

UNIVERSITY OF IDAHO  
**College of Agriculture**  
**EXTENSION DEPARTMENT**

O. D. CENTER, Director

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A County Agriculturist Will Put YOUR County on the Agricultural Map

**THE COUNTY AGRICULTURIST MOVEMENT**

Co-operative Extension Work  
 in  
 Agriculture and Home Economics  
 State of Idaho

University of Idaho  
 College of Agriculture  
 U. S. Department  
 Agriculture Co-operating.

COUNTY AGRICULTURIST SERVICE

UNIVERSITY OF IDAHO  
COLLEGE OF AGRICULTURE  
EXTENSION DEPARTMENT

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# The County Agriculturist Movement.

## 1000 County Agriculturists Now at Work.

The county agriculturist movement is the newest movement in this country for the improvement of farming and rural conditions. It is less than ten years ago since counties first began to aid the work, yet, to-day, there are approximately 1000 county agriculturists employed in the United States. Texas alone employs over eighty while several states have more than fifty in the field. More men are being employed as fast as counties can perfect farm improvement organizations, and men suited for the work can be found. At the present rate of growth, it is safe to predict that it will not be many years before every agricultural county will employ a man of this type to work with her rural people.

What these men are doing in helping to make our farming more profitable, and in revitalizing and redirecting rural institutions and affairs, is making a great impression upon all who are interested in the improvement of American farming and rural life. In line with this, Hoard's Dairyman, which has done so much for the improvement of dairy farming, recently printed this statement:

"The county farm agent, or adviser, is to-day the most powerful educational influence that can be employed. Scores of counties have gone ahead, and made more progress with such an agent, than they would have in twenty-five years if left alone."

Farm papers the country over indorse the movement, while progressive farmers, farmers' societies, the country press, bankers and business men recommend the plan because of results obtained.

## County Agriculturists Practical Help.

The success won by the county agriculturists, the great progress made in improved farming where an agriculturist is employed, is, in a large measure, due to the fact that these men are on the ground to help farmers, and because they work in a practical way. They are in direct touch with the problems of the farms of a county. They carry to the farmer right on his own farm the best from the farms of the county, the best from federal and state departments of agriculture; and not only put this into such form that the farmer understands it, but demonstrate in a practical way how the method or principle is applied. Where they are employed, "farm science be-

comes farm sense," for they hitch principle to practice. They are not "white collar farmers," but practical and above all, farm born and farm trained. They demonstrate in a practical "pull off my coat and show you" way that convinces the farmers, convinces the entire community, because the good results that follow the method advocated are shown right in the fields, in the barns and pens.

### **Men Who Show as Well as Know.**

These men work in the field, get out on the farms, and in the barns and yards. If hog cholera is to be fought, they fight it, not with a bulletin, but by getting in the lots, treating the hogs and helping the farmers clean up. Then the farmer becomes interested in practical methods of control, and he and his neighbors co-operate to stamp out the disease. In a similar way, by practical, first-hand methods, these men are giving most valuable service to the farmers. By helping to fight disease of live stock and crops every day of the week; by helping to solve problems in the feeding and management of dairy cows and all classes of live stock; problems of soil and crop management; by helping in the building of barns and silos; by giving aid in the problems of marketing farm products; by demonstrating in a practical way, more efficient, more profitable methods of farming; these men the country over help the farmer in a dollar and cents way. They have demonstrated that the county agriculturist points the way to greater farm profits.

### **County Agriculturists Are Rural Leaders.**

These men are also rural leaders of a big type. They live with a community, as well as in it, are interested in its progress and development. They not only serve individual farmers as outlined above, but they bring rural people together, get them to talk, work and pull together for better farming and better rural conditions. They organize farmers clubs and exchanges; co-operative associations; live stock and breeders associations; crop improvement leagues; boys and girls agricultural clubs; rural social centers; marketing associations; and the like. The isolation of rural life, a lack of social and business contact, a lack of organization and practical pulling together has hindered rural progress. The community that gets together is the one that progresses most rapidly. The county agriculturist leads in the "get together" movement.

### **Great Results Already Shown.**

\*Farm Demonstration Monthly, U. S. Department of Agriculture.

"County agriculturists in the Northern and Western States last year held 19,774 meetings, an average of 76 meetings in each

county. They organized 960 associations for adults, with a total membership of 54,391, or an average of 194 in each county. 4,613 schools were assisted last year in modifying their courses to include instruction in agriculture, reaching nearly 100,000 pupils. 12,020 farm demonstrations conducted by farmers with the help of county agriculturists, were visited by nearly 60,000 farmers last year. In 1914 4,017 silos were put up at the suggestions of county agents. During the same year 276 county agriculturists in these states were instrumental in having seed corn selected in the field on 18,094 farms, bringing about the planting of 560,871 acres with field selected corn, while 15,410 farmers were persuaded to test their seed corn for the planting of practically 600,000 acres. The average resultant increase in yield reported by 60 agents was 9.4 bushels per acre as a result of better seed, improved cultural methods and a more judicious use of fertilizers. Aid was also given last year in the organization of 288 marketing associations and farmers exchanges, doing a business during the year amounting to \$1,329,829 and saving for the members more than \$100,000."

The above is but a small measure of the accomplishments of county agriculturists. It is difficult to measure the results, difficult to estimate their value, hard not to over-estimate them. The county agriculturist's work is so diversified and reaches so many people. Then, too, the results are cumulative. Their value cannot be measured by the help given one farmer, for many may follow the latter's lead and adopt what he has demonstrated. It may be easy enough to measure in dollars and cents what has been saved by the work of a county agriculturist in the fight against hog cholera, black-leg, plant diseases and insect pests, soil problems, and the thousand and one things that are constantly eating into the farmer's dollar. One agriculturist in Idaho, by the lowest possible estimate has saved the farmers of his county \$10,000 by help given in fighting cholera. These men the country over are saving their salaries many times over to the counties where they are at work by just such service. But this is but just one of the problems they are working with.

