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- The formulation of tobacco blends, including shisha and ongoing blend maintenance.
- High-quality liquid nicotine that exceeds U.S. Pharmacopeia standards, and is extracted and purified in our cGMP facility.
- Laboratory facilities that are ISO 17025 accredited, and offer reliable analytical testing services for your tobacco, smoke, shisha, e-liquid and vapor product needs.
- Expertise in naturally reconstituted tobacco. We provide our customers high-quality filler, binder, wrapper, one-leaf, and tipping paper which can be tailored to their specific needs.

Universal is consistently looking for ways to serve our customers’ current and future needs in the global market. Contact us to discuss how Universal can help you move ahead of the competition.

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MESSAGE FROM ITGA PRESIDENT

Dear Tobacco Growers Around the World,

2021 was not an easy year. A few developed countries have managed to reach high COVID-19 vaccination levels, thus, avoiding new deadly surges. However, the rest of the world is far from being protected against the current variants or from the new ones that may arise soon. A substantial part of the tobacco grower community belongs to the latter group and that could disrupt the production season.

For the last two years the anti-tobacco lobby was mostly quiet and growers were able to do what they do best, which is to contribute to maintaining high levels of employment and regular income to some of the poorest regions and countries in the world. However, 2021 was not only marked by COVID-19. It was also the year of COP26 of the UN Climate Conference, where the evidence for climate change was analyzed and a lot of immediate and medium term measures were discussed and approved to be implemented by governments in the near future.

Where I come from, cyclones are an unfamiliar term to many South-East African farmers, but of late it’s something that is coming almost every rainy season and impacts heavily tobacco production. With a bird distance of less than 200km from the border to the Indian Ocean the hinterland countries of Zimbabwe and Malawi have, together with Mozambique on the coast, been experiencing the effects of tropical cyclones with human lives, crop and infrastructure losses. This year alone, cyclones Ana and Gombe have hit the east coast of Mozambique causing devastating damage. All these are coming after another cyclone, Ida, caused very big damage to these same areas last year.

COP 26 summit tackled a lot of issues relating to farming and climate change. Apart from extreme weather conditions and drought there are other occurrences that are associated with climate change and impacting agriculture. Wildfires have become a common feature in the Americas, Europe and Australia. Rising costs of production also being recorded as a result of climate change effects.

The scope of climate change related initiatives is much wider than what was before considered under the umbrella of sustainability policy. Tobacco production is not in the best position regarding climate change. Its carbon footprint is heavy, namely in the use of pesticides, the transportation of inputs and tobacco, deforestation and the use of gas, coal and wood for curing tobacco.

Climate change is now a reality witnessed by millions of victims of extreme weather events and that will fuel a massive migration of funds, people, and organizations from previous marginal campaigns to climate change initiatives. Ultimately, they will meet us in tobacco production reinforcing and diversifying some ideas that were already aired in the last two COP meet- ings of the FCTC.

There is a lot that needs to be done on the agricultural side to contribute more for a greener planet. With the creation of more forests, good management of wetlands and Good Agricultural Practices (GAP) huge amounts of carbon can be sequestered. As tobacco farmers, we are used to these GAP requirements and the efforts should not sound new. However, we need to do more, take an active role in this fight to ensure a better world for the generations to come.

But only with the full involvement of the sector working in a holistic way, this can be possible.

ITGA has made this call to partners and stakeholders and we are still to see what the answer to this call will be. ITGA and its members’ associations are committed to do their part but we are also mindful of the limited impact our actions will have if other links in this supply chain do not take into consideration the difficult transition farmers’ are subject to and avoid adding extra burden to the already overloaded cost on farmers’ businesses.

It is high time to foresee how this new paradigm will affect tobacco production and vice versa. Our planning this year will employ the time and resources to bring climate change and other social and environmental challenges to the top of the sector’s agenda and priorities.
WOMEN IN TOBACCO: A LESSON WE NEED TO LEARN

On this first report for our magazine as new ITGA CEO, these lines are meant to thank ITGA Members for their trust. I assume with respect and a great sense of responsibility the role that has been entrusted to me and I hope to live up to the expectations of the ITGA Members, as well as to the common interest of tobacco growers in general. Warnings of gratitude also go to my predecessor, António Abrunhosa, to whom we owe.

We have made this edition a small tribute to women and their work in our sector. I have been lucky enough to meet many of them and they are all a source of inspiration in my work. The interviews gathered, coming from different regions of the world, convey the realities of these women, what unites and separates them in their challenges and expectations. Thanks to this evidence we can have a global picture of the sector as seen through the eyes of these women. I have carefully read their answers fuelled by enthusiasm. However, there are still aspects overshadowing the work of these women. At large, their learning capacity is underestimated, relegating them to roles with little responsibility or none. They are also rarely placed in negotiations phases neither on leadership positions. They all express respect and gratitude for tobacco farming which is considered a livelihood pillar for their families. Some have dedicated their whole lives to the crop,

and they all understand it as a family business. In some regions, decisions are made jointly, with both men and women having equal weight in the rollout of the business.

Another common demand is training and capacity building to improve their techniques and, in some regions, lack of mechanization makes the work burdensome. “Training” is repeated throughout the interviews as fundamental for the simple reason that allows them to apply appropriate techniques and thus grow and improve their performance. There is also a wide vision of the future to some extent, and it is through learning that they see this future as more promising. There is no fear of learning.

Thanks to this evidence we can have a global picture of the sector as seen through the eyes of these women.

At large, their learning capacity is underestimated, relegating them to roles with little responsibility or none.

It is heart-breaking to understand that, even though they experience hardship through their work to generate income, many of these women never have access to the crop’s money.

In some cases, they feel that the current system exploits growers unnecessarily. There is also a lot of mistrust in the negotiation phase. Some of the women report a lot of stress in the price negotiations phases because, according to their own testimonies, they witness corruption carried by middlemen and a year of hard work ends up in an unfair deal, leaving them filled with frustration and dismay. Bureaucracy and access to credits are not adapted to women and their role in society. It is heart-breaking to understand that, even though they experience hardship through their work to generate income, many of these women never have access to the crop’s money. Men are the ones who control the benefits and women accept with despair these grievances in order to avoid family conflicts that often leads to the break-up of marriages. Yet women are all consistent in their responsibility and encourage each other to face challenges together fearlessly. To all of them, our sincere appreciation. But this is not enough, because without understanding their crucial role in their families, communities and our sector and without providing the right opportunities for them we will never succeed in unleashing their potential which will highly benefit their countries’ economies as was recently recognized by study commissioned by the IMF. In ITGA, we will work to turn that potential into reality.

Our agenda at ITGA this year is strongly focused on strengthening our relationships with our members and partners.

It will be involved in as many dialogues as possible inside and outside our supply chain, bottom to top. We proactively want to learn more about our partners’ view regarding issues with a common ground, such as the ones on the social and environmental agenda and we will promote discussion and open tables for debates. Our meetings will carry this year a very important mission, which is to convey to all entities related with our sector, namely our clients, the concerns and expectations of growers all over the world. Particularly those linked to the biggest challenges growers are facing namely soaring cost of production and demands of sustainability programs.

We will ask growers to understand that the first and foremost sustainability they need, is the sustainability of their businesses without which all the others are irrelevant.

From ITGA we will do everything in our hands to make this year a meaningful one for our Members. ITGA is the only worldwide platform giving a collective voice to tobacco growers and advocating for the sector.
LEARN THE FACTS:
RURAL WOMEN AND GIRLS

Rural women ensure food security for their communities, build climate resilience and strengthen economies. Yet, gender inequalities, such as discriminatory laws and social norms, combined with a fast-changing economic, technological and environmental landscape restrict their full potential, leaving them far behind men and their urban counterparts.

Below are just some of these challenges and their consequences.

LABOUR

THE SHARE OF WOMEN WORKING IN AGRICULTURE BY COUNTRY INCOME LEVEL

- Low income: 64%
- Lower middle income: 42%
- Middle income: 28%
- Upper middle income: 18%
- High income: 2%

Agriculture remains the most important employment sector for women in developing countries and rural areas, a sector that largely falls within the informal economy with little or no social protection and labour rights.

CONSEQUENCES
Lower standard of living; poorer wages and health; limited access to social services; restricted upward mobility; lack of collective voice and agency.

LAND RIGHTS

Less than 15% of agricultural landholders are women.

CONSEQUENCES
Less income security; less decision-making power in households and communities; inability to access credit to start a business or improve agricultural productivity.

REPRODUCTIVE HEALTH

Around 30% of rural women give birth without a skilled health worker present, compared to only 10% of urban women.

CONSEQUENCES
Increased chances of life-threatening complications, severe bleeding, infection and maternal mortality.

Source: UN Women Learn the facts: Rural women and girls | UN Women – Headquarters
In the beginning of 2022, ITGA conducted a market survey covering our wide member and partnership base. The questions focused on topics ranging from the Covid-19 disruptive effects on the sector to wider social and environmental challenges that impact tobacco growing. Shortly after we closed the survey, the war between Russia and Ukraine broke out. In addition to the big humanitarian disaster that is currently unfolding, the conflict will have a major impact not only on tobacco but to the wider agricultural context in general. The following paragraphs synthesize the insights from the answers we received, while also touching on the incoming challenges posed by the war.

The Global Pandemic

Covid-19 started leaving its mark on the sector during 2020, when we witnessed season interruptions and delays, travel and transport restrictions, even bans of growers on participating during the sales process. In certain cases, there were very few attendees at sales days, while in others the disruption to adjacent service providers had a knock-on effect on the farming sector causing upward pressures on production costs, such as fertilizers and energy. In some markets there were shortages of labor force and in others the expansion of labor force and in others the ex -

To battle the negative consequences of the pandemic our members and partners applied a variety of measures. Moderating access to allow for keeping social distancing, extensive use of masks and stricter hygiene standards were among the common procedures taken. In fact, ITGA in coordination with members and the ECLT Foundation, devised an awareness bringing campaign #TogetherWeCare targeting non contracted small scale farmers in particular. This involved activities such as translating educational materials to local languages and connecting with key UN agencies. In the case of Zimbabwe, decentralization of auction floors was done in order to give farmers an opportunity to be at the sales process as well as save on transport costs. In Brazil, problems were fewer as production and marketing suffered less, with business getting back to normal relatively quickly. Ultimately, this lead to optimizing planning, improvements of quality and productivity in many regions.

Environmental Issues

Apart from the global pandemic, other problems are also putting constant pressure on tobacco growers. Nowadays, environmental issues and climate change are leading causes of concern. For example, volcanic eruptions in Indonesia affected tobacco growers in the area, while high temperatures and drought impacted planting of late regions in Brazil. Tropical storm Ana, a deadly cyclone, passed through Madagascar, Malawi and Mozambique leaving more than 100 dead. Deforestation is another major issue in Africa, and Zimbabwe in particular. Land degradation caused by fertilizer policies and increases in soil acidification were also flagged as pressing problems. In Africa, our members feel the need for farmers to be educated more often on causes and implications of such events, as well as giving incentives for those who keep the environment safe while penalizing serial offenders. In overall, the vast majority of respondents indicated that the impact of climate change to the sector is medium or big.

The Importance of Women in Tobacco

Bringing forward the role of women in tobacco growing will be a key priority for ITGA in 2022. The current edition of the magazine illustrates perfectly the massive contribution women are making to the sector. Our CEO Mercedes Vazquez has already emphasized the important and often overlooked role of women growers in interviews for Tobacco Journal International and Tobacco Asia. There she discussed women empowerment and her desire to see more female leaders in the sector. As a result, we are bringing this visibility now. Our survey respondents have shared that women often account for close to half of the sector and sometimes more among the field workers.

Social Issues

Social issues in most tobacco growing areas are also abundant. Child labor remains a significant problem. ITGA continues to work closely with the ECLT Foundation to combat its root causes around the world. In addition, the farmers’ community is aging while young generations are not interested in agriculture leading to scarcity of labor. The lack of viable alternatives to tobacco and constant threats by NGOs are other major factors that have an effect on the long-term sustainability of the sector. Minimal involvement by local authorities to educate the rural population on improved agricultural practices was also flagged as a key concern. Ultimately, poverty is often the underlying cause of most issues. The vicious circle of low crop prices and the expensive school fees keep workers in tobacco unable to rise above the current levels - both in terms of education and skills building.

Inflation the supply chain will feel more tension.

Members have flagged that with further crisis and rising inflation the supply chain will feel more tension.

Most share the concern that prices of inputs are continuously increasing while pricing is not catching up quickly enough.

Unsurprisingly, the rising cost of production has overwhelmingly been picked as a major concern impacting the sector by most survey respondents. Among the contributors to this dynamic are inflation, higher transportation costs, rising prices of fertilizers, and higher labor costs. Most share the concern that prices of inputs are continuously increasing while pricing is not catching up quickly enough. Corruption is also an issue in most developing markets. All this appears to form the perfect storm for immediate problems.

What is the impact of growing costs of production on your business?

Cost of Production

The war in Ukraine adds one more worrying element to the already complicated global situation. Russia and Ukraine supply around a third of the global wheat exports, while Ukraine alone accounts for around 15% of all corn exports. Sunflower oil and seeds, barley, and colza seeds are other items with substantial share of global trade originating from the two countries. Most of Ukrainian shipments go through various ports on the Black Sea which are now closed for commercial activities. It has already been indicated that planting for 2022 will be disrupted. Russia is a major source market for fertilizers, which means that crop yields could be impacted. Since the start of the war, many key commodities soared in price. Such developments can boost the prospects of other key source markets for the affected crops, but the emerging new normal is likely to be more complicated. The current spike in Covid-19 cases in China, that led to strict lockdowns of major hubs such as Shanghai and Shenzhen means that supply chains will take even longer to normalize.

What are the urgent social challenges facing the sector in your market?

War in Ukraine

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What are the impact of climate change on the sector in your market?
The economic sanctions put on Russia will have a major impact on tobacco multinationals. In fact, Russia is a major focus market for the big 4, accounting for between 10% and 20% of cigarette shipment volumes, while the country is also the second biggest heated tobacco market after Japan. Major manufacturers already announced strategic directional changes. PMI shared the concrete steps it has taken to suspend planned investments and scale down its manufacturing operations in Russia. These include discontinuing a number of its cigarette products and reducing manufacturing activities, cancellation of all product launches planned for 2022, including the new IQOS device and cancelling the USD150 million investment for heated tobacco manufacturing capabilities. The company is also working on options to exit the market in an orderly manner. BAT has concluded that the ownership of the business in Russia is no longer sustainable in the current environment. The company has initiated the process to rapidly transfer the Russian business in full compliance with international and local laws. Upon completion, BAT will no longer have a presence in Russia. JTI suspended all new investments and marketing activities as well as the planned launch of its latest heated tobacco product Plume X in Russia. Unless the operating environment and geopolitical situation improve significantly, JTI cannot exclude the possibility of a suspension of its manufacturing operations in the country. Finally, Imperial Brands have begun negotiations with a local third party about a transfer of its Russian assets and operations. Having in mind that Russia has the largest adult smoking population in Europe (around 35 million people) it remains unclear how the market will operate in the near future. What is certain is that tobacco and major food commodities will likely undergo changes in their usual path to market.

