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[s.l.]: [s.n.], 1933

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ANNUAL REPORT
Of
DEPARTMENT OF FARMERS' INSTITUTES
For
YEAR 1932-1933

To
Dean Chris L. Christensen
College of Agriculture
Madison, Wisconsin

By
E. L. Luther, Superintendent

June 30, 1933

Dean Chris L. Christensen
College of Agriculture
Madison, Wisconsin

Dear Dean Christensen:

This is the annual report of the department of Farmers' Institutes for the year July 1st, 1932, to July 1st, 1933.

The opening of this report will appear to be an endeavor to prove an alibi, but it is not. The superintendent is simply stating a case in which the breaks all seemed to work against us.

In common with most everybody else this year has been hectic for us in the institute. We have planned better and worked harder only to be disappointed in some of our arrangements through cancellations. Weather, psychology and other contingencies operated to make this year one of the most peculiar in the experience of the superintendent.

1. The seasonal requirements of county agents in several of the organized counties called for quite a number of cooperative marketing institutes before the holidays.

2. The superintendent was called upon to release the services of R. K. Froker, economist, to pursue economic studies. A compromise was effected, which permitted the institutes to enjoy the services of Mr. Froker until January first.

3. Consequently it was possible early to know that during January the department would have small hope for the as-

sistance of more than A. C. Hoffman, economist, as H. H. Bakken and M. A. Schaars, economists, were to be occupied with instruction in college classes. As a result cooperative institute work was necessarily lightened during January.

4. As a general rule the months of November and December are not the best for institute work. People are getting ready for winter and each rigor of the weather calls for a new preparation. Cold weather in this time is a more deterrent factor than it is after the holidays when people and live stock have become accustomed to the order of being housed. More time is required to do farm chores than in the dead of winter when the system becomes routine.

5. From the days that the cooperative institute season opened at Bonduel, October 25, until December 21 we were confronted with cold rains or extreme weather which hampered both farm work and institute attendance, so much so that even when some good days came along farmers took advantage of them to complete tasks hindered by adverse weather.

6. Sometimes our activity is affected by other conditions. In the institute year 1931-1932 we carried on 50 institutes for the Northern Wisconsin Cooperative Tobacco Pool among the tobacco growers of the state. This year the Pool's affairs have proved discouraging to institutes. From the time that cooperative marketing institutes were started in 1925 we carried on institutes for the National Cheese Producers' Federation until the year 1931-1932. The affairs of that organization have been confused during the last two institute years and nothing could be done until their house was in order.

This year has not offered many opportunities so far to help farmers in starting cooperatives in which physical facilities have had to be acquired. Farmers seem to be pessimistic about making investments. Movements in communities which call for consider-

able investments supply interest for generous attendance at cooperative institutes. No such projects being in the minds of farmers left us with no community appeal and consequently our attendance suffered from this cause.

Farmers have been agitated and unsettled as never before. An air of expectancy has existed. Foreclosures, moratoriums, tax relief, milk strike possibilities and "farm holidays" have occupied attention to the exclusion of constructive enterprises.

Yet with these and other drawbacks we carried on a larger number of major cooperative institutes than we have in any year with one exception since this kind of institutes was started. We were met by a good attendance of substantial people except on two occasions when conflicting circumstances proved unfavorable. Probably in no season have we been a more stabilizing force than during the institute season just closed. People have been very appreciative of our efforts in clearing up views on doubtful situations, and have been very generous in their favorable comment. In this connection the institutes have been of great worth in times like these.

The Regular Institutes

The regular institutes did not have to work under the restrictions and limitations of the cooperative institutes and the schedule was arranged to run light before the holidays which proved fortunate.

With few exceptions the attendance was especially good and the interest and attention was never better. While the state of the times was especially depressing, the people who attended institutes were there for business. There was little discord and acrimonious debate. It is safe to say that no better citizenship gathers any where than at the institutes.

The Kind and Quality of Work Done

In the regular production institutes a considerable amount of effort was put in on emergency propositions in which farmers were given special assistance in relief areas which kept them from the probability of becoming public charges. Outside of relief areas agricultural outlook and reduction of production costs were the chief aim.

In the cooperative institutes the aim was to present information which would assist cooperatives with membership problems and reducing costs of cooperative business by better financing and other methods and with discussions which looked towards control of products in the markets and the possibility of setting up cooperative facilities to determine farmer sellers' prices.

