 2) How many people, inclu   | iding yourself, live at you | ir present addre | ss?                    |                     |             |               |                       |            |                |
| a. Under 6 years old        |                             | 0                | 547                    | 72.5                |             |               |                       |            |                |
| •                           |                             | 1                | 60                     | 8.0                 |             |               |                       |            |                |
|                             |                             | 2                | 43                     | 5.7                 |             |               |                       |            |                |
| .•                          |                             | 3                | 7                      | 0.9                 |             |               |                       |            |                |
|                             |                             | 4                | 2                      | 0.3                 |             |               |                       |            |                |
|                             |                             | Blank            | 95                     | 12.6                |             |               |                       |            |                |
|                             |                             | TOTAL            | 754                    | 100.0               | 0.27        | 0             | 0.65                  | 0          | 4              |
| b. 6 to 12 years old        |                             | 0                | 505                    | 67.0                |             |               |                       |            |                |
|                             |                             | 1                | 79                     | 10.5                |             |               |                       |            |                |
|                             |                             | 2                | 57                     | 7.6                 |             |               |                       |            |                |
|                             |                             | 3                | . 14                   | 1.9                 |             |               |                       |            |                |

| _ | _ |
|---|---|
| ۰ | _ |
| ٨ | ١ |

| Ouestion Res                            | ponse           | Value        | Number of<br>Responses | Percent of Total | Mean  | Median  | Standard<br>Deviation | Minimum      | _ Maximum     |
|-----------------------------------------|-----------------|--------------|------------------------|------------------|-------|---------|-----------------------|--------------|---------------|
| <u>Vuestion</u> Res                     | ponse           | <u>valuc</u> | Kesponses              |                  | Miçan | Inchian | Deviation             | TATEMENTOTIC | IVIAXIIIIUIII |
|                                         |                 | 4            | 3                      | 0.4              |       |         |                       |              |               |
|                                         | •               | 5            | 1                      | 0.1              |       |         |                       |              |               |
|                                         |                 | Blank        | 95                     | 12.6             |       |         |                       |              |               |
|                                         | T               | OTAL         | 754                    | 100.0            | 0.38  | 0       | 0.79                  | 0            | 5             |
| c. 13 to 18 years old                   |                 | 0            | 516                    | 68.4             |       |         |                       |              |               |
| ·                                       |                 | 1            | 93                     | 12.3             |       |         |                       |              |               |
|                                         |                 | 2            | 36                     | 4.8              |       |         |                       |              |               |
|                                         |                 | 3            | 12                     | 1.6              |       |         |                       |              |               |
|                                         |                 | 4            | 1                      | 0.1              |       |         |                       |              |               |
|                                         |                 | 5            | 1                      | 0.1              |       |         |                       |              |               |
|                                         |                 | Blank        | 95                     | 12.6             |       |         |                       |              |               |
| •                                       | T               | OTAL         | 754                    | 100.0            | 0.32  | 0       | 0.70                  | 0            | 5             |
| d. 19 or older                          |                 | 0            | 14                     | 1.9              |       |         |                       |              |               |
| •                                       |                 | 1            | 56                     | 7.4              |       |         |                       |              |               |
|                                         |                 | 2<br>3       | 463                    | 61.4             |       |         |                       |              |               |
|                                         |                 | 3            | 104                    | 13.8             |       |         |                       |              |               |
| ,                                       |                 | 4            | 17                     | 2.3              |       |         |                       |              |               |
|                                         |                 | 5            | 3                      | 0.4              |       |         |                       |              |               |
|                                         |                 | 6            | 2                      | 0.3              |       |         |                       |              |               |
|                                         |                 | Blank        | 95                     | 12.6             |       |         |                       |              |               |
|                                         | Т               | OTAL         | 754                    | 100.0            | 2.11  | 2       | 0.71                  | 0            | 6             |
| 3) What is your current marital status? |                 |              |                        |                  |       |         |                       |              |               |
| a. N                                    | 1arried         | 1            | 636                    | 84.4             |       |         |                       |              |               |
| b. 3                                    | Single          | 2            | 46                     | 6.1              |       |         |                       |              |               |
| c. V                                    | Vidowed/Divorce | d/Separated  |                        |                  |       |         |                       |              |               |
|                                         | ·               | 3            | 30                     | 4.0              |       |         |                       |              |               |
|                                         |                 | Blank        | 42                     | 5.6              |       |         |                       |              |               |
|                                         | Т               | OTAL         | 754                    | 100.0            | 1.15  | 1       | 0.46                  | 1            | 3             |
| 4) How many years of school did you     | complete?       |              |                        |                  |       |         |                       |              |               |
|                                         | to 8 years      | 1            | 43                     | 5.7              |       |         |                       |              |               |
| b. 9                                    | to 11 years     | 2            | 56                     | 7.4              |       |         |                       |              |               |
| 5.7                                     | 2 years         | •            | 229                    | 30.4             |       |         |                       |              |               |

| Question                       | Response              | Value | Number of Responses | Percent ofTotal | _Mean_ | Median | Standard _Deviation | Minimum | Maximum |
|--------------------------------|-----------------------|-------|---------------------|-----------------|--------|--------|---------------------|---------|---------|
|                                |                       |       |                     |                 |        |        |                     |         |         |
|                                | d. 13 to 15 years     | 4     | 156                 | 20.7            |        |        |                     |         |         |
|                                | e. 16 or more years   | 5     | 228                 | 30.2            |        |        |                     |         |         |
|                                |                       | llank | 42                  | 5.6             |        |        |                     |         |         |
|                                | TO                    | TAL   | 754                 | 100.0           | 3.66   | 4      | 1.18                | 1       | 5       |
| 5) What do you consider your m | aior occupation?      |       |                     |                 |        |        |                     |         |         |
| 3) What do you consider your m | a. Clerical           | 1     | 5                   | 0.7             |        |        |                     |         |         |
|                                | b. Professional       | 2     | 66                  | 8.7             |        |        |                     |         |         |
|                                | c. Managerial         | 3     | 24                  | 3.2             |        |        |                     |         |         |
| ,                              | d. Technician         | 4     | 25                  | 3.3             |        |        |                     |         |         |
|                                | e. Labor              | 5     | 49                  | 6.5             |        |        |                     |         |         |
|                                | f. Own my own busine  |       | 47                  | 6.2             |        |        |                     |         |         |
|                                | g. Sales              | 7     | 10                  | 1.3             |        |        |                     |         |         |
|                                | h. Beekeeper/producer | 8     | 239                 | 31.7            |        | •      |                     |         |         |
|                                | i. Farmer             | 9     | 32                  | 4.2             |        |        |                     |         |         |
|                                | j. Retired            | 10    | 78                  | 10.3            |        |        |                     |         |         |
|                                | k. Other              | 11    | 45                  | 6.0             |        |        |                     |         |         |
|                                | h and j               | 12    | 4                   | 0.5             |        |        |                     |         |         |
|                                | e and j               | 13    | 1                   | 0.1             |        |        |                     |         |         |
|                                | a and j               | 14    | 3                   | 0.4             |        |        |                     |         |         |
|                                | f and j               | 15    | 2                   | 0.3             |        |        |                     |         |         |
| •                              | d and i               | 16    | 2                   | 0.3             |        |        |                     |         |         |
|                                | f and h               | 17    | 5                   | 0.7             |        |        |                     |         |         |
|                                | i and j               | 18    | 1                   | 0.1             |        |        |                     |         |         |
|                                | d and h               | 19    | 1                   | 0.1             |        |        |                     |         |         |
|                                | e and h               | 20    | 5                   | 0.7             |        |        |                     |         |         |
|                                | h and k               | 21    | 1                   | 0.1             | :      |        |                     |         |         |
|                                | b and j               | 22    | 1                   | 0.1             |        |        |                     |         |         |
|                                | h and i               | 23    | 1                   | 0.1             |        |        |                     |         |         |
| ,                              | f and i               | 24    | 4                   | 0.5             |        |        |                     |         |         |
| ,                              | b and i               | 25    | 1                   | 0.1             |        |        |                     |         |         |
|                                | b and f               | 26    | 8                   | 1.1             |        |        |                     |         |         |
|                                | c and j               | 27    | 2                   | 0.3             |        |        |                     |         |         |
|                                | c and d               | 28    | 5                   | 0.7             |        |        |                     |         |         |
|                                | c and f               | 29    | 2                   | 0.3             |        |        |                     |         |         |
|                                | b and h               | 30    | 2                   | 0.3             |        |        |                     |         |         |

