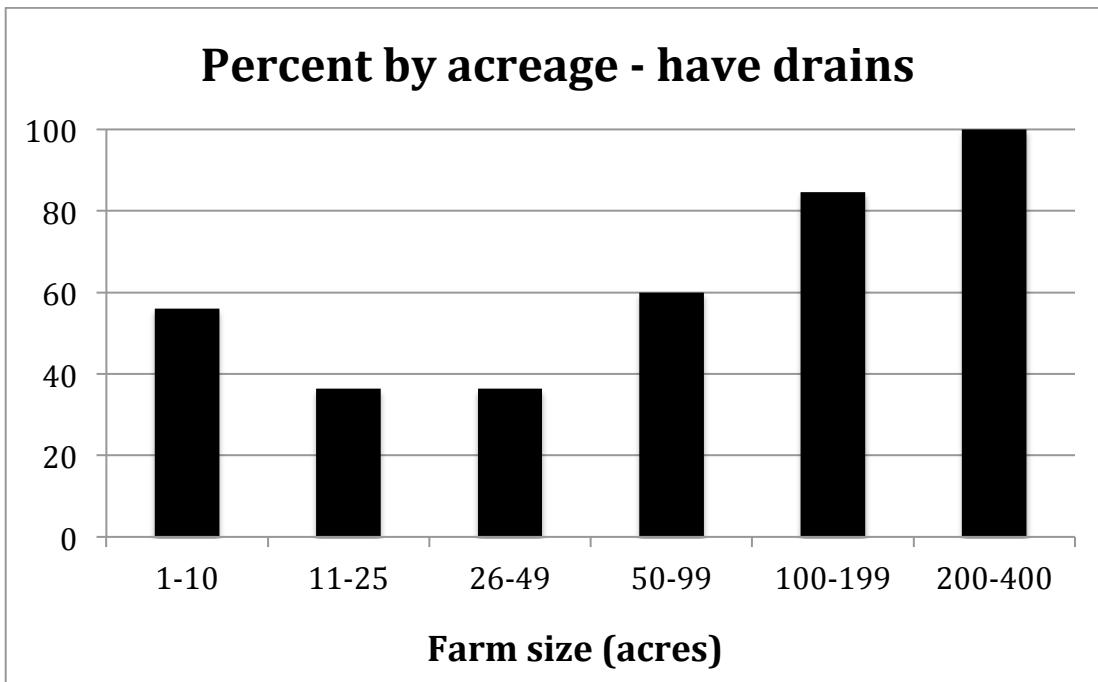


2015 DRAINAGE SURVEY [90 respondents]

1) Do you have tile drains on your farm?

50 growers (56%; 4244 acres) had tile drain installed on some of their acres
percent of those acres in tile is not known

40 growers (44%; 1158 acres) had no tile drains



Similar trend to previous years. Larger growers are more likely to have drain installed on at least some of their acres.

2) Did you install any drains in 2013? 62% of those with drains installed some in 2013.
Did you install any drains in 2014? 44% of those with drains installed some in 2014.

3) Do you plan to install drains in 2015?

60% (30/50) of those with drains already planned to install more in 2015
10% (4 of 40) of those with no drains planned to install some in 2015

4) If you plan to install drains, what sort of installation?

61% - retrofitting existing beds
42% - as part of renovating a bed
17% - in an entirely new planting

The pace of installation of drains for those growers who already have installed some drains appears fairly steady. However, it remains the case that growers without drains installed are less likely to install them. Is this due to lack of interest, conviction? This is uncertain since we did not ask that question in 2015. In 2014, reasons for not installing were split between financial constraints and lack of conviction (bad experiences, not convinced, adding ditches instead - likely less expensive).

Those with drains that plan to install most likely are satisfied with the practice. However, since financial times are hard in the cranberry industry currently, it also makes sense that those with drains (mostly larger growers) are more likely to be able to afford to install more. This also follows from the indication in our first survey (see 2014 Annual Report) that a major reason to install is when renovating or planting new beds; and 59% cited this as their motivation for 2015. Again, renovation and new planting are not likely options for small growers in the current financial climate.