Russia is a major focus market for the big 4, accounting for between 10% and 20% of cigarette shipment volumes, while the country is also the second biggest heated tobacco market after Japan.

Figure 3. Wheat Dependence in African and Least Developed Countries (Percentage)

Source: UNCTAD calculations, based on data from the UNCTADtrat database (accessed 4 March 2022).

Global Grains and Soybeans Supply, and Food Price Developments

Since the Russia-Ukraine war started on February 24, the global grains and oilseed supplies have remained a major focus for countries across the globe. The prices of essential commodities such as maize, wheat, palm oil, sunflowers seed, and soybeans have increased notably over the past few months.

The price increases are due to ongoing worries about supply constraints and rising demand from countries that would have typically imported products from the war-ridden Black Sea region.

One organization that helps us get a sense of the size of the global grains and supplies is the United States Department of Agriculture (USDA) through its monthly report of the World Agricultural Supply and Demand Estimates. In the April 2022 update, the USDA left the 2021/22 global wheat production roughly unchanged from the previous month, at 779 million tonnes, which is marginally up from the last season. Moreover, Brazil and Argentina typically account for 50% of global soybeans production. As such, the reports of dryness in these countries since the season started and the frequent downward revision of the crop by the local analysts raised fears of the potentially lower global soybeans harvest and kept vegetable prices at higher levels since the start of the season. Fortunately, there was no significant adjustment from March estimates of these countries’ harvest estimates in April. As such, the 2021/22 global soybeans harvest is at 350 million tonnes, down by four million from last month, a decline of 5% y/y.

About 14% of this harvest is from Russia and Ukraine. While a proportion of wheat from this region had already been exported by the time the war started, there were still supplies that weren’t exported yet, which cannot be easily accessible by the global buyers currently. The destruction of infrastructure in Ukraine, the sanctions on Russia and higher shipment insurance premiums in moving grains to various export destinations are some of the limitations in importing grains from the Black Sea.

Because of the increase in global consumption by both human and animal feed industries, the 2021/22 global wheat stocks are forecast to decline further from March onwards to 278 million tonnes, down 3% from the 2020/21 season. These poor soybean production conditions, combined with expectations of lower exports of sunflower seed from Russia and Ukraine, which typically account for nearly 60% of global sunflower oil exports, will keep the global vegetable products prices elevated over the short and medium term.

Overall, the global grains and oilseeds market conditions haven’t changed much from the picture we painted last month. The Russia-Ukraine war is an added upside risk to prices; the pre-existing dryness challenges in South America and Asia and strong demand were the upside drivers of prices.

Russia and Ukraine’s production prospects are largely positive compared with the 2020/21 production season, and the data is unchanged from March 2022. Thus, the available maize for exports in both countries collectively accounts for 16% of the global maize export forecast of 200 million tonnes in the 2021/22 production season.

As with wheat, the limitations on exports of such a large volume of maize will continue to add upward pressure on prices as buyers continue to place higher bids for maize from other sources such as South America, the US and South Africa, amongst other vital exporters. Prices could remain slightly elevated despite the maize stocks having improved further from March to an estimated 305 million tonnes, up 5% from the 2020/21 season.

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Women Tobacco Growers in Uganda

Florence Nyangoma

ITGA: Self introduction, how long has tobacco been part of your life? When did it start being your work/job? How has tobacco contributed to your life? Do you feel there are real opportunities in this sector?

Florence Nyangoma: A woman does not have any role in decision making because when we get our money, sometimes our husbands turn against us since they are the ones that control the money. We give up and let them use our money for fear of losing our marital families and leaving our children suffering behind in case we separate with our husbands due to misunderstandings propelled by money.

ITGA: What do you think is the significant barrier to attracting women into tobacco? What has been the significant barrier for you personally?

Florence Nyangoma: The price per kilogramme of tobacco leaves automatically leaves women challenged yet they invest in a lot of money and labour but finally the product will not be graded. This kind of arrangement should change.

ITGA: What advice would you give to a young woman entering the industry/profession?

Florence Nyangoma: I get up early in the morning and prepare breakfast for my family before I set off to my garden where I spend much of the time up to 7pm preparing to catch up with the season.

ITGA: What are the main challenges that women in tobacco are facing in your market?

Florence Nyangoma: The main challenge women face is constructing a tobacco barn. This is because it requires one to climb up to the roof to thatch. Lack of enough money to employ workers to help in the process is also a challenge. Money for procuring health kits required of tobacco farmers is another challenge women face. Women have to wait for the whole year to get something from tobacco.

ITGA: How have you built confidence and/or resiliency over the course of your career?

Florence Nyangoma: I gained confidence in tobacco growing after seeing my neighbouring farmers and families benefit from it. And after realising that prices of food coming cash crops fluctuated extremely abnormally, I decided to turn tobacco since its price was not as disappointing as the other ones.

ITGA: How can women support other women in their respective organization?

Florence Nyangoma: Women can support other women in their respective organization through forming money lending groups and Sacco which can assist them to borrow money to meet their needs.

ITGA: What initiative you would like to see being made available in order to advance women role in the industry/sector?

Florence Nyangoma: More irrigation schemes should be set in tobacco growing areas. The price of tobacco should be increased since engaging it involves a serious labour force compared to other crops. Women should also be boosted financially to compete with men who are always more successful in the industry. Also tobacco companies should change their way grading tobacco from worse to better in their market.

ITGA: What advice would you give to a young woman entering the industry/profession?

Florence Nyangoma: I advise a young woman who still has a chance to study to continue with studies even if she is not joining tobacco growing looking for school fees. I would advise the young woman to join tobacco growing but not become obsessed with it as a permanent income generating activity.

ITGA: Women Tobacco Growers in Uganda

Florence Nyangoma

ITGA: What tools/trainings would you like to see being made available in order to advance your skills?

Florence Nyangoma: I would like the price of tobacco leaves per kilogramme increased. This is because tobacco growing is a cumbersome work and poses a health risk to women especially expectant and breastfeeding mothers.

Darion Kyalisiima

ITGA: Self introduction, how long has tobacco been part of your life? When did it start being your work/job? How has tobacco contributed to your life? Do you feel there are real opportunities in this sector?

Darion Kyalisiima: My name is Darion Kyalisi- ima, a resident of Busuuga village in Kyabigam- bire sub-county in Hoima district. I have been in tobacco growing for the past 10 years and it has contributed a lot to my life. I have con- structed a permanent house, paid school fees for my 2 children and also bought a two acre piece of land. I have discovered that we can tap into many opportunities in tobacco grow- ing if we are empowered by our leaders and tobacco growing companies. The challenge has been that the price of tobacco has not changed over ever since I started growing it. It was increasing of course we would benefit a lot.

ITGA: Describe the range of activities you are taking part of at the moment. Can you please walk us through a typical day of work for you?

Darion Kyalisiima: I wake up in the morning and clean my courtyard, prepare tea break for my school going children, take breakfast. Thereafter, I look for the feeds for my goats before I go to weed my cassava and sweet potatoes in the garden. Thereafter I fetch wa- ter when I have gone to prepare my garden for the tobacco season. At around mid-day I return home launch preparation and rest for other remaining hours of the day.

ITGA: What are the main challenges that women in tobacco are facing in your market? Darion Kyalisiima: We are facing some chal- lenges like, at first tobacco companies used to give fertilizers but nowadays a farmer has to struggle on his own buy fertilizers. The type of tobacco seedlings given to farm- ers in the last two years is not resistant to disease and pests which is complicating for women to con- struct or even manage because the tobacco also needs good space to avoid rotting and other damages in the process of curing.

ITGA: How have you built confidence and/or resiliency over the course of your career?

Darion Kyalisiima: I became confi- dent after seeing my neighbors earning a lot from tobacco than I did planting food crops. However, sometimes Women are denied a chance of accessing their money after being paid by the companies where husbands take it personal business and benefits away from the family.

ITGA: What advice would you give to a young woman entering the industry/profession?

Darion Kyalisiima: I advise a young woman who still has a chance to study to continue with studies even if she is not joining tobacco growing looking for school fees. I would advise the young woman to join tobacco growing but not become obsessed with it as a permanent income generating activity.
Women Tobacco Growers in Uganda

Robinah Katusabe:

ITGA: Self introduction, how long has tobacco been part of your life? When did it start being your work/job? How has tobacco contributed to your life? Do you feel there are real opportunities in this sector?

Robinah Katusabe: My name is Robinah Katusabe, a farmer and resident of Bulayango village in Kitoba sub-county, Hoima district. I have been in tobacco growing for the last 15 years. I have managed to buy two acres of land, pay school fees for my children up to university level using the proceeds from tobacco. I hope to buy a cow, a motorcycle and to finish up my house using the proceeds from tobacco.

ITGA: Describe the range of activities you are taking part of at the moment. Can you please walk us through a typical day of work for you?

Robinah Katusabe: At the moment I wake up early in the morning, prepare breakfast for my family, at around 6am and prepare my children to go to school. At 7am I go to my garden to prepare our tobacco seedbed and other gardens for food. At around midday, I come back home from the garden and start preparing lunch for my family. I rest for two hours after lunch, then at around 3pm I go back to the garden to catch up with the tobacco season. Late at 5pm, I go back home to prepare supper for my family.

ITGA: What are the main challenges that women in tobacco are facing in your market?

Robinah Katusabe: Constructing tobacco barns is the main challenge to women in tobacco growing. This is because it requires one to climb up the roof to thatch which women especially here do not do. Sometimes women do not have money to pay for this job which is typically designed for them in this area. Women procuring health kits like gloves and masks for women tobacco farmers is sometime financially straining. Women have to wait for the whole year to earn money from tobacco given the long processes the crop goes through up to the market. As women we also meet a challenge of delayed payments and sometimes failure to be paid by tobacco companies yet we secure loans from money lenders for use in our tobacco growing activities hoping to pay back after selling our product to the companies. This results in losses since our money lenders confiscate our mortgage. Sometimes we force our children not to go to school so they can help work in our tobacco gardens which are a source of school fees. However, this is risky to their health since they inhale the nicotine from the tobacco leaves. The company should educate us to do our work in a proper way.

ITGA: What is the role of a woman in the decision making processes in the tobacco industry and in your country?

Robinah Katusabe: Currently, my husband gives me freedom to decide how to use my money contrary to the past when we could quarrel over it. This was solved when we sat and agreed on how to use money earned from tobacco sales. I think women face challenges in decision making since some of the husbands tend to turn hostile against their wives immediate after learning that they have been paid for their tobacco sales. It is very important for women to think of the significant barrier to attracting women into tobacco.

ITGA: What is the significant barrier for you personally?

Robinah Katusabe: Giving birth to children without proper spacing drives women out of tobacco growing because it is a health danger for an expectant and breastfeeding mother and in turn affects tobacco growing.

Poor yields, misclassified targets and failed expectations also block us from engaging further in tobacco growing. It disinherits a woman, after injecting a lot of money and energy into growing tobacco and at the end you fail to achieve your expectations due to natural disasters or companies’ poor grading standards.

Tobacco companies’ failure and or delayed payment to farmers also forces us to lose money. Corruption among tobacco company staff also blocks us from continuing growing tobacco because it requires one to bribe them to have the farmer’s tobacco graded better for better earning.

Personally, the under grading of tobacco leaves in the main market forces me feel like leaving tobacco growing because I dedicate a lot of time in tobacco growing but at the final day in the main market, the companies under grade my tobacco.

ITGA: What tools/trainings would you like to see being made available in order to advance women in tobacco tobacco growing?

Robinah Katusabe: We are okay. We only need financial support from tobacco companies and the government should as well. Tobacco company and government support to women engaged in growing tobacco is essential because it requires commitment to get to the final stage of selling the product in the main market and they can hardly make a profit from the nine capacity. This becomes too excruciating for a woman growing tobacco. Tobacco companies should endeavour to employ experienced staff not because one is a graduate to avoid under grading our tobacco leaves since it is hard for graduates to know how to handle tobacco. We are okay. We only need financial support from tobacco companies and the government should as well.

ITGA: How have you built confidence and/or resiliency over the course of your career?

Robinah Katusabe: I built confidence in tobacco growing tobacco because my friends could earn bigger in tobacco growing after my friends advised me to join tobacco growing. They told me how they were earning big from tobacco growing compared with other crops. For the first time of growing tobacco, I earned a lot and I decided to increase my area to 1 acre. My friends encouraged me to also buy a piece of land personally? the under grading of tobacco leaves is a challenge to women because it is a health danger for an expectant and breastfeeding mother and in turn affects tobacco growing. I decided to join tobacco growing because my friends could earn bigger in tobacco growing. Lower price and price fluctuation of other crops force me also to go into tobacco farming.

ITGA: How can women support other women in their respective organizations?

Robinah Katusabe: For us, we don’t help each other because we even have no groups all over this area. Everyone does things on their own.

ITGA: What has been the significant barrier for you personally?

Robinah Katusabe: How tiresome it is growing tobacco. Tobacco growing has greatly contributed to my life since I have managed to buy two motorcycles which are now my source of income to feed for my family. I have also managed to also buy a piece of land on which I am constructing my permanent house in addition to paying school fees for my children in S.6, S.5 and S.4. Others have graduated using the proceeds from tobacco growing. I see other opportunities in tobacco growing because I have hope of completing building my permanent house and paying school fees for my children up to university level using money earned from tobacco growing.

ITGA: What initiatives would you like to see taken place in the tobacco market, the companies under grade your tobacco leaves.

Robinah Katusabe: What initiatives you would like to see taken place in the tobacco market, the companies under grade your tobacco leaves.

ITGA: What significant barrier to attracting women into tobacco do you feel there are real opportunities in this sector?

Robinah Katusabe: ITGA: Self introduction, how long has tobacco been part of your life? When did it start being your work/job? How has tobacco contributed to your life? Do you feel there are real opportunities in this sector?