| Question R                             | esponse Value                  | Number of Responses | Percent of Total | Mean        | Median         | Standard Deviation | Minimum | <u>Maximum</u> |
|----------------------------------------|--------------------------------|---------------------|------------------|-------------|----------------|--------------------|---------|----------------|
|                                        |                                |                     |                  |             |                |                    |         |                |
|                                        | and k 31                       | 4                   | 0.5              |             |                |                    |         |                |
|                                        | and h 32                       | 21                  | 2.8              |             |                |                    |         |                |
| ea                                     | and f 33                       | 6                   | 0.8              |             |                |                    |         |                |
|                                        | and h 34                       | 4                   | 0.5              |             |                |                    |         |                |
|                                        | and k 35                       | 1                   | 0.1              |             |                |                    |         |                |
|                                        | and k 36                       | 1                   | 0.1              |             |                |                    |         |                |
|                                        | and e 37                       | 1                   | 0.1              |             |                |                    |         |                |
| e                                      | and i 38                       | 1                   | 0.1              |             |                | •                  |         |                |
|                                        | Blank                          | 44                  | 5.8              |             |                |                    |         |                |
|                                        | TOTAL                          | 754                 | 100.0            | 9.51        | 8              | 7.33               | 1       | 38             |
| 6) Is this occupation the major source | ce of your household's incom   | e?                  |                  |             |                |                    |         |                |
|                                        | No 1                           | 221                 | 29.3             | •           |                |                    |         |                |
| b.                                     | Yes 2                          | 477                 | 63.3             |             |                |                    |         |                |
|                                        | Blank                          | 56                  | 7.4              |             |                |                    |         |                |
|                                        | TOTAL                          | 754                 | 100.0            | 1.68        | 2              | 0.47               | 1       | 2              |
| 7) How long have you been a produc     | cer, packer, importer, or brok | er in the beekeepi  | ing industry?    |             |                |                    |         | •              |
| ,                                      | Non-Blank                      | 689                 | 91.4             |             |                |                    |         |                |
|                                        | Blank                          | 65                  | 8.6              |             |                |                    |         |                |
|                                        | TOTAL                          | 754                 | 100.0            | 19.66       | 15             | 13.92              | 0       | 85             |
| 8) Which income category best descri   | ibes the annual gross income   | for all wage earn   | ers in vour im   | mediate fam | ilv living wit | h vou last vear    | ·?      |                |
|                                        | Less than 9,999 1              | 74                  | 9.8              |             | ,              | you mot you        | •       |                |
|                                        | \$10,000 to 19,999 2           | 99                  | 13.1             |             |                |                    |         |                |
|                                        | \$20,000 to 39,999 3           | 214                 | 28.4             |             |                |                    |         |                |
|                                        | \$40,000 to 69,999 4           | 163                 | 21.6             |             |                |                    |         |                |
|                                        | \$70,000 to 99,999 5           | 53                  | 7.0              |             |                |                    |         |                |
|                                        | \$100,000 to 149,999 6         | 30                  | 4.0              |             |                |                    |         |                |
|                                        | \$150,000 to 199,999 7         | 4                   | 0.5              |             |                |                    |         |                |
|                                        | \$200,000 to 499,999 8         | 11                  | 1.5              |             | •              |                    |         |                |
|                                        | \$500,000 to 1,000,0009        | 3                   | 0.4              |             |                |                    |         |                |
|                                        | Over \$1,000,000 10            | 1                   | 0.1              |             |                |                    |         |                |
| <b>J.</b>                              |                                | -                   |                  |             |                |                    |         |                |
|                                        | Blank                          | 102                 | 13.5             |             |                |                    |         |                |

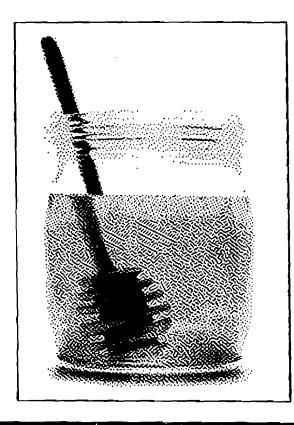
| Question                           | R    | esponse      | Value        | Number of Responses | Percent of<br>Total | Mean  | Median | Standard<br>Deviation | Minimum | <u>Maximum</u> |
|------------------------------------|------|--------------|--------------|---------------------|---------------------|-------|--------|-----------------------|---------|----------------|
| 9) How old were you on your last   | birt | thday?       |              |                     |                     |       |        |                       |         |                |
| •                                  |      | •            | Non-Blank    | 709                 | 94.0                |       |        |                       |         |                |
|                                    |      |              | Blank        | 45                  | 6.0                 |       |        |                       |         |                |
|                                    |      |              | TOTAL        | 754                 | 100.0               | 51.20 | 50     | 13.37                 | 20      | 89             |
| 10) Are you:                       |      |              |              |                     |                     |       |        |                       |         |                |
|                                    | a.   | Female       | 1            | 37                  | 4.9                 |       |        |                       |         |                |
|                                    | b.   | Male         | 2            | 673                 | 89.3                |       |        |                       |         |                |
|                                    |      |              | Blank        | 44                  | 5.8                 |       |        |                       |         |                |
|                                    |      |              | TOTAL        | 754                 | 100.0               | 1.95  | 2      | 0.22                  | 1       | 2              |
| 11) How long did it take you to co | omp  | lete this gu | estionnaire? |                     |                     |       |        |                       |         |                |
| •                                  | •    | •            | Non-Blank    | 634                 | 84.1                |       |        |                       |         |                |
|                                    |      |              | Blank        | 120                 | 15.9                |       |        |                       |         |                |
|                                    |      |              | TOTAL        | 754                 | 100.0               | 98    | 60     | 113                   | 2       | 973            |

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## APPENDIX: NATIONAL SURVEY INSTRUMENT

# HONEY INDUSTRY SURVEY



The purpose of this survey is to collect information to identify the needs and current economic status of the honey industry. Information from this study will be provided by the Economic Research Service of the U.S. Department of Agriculture to members of the U.S. Congress to assist them in establishing a pricing policy that reflects the needs of the industry. This information will aid the National Honey Board's development of research, advertising and promotion programs which will best serve the industry.

