

## Online Appendix

*The Evolution of Human Trafficking Policy*

*and Its Effect on Human Trafficking*

*Attitudes*

## A ORGANIZATION DATABASE AND CODING

To code the organizations, we started with the human trafficking registry maintained by National Human Trafficking Resource Center (NHTRC) in November 2015. Each organization listed contains basic contact information (a website, phone number, email address, etc.), as well as self-identified organizational foci. For each organization, we recorded the contact information. We then proceeded to collect two additional pieces of information. First, we identified the year in which the organization was founded. For organizations that may have begun with a different focus, we ascertained the year in which the organization began to focus on human trafficking. We drew from the organization's website and/or direct contact with the organization. Organizations were contacted a minimum of three times before recording the organization founding date as missing. Out of 284 organizations, we were able to obtain founding date information for all but 15 organizations.

The second step was to verify the organization's self-identified focus between sex and labor trafficking, as well as between domestic and foreign-born populations. Confirming the organization's focus was a two-step process. First, we navigated the organization's website and examined the mission statement and descriptions of the organization's programs. If the organization did not directly state a focus between labor or sex trafficking, we inspected other information on the website, including press releases, news articles, and event schedules. If the organization did not clearly state a focus on sex or labor trafficking, but contained information that indicated they focused on a specific type of trafficking, then the organization was coded as labor- or sex-focused despite their self-coding on the website. For instance, if an organization did not differentiate between types of exploitation, but noted that it provides shelter for only sex workers, the organization was classified as focused on sex trafficking. If an organization self-identified as focused on human trafficking generally, but contained language on their website that explained how they advocated for only farm workers, the organization was classified as focused on labor trafficking only. If we could not determine a particular focus from the website, we retained the self-identifying classification. A similar process was conducted to determine whether organizations serve foreign-born or domestic victims of trafficking. Finally, after the initial classification was done by our coder, a second round of coding was conducted to confirm that the classifications in the first coding exercise were correct.

## B ONLINE SURVEY SUMMARY STATISTICS

Table B.1: Summary Statistics for Online Survey

Variable	Observations	Mean	Standard deviation	Min	Max	Cronbach's alpha
<b>Outcome measures</b>						
Government priority	1,961	0.35	0.25	0	1	—
Respondent behavior	1,961	0.56	0.24	0	1.00	0.88
Government policy	1,961	0.79	0.19	0	1.00	0.80
<b>Demographic characteristics</b>						
Age	1,969	47.26	16.54	18	89	—
Female	1,971	0.51	0.50	0	1	—
Income: Up to \$10,000	1,971	0.05	0.23	0	1	—
Income: \$10,000-\$19,999	1,971	0.08	0.27	0	1	—
Income: \$20,000-\$29,999	1,971	0.11	0.31	0	1	—
Income: \$30,000-\$39,999	1,971	0.13	0.33	0	1	—
Income: \$40,000-\$49,999	1,971	0.10	0.29	0	1	—
Income: \$50,000-\$74,999	1,971	0.20	0.40	0	1	—
Income: \$75,000-\$99,999	1,971	0.14	0.35	0	1	—
Income: \$100,000-\$150,000	1,971	0.12	0.32	0	1	—
Income: \$150,000 or more	1,971	0.06	0.23	0	1	—
White	1,971	0.76	0.42	0	1	—
Religiosity	1,942	0.74	0.44	0	1	—
Party identification	1,940	4.09	2.04	1	7	—

## C TRUE/FALSE QUESTIONS

For each of the following statements about human trafficking in the United States, please tell us whether you think the statement is true or false. It is fine if you do not know the correct answer to these. Please provide your best guess [True/False].

- Question 1: Human trafficking requires movement across state or national borders.
- Question 2: Human trafficking always requires threats of or actual physical harm.
- Question 3: Human trafficking involves mostly illegal immigrants.
- Question 4: The vast majority of human trafficking victims are females.
- Question 5: Human trafficking is a form of slavery.
- Question 6: Pimping a minor is sex trafficking.
- Question 7: Human trafficking is another word for smuggling.
- Question 8: You can't be trafficked if you knowingly entered the U.S. illegally.
- Question 9: You can't be trafficked if you knowingly engaged in prostitution.