Scovia Bilingi Nyamaizi:

ITGA: What are the main challenges that women in tobacco are facing in your market?

Scovia Bilingi Nyamaizi: My name is Scovia Bilingi Nyamaizi a farmer and resident of Bulayango village in Kitoba sub-county, Hoima district. I have been growing tobacco for the last nine years. Tobacco growing has greatly contributed to my life since I have managed to buy two motorcycles which are now my source of income to feed for my family. I have also managed to buy a piece of land on which I am constructing my permanent house in addition to paying school fees for my children in S.6, S.5 and S.4. Others have graduated using the proceeds from tobacco growing.

ITGA: What initiative you would like to be taken place in the tobacco market, the companies under grade your tobacco leaves.

Scovia Bilingi Nyamaizi: What initiative you would like to be taken place in the tobacco market, the companies under grade your tobacco leaves.

ITGA: What has been the significant barrier for you personally?

Scovia Bilingi Nyamaizi: Family pressure is a barrier. As a female, I am not yet used to tobacco farming. I was told how they were earning big from tobacco growing compared with other crops. For the first time of growing tobacco, I earned a lot and I decided to increase my area to 1 acre. My friends encouraged me to also buy a piece of land personally? the under grading of tobacco leaves is a challenge to women because it is a health danger for an expectant and breastfeeding mother and in turn affects tobacco growing. I decided to join tobacco growing because my friends could earn bigger in tobacco growing. Lower price and price fluctuation of other crops force me also to go into tobacco farming.

ITGA: How can women support other women in their respective organization?

Scovia Bilingi Nyamaizi: Women in support other women through forming SACCOs. This can assist each woman in the tobacco growing industry to be boosted financially in their organization. Which initiative you would like to be taken place in the tobacco market, the companies under grade your tobacco leaves.

ITGA: What advice would you give to a young woman entering the industry?

Scovia Bilingi Nyamaizi: Under grading tobacco in the market is the main challenge that women in tobacco growing meet yet they inject in a lot of money expecting to reap relatively bigger. Transporting tobacco leaves from the garden up to the barn and from the barn to the main market is a challenging moment to women because currently, tobacco companies do not provide transport to farmers like they used to do in the past.

ITGA: What is the role of a woman in the decision making processes in the tobacco industry and in your country?

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Women Tobacco Growers in Uganda

Martha Tumusiime

ITGA: Self introduction, how long has tobacco been part of your life? When did it start being your work/job? How has tobacco contributed to your life? Do you feel there are real opportunities in this sector?

Tumusiime Martha: My name is Martha Tumusiime, a farmer and resident of Bulyango Village in Kitsao Sub-county, Hoima District. I have been growing tobacco for the last four years and it has greatly changed my life positively. It is through growing tobacco that I managed to construct a permanent house, buy a plot of land, pay school fees for my children in boarding section and also buy three cows. I see other opportunities in tobacco growing because since I started growing it my life changed completely.

At first, my husband could stop me from planting tobacco but after seeing what I reaped from it, he allowed me to continue growing it. When I get my money from tobacco sales, I sit down with him and we plan for it with intention to develop ourselves further. We work together as a family and I can assure you that tobacco is more paying compared with other crops.

ITGA: Describe the range of activities you are taking part of at the moment. Can you please walk us through a typical day of work for you?

Tumusiime Martha: At the moment I wake up early in the morning around 5am and start cleaning at home, prepare breakfast for my husband and school children before going to the garden preparing to plant food crops. I then return home at around midday to prepare lunch for my family and rest for two or three hours. In the evening, I go back to my garden to tend to it.

ITGA: What do you think is the significant barrier to attracting women into tobacco?

Tumusiime Martha: Some women don’t have adequate land on which to grow tobacco which coerces them to hire it in distant places. This makes it hard for them to tend to gardens at home and also give much time to look after their families since both tobacco and a family need much time to care for them.

ITGA: What has been the significant barrier for you personally?

Tumusiime Martha: Some women don’t have adequate land on which to grow tobacco which makes them to hire it in distant places. This makes it hard for them to tend to gardens at home and also give much time to look after their families since both tobacco and a family need much time to care for them.

ITGA: What is the role of a woman in the decision-making processes in the tobacco sector in your country?

Tumusiime Martha: My husband gives me freedom to use the money I get from tobacco sales to relatively satisfy my needs.

ITGA: What tools/trainings would you like to see being made available in order to advance your skills?

Tumusiime Martha: Women need to be trained in producing good quality tobacco leaves right from the garden and in the barn. Expectant and breastfeeding mothers should be trained on how to tend to our tobacco gardens amidst our condition without over-stretching ourselves.

We need the government and tobacco companies to install garden hoses to save farmers from fetching water from distant sources for sprinkling the tobacco crop while in nursery beds and during the dry spells propelled by the currently experienced ever weather changing patterns in the country.

ITGA: How have you built confidence and/or resiliency over the course of your career?

Tumusiime Martha: My confidence became deep rooted in tobacco growing, when I saw how my neighbours were getting much more money from tobacco growing than I who was engaged only in growing such crops as beans and maize that suffered frustrating price fluctuations. This changed my agriculture practices and I decided to join tobacco growing so that I could also earn big like them.

ITGA: How can women support other women in their respective organization?

Tumusiime Martha: Women can support other women by forming money lending groups and Saccos to aid them access money from their formations in case of need.

ITGA: What initiative would you like to see to improve women role in the industry/sector?

Tumusiime Martha: Irrigation skills should be imparted into women right in their villages and the price of tobacco should be increased since it needs more labour intensive technology compared with other crops.

Tobacco companies should improve their grading benchmarks to enable women farmers earn relatively better money once their tobacco leaves are sold.

Women should be accorded special consideration by tobacco companies in accessing seeds, fertilizers and loans.

ITGA: What advice would you give to a young woman entering the industry/profession?

Tumusiime Martha: I would encourage new young women interested in joining tobacco growing to be patient and hardworking, tell them the dangers of working in tobacco while pregnant and breastfeeding and also advise them to be ready for losses caused by either natural calamities, thieves and unfavourable grading.

Check on 2022 Opportunities

www.tobaccoleaf.org/membership/

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In September 2022 all indications were for an average to above average rainfall season. How peculiar has the season turned out. The main drivers of the seasonal rainfall has been the influence of cyclones, which in itself are very hard to predict. Though seasonal totals are normal the distribution pattern in the districts has been uneven. The trend towards a later start for our seasons was evident once again with a very hot and dry December with most areas receiving their first significant rain on 21st December. This was followed by a very wet January receiving 70-80% of their annual totals in one month, especially in the North. February again flipped the season on its head with very limited rain in most areas and hot, dry conditions. The recent rains in March and April have bought some relief but may be too late to make any significant difference. The result is a very difficult growing season for farmers. The hot / dry December and late start forced many small-scale growers to either replant or only plant their crops late in December, some into January. The commercial irrigated crop grown in these conditions presented curing challenges especially in the middle reapers. Irrigated qualities are good where growers were able to irrigate through December and early March and yields slightly down on previous years. The following very wet January caused a lot of the dryland crops to be leached, both small scale and commercial. This has affected yields across the board but quality for the dryland crop is looking very good.

Nail also caused a significant loss for a large number of growers. This is going to not increased costs on growers going forward as insurance premiums are set to rise due to the high loss ratios this season.

The outcome of the above challenging season has meant that total production will be down. TIMB estimates a crop of around 200 million kgs, but many other industry estimates put it lower at around 185 – 190 million kgs. The quality overall should be comparable if not slightly better than last year.

Curing fuel, in the form of sustainable wood resources, especially in the middle reapers. Irrigated qualities are good where growers were able to irrigate through December and early March and yields slightly down on previous years. The following very wet January caused a lot of the dryland crops to be leached, both small scale and commercial. This has affected yields across the board but quality for the dryland crop is looking very good.

As farmers we are all feeling the reality of increasing COP in our businesses. This is not limited to Zimbabwe but is having an impact on growers’ viability across all regions. With the recent Russia – Ukraine war, costs are estimated to increase even further. The recent fuel price increase alone has seen the local cost of flue cured production rise by 8.3%. Prices of various fertilizers have almost doubled, with chemicals marginally rising. Labour costs will naturally increase as well. overheads. Tobacco has become a very expensive crop to produce!

A recent comprehensive analysis of COP by ZTA has indicated an increase of a staggering 30% this coming season to USD13,000 / ha for commercial tobacco. Small scale costs also set to increase by 20% to almost USD50,000 / ha. This urgently requires the attention of all contractors to ensure growers are adequately funded for the coming season and for the TIMB to review the minimum contractors support levels. Average prices for this season and the next have to reflect these increased costs of production.

The war will see countries dependent on food crop imports e.g. wheat from the two countries having to increase local production of the food crops by offering higher incentives and prices. This may see a further drop in flue cured production in 2023 as ably resourced growers reduce their tobacco hectares in favour of the attractive food crops. This could be an option for growers in Brazil, USA, Zambia and Zimbabwe. In 2022, demand will exceed supply for the first time since 2016. There are significant supply declines in the producing countries in the southern hemisphere while in the northern hemisphere production is estimated to remain relatively stable, with minimal increases. Demand will increase as countries replenish stocks as the industry recovers post COVID. China’s demand from its major source countries will not significantly change as supply chains remain sufficient. Overall, flue cured production for 2022 is estimated to fall by 5% to 1,700 million kgs, just below the recorded lowest production of 2016. With the significant drop in production, reduced uncommitted stock levels and a post COVID recovery in demand, prices will be firmer this season and next. While there may be minimal upward movement in top leaf prices, especially China grades, there will be strong demand for the middle and bottom plant positions. This is good news after an increasing number of seasons of mediocre growers’ prices. The 2021/22 marketing season started on the 30 March 2022 and early indications are that prices will be up on last season, but need to improve much more. The USD sales retention which has been increased to 75% is a significant improvement from the 60% last season, is still below our cost models requirements of 87%. The growing disparity between the now moving official rate and market rate is still a significant concern. As of 08 April 2022 a total of 9.9 million kgs has been sold at 2.71/kg compared to 13.4 million kgs at 2.45/kg sold same time last season.

The regulatory body, TIMB, has recently formed a sustainability unit within their structures and this unit will be responsible for driving sustainable ad compliant tobacco production practices in the industry.

The industry with the much valued support of the ECFT Foundation has had significantly progress in formulating strategies and programmes in the elimination of child labour on tobacco farms, some of which could be implemented mid to late 2022.
day to day schedule. As President, farmers look upon me for agricultural businesses guidance and advice as well as all the pro-

vices, Oragnisation for Women leadership. The Secretariat who run the National office and man the runnings of all Provinces and Dis-

trip structure also look up to me for the smooth running of the office and also take care of the financial obligations as we are not yet capacitated. With my agribusiness, I have to be available as well so as to run my business profitably as that is my livelihood compiled with my family duties. This keeps me on my toes twenty four seven. My day starts very early in the morning and usually ends late at night.

ITGA: What are the main challenges that women in tobacco are facing in your market?
Maiwepi Jiti: Tobacco being a challenging and labour intensive crop hence expensive to grow is a great challenge to especially incapacitated women and especially young and upcoming women.

ITGA: What is the role of women in the decision-making processes in the tobacco sector in your country?
Maiwepi Jiti: Very limited number of women are involved in decision making processes in the tobacco sector in my country due to lack of information, exclusivity of women on policy making limited economic empowerment, unfavourable gender policies or might be good but lack implementation strategies, pandemics hindrances like breakout of Covid 19, poverty as well as climate change which destroys their projects as well as corruption where decision are made by those who are politically connected.

ITGA: What do you think is the most significant barrier to attracting women into tobacco? What has been the most significant barrier to attracting women into tobacco? What has been the most significant barrier to attracting women into tobacco?
Maiwepi Jiti: My main thrust at ZICFU is to see being made available in order to advance your skills.
Maiwepi Jiti: If we had the financial capacity for their rights observing gender mainstreaming in line with the Constitu-

tion of the country as well as coming up with training programs that adapt to ev-

ering technological economy, environment degradation, climatic smart issues and sustainability being major con-

ITGA: What initiative you would like to see to improve women role in the industry/sector?
Maiwepi Jiti: How long has tobacco been part of your life? When did it start being your work/job? How has tobacco contributed to your life? Do you think there are real opportunities in this sector?
Shyleen Mberi: I have been in tobacco farming since 2004. Which is almost 18 years in production.
- Being in the tobacco family, there are so many opportunities, for example farmers can get assistance from the onset to tobacco floors from tobacco companies.

ITGA: Describe the range of activities you are taking part of at the moment. Can you please walk us through a typical day of work for you?
Shyleen Mberi: I became a large scale, with the lump sum, I got I managed to re-furbish my barns, buy a reliable vehicle, brand new tractor and harrow.
- For you to get good results end of day, you have to be a good manager. No sleep-

ing, I remember a day in April last year at the barns because we did not trust the guys who were on curing duty that night, to make matters worse the weather was bad, but because I wanted quality product I had to endure the pain.

ITGA: What advice would you give to a young women entering the industry/sector?
Shyleen Mberi: I feel women are not yet taken seriously in the tobacco industry, we are left quite men with, whether preg-

nant, ill or whatever application. There should be some priority.

ITGA: What do you think is the most significant barrier to attracting women into tobacco farming? What has been the most significant barrier for you personally?
Shyleen Mberi: Lack of capital and imple-
tions lack of skills stamina in a male domi-
nated environment Personal barrier. Traumatized by low prices.
- Grippled by fear each time I think of de-
mands of the tobacco industry.
- Developed high blood pressure. Sleep-

ess nights etc.

ITGA: What tools/trainings would you like to see being made available in order to advance your skills?
Shyleen Mberi: Need training, informa-
tion through seminars and workshops to gain experience.

ITGA: How have you built confidence and/or resiliency over the course of your career?
Shyleen Mberi: Need sponsorship inputs.
- Build confidence.
- Emancipation of women, that is

- Build confidence.

ITGA: How have you built confidence and/or resiliency over the course of your career?
Shyleen Mberi: Have to research widely.
- Need the support of other farmers, Gov-

ernment departments like Agritex, Tobac-

co Companies.
- Readily available markets.

ITGA: How can women support other women in their respective organizations?
Shyleen Mberi: A few women, due to negative attitudes towards each other. The mentality of men are better.
- Lack of confidence.
- Ignorance.
- Background and beliefs.