## Conducted by The Department of Agricultural Economics New York State College of Agriculture and Life Sciences Cornell University, Ithaca, New York 14853-7801

Form Approved O.M.B. No. 0536-0035 Expiration Date 6/30/91

#### HONEY PRODUCERS, PACKERS, IMPORTERS AND BROKERS SURVEY

#### INTRODUCTION:

The Cornell Institute for Social and Economic Research (CISER) is collecting information relative to honey production, pollination and the structure of your beekeeping operation. This study of the beekeeping industry is mandated by Congress in the 1987 Appropriations Bill. The information will be used by analysts at Cornell University, the National Honey Board, and the United States Department of Agriculture.

Your response is confidential and will be used only for statistical purposes and economic analysis. Although your participation is voluntary, your cooperation is essential to help us determine the economic health of the beekeeping industry. We encourage you to make the information as accurate as possible. The survey is also supported by the American Beekeeping Federation, the American Honey Producers Association and the National Honey Packers & Dealers Association.

Public reporting burden for this collection of information is estimated to average one hour (60 minutes) per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed and completing and reviewing the collected information. Send comments regarding this burden estimate or any other aspect of collection of information, including suggestions for reducing this burden to:

Department of Agriculture, Clearance Officer O.I.R.M Room 404-W

Washington D.C. 20250

and to the:

Office of Management and Budget

Paperwork Reduction Project (O.M.B. No. 0536-0035)

Washington D.C. 20502

Cover photo courtesy of National Honey Board

#### ANSWER THIS QUESTION FIRST How would you classify yourself in the honey industry? (Please circle ALL that apply.) a PRODUCER b. PACKER If not a producer ALSO, Skip to Section B, page 13 c. IMPORTER d. BROKER\_ SECTION A. PRODUCERS FIRM CHARACTERISTICS I. 1) Is beekeeping your: (Please circle ONE response.) Full time profession Ь. Part time profession C. Hobby What state do you consider the primary headquarters for your beekeeping 2) operation? 3) Is your actual residence in the same state as your primary beekeeping headquarters? No f no: In what state is your actual residence? 4) Which of the following years did you NOT have a beekeeping operation? (Circle ALL that apply.) 1984 1981 d. 1987 2. 1982 1985 1988 b. 1983 1986 5) We would like to know your operation's peak production history during each of the last four years and the number of working colonies you had during that time. (Please fill in the information for the years when you had a beekeeping operation in the spaces provided. Write "0" if none.) 1985 1986 1987 1988 a. Number of colonies on October 1 b. # of working colonies at peak production c. Month(s) of the year your operation experienced peak production

#### II. PRODUCTS AND SERVICES

#### Receipts and Production:

What were your total gross receipts from products sold, services provided and/or program participation from 1985 to 1988?

Please write: NA - if you DID NOT produce or provide specific products or services or participate in programs for that year.

0 - If you DID NOT receive any money for specific products, services or programs your operation had for that year.

#### TOTAL GROSS RECEIPTS **FOR** CALENDAR YEAR Products, Services, 1985 <u>1987</u> **19**88 and Programs <u>1986</u> Honey (not forfeited to CCC) Pollination Services Becswax Package Bees Queens and Nucs Royal Jelly, Propolis, Pollen Other Gov't. payments (net receipts) CCC forfeitures Marketing loan benefit\* \* Difference between loan rate and repayment rate.

2) How much of the following did your beekeeping operation produce or provide from 1985 to 1988?

| Products/Services                               | 1985       | 1988 |     |     |
|-------------------------------------------------|------------|------|-----|-----|
| Honey<br>Beeswax<br>Royal jelly,                | lbs<br>lbs |      | lbs | lbs |
| Propolis and Pollen                             | lbs        | lbs  | lbs | lbs |
| Package Bees<br>Nucs                            | lbs        | lbs  | lbs | lbs |
| Queens Sold<br>Separately                       | #          | #    | #   | #   |
| Pollination Services # of Colonies # of Rentals | #          | #    | #   | #   |

| Of the products and services provided by your beekeeping operation referred to in Question 2, which three do you consider most important to your operation? (Pleas write down the items in the spaces provided in the order of their importance to you operation.) |                                             |                                          |                               |                                       |              |  |  |  |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------|------------------------------------------|-------------------------------|---------------------------------------|--------------|--|--|--|
|                                                                                                                                                                                                                                                                    |                                             |                                          | Most Im                       | ропапі                                |              |  |  |  |
|                                                                                                                                                                                                                                                                    | ·                                           |                                          | Second                        | Most Important                        |              |  |  |  |
|                                                                                                                                                                                                                                                                    | <del></del>                                 | W                                        | Third M                       | ost Important                         |              |  |  |  |
| 4)                                                                                                                                                                                                                                                                 | Did your beekeeping following reasons from  | operation suffer a om 1985 to 1988?      | reduction in pr<br>(CHECK whe | roduction for an<br>ere appropriate.) | y of the     |  |  |  |
|                                                                                                                                                                                                                                                                    |                                             | CA                                       | LENDAR YE                     | AR                                    |              |  |  |  |
|                                                                                                                                                                                                                                                                    | Reason                                      | <u>1985</u> 1                            | 986                           | 1987                                  | <u>1988</u>  |  |  |  |
|                                                                                                                                                                                                                                                                    | Drought                                     |                                          |                               | <del></del>                           |              |  |  |  |
|                                                                                                                                                                                                                                                                    | Disease                                     |                                          |                               |                                       | <del>_</del> |  |  |  |
|                                                                                                                                                                                                                                                                    | Mites                                       |                                          | <del></del>                   | <del></del> .                         | <del></del>  |  |  |  |
|                                                                                                                                                                                                                                                                    | Other (Specify)                             |                                          |                               | •                                     |              |  |  |  |
|                                                                                                                                                                                                                                                                    |                                             |                                          |                               |                                       |              |  |  |  |
|                                                                                                                                                                                                                                                                    |                                             | <del></del> -                            | _ <del></del>                 |                                       | <del>_</del> |  |  |  |
| Hon                                                                                                                                                                                                                                                                | ey Marketing:                               |                                          |                               |                                       |              |  |  |  |
| 5)                                                                                                                                                                                                                                                                 | During the period of was white, extra light | of 1985 to 1988 w<br>nt amber, light amb | hat percent oper or amber?    | f the honey y                         | ou marketed  |  |  |  |
|                                                                                                                                                                                                                                                                    |                                             |                                          |                               | TOTAL HONE<br>CALENDAR Y              |              |  |  |  |
|                                                                                                                                                                                                                                                                    | Honey<br>Marketed                           | 1985                                     | 1986                          | <u>1987</u>                           | <u>1988</u>  |  |  |  |
|                                                                                                                                                                                                                                                                    | White                                       | %                                        | <b>%</b>                      | %                                     | %            |  |  |  |
|                                                                                                                                                                                                                                                                    | Extra Light Amber                           | %                                        | %                             | <b>%</b>                              | %            |  |  |  |
|                                                                                                                                                                                                                                                                    | Light Amber                                 | %                                        | %                             | %                                     | %            |  |  |  |
|                                                                                                                                                                                                                                                                    | Amber                                       | %                                        | %                             | %                                     | %            |  |  |  |
|                                                                                                                                                                                                                                                                    |                                             |                                          |                               |                                       |              |  |  |  |

6) During the period of 1985 to 1988, which of the following markets did you use to dispose of your honey crop and what was the amount of honey sold in each market? (Each honey crop year's total should agree with the honey production you reported in Question 2.)