## D LABORATORY EXPERIMENT STATISTICS

Table D.1: Summary Statistics for Laboratory Experiment

Variable	Observations	Mean	Standard deviation	Min	Max
Age	436	19.77	1.35	17	30
Female	436	0.51	0.50	0	1
Income: Up to \$10,000	436	0.01	0.08	0	1
Income: \$10,000 to \$19,999	436	0.05	0.22	0	1
Income: \$20,000 to \$29,999	436	0.03	0.16	0	1
Income: \$30,000 to \$39,999	436	0.03	0.16	0	1
Income: \$40,000 to \$49,999	436	0.01	0.08	0	1
Income: \$50,000 to \$74,999	436	0.08	0.26	0	1
Income: \$75,000 to \$99,999	436	0.11	0.31	0	1
Income: \$100,000 to \$149,999	436	0.16	0.37	0	1
Income: \$150,000 or more	436	0.54	0.50	0	1
White	436	0.71	0.45	0	1
Religiosity	436	0.80	0.40	0	1
Party identification	435	3.78	2.28	1	7
Political knowledge	435	5.23	1.11	2	8

Table D.2: Balance Test: Categorizing Victims

Variable	(1) Sex industry	(2) Exploitative environment	(3) Menial labor	(1) vs. (2) p-value	(1) vs. (3) p-value	(2) vs. (3) p-value	Joint test p-value
Age	19.83	19.69	19.80	0.41	0.86	0.46	0.17
Female	0.54	0.53	0.46	0.85	0.16	0.24	0.35
Household income	0.84	0.85	0.81	0.54	0.46	0.21	0.54
White	0.71	0.73	0.69	0.67	0.74	0.46	0.39
Religiosity	0.78	0.78	0.74	0.91	0.38	0.33	0.69
Party identification	3.60	3.98	3.77	0.16	0.52	0.44	0.37
Political knowledge	5.31	5.07	5.30	0.08	0.94	0.09	0.12
Proportion	0.34	0.32	0.34	—	—	—	—

*Notes:* This table contains balance tests for the treatment groups seen in the laboratory experiment. Cells in columns (1) - (3) contain the mean value for that variable. The remaining cells contain the p-value for the t-test noted by the column label for each variable.

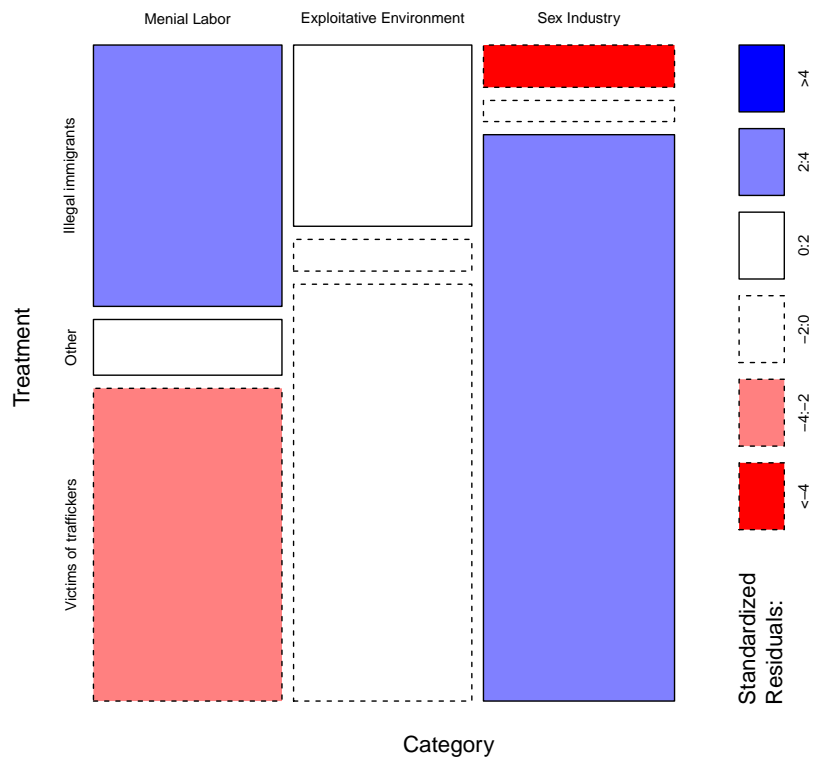


Figure D.1: Mosaic Plot Categorizing Victims by Industry

*Notes:* The mosaic plot illustrates the percentage of respondents by each option by each of the three treatment conditions. The size of the boxes shows the distribution of responses across treatments. The colors indicate the standardized residuals, indicating which of the responses appear more frequently than expected (in blue) and less frequently than expected (in red).