ITGA: What advice would you give to a young women entering the industry/sector?
Shyleen Mberi: Need sponsorship inputs and implements to start with.
- Build confidence.
- Emancipation of women, that is equipped with knowledge.
- Have human resource (labour).
- Provision of better markets, to cover costs and remain with enough to carry on and also develop.
- Favorable working conditions.

ITGA: What advice would you give to a young women entering the industry/sector?
Shyleen Mberi: Must be well equipped with knowledge.
- Must be persistent, never give up.
- Share ideas and information with other farmers in the same industry, team spir-
it.
- Have good connections, interaction.
- Then the new farmer will have a good start.

ITGA: How have you built confidence and/or resiliency over the course of your career?
Shyleen Mberi: Need training, information through seminars and workshops to gain experience.

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- Lack of confidence.
- Ignorance.
- Background and beliefs.
Malawi Country Report

CROP EVOLUTION:

- Malawi is currently at reaping, curing and grading stages.
- Rainfall pattern has been good despite the fact that Malawi had delayed onset of the rainfall season to as late as January instead of November/December. Some parts of the country especially the lake shore and the lower valley of Shire river which is the outlet of lake Malawi experienced floods. These did not have any adverse impact on tobacco production since most of the affected areas are non-tobacco growing.
- Malawi is currently at reaping, curing and grading stages. Despite the fact that Malawi had delayed onset of the rainfall season to as late as January instead of November/December. Some parts of the country especially the lake shore and the lower valley of Shire river which is the outlet of lake Malawi experienced floods. These did not have any adverse impact on tobacco production since most of the affected areas are non-tobacco growing.

**TABLE A:** Growers data, hectares cultivated and volumes – 2021 versus 2022

<table>
<thead>
<tr>
<th>ORDER</th>
<th>ITEM</th>
<th>CROP YEAR 2021 (HECTARES)</th>
<th>CROP YEAR 2022 (ESTIMATES ONLY)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>BURLEY</td>
<td>FCV</td>
<td>DARK FRIED</td>
</tr>
<tr>
<td></td>
<td>2021 TOTAL</td>
<td>2022 TOTAL</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>GROWERS</td>
<td>40,788</td>
<td>3,173</td>
</tr>
<tr>
<td>2</td>
<td>HECTRAGE</td>
<td>52,125</td>
<td>6,926</td>
</tr>
<tr>
<td>3</td>
<td>VOLUME</td>
<td>104,218</td>
<td>16,758</td>
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</table>

**AVERAGE PRODUCTION COSTS FOR THE CURRENT SEASON AND LAST SEASONS:**

<table>
<thead>
<tr>
<th>TOBACCO TYPE</th>
<th>2022 SEASON</th>
<th>2021 SEASON</th>
<th>%AGE CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Burley</td>
<td>1.48</td>
<td>1.74</td>
<td>18</td>
</tr>
<tr>
<td>FCV</td>
<td>2.24</td>
<td>2.30</td>
<td>2.55</td>
</tr>
<tr>
<td>NDDF/DF</td>
<td>1.73</td>
<td>1.81</td>
<td>4.48</td>
</tr>
</tbody>
</table>

**TABLE C:** Average price for the current season and last seasons:

<table>
<thead>
<tr>
<th>ORDER</th>
<th>ITEM</th>
<th>CROP YEAR 2021 (US$/KG)</th>
<th>CROP YEAR 2022 (US$/KG)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>BURLEY</td>
<td>1.49</td>
<td>n/a</td>
</tr>
<tr>
<td>2</td>
<td>FCV</td>
<td>2.23</td>
<td>n/a</td>
</tr>
<tr>
<td>3</td>
<td>DF</td>
<td>1.61</td>
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<tr>
<td></td>
<td>AF</td>
<td>0</td>
<td>n/a</td>
</tr>
<tr>
<td></td>
<td>AVERAGE</td>
<td>1.59</td>
<td>n/a</td>
</tr>
</tbody>
</table>

**TABLE D:** Average price for the current season and last seasons:

**ITGA: What has been the impact of the COVID-19 pandemic on your industry?**

Grace Mkusankhoma: The challenges include:
- Gender bias towards men in leadership and decision-making positions.
- Land tenure issues when it comes to land ownership for women.
- Dominance by men over tobacco proceeds.
- Unequal opportunity for women to participate in other tobacco production improvement activities such as loans and contract farming.
- The processes and hustles in stages of marketing tobacco are too complex and build confidence because that is the only available economic crop that I can grow to survive.

**ITGA: What is the role of women in the decision-making processes in the tobacco sector in your country?**

Grace Mkusankhoma: Women empowerment through provision of training and access to production inputs for tobacco production such as mechanization machinery and fertilizers.

**ITGA: What initiative would you like to see being made available in order to advance your skills?**

Grace Mkusankhoma: I would prefer training in modern technologies in nursery management, mechanization, efficiency drivers in tobacco production, grading and presentation as well as financial literacy.

**ITGA: Have you built confidence and/or resiliency over the course of your career?**

Grace Mkusankhoma: I have managed to build confidence because that the only available economic crop that I can grow to survive and use of training on importance of gender equality principles to defeat my inferiority complex rooted among a lot of women.

**ITGA: How can women support other women in their respective organizations?**

Grace Mkusankhoma: This can be achieved through formation of groups, clubs and associations to strengthen each other on how to build confidence and have an equal voice as men to participate in pertinent issues that affect women and the entire tobacco production process.

**ITGA: What do you think is the most significant barrier to attracting women into tobacco?**

Grace Mkusankhoma: There role is very limited and they are mostly involved in production only and not the marketing process and decision making for policy formulation and change.

**ITGA: What is the role of women in the decision-making processes in the tobacco sector in your country?**

Grace Mkusankhoma: Women empowerment through provision of training and access to production inputs for tobacco production such as mechanization machinery and fertilizers.

**ITGA: What advice would you give to a young women entering the industry/profession?**

Grace Mkusankhoma: It is important to be knowledgeable and have the skills to advance your skills.

**ITGA: What advice would you give to a young women entering the industry/profession?**

Grace Mkusankhoma: To brace for complex and dynamic industry where women do not take part in many after-market processes. But to remove the inferiority complex and build courage and confidence to make a difference through voicing out concerns and matters affecting their lives and production. The industry is lucrative and rewarding.

Grace Mkusankhoma: To brace for complex and dynamic industry where women do not take part in many after-market processes. But to remove the inferiority complex and build courage and confidence to make a difference through voicing out concerns and matters affecting their lives and production. The industry is lucrative and rewarding.
ITGA INTERVIEW - FOCUS ON WOMEN IN TOBACCO GROWING

Women Tobacco Growers in Malawi

Alice Mulikiiti Sande
Lady farmer based in Mayoka, Zomba District, Malawi

ITGA: How long has tobacco been part of your life? When did it start being your work/job? How has tobacco contributed to your life? Do you feel there are real opportunities in this sector?

Alice Mulikiiti Sande: In my country women meet a problem of being left out during the marketing season. All decisions after getting the tobacco proceeds are made and executed by the male counterparts.

ITGA: What is the role of women in the decision-making processes in the tobacco sector in your country?

Alice Mulikiiti Sande: Major role is on ensuring that the tobacco calendar is followed to the book. I am saying this because our male counterparts sometimes engage in some activities that we do not fully understand.

ITGA: What tools/trainings would you like to see being made available in order to advance your skills?

Alice Mulikiiti Sande: The only way out is to implement the 60:40 Gender policy in the sector. Malawi Government approved that policy and if the tobacco sector also uses that in all its activities, women will easily be fully engaged. There is need to stop the gender stereotyping.

ITGA: How have you built confidence and/or resiliency over the course of your career?

Alice Mulikiiti Sande: I am personally convinced that I am able woman. I am a Zone leader for Tama Farmers Trust in my area a position dominated by men in other areas. I know gives time and a leveled playing field, I would be able to stand the pressure.

ITGA: What initiative would you like to be seen to improve women role in the industry/sector?

Alice Mulikiiti Sande: Deliberate actions to involve women in decision making positions be at governance level or corporate level.

ITGA: What do you think is the most significant barrier to attracting women into tobacco? What has been the most significant barrier for you personally?

Alice Mulikiiti Sande: Male chauvinism and gender stereotyping are major contributors to the less participation by women in tobacco. At times, married women are left to handle household chores, supervising and engaging in field work until noon when we come home. My children ready for school. This includes morning and start with sweeping the sheds and removing the dirt. While back home with the load, we stack it as their game. For this reason, if I am in my house, I may not pay school fees for my children. Whenever I withdraw from tobacco production I face challenges in planning for school fees for my children. As at now I have not found a better alternative crop or income generating activity to tobacco.

ITGA: Describe the range of activities you are taking part of at the moment. Can you please walk us through a typical day of work for you?

Alice Mulikiiti Sande: At the moment, we are reaping the leaf and hence we are at the pick and critical point of our activities. It is the time when we need to hang all the leaves that we have harvested and hence knocking off time is subjected to finalizing of the task. Normally, harvesting starts from 7 am after the dew is gone. However, other than this pick period, I normally work up around 6:30 am, plan for the day, undertake household chores, supervising and engaging in field work until noon when we come for lunch. The rest of the day is spent on the crucial and available activities either for the community or my household.

ITGA: What are the main challenges that women in tobacco are facing in your market?

Alice Mulikiiti Sande: In my country women face challenges due to their presence in the market. While back home with the load, we stack it as their game. For this reason, if I am in my house, I may not pay school fees for my children. Whenever I withdraw from tobacco production I face challenges in planning for school fees for my children. As at now I have not found a better alternative crop or income generating activity to tobacco.

ITGA: What is the role of the activities you are taking part of at the moment. Can you please walk us through a typical day of work for you?

Alice Mulikiiti Sande: I withdraw from tobacco production I face challenges in planning for school fees for my children. As at now I have not found a better alternative crop or income generating activity to tobacco.

ITGA: What do you think is the most significant barrier to attracting women into tobacco? What has been the most significant barrier for you personally?

Alice Mulikiiti Sande: Male chauvinism and gender stereotyping are major contributors to the less participation by women in tobacco. At times, married women are left to handle household chores, supervising and engaging in field work until noon when we come home. My children ready for school. This includes morning and start with sweeping the sheds and removing the dirt. While back home with the load, we stack it as their game. For this reason, if I am in my house, I may not pay school fees for my children. Whenever I withdraw from tobacco production I face challenges in planning for school fees for my children. As at now I have not found a better alternative crop or income generating activity to tobacco.
**WATER**

**POPULATION WITH ACCESS TO SAFE DRINKING WATER**

- **60%** Rural areas
- **86%** Urban areas

Women and girls are often responsible for fetching water in rural areas.

**CONSEQUENCES**

Barriers to education and employment; more unpaid domestic work; higher risk of maternal mortality and violence; psychosocial stress.

---

**LITERACY**

Only **2%** of the poorest rural women in low-income countries complete upper secondary school.

**CONSEQUENCES**

Barriers to employment and decision-making; lower income; lower-quality jobs; increased health consequences; decreased individual and social well-being.

---

**CHILD MARRIAGE**

Girls from poor rural households are significantly more likely to be married before the age of 18 than girls from wealthy urban ones.

In some countries, over **50%** of girls from poor rural households will be married as children.

**CONSEQUENCES**

Barriers to education and employment; greater risk for intimate partner violence; early pregnancy; maternal complications; vulnerability to STDs, including HIV.

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**ICT**

Most of the **3.7 billion** people not connected to the internet tend to be poorer, less educated, and rural women and girls.

**CONSEQUENCES**

Limited means of getting new skills, information and knowledge; decreased livelihoods, wellbeing and resilience; limited economic opportunities.

---

Empowering rural women and girls requires:

1. Decent work and social protection
2. Education and training
3. Sustainable energy and technology
4. Clean water and sanitation
5. Eliminating violence and harmful practices
6. Including women in decision-making and leadership
7. Increasing women’s climate-resilience

Source: UN Women [Learn the facts: Rural women and girls](https://www.unwomen.org) | UN Women – Headquarters
**CROP EVOLUTION**

**WHAT IS THE CURRENT STATUS OF TOBACCO PRODUCTION IN YOUR COUNTRY - PLANT, HARVEST, OR DELIVERY (CONTRACT AND/OR AUCTIONS)?**

From the figures in the field, we see many small scale tobacco growers taking up tobacco farming seriously as a business. In view of this, it is evident that the current status of tobacco production in Zambia is good. In view of the above, we expect a good tobacco season in Zambia. Tobacco so far has done well in Central province, Southern province, Western province and partially in Eastern province. Farmers are eager and they are very busy reaping and curing their tobacco. Grading of tobacco will soon start as the rains that come in December really revived the tobacco plants that had been planted partially in Eastern province.

**WHAT IS THE NUMBER OF GROWERS INVOLVED IN THE CURRENT SEASON VS LAST SEASON?**

<table>
<thead>
<tr>
<th>Category</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small scale (Burley)</td>
<td>5,653,258</td>
<td>25,691,965</td>
</tr>
<tr>
<td>Small scale (Virginia)</td>
<td>3,000</td>
<td>9,879,28</td>
</tr>
<tr>
<td>Large scale</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>11,231,398</td>
<td>45,211,063</td>
</tr>
</tbody>
</table>

**VOLUME OF TOBACCO PRODUCED IN THE CURRENT SEASON VS LAST SEASON:**

<table>
<thead>
<tr>
<th>Category</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>FCV</td>
<td>20,073</td>
<td>17,521</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>23,198</td>
<td>18,349</td>
</tr>
</tbody>
</table>

**RECENT WEATHER PROBLEMS/CHANGES:**

During the current season that is 2021/2022 season we had a dry spell in the months of October, November and partially December when it was critical for farmers to transplant their tobacco into the field, especially our small-scale grower’s dependent on rain feed production. However, from mid-December, we had received the rains and farmers were able to complete their tobacco planting. The rains that come in December really revived the tobacco plants that had been planted during the dry months as indicated above, and the mid December rains this tobacco. In some areas floods ensured and badly affected some crops as hail accompanied these rains.

But for the irrigated crop usually transplanted in September/October, this crop looks good and the curing and reaping activities are going on well. Overall, the crop looks good, and we are hopeful of a good season, looking forward to the start of the 2022 Marketing Season scheduled to start mid-April.