Please write NA - if you DID NOT use that specific outlet in a given year.

|                                      | POUNDS SOLD FOR CALENDAR YEAR |      |             |      |  |  |  |
|--------------------------------------|-------------------------------|------|-------------|------|--|--|--|
| Markets Used                         | 1985                          | 1986 | <u>1987</u> | 1988 |  |  |  |
| Roadside Market                      | lbs                           | lbs  | lbs         | 1bs  |  |  |  |
| Retail Stores                        | lbs                           | lbs  | lbs         | lbs  |  |  |  |
| Institutions                         | lbs                           | lbs  | lbs         | lbs  |  |  |  |
| Broker or Dealer                     | 1bs                           | lbs  | lbs         | lbs  |  |  |  |
| Packers/Bottlers<br>Independent      | lbs                           | lbs  | lbs         | lbs  |  |  |  |
| Cooperative                          | lbs                           | lbs  | Ibs         | 1bs  |  |  |  |
| Direct Export                        | lbs                           | lbs  | lbs         | lbs  |  |  |  |
| Industrial User or Food Manufacturer |                               | lbs  | lbs         | 1bs  |  |  |  |
| Forfeited to CCC                     | lbs                           | lbs  | lbs         | Ibs  |  |  |  |
| Other Outlet (Specify)               | lbs                           | lbs  | lbs         | lbs  |  |  |  |
|                                      | lbs                           | lbs  | 1bs         | lbs  |  |  |  |
| Not Sold or<br>In Storage            | <b>i</b> bs                   | lbs  | lbs         | lbs  |  |  |  |
| TOTAL                                | 1bs                           | lbs  | lbs         | lbs  |  |  |  |

#### Government Honey Price Support Program:

| 7) | Since the 1981 crop y support program? | vear, have you participated in the government honey price |
|----|----------------------------------------|-----------------------------------------------------------|
|    | <b>a</b> .<br><b>b</b> .               | No Skip to Question 9, page 6.                            |

8) Please fill in the information for honey your operation placed under loan with the government honey price support program from 1981 to 1988.

Please write: NA - if you DID NOT participate in the program that year.

0 - If you participated in the program but DID NOT FORFEIT ANY HONEY to the CCC or receive net receipts.

|                      |                               |                           | Net Receipts from<br>Gov't Payments<br>Marketing |
|----------------------|-------------------------------|---------------------------|--------------------------------------------------|
| Honey Crop<br>Year   | Quantity Placed<br>Under Loan | Quantity Forfeited to CCC | Loan Loan Forfeitures Benefit*                   |
| 1981                 | lbs                           | lbs                       | <b>\$</b>                                        |
| 1982                 | lbs                           | <b>(</b> bs               | <b>\$</b>                                        |
| 1983                 | <b>l</b> bs                   | <b>(</b> bs               | \$                                               |
| 1984                 | lbs                           | lbs                       | \$                                               |
| 1985                 | lbs                           | lbs                       | <b>\$</b>                                        |
| 1986                 | 1bs                           | <b>(</b> bs               | <b>\$ \$</b>                                     |
| 1987                 | lbs                           | lbs                       | <b>\$ \$</b>                                     |
| 1988 * Difference be | lbs                           | lbs                       | <b>s s</b>                                       |

9) For the years that you did not participate in the government honey price support program and had a beekeeping operation:

Which of the following best describes why you did not participate? (Circle ALL that apply.)

- I received a higher price through local markets.
- did not produce enough honey to use the program.
  I was not familiar with how the program worked. b.
- c.
- d. It took too much time to complete the paper work.
- Cooperative placed honey under loan for me.
  Other (Specify)

| <br> | <br> |      |
|------|------|------|
|      |      | <br> |
|      |      |      |
|      |      |      |
|      |      |      |

| 10) | In you<br>progra | ir opinion, how<br>im were elimina                               | would yo                      | ur operation               | on be affect<br>ALL that ap                             | ed if the                 | e federa               | l honey         | support     |
|-----|------------------|------------------------------------------------------------------|-------------------------------|----------------------------|---------------------------------------------------------|---------------------------|------------------------|-----------------|-------------|
|     |                  | a.<br>b.<br>c.<br>d.<br>e.                                       | Would I<br>Would I<br>Would I | MAINTA<br>DECREA<br>EXPAND | ONTINUE IN the size SE the size the size of FY into oth | of my of my ope           | peration<br>operation. | n.<br>on.       | <b>3</b> .  |
|     |                  | If e.:                                                           |                               | -                          | nto:                                                    |                           |                        |                 |             |
|     |                  | f.                                                               |                               |                            | ease specify                                            |                           |                        |                 | •           |
| Bee | Colony           | Transport:                                                       |                               |                            |                                                         |                           |                        |                 | <del></del> |
| 11) | a.               | Did you trans<br>1987 or 1988?                                   | port any (Circle              | of your be<br>ONE lette    | e colonies t<br>r for each y                            | o other<br>ear.)          | states i               | n 1985,         | 1986,       |
|     |                  | 1985<br>a. <b>Ye</b> s                                           | ;                             | 1986<br>a. Yes             | 1987<br>a. Yes                                          |                           | 1988<br>a. Yes         |                 |             |
|     |                  | <b>b</b> . No 1986,                                              | , I did no<br>1987 or 1       | t transport<br>1988        | bee coloni<br>Skip to Qu                                | es to oth<br>estion       | ner state<br>I Ic, bel | s in 198<br>ow. | 85,         |
|     | <b>b</b> .       | If you transpo                                                   | orted any<br>e? (Pleas        | of your be<br>se check w   | e colonies<br>here appro                                | to <b>othe</b><br>priate) | states,                | what w          | as the      |
|     |                  | Main Purpo                                                       | se for 1                      | Transpor                   | ting Bees                                               | <u>1985</u>               | <u>1986</u>            | <u>1987</u>     | 1988        |
|     |                  | a. Provide pa<br>b. Seek floral<br>c. Wintering<br>d. Other (Spe | source fo                     | or honey p                 | rod'n                                                   |                           |                        |                 |             |
|     | <b>c</b> .       | What is your colonies in eatransporting a between state          | ach year f<br>activities      | or any reas<br>to and from | son? Total                                              | mileage                   | include                | s all           |             |
|     |                  | a. 19.<br>b. 19<br>c. 19<br>d. 19                                | 86<br><b>8</b> 7              |                            | miles<br>miles                                          |                           |                        |                 |             |