### **O her Benefits Far Greater.**

Who can measure other benefits that come more or less directly? What value can be placed on the cheer given a new settler, the practical help given a discouraged newcomer unfamiliar with the problems of irrigation farming? What value can be placed upon the advice given here, the demonstration made there, each making for a little more profit, but each also copied by many farmers of the

community. How much is it worth when a community works together for better farming, better business and better rural conditions? Can we appraise the lesson learned by the country boy who has been encouraged to grow corn or potatoes, to till a little ground for himself, to become interested in what, after all, is the noblest industry of man? How shall we value the good that comes when a community has been encouraged to revitalize and redirect existing rural institutions, when rural people pull together for good roads and good markets, good schools and good homes, when they live together as neighbors and have lessened isolation? The county agriculturist will help to make bigger profits and bigger bank accounts, but he also helps to build better rural communities, better, bigger counties, and a larger, more satisfied rural Idaho.

### **No Prejudice Where Work Is Known.**

The worst enemies of the movement are likely to be those who know least about it, or people who have preconceived notions and theories about the work, but do not know what the movement stands for and what county agriculturists are accomplishing. Such prejudice is to be expected with everything new, and also, with everything worth while. There is no prejudice where the work is known. County agriculturists are demonstrating all that has been said here, and much more. Where the plan has been given a fair trial, the work is strengthened and enlarged. Practically, there is not a county that has abandoned the work once it was given a fair trial. Many are putting more money into the work and more men behind it. In Illinois, Livingston county farmers recently over-subscribed in giving funds for the work, tho each farmer was asked to subscribe not less than \$10.00 a year for three years. The farmers the country over have not been slow to get behind the movement after it is started.

The most common prejudice expressed is that "the man is not practical." In answer to this it may be said that only such men are employed for the work as are practical, men who are farm trained, but more, who have the ability to apply, to show as well as know. A county agriculturist is a farmer first of all. The wonderful success of the movement is, in a large measure, due to this fact, that the men demonstrate, because they believe that "one example is worth a thousand arguments."

### **Small Cost, Big Service.**

When the movement is first launched in a county, the opinion often prevails that the cost of maintaining an agriculturist is exces-

sive, that another big burden will be laid upon the taxpayer. This is not true, as shown by experience. By the terms of the Smith-Lever Act, counties may secure aid for the work from the federal government, by appropriating a proportionate share of money. Because of this help, the cost of maintaining the work in a county need not exceed \$2,000.00 a year. This in most cases is less than two cents an acre, in some counties even less than one half a cent. Many farmers have testified that they have received more than a thousand times return for what it cost.

### **A Brief Summary of Benefits That May Be Expected Where An Agriculturist Is Employed.**

1. A county wide interest in better, more profitable farming.
2. Dollars saved by more efficient methods of production and marketing; as well as reduction of loss from diseases and pests.
3. The development of a real community spirit and better neighborhood feeling.
4. Organized community effort for the improvement of rural conditions.
5. Better schools, better roads, better homes, better markets.
6. Increasing immigration.
7. More satisfied, more prosperous settlers.
8. General rise in land values.
9. Redirection of rural school effort. Real country schools and the keeping of the youth in the country.
10. PROGRESS.

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### **A Farm Bureau Will Bring You An Agriculturist.**

The best way to begin the movement for employing an agriculturist is to form an organization of farmers and business men on the Farm Bureau plan. An association of this kind, if active, representative and stable, will bring about the appointment of an agriculturist. With proper committees at work, people will be informed about the work, prejudices will be overcome, all will become interested and the true worth of an agriculturist will be understood. Such organized efforts will bring results, will accomplish something where independent workers might fail. Forty or fifty farmers and business men by working together can secure the appointment of an agriculturist.

After an agriculturist has been secured such an organization will work together for other things, will have permanent influence in the county. It has brought leaders together and they have worked

harmoniously for a definite end. Now they should continue to work together with the agriculturist for improvement of farming and rural affairs. With the latter as leader, a growing interest in the development of the industrial and agricultural resources will be instilled in the minds of the people.

It will help to bring better farming, better rural institutions and a more satisfied, better, bigger county. Organized effort spells progress.

## FOR YOU.

Will you help start the movement in your county? You, your community, your county should take advantage of the opportunities this movement brings. Talk the matter over with your neighbors. Enlist their co-operation to bring the matter before the people. Help organize a Farm Bureau to push the movement, to work for an agriculturist, to bring your people together. Start the first "get together" movement in your county. Your commissioners will make an appropriation for the work, if you and your neighbors convince them that an agriculturist can help you. Write for information, help and suggestions to.

Farmers Co-operative Demonstrations,  
Northern and Western States,  
Bureau of Plant Industry,  
U. S. Department of Agriculture  
Co-operating.

H. W. HOCHBAUM,  
State Leader County  
Agriculturists,  
Boise, Idaho.

**Fill in coupon, detach, and send to**

**H. W. HOCHBAUM, BOISE, IDAHO**

*I am in favor of better farming, better markets and the improvement of rural conditions. I agree to do all in my power to organize a branch of the .....*

(Name of County Farm Bureau or County Improvement Club.)

*in ..... District,  
and to work for the employment of a county agriculturist in  
.....County.*

*Name .....*

*Address.....*