**HOW MUCH IS THE AREA PLANTED IN HECTARES - CURRENT SEASON VS LAST SEASON?**

<table>
<thead>
<tr>
<th>Category</th>
<th>2021</th>
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</thead>
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<tr>
<td>FCV</td>
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</tr>
<tr>
<td><strong>Total</strong></td>
<td>23,198</td>
<td>18,349</td>
</tr>
</tbody>
</table>

**WHAT IS THE NUMBER OF GROWERS HIT BY HAIL AND A BRIEF REPORT ON WEATHER DAMAGE:**

We have until (02/28/22) 19,428 producers with hail damage. As for the climatic problems, we had a severe drought that according to our research will cause a crop failure of approximately 11% in the South of Brazil.

**HOW MUCH IS THE AREA PLANTED IN HECTARES - CURRENT SEASON VS LAST SEASON:**

Area harvest 2020/2021 = 273,317
Area for the 2021/2022 harvest = 246,590

**VOLUME OF TOBACCO PRODUCED IN THE CURRENT SEASON (ESTIMATE) VS LAST SEASON:**

Production crop 2020/2021 = 628,489 tons
Production for the 2021/2022 estimated harvest = R$ 15,63

**AVG. PRICE FOR THE CURRENT SEASON (SO FAR) AND LAST SEASON:**

Average price harvest 2020/2021 = R$ 10,54
Average price for the 2021/2022 estimated harvest = R$ 15,63

**AVG. PRODUCTION COSTS FOR THE CURRENT SEASON AND LAST SEASON:**

<table>
<thead>
<tr>
<th>Category</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small scale (Burley)</td>
<td>2,376.47</td>
<td>1.83</td>
</tr>
<tr>
<td>Small scale (Virginia)</td>
<td>2,914.63</td>
<td>1.94</td>
</tr>
<tr>
<td>Large scale</td>
<td>9,879.28</td>
<td>3.29</td>
</tr>
</tbody>
</table>

**AVG. PRICE FOR THE CURRENT SEASON AND LAST SEASONS:**

<table>
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<tr>
<th>Category</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>FCV</td>
<td>1.64</td>
<td>1.64</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>1.64</td>
<td>1.64</td>
</tr>
</tbody>
</table>
Women Tobacco Growers in Brazil

Original interview carried in Portuguese

ITGA: How long has tobacco been part of your life? When did it start being your work/job? How do you feel there are real opportunities in this sector?

Inês Regina Hintz: I have been growing tobacco for 18 years, I started growing tobacco around 2002/2003. Tobacco is very important for us because everything we have conquered on the farm, in our house, everything we have comes from tobacco and that is why tobacco is very important here in our region.

ITGA: Describe the range of activities you are taking part of at the moment. Can you please walk us through a typical day of work for you?

Inês Regina Hintz: This year is an atypical year in our region, here in tobacco. It’s a year that is being marketed differently, so my day is like this: We are in the tobacco grading season here on the farm, so we have the fluorescent bulbs, we have a table and a cardboard box where we put the foreign material for example dirt. So, we spend the day there grading tobacco, classifying it by grade, by color and then we put it in the box, making it ready to be marketed by the company. We do it at home in the gallop.

ITGA: What are the main challenges that women in tobacco are facing in your market?

Inês Regina Hintz: The challenges on the farm, in the tobacco sector, are many because the tobacco sector requires a lot of manual work and is a lot of heavy work. So, there are many challenges for the women here, but we are managing to do the job.

ITGA: What is the role of women in the decision-making processes in the tobacco sector in your country?

Inês Regina Hintz: The role of the woman is fundamental along with that of the husband because here the work is family-based, basically family work, and therefore decisions are taken jointly by the husband and the wife. Generally, the decision has the same weight, usually the husband and wife take the decision together. Hardly anyone makes a decision alone, the couple reaches a consensus on the decision, on the farm, this is how it has been here in our region, in Rio Grande do Sul.

ITGA: What do you think is the most significant barrier to attracting women into tobacco? What has been the most significant barrier for you personally?

Inês Regina Hintz: I don’t know what the barrier is, the trade is very competitive. So, in the employment sector, women’s salaries are very outdated. In my opinion, that’s it, since I never had a job, I’ve always liked the countryside, agriculture, so I’ve always planted tobacco. When I was at home, I always helped my parents and continued in the tobacco business, and we like it. So, I think what attracts women is the cost, associated with the profit that it gives, as the tobacco sector on small farms generates a well-compensated value during the year.

ITGA: What tools/trainings would you like to see being made available in order to advance your skills?

Inês Regina Hintz: I would like several things to improve in agriculture. I would like it to be easier for us to study, to go to university to train in agronomy for example, since the situation is already quite advanced, through distance learning, but it’s still not easy. I would like there to be more mecha-

Inês Regina Hintz: 39 years old, Municipality of Vale do Sol, State of Rio Grande do Sul, Brazil

36 37

180 THOUSAND PEOPLE VISITS

61% MORE THAN IN 2019

Generated
R$ 220 MILLION
in BUSINESS 215% increase from 2019

1,491,000.00
in BUSINESS at the FAMILY FARMING PAVILION

64 STANDS in its 1st EDITION (2001)

OVER
400 STANDS in 2022 EDITION

1 RS = US$ 0.21 (April 2022 exchange rate)

In the employment sector, women’s salaries are very outdated.
ITGA: How have you built confidence and/or resiliency over the course of your career?

Inês Regina Hintz: We get confidence in the sector by being honest. I think the entire tobacco sector attracts not only honesty but also confidence by paying the company we plant, Afubra and all the debts correctly. By taking insurance, selecting the tobacco, and selling the tobacco correctly to the company, every-thing builds confidence in the tobacco sector and that’s how we get to a good level.

ITGA: How can women support other women in their respective organizations?

Inês Regina Hintz: Not only in the tobacco sector, but in all sectors, one woman mirrors another. In our region I plant tobacco for BAT so there are already several women who are mentors and come to guide us, giving support to the people who grow tobacco. We look up to them as employees, but in our culture, we also look up to our neighbors since in our region all the neighbors are tobacco growers and therefore one mirrors the other and we help each other on the farm. We combine all the best qualities of each one of us and we improve all the sectors.

ITGA: What initiative would you like to see to improve women role in the industry/sector?

Inês Regina Hintz: Firstly, we would really like the government to support the tobacco sector in Brazil more and to finance more material goods for the growers since the grower doesn’t have a credit line in the banks or anywhere else. This is the main factor since the government is very much against the tobacco sector in Brazil if the government supported the tobacco sector more it would already be a great achievement. Secondly, the price of tobacco, the value that is being marketed in this atypical year and is being difficult to deal with, and the value of the products that we use such as fertilizers, are not compensating each other and therefore it would have to be a better value.

ITGA: What advice would you give to a young women entering the industry/your profession?

Inês Regina Hintz: The advice I would give to a young woman who is entering the tobacco industry is to be her own boss. That’s the great advantage of the tobacco grower. She sets her own hours, she has her good days, she has her bad days, but this is not only in the tobacco sector, it is part of all sectors. I advise her to work properly, honestly, as the company asks and the good days will come, there will be difficult days, but there will also be good days.

The advice I would give to a young woman who is entering the tobacco industry is to be her own boss.

Deise: We participate a lot in the tobacco activities, including the harvest currently. We wake up early to go to the fields, we harvest, return at noon for lunch and rest a little, then we continue our work where we staple the tobacco and put it inside the greenhouses. After afternoon coffee, the harvest follows and at night we return home to unload the cargo and take it inside the greenhouse.

ITGA: Describe the range of activities you are taking part of at the moment. Can you please walk us through a typical day of work for you?

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ITGA: What are the main challenges that women in tobacco are facing in your market?

Deise: Because we are more sensitive about physical strength, we are not able to do the heavy work at a faster pace.

ITGA: What is the role of women in the decision-making processes in the tobacco sector in your country?

Amanda: The role of women in decision-making processes depends very much on the capacity of each woman. Often it is not the women who make the decisions.

Deise: And to me, almost two years ago, it started to be my job.

ITGA: Describe the range of activities you are taking part of at the moment. Can you please walk us through a typical day of work for you?

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ITGA: What advice would you give to a young women entering the industry/your profession?

Amanda: The most significant barrier to attracting women to tobacco is the work with the tractor that requires physical labour. For me the most significant barrier was when I was eighteen years old, I started helping my parents in tobacco production and I was finishing high school.

Deise: At the beginning I didn’t believe it much because I don’t have the technical training but as time went by I saw that it was possible to have a good income through experiences and to follow my parents’ example.

ITGA: How have you built confidence and/or resiliency over the course of your career?

Deisen: The modernization of agricultural implements.

ITGA: How would you like to see the government support the tobacco sector?

Deise: And to me, almost two years ago, it started to be my job.

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The Female Voice of the Countryside that Echoes in Southern Brazil

Original text provided in Portuguese

Reflections on issues linked to the female condition in rural regions and of young people living in rural regions are the goal of the We For Them Programme, developed since 2017 by the Growing Up Right Institute.

April 2022 – To value women’s leadership, develop and train young women who have graduated from the Growing Up Right Institute’s Learning Programme to multiply the reflection on the gender issue in their communities. It is with this goal that, since 2017, the Institute has promoted the We For Them Program - The Female Voice of the Countryside. Since then, five editions have been held with the training of 36 female leaders, who have been part of the programme for five years.

In these five editions of the programme, the participants have discussed relevant topics such as: psychological violence against women; women and aging; sorority; female self-esteem; learning in the pandemic; autonomy and documentation; women and education; female leadership and entrepreneurship; women in the labour market; teenage pregnancy; child labour; violence against women; women’s role in society.

Listen to the newsletters produced by the young women participants of the We For Them Programme.

“Offering opportunities to young people in the countryside is the main goal of the Growing Up Right Institute, through the Rural Professional Learning Programme. Within the context of the ESG, the Institute also seeks a world with more respect for women and this is the central theme of the We For Them Programme. In the programme, the girls have the opportunity to reflect on their own condition in the communities where they live and, at the same time, to learn communication techniques and disseminate the topics discussed through the radio”, says the president of the Growing Up Right Institute, Iro Schünke.

For the manager of the Growing Up Right Institute, Nádia Solf, the expertise of the university’s communication professionals is essential for the positive results: “This enriches both the learning of the participating girls each year, and also guarantees the quality of the material produced,” she explains. “And the partnerships such as Asurkea, the rural workers’ unions and the rural unions that multiply the content produced by the girls through the large audiences of their radio programmes,” she adds. “In a recent assessment we made with these partners, we were fortunate to identify that for these institutions it is also relevant and positive to count on the content produced by the girls,” she celebrates.

Initiatives that value rural youth

The young women participants of the We For Them Programme are graduates of the Rural Professional Learning Programme, validated by the Ministry of Labour, since 2016, it has already benefited 596 rural youths from Rio Grande do Sul, in Brazil’s southern region, and is considered a pioneer for providing an innovative way of applying the Apprenticeship Law in favour of rural youths. The participants are hired as young apprentices by the members of the Growing Up Right Institute, receive a salary proportional to 20 hours a week, but instead of working in the companies, they participate in the management and entrepreneurship course after school with concomitant theoretical and practical activities conducted by the Growing Up Right Institute in their communities - usually in the schools where they study or in locations provided by partner municipalities that also help with food and daily transport logistics to enable the attendance of adolescents.

ABOUT THE GROWING UP RIGHT INSTITUTE—An initiative of the Union Interstate Tobacco Industry (SindiTabaco) and its member companies in Brazil, the Growing Up Right Institute took shape in 2015 and already has two national recognitions for its innovation and pioneering efforts to offer opportunities for rural youths. In December 2020, it was honoured at the 17th edition of the Innovare Award, in the Justice and Citizenship Category, for its innovative method of rural professional learning as an alternative in the fight against child labour. And in November 2021, the Institute won first place in the Brazil Friend of the Child Award, in the category Promotion of the Rights of Children and Adolescents, promoted by the Ministry of Women, Family and Human Rights in recognition of best practices in the promotion and strengthening of the rights of children and adolescents.

Maurício Carluke, Iro Schünke and Minister Damoreis Alves - Brazil Friend of the Child Award

Nádia Fengler Solf - Manager of IC.

We For Them 2021 Program_Photo Junio Nunes
CROP EVOLUTION:
WHAT IS THE CURRENT STATUS OF TOBACCO PRODUCTION IN YOUR COUNTRY- PLANT, HARVEST, OR DELIVERY (CONTRACT AND/OR AUCTIONS)?

HARVEST (2021-2022) Final stage of the harvest

RECENT WEATHER PROBLEMS/CHANGES:
(2021-2022) High incidence of hail damage: more than 4,000 hectares 100% affected.

WHAT IS THE NUMBER OF GROWERS INVOLVED IN THE CURRENT SEASON VS LAST SEASON?
Current season (2021-2022) 1831
Last season (2020-2021) 1794

HOW MUCH IS THE AREA PLANTED IN HECTARES- CURRENT SEASON VS LAST SEASON:
Season 2020-2021 20,425.56 ha
Season 2021-2022 21,313 ha

VOLUME OF TOBACCO PRODUCED IN THE CURRENT SEASON VS LAST SEASON:
Season 2020-2021 37,480,969 kg
Season 2021-2022 34,000,000 kg (estimated)

AVERAGE PRODUCTION COSTS FOR THE CURRENT SEASON AND LAST SEASONS:
Production cost 2020-2021 $36,598.40
(exchange rate at 23/02/21 $89.33/1U$)

Production cost 2021-2022 $733,230.00
(exchange rate at 23/02/2022 $107.08/1U$)

AVERAGE PRICE FOR THE CURRENT SEASON AND LAST SEASONS:
2021-2022 B1F $287.82/kg (exchange rate at 23/02/2022 107.08/1U$)
2020-2021 B1F $191.89/kg (exchange rate at 23/02/2021 89.33/1U$)
2019-2020 B1F $127.94/kg (exchange rate at 21/02/20 $58.02/1U$)
2018-2019 B1F $87.63/kg (exchange rate at 21/02/19 $39.02/1U$)
2017-2018 B1F $53.11/kg (exchange rate at 23/02/18 $19.24/1U$)
2016-2017 B1F $43.18/kg (exchange rate at 25/02/16 $15.60/1U$)
2015-2016 B1F $37.55/kg (exchange rate at 25/02/15 $12.50/1U$)

AVG. PRODUCTION COSTS FOR THE CURRENT SEASON VS LAST SEASONS:
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THE CURRENT STATUS OF TOBACCO PRODUCTION IN ARGENTINA IS: harvest, or delivery (contract)

THE MAIN PROBLEM/WEATHER CHANGE was hail, affecting 4,300 ha out of a total of 21,300 ha.

THE CURRENT SEASON INVOLVES 1,700 growers, the same number as last season.

IN THE CURRENT SEASON, 21,300 ha were planted, 4% more than in the previous season.