| Polli | nation Services:                                                                                                                                                                                                                          |
|-------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 12)   | Did your operation transport bee colonies to one or more locations during 1986, 1987 or 1988 to provide paid pollination services?                                                                                                        |
|       | <ul> <li>a. No</li> <li>b. Yes</li> <li>Skip to Section III, page 10.</li> </ul>                                                                                                                                                          |
| 13)   | Please answer the following questions based on your most recent experience                                                                                                                                                                |
|       | a. For which year are you providing information on pollination service                                                                                                                                                                    |
|       | 19                                                                                                                                                                                                                                        |
|       | b. How many of your colonies were used at the start of the pollination                                                                                                                                                                    |
|       |                                                                                                                                                                                                                                           |
|       | c. How many of your colonies were being used at the end of the pollir season?                                                                                                                                                             |
|       | # of COLONIES                                                                                                                                                                                                                             |
|       | d. How many times were your colonies relocated during the year to prepaid or unpaid pollination services?                                                                                                                                 |
|       | # of TIMES RELOCAT                                                                                                                                                                                                                        |
|       | e. How many total miles were your colonies transported during a year provide pollination services? (Please approximate if unsure. Total includes all transporting activities to and from home location within as well as between states.) |
|       | TOTAL MILES                                                                                                                                                                                                                               |
|       |                                                                                                                                                                                                                                           |
|       |                                                                                                                                                                                                                                           |

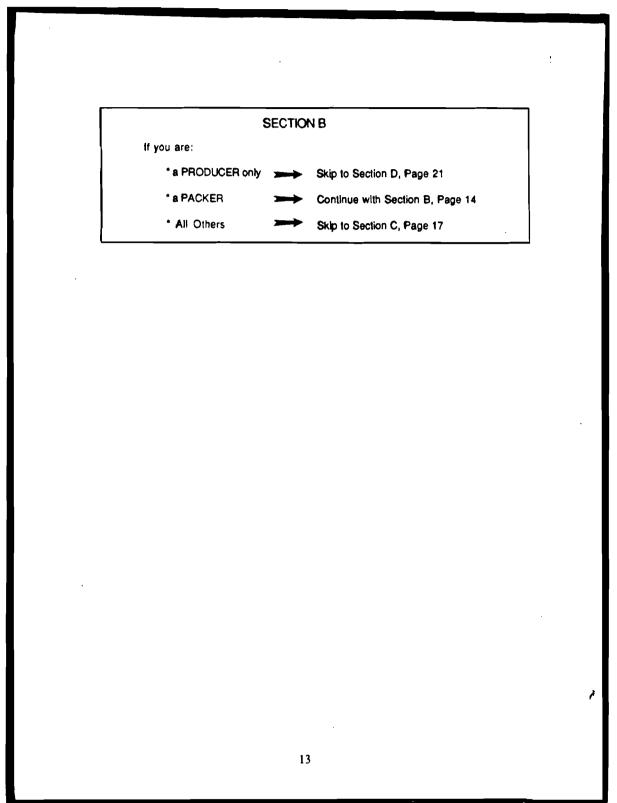
|     | pai<br>apj<br>the | id pollinati<br>plicable po<br>year and p | on services<br>llination fee<br>proceed thro | , the main c                 | rops pollina<br>Begin with<br>year. If mo | ted, coloni<br>the first cr<br>ore than one | colonies provide<br>es used, and<br>ops pollinated in<br>e crop is<br>olumn. |  |
|-----|-------------------|-------------------------------------------|----------------------------------------------|------------------------------|-------------------------------------------|---------------------------------------------|------------------------------------------------------------------------------|--|
|     | is                | Major<br>Crops<br>Pollinated              | Total<br>Colonies<br>Used                    | Colonies<br>Used<br>Per Acre | Fee<br>Rec'd<br>per                       | Service<br>Begins                           | n Length of<br>Time Crop<br>is<br>Pollinated                                 |  |
|     | Provided (state)  | (стор)                                    | (number)                                     | (number)                     | Colony<br>(dollars)                       | (month,<br>day)                             | (days)                                                                       |  |
| ,   |                   |                                           |                                              | <del></del>                  |                                           |                                             | <del></del>                                                                  |  |
|     |                   |                                           |                                              |                              |                                           |                                             |                                                                              |  |
|     |                   |                                           |                                              | · ——                         |                                           |                                             |                                                                              |  |
|     |                   |                                           |                                              | -                            |                                           |                                             |                                                                              |  |
|     |                   |                                           |                                              |                              |                                           |                                             |                                                                              |  |
|     |                   |                                           | ·                                            | ·                            | · ———                                     | ·                                           |                                                                              |  |
|     |                   |                                           |                                              |                              |                                           |                                             | <del></del>                                                                  |  |
|     |                   | -                                         |                                              |                              |                                           |                                             |                                                                              |  |
|     |                   |                                           | ·                                            |                              | -                                         |                                             |                                                                              |  |
| 14) | Please ide        | entify whe                                | re your col                                  | lonies that<br>-wintered.    | are used to                               | o provide                                   | paid                                                                         |  |
|     |                   | L                                         | cation (Sta                                  | te)                          | Number                                    | of Colonie                                  | es                                                                           |  |
|     |                   |                                           |                                              |                              |                                           |                                             | _                                                                            |  |
|     |                   |                                           |                                              | _                            |                                           | -                                           | <del></del>                                                                  |  |
|     |                   |                                           |                                              |                              |                                           |                                             | _                                                                            |  |

| 1) | Did your beekeeping operation incur losses from pesticides during 1988?                         |
|----|-------------------------------------------------------------------------------------------------|
|    | a. No Skip to Question 6, below. b. Yes                                                         |
| 2) | What percent of your colonies were affected by pesticides in 1988?                              |
|    |                                                                                                 |
| 3) | What percent of your affected colonies suffered 50% or more loss of honey bees from pesticides? |
|    | % COLONIES WITH 50% LOSS                                                                        |
| 4) | Where did most of your losses occur? (Circle ONE answer.)                                       |
|    | a. Colony b. Field c. Both                                                                      |
| 5) | Are you normally reimbursed for your honey bee losses from pesticides?                          |
|    | a. No<br>b. Yes                                                                                 |
| 6) | Does your beekeeping operation normally incur winter losses?                                    |
|    | <ul><li>a. No</li><li>b. Skip to Section IV, page 11.</li></ul>                                 |
| 7) | What percent of your colonies are affected by winter loss each year?                            |
|    |                                                                                                 |
| 8) | What percent of your affected colonies suffered 50% or more winter loss of honey                |