## **E CORPUS OF NEWSPAPER ARTICLES**

The newspaper articles were downloaded from LexisNexis using the search parameter “human trafficking.” The search dates ranged from 1967 through 2013, and newspapers were limited to those published in the United States. Even using these search parameters, however, several newspapers were included in the corpus that were clearly published in other countries. For instance, The Moscow Times, The West Australian, and The Kashmir Monitor, were all results of newspaper titles in the search. While it is possible that these foreign newspapers were published in the United States, or were U.S. newspapers published in foreign countries, we excluded them from the sample. Neither of these possibilities allows for news that is targeted to a U.S. based audience, which is the goal of this analysis. To restrict the sample to only U.S. newspapers that were published primarily in the United States, we found a list of newspapers published in the United States from LexisNexis. We then created a python script to match articles published in newspapers from our collection to those as listed as published in the United States by LexisNexis. This reduced the initial corpus from 23,844 articles to 12,763.



## F ONLINE SURVEY QUESTIONS

1. TREATMENT: We are now going to show you a newspaper article about human trafficking. Please read it carefully.

[News article.]

2. BEHAVIOR INDEX: Please tell us how likely you would be to do the following things: [Extremely likely/Very likely/Somewhat likely/Slightly likely/Not at all likely]

- Call the police about a situation that you thought might be trafficking
- Stop purchasing a clothing brand if you found that the company was using illegal labor practices
- Lobby for an anti-trafficking bill that is coming up for a vote (e.g. call or write your legislator)
- Volunteer time to an anti-trafficking organization
- Vote for an elected official that pledged to get serious about eradicating human trafficking
- Pay more for products certified as produced with fair labor practices
- Donate money to an anti-trafficking organization

3. PRIORITY: There are many issues facing our country today, and choices have to be made about how to prioritize them. How would you say that the federal government should prioritize anti-trafficking policies and programs?

[It should be the top priority/It should be a high priority/It should be a moderate priority/It should be a low priority/It should not be a priority at all]

4. POLICY INDEX: There are many ideas about how the government could help prevent human trafficking. Below are just a few of those. For each one, please tell us how important you think that they are for the government's effort to prevent human trafficking.

[Not at all important/Slightly important/Somewhat important/Very important/Extremely important]

- Increasing penalties for purchasing sex
- Legalizing prostitution
- Increasing anti-trafficking training for police
- Increasing border control
- Increasing penalties for those convicted of trafficking
- Preventing government corruption
- Increasing workplace inspections
- Ensuring corporate responsibility in fair labor practices

## G ONLINE EXPERIMENT STATISTICS

Table G.3: Online Sample Balance Tests

Variable and treatment	Control mean	Treatment mean	Difference	p-value
<b>Age</b>				
Treatment = security	49.37	46.68	2.68	0.03
Treatment = labor	49.37	47.64	1.73	0.19
Treatment = sex	49.37	46.75	2.62	0.04
Treatment = immigration	49.37	47.09	2.28	0.08
Treatment = domestic	49.37	46.11	3.26	0.01
<b>Female</b>				
Treatment = security	0.47	0.50	-0.02	0.57
Treatment = labor	0.47	0.50	-0.03	0.48
Treatment = sex	0.47	0.51	-0.04	0.32
Treatment = immigration	0.47	0.54	-0.07	0.09
Treatment = domestic	0.47	0.51	-0.04	0.32
<b>Income</b>				
Treatment = security	5.26	5.38	-0.12	0.49
Treatment = labor	5.26	5.36	-0.10	0.59
Treatment = sex	5.26	5.48	-0.22	0.20
Treatment = immigration	5.26	5.00	0.27	0.13
Treatment = domestic	5.26	5.19	0.07	0.69
<b>White</b>				
Treatment = security	0.79	0.77	0.02	0.51
Treatment = labor	0.79	0.73	0.06	0.06
Treatment = sex	0.79	0.79	0.00	0.91
Treatment = immigration	0.79	0.76	0.03	0.31
Treatment = domestic	0.79	0.75	0.05	0.17
<b>Religiosity</b>				
Treatment = security	0.74	0.75	-0.01	0.76
Treatment = labor	0.74	0.70	0.04	0.26
Treatment = sex	0.74	0.75	-0.01	0.79
Treatment = immigration	0.74	0.75	-0.01	0.77
Treatment = domestic	0.74	0.70	0.04	0.22
<b>Party identification</b>				
Treatment = security	4.14	4.05	0.09	0.59
Treatment = labor	4.14	4.19	-0.05	0.76
Treatment = sex	4.14	3.98	0.16	0.32
Treatment = immigration	4.14	4.00	0.13	0.40
Treatment = domestic	4.14	4.21	-0.08	0.63