THE EXPECTED VOLUME OF TOBACCO FOR THE CURRENT SEASON is 35,000 tons, 6% less than the previous season (37,480 tons).

DETAILS OF THE PRICE OF THE B1F GRADE FOR THE CURRENT SEASON and the last seasons:
**Women Tobacco Growers in Argentina**

*ITGA Interview - Focus on Women in Tobacco Growing*

**President - María Del Carmen Merlo**  
**Secretary - Carmen Lucia Ortiz**  
**Treasurer - Gabriel Leonik**

Alma de Tabaco: a cooperative established in 2022 as a result of cigar-making courses promoted by the Secretariat of Production of the Municipality of Goya and the Employment Department to train men and women who have a vocation for making handmade cigars from Goya, taking advantage of the characteristic properties of the Criollo from Corrientes.

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**Colombia Country Report**

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**Characteristics of Tobacco Cultivation in Colombia Effective 2021**

Tobacco production in Colombia reached its minimum expression from 2021 with the exit of the multinationals Phillips Morris in 2019 and B.A.T. in 2020, leaving in the country only the company CDF Colombia, which markets a very small area of dark tobacco and an informal market that sells low-quality tobacco for the production of low-quality cigars. In the year 2021, the climatic problems that occurred in the country, especially in the sense that at times when rainfall was required for the development of tobacco crops, these did not occur, which affected the productivity and quality of the crop, and consequently the profitability for farmers.

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**Table: Tobacco Production in Colombia**

<table>
<thead>
<tr>
<th>Planted hectares</th>
<th>Kilos produced</th>
<th>Average prices per kl USD</th>
<th>Production costs per hectare USD</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,100</td>
<td>2,310,000</td>
<td>1.71</td>
<td>2,770</td>
</tr>
</tbody>
</table>

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**ITGA: How long has tobacco been part of your life? When did it start being your work/job? How has tobacco contributed to your life? Do you feel there are real opportunities in this sector?**

Alma de Tabaco: The tobacco from Corrientes is part of our culture - an inheritance of cultivation practised from generation to generation, therefore it could be said that it has always been part of everyone’s life, although for a long time the tobacco produced for industry did not capture the attention of the process for a handmade elaboration. In discovering the potential properties, the possibility of adding a profitable added value arises where feminine hands give an original touch to the final product.

**ITGA: What is the role of women in the decision-making processes in the tobacco sector in your country?**

Alma de Tabaco: It is an art that starts from the personality of each one where love and passion go hand in hand, that it is very important to interact with the different social strata where training is one of the daily trainings for perfection and that it is necessary to lose the fear of new challenges.

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**ITGA: How do you think is the most significant barrier to attracting women into tobacco? What has been the most significant barrier for you personally?**

Alma de Tabaco: One of the barriers in the world of tobacco in general are the regulations and laws imposed by the WHO. The advertising on the labels are images that can be harmful to health and promote NO consumption tobacco without taking into account that the artisanal elaboration has a treatment in its tasting free of toxicity.

**ITGA: What tools/trainings would you like to see being made available in order to advance your skills?**

Alma de Tabaco: The local government was always available for trainings, workshops, cultural exchanges, meetings and conferences, trying to find in the research and in the process of evolution, a suitable raw material for market demands.

**ITGA: What advice would you give to a young woman entering the industry/your profession?**

Alma de Tabaco: That in its beginnings the path of profitability can be a bit long, that it is an art that starts from the personality of each one where love and passion go hand in hand, that it is very important to interact with the different social strata where training is one of the daily trainings for perfection and that it is necessary to lose the fear of new challenges.
ITGA: How long has tobacco been part of your life? When did it start being your work/job? How has tobacco contributed to your life? Do you feel there are real opportunities in this sector?

Elvia Arias: I think that tobacco has always been a part of me, ever since I can remember, as I was born into a tobacco family.

ITGA: Describe the range of activities you are taking part of at the moment. Can you please walk us through a typical day of work for you?

Elvia Arias: Type of work for women: threading, cigar folding, cigar, seed sewing.

ITGA: What are the main challenges that women in tobacco are facing in your market?

Elvia Arias: The main challenges faced by women in the tobacco sector are many because very few women are informed or included in any other projects as they are hard work.

ITGA: What is the role of women in the decision-making processes in the tobacco sector in your country?

Elvia Arias: I believe that the role of women in decision-making processes in the sector is very limited.

ITGA: What do you think is the most significant barrier to attracting women into tobacco is?

Elvia Arias: The most important barrier to attracting women into tobacco is providing them with support, knowledge, training and skills so that they can enter the tobacco sector.

ITGA: What tools/trainings would you like to see being made available in order to advance your skills?

Elvia Arias: I think that a lot of machinery such as ploughs, scythes and a lot of tools that are used in the tobacco sector today make it easier to work.

ITGA: How women can support other women in their respective organizations?

Elvia Arias: Talking to them about the knowledge they have about tobacco, those who know about tobacco, taking them and helping them.

Elvia Arias: I think that tobacco has always been a part of me, ever since I can remember, as I was born into a tobacco family.

Tobacco has always been a part of me, ever since I can remember, as I was born into a tobacco family.

ITGA: How long has tobacco been part of your life? When did it start being your work/job? How has tobacco contributed to your life? Do you feel there are real opportunities in this sector?

Lina María Guzmán Suárez: Tobacco has been part of my life for about 20 years, when my family started working in the tobacco sector. They started as farmers and that’s when I started to learn more and to work in tobacco. I was about 15, 16 years old. I started to learn how to tie, to do different activities and at 16 I started to be a full job, I started to earn money, to support myself a little bit so I didn’t depend on my parents. In a significant way I learned a lot, I learned to interact with other people, because I didn’t have the opportunity to interact in a new group and tobacco employs a lot of people, so I learned a little bit of everything in the tobacco sector.

ITGA: Describe the range of activities you are taking part of at the moment. Can you please walk us through a typical day of work for you?

Lina María Guzmán Suárez: I am currently working in the tobacco sector. I dedicate myself to planting paprika and rice. That’s what my work is at the moment: I get up and do my chores, my housework and when we have to pick paprika, we get up early and pick it, pack it, select it and send it to Neipa, to sell it. I don’t get so involved in the rice part, because the truth is, I don’t know much about rice and then I study and dedicate my life to it during the week. It’s being in the house, working when we have to pick the paprika and studying to continue my training.

ITGA: What are the main challenges that women in tobacco are facing in your market?

Lina María Guzmán Suárez: For me, the main challenges that women face in the tobacco sector is that the tobacco sector all made up of men, and women I think there is a bit of discrimination in the tobacco sector in that sense because women are not allowed to play the role of “I am a farmer, I am in charge of this crop”, it is like a kind of taboo that “no, men are the ones who do it better”.

ITGA: What is the role of women in the decision-making processes in the tobacco sector in your country?

Lina María Guzmán Suárez: The truth is that the barrier is often the lack of opportunity in recruitment, because when they don’t make the recruitment with the company, they are afraid thus they are not given much information. I think that many women are afraid because they don’t have the knowledge of the subject and so it seems a bit complicated for them to do that and they prefer to work in another part of the tobacco sector, such as in the tie-up. I think that there is not enough
training to teach women that they can also do this work as well as men and therefore, for me, that is the main barrier.

ITGA: What tools/trainings would you like to see being made available in order to advance your skills?

Lina María Guzmán Suárez: I would like more training in the women’s sector so that we can all be trained because it is a challenge for women to get into the tobacco sector. I would also like more training in the application of inputs and fertilizers because, in my case, that is what complicates me the most. I would like to have more training to be able to learn more about this subject, about cultivation in the field, I think that is what is still lacking in terms of training.

ITGA: How have you built confidence and/or resiliency over the course of your career?

Lina María Guzmán Suárez: Confidence is developed over time. I believe that growing up in the tobacco sector is the way to acquire confidence, because I acquired it there. I got that confidence from the experience I gained through tobacco, from my family, from people who already had experience, so it is time. Growing up in tobacco, I think that, in our generation, we learned from our parents, and we gained that confidence, that experience there.

ITGA: What initiative would you like to see to improve women role in the industry/sector?

Lina María Guzmán Suárez: The truth is that I would like to see more support for women in the rural sector, for women in the village. I think that we need more support because I see that women in the city are not afraid to play a leadership role in the city, I think that women in the city are a bit more open. Rural women are more afraid and therefore, I think that this is the role that I want to improve as an initiative so that rural women can also exercise the same leadership role as urban women, so that they are not afraid to lead.

ITGA: What advice would you give to a young women entering the industry/profession?

Lina María Guzmán Suárez: The advice I would give to women and which I have applied and which I feel has worked for me is to have self-confidence, to train yourself. Don’t be afraid and if you don’t want to do something, do it, have the confidence to do it, because everything in life sometimes you must know how to lose and win, in other words, have the positivity that something was not going to go well. So, to have the ability to lead, to ask questions, not to be afraid to look for someone to train her, to help her to move forward, that is the most important thing.

Women Tobacco Growers in Colombia

Original interview carried in Spanish

ITGA: How have you built confidence and/or resiliency over the course of your career?

Maria Esperanza Estupiñan: There are many qualities with which it is developed, with sacrifice, work, commitment but, above all, with enthusiasm, responsibility and vision for the future.

ITGA: What advice would you give to a young women entering the industry/profession?

Maria Esperanza Estupiñan: That they should be self-sufficient, empowered and, above all, that they support other women in their endeavours.

María Esperanza Estupiñan: My husband and I are currently running a restaurant and we are growing different crops on the farm, such as corn, wheat and lemons, since tobacco cultivation in this area has practically disappeared.

ITGA: What are the main challenges that women in tobacco are facing in your market?

Maria Esperanza Estupiñan: It’s making the difficult things that come up every day become the biggest success of your day. I think.

ITGA: What is the role of women in the decision-making processes in the tobacco sector in your country?

Maria Esperanza Estupiñan: I think we are at 100% because this crop involves the family itself and the woman plays a very important role there because she has to be the first one to get up and the last one to go to bed.

ITGA: What do you think is the most significant barrier to attracting women into tobacco? What has been the most significant barrier for you personally?

Maria Esperanza Estupiñan: There are barriers to this crop, the main one being the lack of subsidies for harvesting.

ITGA: What tools/trainings would you like to see being made available in order to advance your skills?

Maria Esperanza Estupiñan: The government should motivate us with subsidies, give us training, update us on alternative crops.

ITGA: What initiative you would like to see to improve women role in the industry/sector?

Maria Esperanza Estupiñan: There are real opportunities in this subject, about cultivation in the field, I think that is what is still lacking in this subject, about cultivation in the field.

ITGA: How long has tobacco been part of your life? When did it start being your work/job? How has tobacco contributed to your life? Do you feel there are real opportunities in this sector?

Maria Esperanza Estupiñan: Tobacco has been part of my whole life because my parents were tobacco growers, and it became my job as long as I can remember.

The government should motivate us with subsidies, give us training, update us on alternative crops.

María Esperanza Estupiñan: Developing productive projects and showing positive results.

Maria Esperanza Estupiñan: Developing productive projects and showing positive results.

ITGA: How can we support other women in their respective organizations?

ITGA: Describe the range of activities you are taking part of at the moment. Can you please walk us through a typical day of work for you?

ITGA: What do you think is the most significant barrier to attracting women into tobacco? What has been the most significant barrier for you personally?

Maria Esperanza Estupiñan: It’s making the difficult things that come up every day become the biggest success of your day. I think.

ITGA: What advice would you give to a young women entering the industry/profession?

Maria Esperanza Estupiñan: That they should be self-sufficient, empowered and, above all, that they support other women in their endeavours.

Tobacco has been part of my whole life because my parents were tobacco growers, and it became my job as long as I can remember.
Women Tobacco Growers in Colombia

Original interview carried in Spanish

Sandra Milena Ochoa Velasco
President of the Municipal Association of Peasant Users of Giron – AMUE GIRON

ITGA: How long has tobacco been part of your life? When did it start being your job?
Sandra Milena Ochoa Velasco: Tobacco growing has been part of my life for more than 20 years and has become a way of life. It started to be my job as soon as I arrived at the farm. More than 20 years ago, the farm was very expensive in the Municipality of Giron, Santander, in corregidor, where the main activity was the cultivation of dark tobacco. Tobacco growing has contributed in a very direct way to my life, and it has been a fundamental part of my life and of my family. Thank you to this crop I managed to make a living out of it. I managed to become economically independent, and I managed to keep my family together, which is the best thing. Nowadays the opportunities in this sector are over. We no longer have the same opportunities, because tobacco was very stigmatized here in this country and they gave us, the peasants, a very hard time. Then the companies left, leaving all the Colombians peasants who made a living from this leaf with nothing. Nowadays, everything leads us to think that the tobacco range is all about fungicides and herbicides, and I would like to be trained in this area.

ITGA: How have you built confidence and/or resiliency over the course of your career?
Sandra Milena Ochoa Velasco: Confidence has been developing over time. With all the events that we have every day in our lives and our perseverance in what we do, we are always confident that everything is going to be better.

ITGA: How can women support other women in their respective organizations?
Sandra Milena Ochoa Velasco: I think there is no better method to support women than to show them experiences by example and by replicating what you don’t know, involving them in the processes and helping them to improve their quality of life.

ITGA: What initiative would you like to see to be seen to improve women role in the industry/sector?
Sandra Milena Ochoa Velasco: I would like women to be more included, to participate more directly, to be involved in all the processes, to be better paid and to be recognized for their important work in this crop.

ITGA: What advice would you give to a young woman entering the industry/sector?
Sandra Milena Ochoa Velasco: I think that this profession is something very beautiful for which we should be very grateful. There are clear examples of many women who, like me, tobacco growing has helped us to achieve our ideal dreams.

The Tobacco Institute of the Dominican Republic, in coordination with the industrial sector, scheduled the planting of 6,461 hectares of tobacco from the different varieties demanded by the market. Although adverse environmental factors caused some inconveniences in the cultivation work, a planted area of 6,750 hectares was finally achieved, which represents 105% of the programmed area.

### Map of tobacco zoning in the Dominican Republic

#### CROP EVOLUTION:

**WHAT IS THE CURRENT STATUS OF TOBACCO PRODUCTION IN YOUR COUNTRY?**
- **PLANT**, **HARVEST**, OR **DELIVERY** (CONTRACT AND/OR AUCTIONS)?