| 9,    | ) What method                  | do you use to replace winter losses? (Circle ALL that apply.)                                                                                     |
|-------|--------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|
|       |                                | <ul> <li>a. Package bees</li> <li>b. Divisions with purchased queens</li> <li>c. Divisions with queens raised by the beekeeper using a</li> </ul> |
|       |                                | natural queen cell  d. Divisions with queens raised by the beekeeper using a grafted queen cell                                                   |
| IV. L | ABOR USE                       |                                                                                                                                                   |
| 1     | ) What is the a on your entire | verage number of hours per week each of the following have spent e operation in 1988? (Please fill in the blanks provided.)                       |
|       |                                |                                                                                                                                                   |
|       | Please w                       | vrite: NA - If you DID NOT USE a specific labor source during a given time                                                                        |
|       | •                              |                                                                                                                                                   |
|       |                                | Jan-Mar Apr-Jun Jul-Sep Oct-Dec<br>(hours/week) (hours/week) (hours/week)                                                                         |
|       | Yourself                       | <del></del>                                                                                                                                       |
|       | Other Family<br>Members        |                                                                                                                                                   |
|       | Hired Labor                    |                                                                                                                                                   |
|       | Full Time                      |                                                                                                                                                   |
| •     | Part Time                      |                                                                                                                                                   |
| •     |                                |                                                                                                                                                   |
|       | 2) What is the a               | average wage rate paid by your operation for each of the following?                                                                               |
|       | ?) What is the a               | a. Full time hired labor? dollars/hour.                                                                                                           |
| 2     | ?) What is the a               |                                                                                                                                                   |

V.

| National Honey E                                                                                                      | idvertising a                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | nd promotion of                                                                                                                         | ione by mark                                                                        | 88? Exclude cooperatoropriate space | tives and the                 |  |  |  |
|-----------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------|-------------------------------|--|--|--|
|                                                                                                                       | Honey                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Honey with other Products                                                                                                               | Beeswax                                                                             | Pollination<br>Services             | Package<br>Bees and<br>Oueens |  |  |  |
| Local Newspaper                                                                                                       | s                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                         |                                                                                     |                                     |                               |  |  |  |
| Circulars                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                         |                                                                                     | <u> </u>                            |                               |  |  |  |
| Beekeeping<br>Journals                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                         |                                                                                     |                                     |                               |  |  |  |
| Magazines                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | - — <del>_</del>                                                                                                                        |                                                                                     |                                     |                               |  |  |  |
| Community Bulletin Boards                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                         |                                                                                     |                                     |                               |  |  |  |
| Direct Mail                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | - <del></del>                                                                                                                           |                                                                                     |                                     |                               |  |  |  |
| Road Signs                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                         |                                                                                     | . <u> </u>                          |                               |  |  |  |
| Word of Mouth                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                         |                                                                                     | - <del></del> -                     |                               |  |  |  |
| Other (Please Lis                                                                                                     | t)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                         |                                                                                     |                                     |                               |  |  |  |
|                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                         |                                                                                     |                                     |                               |  |  |  |
| Didn't Advertise                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                         |                                                                                     |                                     |                               |  |  |  |
| Which of the following beekeeping promotional activities did you participate in during 1988? (Circle ALL that apply.) |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                         |                                                                                     |                                     |                               |  |  |  |
| a<br>b<br>c<br>d<br>e<br>f                                                                                            | . Giving (e.g. composition (e. | buting recipes in<br>g demonstration<br>county fairs, flood<br>buting honey in<br>buting free same<br>shing newspaper<br>aining observa | ns/Setting up<br>the markets, g<br>aformation<br>uples<br>the articles<br>tion hive | rocery stores,                      | bazaars etc.                  |  |  |  |
| g<br>h                                                                                                                | . Contr<br>. Other                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | ibuting to the N<br>(Please Specif                                                                                                      | Vational Hon<br>y)                                                                  | ey Board                            |                               |  |  |  |
|                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                         |                                                                                     |                                     | •                             |  |  |  |



#### SECTION B. PACKERS

#### I. FIRM CHARACTERISTICS

- I) Are you a: (Please circle ONE response.)
  - a. Full time Packer
  - b. Part time Packer;

Other time spent on beekeeping activities

c. Part time Packer,

Other time spent on non-beekeeping activities

2) In what state do you have your packing facilities?

#### II PRODUCTS AND SERVICES

- 1) Did your operation do any subcontracted packing services for other businesses in 1988?
  - a. No Skip to question 3, page 15.
  - b. Yes
- FOR SUBCONTRACTED HONEY ONLY: Please fill in the following information about honey you packed for other businesses from 1985 to 1988.

Please write: NA - If you DID NOT accept any subcontracts that year.

| Calendar<br>Year | Honey<br>Source     | Volume<br>Packed | Total Cost<br>of Purchased<br>Honey | Revenue Received From Services |
|------------------|---------------------|------------------|-------------------------------------|--------------------------------|
| 1985             | Domestic<br>Foreign | (bs              | \$<br>\$                            | \$<br>\$                       |
| 1986             | Domestic<br>Foreign | Ibs              | \$                                  | \$                             |
| 1987             | Domestic<br>Foreign | tbs              | \$<br>\$                            | \$<br>\$                       |
| 1988             | Domestic<br>Foreign | lbs              | \$                                  | \$                             |

| Calendar<br>Year                                                                      | Honey<br>Source                                                | Volume<br>Packed                              | Total Cost<br>of Purchased<br>Honey        | From Packed                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|---------------------------------------------------------------------------------------|----------------------------------------------------------------|-----------------------------------------------|--------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Purch                                                                                 | wn Honey<br>ased Domestic<br>nased Foreign                     | lbs<br>lbs<br>lbs                             |                                            | \$<br>\$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Purch                                                                                 | wn Honey<br>ased Domestic<br>nased Foreign                     | ibs<br>lbs<br>lbs                             |                                            | \$<br>\$<br>\$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Purch                                                                                 | wn Honey<br>ased Domestic<br>ased Foreign                      | lbs<br>lbs                                    | ·                                          | \$<br>\$<br>\$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Purch                                                                                 | wn Honey<br>ased Domestic<br>hased Foreign                     |                                               | \$                                         | \$<br>\$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| P                                                                                     | lease write NA                                                 | - if you DID                                  | NOT use that sp                            | pecific outlet in a given year                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|                                                                                       |                                                                |                                               |                                            | pecific outlet in a given year ENDAR YEAR 1987 1988                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Markets                                                                               | Used                                                           | POUNDS SO<br>1985                             | OLD FOR CALL<br>1986                       | ENDAR YEAR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Markets<br>Roadside N                                                                 | Used<br>Market _                                               | POUNDS SO<br>1985                             | OLD FOR CALL<br>1986                       | ENDAR YEAR<br>1987 1988                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Markets<br>Roadside N<br>Retail Stor                                                  | Used Market                                                    | POUNDS Se                                     | OLD FOR CALL<br>1986<br>Ibs                | ENDAR YEAR 1987 1988lbslbs                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Markets<br>Roadside N<br>Retail Stor                                                  | Used Market es s                                               | POUNDS So<br>1985<br>Lbs<br>Lbs               | OLD FOR CALL<br>1986<br>lbs<br>lbs<br>lbs  | ENDAR YEAR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Markets Roadside N Retail Stor Institution                                            | Used  Market es  S Dealer                                      | POUNDS So<br>1985<br>lbs<br>lbs<br>lbs        | DLD FOR CALL<br>1986<br>lbs<br>lbs<br>lbs  | ENDAR YEAR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Markets Roadside M Retail Stor Institutions Broker or I Direct Exp                    | Used  Market es  Dealer Ont User or                            | POUNDS Se<br>1985<br>lbs<br>lbs<br>lbs<br>lbs | DLD FOR CALL<br>19861bs1bs1bs1bs1bs        | ENDAR YEAR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Markets Roadside M Retail Stor Institutions Broker or I Direct Exp Industrial Food Ma | Used  Market es  Dealer Ont User or                            | POUNDS Services 1985 Lbs Lbs Lbs Lbs Lbs Lbs  | DLD FOR CALL<br>1986lbslbslbslbslbs        | ENDAR YEAR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Markets Roadside M Retail Stor Institution: Broker or I Direct Exp Industrial Food Ma | Used  Market es  Dealer oort User or anufacturer let (Specify) | POUNDS So<br>1985 lbslbslbslbslbs             | DLD FOR CALL 1986 lbslbslbslbslbslbs       | ENDAR YEAR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Markets Roadside M Retail Stor Institutions Broker or I Direct Exp Industrial Food Ma | Used  Market es  Dealer oort User or anufacturer let (Specify) | POUNDS Se 1985 lbslbslbslbslbslbslbs          | DLD FOR CALL 1986 lbslbslbslbslbslbslbslbs | ENDAR YEAR   1988   1987   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1988   1 |

#### III. ADVERTISING AND PROMOTIONAL ACTIVITIES

1) Where did you advertise your products and services in 1988? (Please put a CHECK on the appropriate spaces.)

| _                            | Honey | Honey<br>with other<br>Products | Packing<br>Services | Other Products or Services |
|------------------------------|-------|---------------------------------|---------------------|----------------------------|
| Local Newspapers             |       |                                 |                     |                            |
| Circulars                    |       |                                 |                     |                            |
| Beckeeping<br>Journals       |       |                                 |                     |                            |
| Magazines                    |       |                                 |                     |                            |
| Community<br>Bulletin Boards |       |                                 |                     |                            |
| Direct Mail                  |       |                                 |                     |                            |
| Road Signs                   |       |                                 |                     |                            |
| Word of Mouth                |       |                                 |                     |                            |
| Other (Please List)          |       |                                 |                     |                            |
|                              |       |                                 |                     |                            |
|                              |       |                                 |                     |                            |
| Didn't Advertise             |       |                                 |                     |                            |

#### SECTION C

If you are:

- \* NOT an Importer or Broker-Skip to Section D, Page 21
- \* an Importer or Broker >>> Please continue with Section C, Page 18

17

#### SECTION C. IMPORTERS AND BROKERS

#### I. FIRM CHARACTERISTICS

- Which of the following best describes your operation? (Please circle ONE 1) response.)
  - Full time Importer
  - b. Full time Broker
  - Full time Importer and Broker Part time Importer Part time Broker C.
  - d.

  - Part time Importer and Broker
- 2) In what state do you have your primary headquarters?

#### H. PRODUCTS AND SERVICES

- 1) What products do you negotiate? (Circle ALL that apply.)

  - Other Nutritive Sweeteners (e.g. corn syrup, sugar, etc.)
    Other Agricultural Products
    Non-Agricultural Products b.

  - c. d.
- During the period of 1985 to 1988, please indicate the quantity of honey negotiated 2) by your operation, its source, the cost, and the revenue received.

| Calendar<br>Year | Honey<br>Source     | Volume | Total Cost | Total<br>Revenue |
|------------------|---------------------|--------|------------|------------------|
| 1985             | Domestic<br>Foreign | lbs    | \$         | \$               |
| 1986             | Domestic<br>Foreign | fbs    | \$         | \$               |
| 1987             | Domestic<br>Foreign | lbs    | \$         | \$               |
| 1988             | Domestic<br>Foreign | lbs    | \$         | \$               |

| Please write NA - if y               | you DID NOT use that specific outlet in a given year. |             |                                |             |  |  |
|--------------------------------------|-------------------------------------------------------|-------------|--------------------------------|-------------|--|--|
| Markets Used                         | 1985                                                  |             | S SOLD FOR<br>DAR YEAR<br>1987 | 1988        |  |  |
| Roadside Market                      | lbs                                                   | lbs         | lbs                            |             |  |  |
| Retail Stores                        | lbs                                                   | lbs         | lbs                            |             |  |  |
| Institutions                         | lbs                                                   | 1bs         | 1bs                            |             |  |  |
| Packers/Bottlers                     |                                                       |             |                                |             |  |  |
| Independent                          | Ibs                                                   | lbs         | lbs                            |             |  |  |
| Cooperative                          | lbs                                                   | lbs         | lbs                            |             |  |  |
| Direct Export                        | lbs                                                   | lbs         | lbs                            | <del></del> |  |  |
| Industrial User or Food Manufacturer | <b>l</b> bs                                           | <b>!</b> bs | lbs                            |             |  |  |
| Other Outlet (Specify)               |                                                       |             |                                |             |  |  |
|                                      | lbs                                                   | 1bs         | 1bs                            |             |  |  |
|                                      | 1bs                                                   | 1bs         | lbs                            |             |  |  |
| Not Sold or<br>In Storage            | lbs                                                   | lbs         | 1bs                            |             |  |  |
| TOTAL                                | lbs                                                   | lbs         | lbs                            |             |  |  |

| 1) | Where did you advert<br>CHECK on the appro | tise your prod<br>opriate spaces | ucts and service.)                    | es in 1988? (P)                       | ease put a                 |
|----|--------------------------------------------|----------------------------------|---------------------------------------|---------------------------------------|----------------------------|
|    |                                            | Honey                            | Honey with other Nutritive Sweeteners | Brokerage<br>and Importer<br>Services | Other Products or Services |
|    | Local Newspapers                           |                                  |                                       | ·                                     |                            |
|    | Circulars                                  |                                  |                                       |                                       |                            |
|    | Beekeeping<br>Journals                     |                                  |                                       |                                       | ·<br>                      |
|    | Magazines                                  |                                  |                                       |                                       |                            |
|    | Community Bulletin Boards                  |                                  |                                       |                                       |                            |
|    | Direct Mail                                |                                  |                                       |                                       |                            |
|    | Road Signs                                 |                                  |                                       |                                       |                            |
|    | Word of Mouth                              |                                  |                                       |                                       |                            |
|    | Other (Please List)                        |                                  |                                       |                                       |                            |
|    |                                            |                                  |                                       |                                       |                            |
|    |                                            |                                  |                                       |                                       |                            |
|    | Didn't Advertise                           |                                  |                                       |                                       |                            |
|    |                                            |                                  |                                       |                                       |                            |
|    |                                            |                                  |                                       |                                       |                            |
|    |                                            |                                  | •                                     |                                       |                            |
| Г  | Ple                                        | ase continue                     | with Section D                        | , Page 21.                            |                            |
| L  |                                            |                                  |                                       |                                       |                            |

Financial Situation: -Please answer the following questions with regard to your entire beekeeping and/or marketing operation.