#### RECENT WEATHER PROBLEMS/CHANGES:
- EXCESSIVE RAINFALL ON SOME OCCASIONS, AND PROLONGED DROUGHT ON OTHERS.

#### WHAT IS THE NUMBER OF GROWERS INVOLVED IN THE CURRENT SEASON VS LAST SEASON?
- **SEASON 2020/2021**: 3,550 GROWERS
- **SEASON 2021/2022**: 3,328 GROWERS

#### HOW MUCH IS THE AREA PLANTED IN HECTARES CURRENT SEASON VS LAST SEASON?
- **SEASON 2020/2021**: 6,564 HECTARES
- **SEASON 2021/2022**: 6,750 HECTARES

#### VOLUME OF TOBACCO PRODUCED IN THE CURRENT SEASON VS LAST SEASON:
- **SEASON 2020/2021**: 12,627,802 KILOS
- **SEASON 2021/2022**: 13,044,042 KILOS (estimated)

#### AVERAGE PRODUCTION COSTS FOR THE CURRENT SEASON AND LAST SEASONS:
- **SEASON 2020/2021**: 2.60 US$/HECTARE
- **SEASON 2021/2022**: 2.65 US$/HECTARE

#### AVERAGE PRICE FOR THE CURRENT SEASON AND LAST SEASONS:
- **SEASON 2020/2021**: 3.350 US$/KILO
- **SEASON 2021/2022**: (IN PROCESS)
In this 2021-2022 harvest, more than 85% of the tobacco farms have a financing and marketing contract with the traditional companies. The plantations show very good development, while the first reports of cured tobacco indicate that we are once again looking at a harvest of excellent quality.

Tobacco plantation in full development.

In my family, tobacco has been part of my life since I was a child and this daily relationship with cigarettes comes to me precisely from the example of a woman, my great-great-grandmother Marcelina. She lived to the age of 110 and smoked cigars until her last days. As a child, I watched her buy the leaves and wrap her own cigarettes; I was amazed to see how she smelled and touched them before lighting them, the same ritual I do now. I was born and raised in the city of Santiago de los Caballeros, the cradle of the tobacco in the Dominican Republic, the largest producer of this country brand product. So for me, this product is very natural, and it has been part of my environment since I was a child. I treasure the pleasant memory of the smell of tobacco in my memory, it was a smell that caught my attention when I passed daily in front of a large tobacco store in my city, on my way to my music classes in the afternoons. I close my eyes and I remember that smell; I walk into a tobacco store and that smell takes me back to my childhood.

So, when tobacco and cigars became part of my work, it was very natural for me. My husband and I formed the Media company in 2004, with radio programs, television and then came the print publishing part. The second magazine we launched was about golf, and being in those activities, we met many people who smoked and because of the relationship between golf and cigars, they invited us to cigar events, even attending the first cigar festival organised by the Association of Cigar Producers of the Dominican Republic, PROCIGAR, in Santiago. The contact with this world of smokers and the fact of having the publishing company, gives me the impulse to propose to my husband to publish a cigar magazine and he as a good vision of technology, proposes me to start the magazine digitally, to see its evolution and acceptance in the market. Thus, in June 2013, CIGARRO DOMINICANO was born as a digital magazine, and took care of all the material that was published. Two years later, in 2015, to celebrate the success of the digital cigar magazine, we launched a print magazine with the same name and it was so successful that we kept both magazines, digital and print, celebrating in June of this year 2022 our ninth anniversary with the magazine CIGARRO DOMINICANO within our media portfolio. In these nine years of working in this very special world, which has brought us so many friends and so many pleasant moments, I can tell you that in this sector there are real opportunities, not only for men, as this business is seen from the outside, but also for women, who are the soul of many galleries and of the destemming and leaf selection area in most of the cigar factories in the Dominican Republic. We have also seen more women joining the administrative area of tobacco companies, many of which are family businesses. And there are many opportunities left for women in this sector, especially in the field, where there are fewer women involved in tobacco growing, as well as in the blending area, where new products are developed.

ITGA: How long has tobacco been part of your life? When did it start being your work/job? How has tobacco contributed to your life? Do you feel there are real opportunities in this sector?

Josefina Pichardo: Tobacco has been part of my life since I was a child and this daily relationship with cigarettes comes to me precisely from the example of a woman, my great-great-grandmother Marcelina. She lived to the age of 110 and smoked cigars until her last days. As a child, I watched her buy the leaves and wrap her own cigarettes; I was amazed to see how she smelled and touched them before lighting them, the same ritual I do now. I was born and raised in the city of Santiago de los Caballeros, the cradle of the tobacco in the Dominican Republic, the largest producer of this country brand product. So for me, this product is very natural, and it has been part of my environment since I was a child. I treasure the pleasant memory of the smell of tobacco in my memory, it was a smell that caught my attention when I passed daily in front of a large tobacco store in my city, on my way to my music classes in the afternoons. I close my eyes and I remember that smell; I walk into a tobacco store and that smell takes me back to my childhood.

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ITGA: What are the main challenges that women in tobacco are facing in your market?

Josefina Pichardo: Dominican society is completely open to homogeneity of opportunities, so the integration of women into the workforce in companies is very well accepted. I can tell you that the only challenge might be the development of women as “master blenders”, as it has traditionally been a man’s job. So I would love to see ladies involved in this very important part of production, I think it would be a great challenge for them. Another sector where there are very few women is tobacco growing, and that is also due to lack of tradition.

ITGA: What is the role of women in the decision-making processes in the tobacco sector in your country?

Josefina Pichardo: Since the tobacco sector is traditionally run by men, there are very few women involved in key decision-making in the sector. In recent years, this has been changing somehow, and I remember a conversation I had with a woman grower, who told me that about ten years ago, when she first joined a tobacco growers’ association, it took her two years for her opinions to be considered important by them, after which the members do not make any relevant decisions without first consulting her. This shows how essential diversity is in associations and how important it is to listen and pay attention to women’s opinions and creativity.

ITGA: What do you think is the most significant barrier to attracting women into tobacco? What has been the most significant barrier for you personally?

Josefina Pichardo: We would have to divide this percentage by production areas; in most tobacco processing companies, 100% of the staff is female in the tobacco selection and destemming areas, as well as in packaging. In the cigar rolling area, the percentage drops; 65% of the production is in the hands of women.
Josefina Pichardo: Barriers as such do not exist, it is simply believing that you can climb to managerial positions within multiple companies and wanting to be a leader. We already have many examples of women in administrative areas, others owning their own factories and even recently a multinational company brought in a woman as general manager of a cigar factory for the first time in its more than fifty-year history. Two years ago, another factory has had a female brand ambassador for the first time. So the doors are open, it’s just a matter of seizing the opportunity. For my part, I cannot say that I have encountered any barriers in the sector to my development. At the beginning, it struck me that when I was doing my job and I was accompanied by my husband, they would address him thinking that I was just accompanying him, even offering him a cigarette without question, while they would ask me, “Do you smoke,” and were surprised that I did smoke. But, as you can see, it was just a matter of perception, rather than a barrier to my work in this sector.

ITGA: What tools/trainings would you like to see being made available in order to advance your skills?

Josefina Pichardo: In the world of tobacco, in the world of cigars, we are always learning. I think it would be very interesting to develop more training in the publishing sector related to this interesting industry, in order to continue doing in-depth editorial work on a sector that generates so many sources of employment for the population and so many economic resources for the sector and for the country.

ITGA: How have you built confidence and/or resilience over the course of your career?

Josefina Pichardo: I am very satisfied with the professional relationships. I have built with everyone in this sector with whom I interact. Over the years, I have earned their trust and support. I have personal contact with everyone in the industry, from senior officials, factory owners, business managers, employees at all levels of the production chain. When I need to communicate with or visit any of these people, I have direct access, and this has been achieved with mutual respect, with the professional work we do and because we have always contributed to and defended this sector of our economy, which is so fundamental for the country.

ITGA: How can women support other women in their respective organizations?

Josefina Pichardo: Through education. This is the fundamental tool in the progress of societies and why should it be any different in our tobacco sector? I have been invited by some cigar factories to give talks and workshops to empower women in their growth and I am very happy with the feedback these trainings have had on the lives of the ladies who have participated and on my own. So, I encourage other companies and institutions to continue training the ladies who work in this industry and about it. I would love to receive more news of the work and progress of these hard-working women in our newsroom.

Josefina Pichardo: I would tell her to have a vision for the future, not to go to her job just to earn money, but to learn to do her job better and better every day, with a view to improving herself and growing with the company. It’s just a matter of setting goals and demanding to be different from others. You will see the rewards. And if you are some-
North Carolina, USA Report

CROP EVOLUTION:

WHAT IS THE CURRENT STATUS OF TOBACCO PRODUCTION IN YOUR COUNTRY? PLANT, HARVEST, OR DELIVERY (CONTRACT AND/OR AUCTIONS):
- In the flue cured regions of the U.S. the crop has been seeding in greenhouses in February and early March.
- Field preparation is underway, and the crop is on schedule to begin being transplanted to the fields beginning in mid-April.

RECENT WEATHER PROBLEMS/CHANGES:
- Weather has generally been favorable for field preparations work.

WHAT IS THE NUMBER OF GROWERS INVOLVED IN THE CURRENT SEASON VS LAST SEASON:
- In North Carolina we have on register about 1,880 active farmers. This is a reduction of perhaps 15% from the previous year.

HOW MUCH IS THE AREA PLANTED IN HECTARES? CURRENT SEASON VS LAST SEASON:
- We anticipate that planted acres in North Carolina may hold "flat" compared to last season. That number would fall in the range of 155,000 acres in our state and perhaps +/- 180,000 acres for the multi-state flue cured region.

VOLUME OF TOBACCO PRODUCED IN THE CURRENT SEASON VS LAST SEASON:
- We were fortunate to avoid a major hurricane in 2021 for the first time in several consecutive years. Still the crop was affected by wet condition in the eastern part of the state and dry conditions in the western areas. The crop had an estimated average yield of about 2,200 pounds per acre.

AVERAGE PRODUCTION COSTS FOR THE CURRENT SEASON AND LAST SEASONS:
- According to NC State University economist data; The average production cost per acre in North Carolina in 2022 is forecast at $5,404.88 we considering all variable and fixed costs. The largest contribution in spikes is labor (which increased $1.01 per hour from previous year), fertilizer (now exceeding $1,000 per ton) and energy costs (double from a year ago).

AVERAGE PRICE FOR THE CURRENT SEASON AND LAST SEASONS:
- This information will vary and can be deemed sensitive to report. We would offer a range of average depending on which entity a farmer holds marketing contracts. Some report an average for the 2021 crop as low as $1.95 and some as high as $2.16.
- Using the NC State economic data what we can forecast is that to achieve breakeven in 2022, a farmer will need to achieve 2,400 pounds of yield at an average value of $2.25 just to break even on variable costs.

Invest Now!!

Graham Boyd, Tobacco Growers of North Carolina TGANC - ITGA Member - credit: Graham Boyd

North Carolina Tobacco Industry Investment Opportunities

ESTABLISHING AND OPERATING A TOBACCO COMPANY
Venture into:
- contract tobacco production;
- auction tobacco purchasing;
- primary tobacco processing and tobacco exporting.

VALUE ADDITION
- Invest in cigarette manufacturing for export;
- Processing and packaging machinery;
- Tobacco packaging material;
- Shisha and Cut tobacco.

ALTERNATIVE CROPS
- Primary production of alternative crops for export by tobacco growers.
- Processing of alternative crops for export.
WOMEN IN GLOBAL AGRICULTURE

WOMEN PRIDE THEMSELVES IN WORKING IN AGRICULTURE

PRIDE IS NOT THE SAME AS HAPPINESS

Only half or less of these women farmers feel happy, recognized, heard, are given opportunities and are able to make decisions...

QUICK STUDY FACTS

Conducted online in August and September 2018

4,157 WOMEN IN AGRICULTURE

17 PAISES

91% NORTH AMERICA

93% AFRICA

89% LATIN AMERICA

89% EUROPE

92% ASIA PACIFIC

63% Involved in agricultural farming

33% 1-9 Employees

37% Owned Farms

34 Years of average age

38% Hold University Degree

52% Have children in their care

15% AFRICA

24% ASIA-PACIFICO

19% EUROPA

21% AMÉRICA LATINA

21% AMÉRICA DO NORTE
USA Country Report

CROP EVOLUTION:
WHAT IS THE CURRENT STATUS OF TOBACCO PRODUCTION IN YOUR COUNTRY - PLANT, HARVEST, OR DELIVERY (CONTRACT AND/OR AUCTIONS):

**Burley**
As of the beginning of April 2022, marketing of the 2021 crop is complete, and greenhouses are seeded for the 2022 crop. The number of burley tobacco hectares in the United States is approximately the same as 2021. Growers continue to face challenges related to unavailable labor and expensive labor rates relative to the price of burley.

Dark air-cured and fire-cured tobacco
The number of dark-tobacco hectares in the United States increased over 2021 by 15 percent. The 2021 crop was above average in yield and quality.

LATEST WEATHER PROBLEMS/CHANGES:
Excess rainfall resulted in below average burley yields in 2021. As of the beginning of April 2022, weather has been cooler and wetter than average, which may affect germination of tobacco seedlings.

WHAT IS THE NUMBER OF GROWERS INVOLVED IN THE CURRENT SEASON VS LAST SEASON:
The number of burley growers in 2022 is expected to decline slightly, whereas farm size may increase.

HOW MUCH IS THE AREA PLANTED IN HECTARES - CURRENT SEASON VS LAST SEASON:
Burley: 16,500 in 2022 vs 16,200 in 2020

VOLUME OF TOBACCO PRODUCED IN THE CURRENT SEASON VS LAST SEASON:
Burley: 34,000 MTs in 2022 vs 29,000 MTs in 2021

AVERAGE PRODUCTION COSTS FOR THE CURRENT SEASON VS LAST SEASON:
Average production costs increased in 2022 to $12,100/ha for burley.

AVERAGE PRICE FOR THE CURRENT SEASON VS LAST SEASON:
Burley: $4.72 in 2022 vs $4.49 in 2021

India Country Report

CROP INFORMATION

ANDHRA FCV TOBACCO
The auctions for 2021 tobacco crop in Andhra Pradesh ended in the mid-September 2021, a total quantity of around 113 million Kgs has been marketed at an average price of US$ 2.02 per Kg.

The Tobacco Board has authorised a crop size of 130 million kgs for 2022 crop in Andhra Pradesh. The first phase of the crop auction will start from March 14th, 2022.