2) In 1988, what was your operation's approximate gross income? (Gross income is the total income before subtracting expenses. Circle the LETTER which applies to your operation.)

| a. | \$2,499 or less      | g.       | \$50,000 to \$99,999                             |
|----|----------------------|----------|--------------------------------------------------|
| ь. | \$2,500 to \$4,999   | ĥ.       | \$100,000 to \$149,999                           |
| C. | \$5,000 to \$9,999   | i i      | \$150,000 to \$149,999<br>\$150,000 to \$199,999 |
| đ. | \$10,000 to \$19,999 | •        | \$200,000 to \$499,999                           |
| C. | \$20,000 to \$39,999 | j.<br>k. | \$500,000 to \$499,999                           |
| f. | \$40,000 to \$49,999 | IN.      | \$500,000 to \$999,999                           |
|    | ,                    | 1.       | \$1,000,000 or more                              |

 In 1988, what was your operation's net income? (Net income is gross income minus expenses. Circle the LETTER which applies.)

| a. | Costs exceeded income | e.       | \$5,000 to \$9,999                        |
|----|-----------------------|----------|-------------------------------------------|
| b. | Broke even            | f.       | \$10,000 to \$19,999                      |
| c. | \$1 to \$2,499        | g.       | \$20,000 to \$49,999                      |
| d. | \$2,500 to \$4,999    | h.       | \$50,000 to \$99,999                      |
| u. | \$2,300 to \$4,999    | ĥ.<br>i. | \$50,000 to \$99,999<br>\$100,000 or more |

4) What would you estimate to be the total value of all the assets of your operation at the end of 1988? (Assets include land, buildings, machinery, hives, honey, beeswax and other property. Circle the LETTER which applies.)

| a. | \$2,499 or less      | h. | \$100,000 to \$149,999     |
|----|----------------------|----|----------------------------|
| b. | \$2,500 to \$4,999   | i. | \$150,000 to \$199,999     |
| c. | \$5,000 to \$9,999   | j. | \$200,000 to \$499,999     |
| d. | \$10,000 to \$19,999 | k. | \$500,000 to \$99,999      |
| e. | \$20,000 to \$39,999 | l. | \$1,000,000 to \$1,499,999 |
| f. | \$40,000 to \$49,999 | m. | \$1,500,000 to \$1,499,999 |
| g. | \$40,000 to \$49,999 | m. | \$1,500,000 to \$1,999,999 |
|    | \$50,000 to \$99,999 | n. | \$2,000,000 or more        |

What was the approximate total amount of debt on the assets of your operation at the end of 1988? (Circle the LETTER which applies.)

| i. \$100,000 to \$149,999<br>j. \$150,000 to \$199,999<br>k. \$200,000 to \$499,999<br>I. \$500,000 to \$999,999<br>m. \$1,000,000 to \$1,499,999<br>n. \$1,500,000 to \$1,999,999<br>o. \$2,000,000 or more |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                                                                                                                                              |

|      | SECTION E. PERSONAL INFORMATION                                                                                                                                                                                                                                                                                                               |  |
|------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| 1)   | Which of the following best describes the location of your primary residence? (Please circle the LETTER where you live most of the year.)                                                                                                                                                                                                     |  |
|      | a. Farm b. Rural but not farm c. Community under 2,500 d. Community 2,500 or more but less than 25,000 e. Community 25,000 or more but less than 50,000 f. Community 50,000 or more but less than 100,000 g. Community 100,000 or more                                                                                                        |  |
| 2)   | How many people, including yourself, live at your present address? (Please fill in the blanks. Put "0" where applicable.)                                                                                                                                                                                                                     |  |
|      | a. Under 6 years old b. 6 to 12 years old c. 13 to 18 years old d. 19 or older                                                                                                                                                                                                                                                                |  |
| 3)   | What is your current marital status? (Please circle ONE response.)                                                                                                                                                                                                                                                                            |  |
|      | a. Married b. Single c. Widowed/Divorced/Separated                                                                                                                                                                                                                                                                                            |  |
| 4)   | How many years of school did you complete? (Please circle ONE response.)                                                                                                                                                                                                                                                                      |  |
|      | a. I to 8 years (Elementary school only) b. 9 to 11 years (Attended some high school) c. 12 years (Graduated high school) d. 13 to 15 years (Attended college) e. 16 or more years (Graduated college)                                                                                                                                        |  |
| • 5) | What do you consider your major occupation? (Circle the LETTER which best describes your occupation.)  a. Olerical f. Own my own business (excluding farming)  lawyer, etc) g. Sales  c. Managerial h. Beekeeper and/or bee producer d. Technician i. Farmer (crop, livestock, aquaculture, poultry etc.)  factory, etc.) j. Retired k. Other |  |

| 6)  | Is this occupation the major source of your household's income?                                                                                                     |
|-----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|     | a. No<br>b. Yes                                                                                                                                                     |
| 7)  | How long have you been a producer, packer, importer, or broker in the beekeeping industry?                                                                          |
|     | years                                                                                                                                                               |
| 8)  | Which income category best describes the annual gross income for all wage earners in your immediate family living with you last year? (Please circle ONE response.) |
|     | a. Less than \$9,999 b. \$10,000 to \$19,999 c. \$20,000 to \$39,999 d. \$40,000 to \$69,999 e. \$70,000 to \$99,999 j. \$500,000 j. Over \$1,000,000               |
| 9)  | How old were you on your last birthday?                                                                                                                             |
|     | years old                                                                                                                                                           |
| 10) | Are you:                                                                                                                                                            |
|     | a. Female<br>b. Male                                                                                                                                                |
| 11) | How long did it take you to complete this questionnaire?                                                                                                            |
|     | minutes                                                                                                                                                             |
|     |                                                                                                                                                                     |
|     | 24                                                                                                                                                                  |
|     | er e                                                                                                                                                                |

#### SECTION F. YOUR COMMENTS

| is there anything else that you would like to tell us about your operation? If you                                                                                                                                                                                   | ou           |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|
| do, please use the space below for that purpose.                                                                                                                                                                                                                     |              |
|                                                                                                                                                                                                                                                                      | _            |
|                                                                                                                                                                                                                                                                      | <del>.</del> |
|                                                                                                                                                                                                                                                                      |              |
|                                                                                                                                                                                                                                                                      |              |
|                                                                                                                                                                                                                                                                      |              |
|                                                                                                                                                                                                                                                                      | _            |
|                                                                                                                                                                                                                                                                      |              |
| Do you have any comments about this survey in general, as well as any of its specific sections or questions? We would appreciate your comments to help a learn more about issues important in identifying the needs and current economistatus of the honey industry. | ıs<br>vic    |
|                                                                                                                                                                                                                                                                      |              |
|                                                                                                                                                                                                                                                                      |              |
|                                                                                                                                                                                                                                                                      |              |
|                                                                                                                                                                                                                                                                      |              |
|                                                                                                                                                                                                                                                                      |              |
|                                                                                                                                                                                                                                                                      |              |
|                                                                                                                                                                                                                                                                      |              |

If you have any questions regarding this study or this questionnaire, please contact:

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THANK YOU FOR YOUR COOPERATION. PLEASE MAIL THIS QUESTIONNAIRE TO US IN THE ENCLOSED POSTAGE PAID ENVELOPE.

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