KARNATAKA FCV TOBACCO
The Tobacco Board has authorised a crop size of 97 million kgs for the current crop (2021) in Karnataka. Auctions for this crop started from September 24, 2021. As on March 10, 2022, a quantity of 63.59 million Kgs has been marketed at an average price of US$ 2.23 per Kg.

The Tobacco Board has authorised a crop size of 100 million kgs for the next crop (2022-23) in Karnataka.

EXPORT INFORMATION

INDIA’S EXPORT OF TOBACCO & TOBACCO PRODUCTS (QUANTITY IN MILLION KG & VALUE IN MILLION US$)

<table>
<thead>
<tr>
<th>Item</th>
<th>2020-21 (April to March 2021)</th>
<th>2021-22 (April to January)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Quantity</td>
<td>Value</td>
</tr>
<tr>
<td>Unmanufactured Tobacco</td>
<td>174</td>
<td>520</td>
</tr>
<tr>
<td>Tobacco Products</td>
<td>37</td>
<td>331</td>
</tr>
<tr>
<td>Total</td>
<td>211</td>
<td>851</td>
</tr>
</tbody>
</table>

Source: Tobacco Board, Government of India

Currency Conversion:  US$ = INR 73
Women Tobacco Growers in the Philippines

Maribel Agtarap
Farmer and homemaker from Quirino, Isabela, Philippines. Former Overseas Filipino Worker in Hong Kong from 1998 to 2008. I wanted to go back to Hong Kong and continue working there but I was diagnosed with Myoma and decided to stay in the Philippines with my husband.

Maribel Agtarap
Since my diagnosis, my husband and I discussed the idea of farming as our livelihood and to which we agreed. His late grandfather taught him how to farm and he shared this knowledge with me. In 2009, we started to cultivate rice on a 1.5 hectare land. In the succeeding years, we tried to plant other crops like vegetables, tomatoes, and especially tobacco. After 13 years of farming, we can say that through farming, we made significant changes in our lives. We started farming on a 1.5 hectare of land; now we are planting different crops on almost 7 hectares of land.

ITGA: How long has tobacco been part of your life? When did it start being your work/job? How has tobacco contributed to your life? Do you feel there are real opportunities in this sector?

Maribel Agtarap: Since my diagnosis, my husband and I discussed the idea of farming as our livelihood and to which we agreed. His late grandfather taught him how to farm and he shared this knowledge with me. In 2009, we started to cultivate rice on a 1.5 hectare land. In the succeeding years, we tried to plant other crops like vegetables, tomatoes, and especially tobacco. After 13 years of farming, we can say that through farming, we made significant changes in our lives. We started farming on a 1.5 hectare of land; now we are planting different crops on almost 7 hectares of land.

ITGA: Describe the range of activities you are taking part in at the moment. Can you please walk us through a typical day of work for you?

Maribel Agtarap: I tend the field. I keep the crops weed-free, and I also apply fertilizer. Sometimes, I help in transplanting and top the tobacco. A typical day for me would be waking up at 3 AM to prepare breakfast, then we eat and wash the dishes. Around 5 AM we will go to the field and be there till 9:30 AM tending to our crops. Afterward, we’d go home for lunch and rest for a few hours then go back to the field in the late afternoon to watch over the crops.

ITGA: What are the main challenges that women in tobacco are facing in your market?

Maribel Agtarap: From my experience, the challenge is prioritizing time. In the Philippines, women are sometimes expected to also do household tasks like laundry, cooking, cleaning, etc. on top of their jobs. At first, it was hard for me to do work in the field and at the same time accomplish household tasks. There are times when I was too tired to clean the house or do laundry, but still, I must do them. To solve this problem, I divided my day into two. Mornings for farm work and afternoons for household chores.

ITGA: How have you built confidence and/or resiliency over the course of your career?

Maribel Agtarap: It is more of having a proactive role in taking the lead in farm tasks. Instead of having someone else do the spraying of crops, I do them myself because I am more confident with my technique. Besides this, my fellow women farmers in the field inspired me to do more. There are times when they’d ask for the keys to drive tractors or farm machinery and prepare the land themselves. Moreover, the respect of my co-farmers in the field whenever I assign a task to them gives me a sense of responsibility to take care of them.

ITGA: How can women support other women in their respective organizations?

Maribel Agtarap: Collective action. Strength in numbers. If women stick together, our voices will be heard. Unity can create an impact on policy creation that would be inclusive of our needs and rights.

ITGA: What advice would you give to young women entering the industry/sector?

Maribel Agtarap: More opportunities for knowledge building for women in agriculture. Out in the field, women are taught informally by older farmers on their farming techniques. Hopefully, the industry or sector can formalize training, seminars, workshops, and activities for operating farm machinery and basic agriculture knowledge for women. This way, we can show that women can also do what men can do.

ITGA: What initiative would you like to see being made available to advance your skills?

Maribel Agtarap: More seminars on farming technology. This would help us create more efficient procedures and future-proof our farmlands. Additional knowledge of new farming techniques and machinery can help us, farmers, improve our yield.

ITGA: What tools/trainings would you like to see being made available to advance your skills?

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ITGA: How can women support other women in their respective organizations?
**Women Tobacco Growers in the Philippines**

**Arlyn Corpuz Vega**

Filipino, 53 years old and resident of Barangay Nagapuanan, San Juan, Ilocos Sur, Philippines. Finished Bachelor of Science in Elementary Education at the University of Northern Philippines in Vigan City, Ilocos Sur. Married to Mr. Eligio Vega who was a school nurse before we got married, but now a full pledged tobacco farmer. My husband was a provincial winner of the Tobacco Grower of the Year (NTA) contest for three consecutive years from Crop Year 2016, 2017 and 2018. He was finally awarded the Most Outstanding Tobacco Farmer – Improved Tobacco Variety, National Level by the National Tobacco Administration (NTA) in 2019. Mother to only daughter Eloise, who graduated with a degree in Accountancy and is working in a prestigious business firm in Makati City. Currently, serving as Treasurer of The National Federation of Tobacco Farmers Association and Cooperatives (NATFAC), a tobacco farmers’ association under the NTA. A pioneer incorporator of San Juan, Ilocos Sur Tobacco Farmers Multi-Purpose Cooperative (SJTFMPC), which has been existing for seven years with more than 500 members, I currently serve as Chairperson.

**ITGA:** How long has tobacco been part of your life?

**Arlyn Corpuz Vega:** I was 16 years old, still single when I got involved in tobacco production. My elder brother was producing tobacco, so I participated briefly with the activities. I really got involved in tobacco production after I got married. My father-in-law gave us a hectare as a gift to our wedding and that started our journey in tobacco production.

**ITGA:** How has tobacco contributed to your life?

**Arlyn Corpuz Vega:** I remember one time when we were just starting producing tobacco. Our leaves got rained out after we had harvested and they got rotten. I was so dismayed that I cried. My husband to plant corn instead which he did. I will never forget what my father-in-law told me after we harvested the corn, he said, “You will never be able to send your children to college, if you continue to plant corn instead of tobacco.” From there on we intensified our tobacco production and we live comfortably, we were able to send our daughter to college, acquire some more lands, and buy our vehicle. I do not worry about prices of tobacco going down. It is the only commodity that has a regulated floor price in the Philippines.

**ITGA:** What is the role of women in the decision-making processes in the tobacco sector in your country?

**Arlyn Corpuz Vega:** The man decides most of the farm activities/operations, but women decide on logistics and in post curing activities. I decide whom to hire for farm labor and what food to prepare for workers. I also decide how tobacco should be prepared before I bring them to the buying station.

**ITGA:** What do you think is the most significant barrier to attracting women into tobacco?

**Arlyn Corpuz Vega:** There are no barriers in tobacco production among women in my country. We look at the work in the tobacco farms as an opportunity to help each other as husband and wife, and as members of the society (locally known as “Bayanihan”).

**ITGA:** What tools trainings would you like to see being made available in order to advance your skills?

**Arlyn Corpuz Vega:** Training in leaf classification, income analysis, talking in public so I can tell other women about the benefits and opportunities I get from tobacco production.

**ITGA:** How have you built confidence/or resiliency over the course in your career?

**Arlyn Corpuz Vega:** For me and even to our workers. I do not forget to prepare and cook three times a day. And my responsibility but I still get nervous every time as I wait for the grades that my leaves get. My day usually ends at 10:00 pm. Although the work in the tobacco farm is tedious and my schedule is hectic, I do not forget to prepare and cook three hearty meals for my husband every day.

**ITGA:** What are the main challenges that women in tobacco are facing in your market?

**Arlyn Corpuz Vega:** The labor requirement of tobacco production is very challenging, and it is backbreaking particularly curing, but when labor requirement intensifies, I sustain myself by providing a lot of food for me and even to our workers.

**ITGA:** Have you built confidence/or resiliency over the course in your career?

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WOMEN IN GLOBAL AGRICULTURE

DISCRIMINATION IS PERCEIVED AS WIDESPREAD

With variations between countries, but globally with significant levels, ranging from 78% in India to 52% in the USA

- 78% INDIA
- 52% USA

- Stated that women and men are equally successful in farming and agriculture (50%)
- Affirms that women and men generally have the same opportunities (42%)
- Claims to be able to make decisions on how investment is applied in agriculture (38%)

CONCERNS WITH LIFE HAVE THEIR IMPORTANCE

| FAMILY | 65% |
| FINANCIAL STABILITY | 61% |
| PERSONAL HEALTH | 59% |

THERE ARE BARRIERS TO EQUALITY

- Believes that women’s wages are lower than men’s (37%)
- Believes to have less access to finance than men (36%)
- Say they have access to the technology but only 78% say they have the training they need to use it efficiently (88%)

WHAT YOU NEED TO DO: EMPOWERMENT

- 31% Believes that there was no change in 10 years or more discrimination in this period
- 62% Believes there is less discrimination today than 10 years ago

Although there has been progress towards gender equality, 34% say it will take at least a decade or possibly much more to achieve full equality

- Want to have the same general training as men (80%)
- Want the same level of academic education (79%)
- Want more support to help women who suffer gender discrimination (76%)
- Want to increase public awareness of success relationship with the contribution of women to the sector (74%)

HOW?

- Want to increase public awareness of gender discrimination in the sector (75%)
Italy Country Report

CROP EVOLUTION:

WHAT IS THE CURRENT STATUS OF TOBACCO PRODUCTION IN YOUR COUNTRY- PLANT, HARVEST, OR DELIVERY (CONTRACT AND/OR AUCTIONS):

At the moment we are planting and laying polystyrene trays in the greenhouses of Float System. The sowing will continue for 5 days in order to get scalar seedlings during the transplant phase.

RECENT WEATHER PROBLEMS/CHANGES:

Regarding crop data, the Italian tobacco market situation is in turmoil due to the steep costs increase faced by the farmers (energy +300%, fertilizers +300%, gas + 200%, etc.) and to a price integration announced by a multinational to their farmers for crop 2021 and for crop 2022 to match the production cost increase. These moments are crucial for our farmers and in this month they will decide whether to plant the seedlings or to diversify the crop.

Bulgaria Country Report

CROP EVOLUTION:

WHAT IS THE CURRENT STATUS OF TOBACCO PRODUCTION IN YOUR COUNTRY- PLANT, HARVEST, OR DELIVERY (CONTRACT AND/OR AUCTIONS):

Plant

RECENT WEATHER PROBLEMS/CHANGES:

HOW MUCH IS THE AREA PLANTED IN HECTARES- CURRENT SEASON VS LAST SEASON:

3 381 ha/2021 vs 4 382 ha/2020

VOLUME OF TOBACCO PRODUCED IN THE CURRENT SEASON VS LAST SEASON:

6 935 t/2021 vs 7 508 t/2020

WHAT IS THE NUMBER OF GROWERS INVOLVED IN THE CURRENT SEASON VS LAST SEASON:

3 345 growers/2021 vs 3 210 growers/2020

AVG. PRICE FOR THE CURRENT SEASON AND LAST SEASONS:

Flue Cured – 2.66 eur/kg
Burley – 1.93 eur/kg
Oriental – 3.94 eur/kg

AVG. PRODUCTION COSTS FOR THE CURRENT SEASON AND LAST SEASONS:

No data
Women Supporting the Indonesian Economy

The Indonesian Tobacco Community Alliance (AMTI)
Coverage of Women in Tobacco

Women were not only created to be a man’s rib. In fact, women are also the pillars of the family and state economy. The target of state revenues from Indonesia’s tobacco excise of Rp. 195 trillion is in the hands of female workers. This reality can be seen that the ecosystem of the Indonesian tobacco products industry which absorbs about 86 percent of the female workforce. As seen in the Kareb Cigarette Production Partner, Bojonegoro, East Java, 98% of the workforce is dominated by women. With work methods and systems that rely on detail, precision, and high precision, this is where the female figure is very important. Cigarette Production Partners have become a phenomenon of economic multiplier effect for Bojonegoro in particular. This is because the Cigarette Production Partners oversee about 3,000 hand-rolled kretek cigarette workers, which are dominated by women (about 98%). When husbands who work outside the city become victims of layoffs as a result of the COVID-19 pandemic, these women who work hand-rolled kretek cigarettes try their best to fulfill their daily needs and ensure that their children’s nutrition and education are met. While still carrying out their obligations as a mother and a woman in their respective households.

Thousands of women who work hand-rolled kretek cigarettes support each other and empower one another.

The target of state revenues from Indonesia’s tobacco excise of Rp. 195 trillion is in the hands of female workers.

Women are also the pillars of the family and state economy.

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Endang and Selviana along with all workers who are dominated by women are important supporters, part of the big picture, of the tobacco products industry. Workers are a valuable element in the elements of the tobacco ecosystem. They are not just an asset or a resource to get the industry moving. They are actually the pillars of the family economy and the driving force of the regional economy. (*)

The target of state revenues from Indonesia’s tobacco excise of Rp. 195 trillion is in the hands of female workers.

I don’t want to increase the economic burden of my parents who work as farm laborers with ups and downs.

In the past, my parents had to borrow money from neighbors so I could go to school. Now, I can work while studying. I’m not grandiose, with me being a graduate, there is an opportunity for me to become a staff in this company,” she said. Endang and Selviana along with all workers who are dominated by women are important supporters, part of the big picture, of the tobacco products industry. Workers are a valuable element in the elements of the tobacco ecosystem. They are not just an asset or a resource to get the industry moving. They are actually the pillars of the family economy and the driving force of the regional economy. (*)

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Join us this year!

World Tobacco Growers' Day | 28 oct
Together we grow

Tobacco Growers Proud of their Positive Contribution to the SDGs

#togetherwegrow