Speakers on Cooperative Institute Programs

Department of Farmers' Institutes

E. L. Luther M. A. Schaars

R. K. Froker R. A. Kolb

H. T. Sondergaard

~~to~~

College of Agriculture

George C. Humphrey J. G. Milward

L. F. Graber A. C. Hoffman

United States Department of Agriculture

Charles Buck R. E. Hardell

State Department of Agriculture and Markets

R. E. Fisher A. W. Pommerenning Fred Heneman

C. F. Claflin Elmer Peterson L. G. Kuenning

Fred Marty

County Agents

O. P. Cuff H. J. Weavers W. J. Rogan

C. B. Drewry L. G. Sorden E. F. Pruett

A. N. Jacobson C. O. Ebling W. E. Spreiter

E. L. Divan H. G. Seyforth G. W. Lyeon

Walter J. Landry C. C. Gilman H. W. Baumeister

S. S. Mathisen G. A. Sell E. V. Ryall

Cooperative Organizations

Don Geyer William Wenzel, L. D. Stone

A. M. Krahl Herman Olson C. W. Harmeling

A. F. Krupke A. J. Brevold John Neyman

A. N. Howalt C. J. Samz Wm. F. McPetridge

Agricultural Instructors

D. P. Hughes Earle Barber A. V. Dreier I. O. Hembre

Others

J. M. Coyner, Wisconsin Meat Improvement Council

Jacob Gempler Jr., Foreign Cheese Dealer

Carl O. Marty Jr., Foreign Cheese Dealer

Clarence Brunkow, Bank Cashier

Ed Kaderly, Farmer

Arnold Anderegg, Swiss Cheese Maker

Major Cooperative Institutes

Twenty-nine two-day cooperative marketing institutes were held. This number is five more than the average for the last three or four years. Our aim was to hold 30 such institutes. More than this number would have been held had not conditions caused cancelling some five or six. Five different cooperative organizations were assisted with major cooperative institutes.

The Consolidated Badger Cooperative

Four major cooperative institutes were held to assist this Shawano county cooperative at Bonduel, Shawano, Birnamwood and Tiger-ton, places where their four consolidated dairy plants are located. The programs consisted of subjects pertaining to personal relations and to business operation. This series began with a cold rain and concluded with cold rain. The Shawano institute was interrupted the second day by a political rally, which broke up what should have been the best day of the institute. All in all, however, the series straightened out some members who were unsettled in their loyalty and showed the management the necessity of managing the patrons as well as the business operations. A number of cooperative problems were discussed. So the series of institutes proved quite stabilizing to the cooperative.

The Pure Milk Association

The Wisconsin territory in the Pure Milk Association of Chicago is border land between base and surplus milk and districts in this territory have plenty of ideas bothering them all of the time.

A year ago one cooperative institute was held in Bristol, Kenosha county, and was so helpful to the Pure Milk Association that three were requested by that organization for this winter for the

three districts of the association near the state line, at Salem in Kenosha county, Bloomfield Town Hall in Walworth county, and at Beloit in Rock county.

Two of these institutes at Bloomfield Town Hall and Beloit came in time of unsettled weather in December, which went from cold rain to extremely cold weather. At Bloomfield Town Hall attendance increased from twelve the first forenoon to one hundred sixteen the second afternoon. This district has 125 members. So at one time we had nearly all of them present. It was a good institute.

The Beloit institute followed with zero and sub-zero weather. We opened at the Gospel Tabernacle, a cold dusty, barny place. People sat with their wraps and arctics on. Before this institute we had never been able to hold anything of a successful nature at Beloit, but now we had 250 at the opening. One day was enough in the Tabernacle and we moved the next day to the auditorium of the vocational school. The cold hall of the first day and the sub-zero weather of the second day discouraged many from attending. Some farmers called up that they could not get their cars started. But, nevertheless, we had over eighty present in the forenoon and over one hundred in the afternoon. This was remarkable for Beloit.

The institute at Salem was to have come early in February, but one of the worst storms of the winter blocked the roads and the institute was held a month later at a very cold, windy time. Attendance increased the second day.

These three institutes were satisfactory to the officials of the Pure Milk Association as a lot of questions which were bothering members in this hectic milk territory were satisfactorily answered.

Work like our cooperative institutes is certainly helpful to cooperative organizations. Cooperatives will surely realize the

loss if such work is stopped. Disinterested and impartial discussions settle troubles. Next to running cooperative business successfully comes the desirability of being right out among the patrons with activities that create favorable morale.

Cooperatives may start out with well organized business managements which think and act only along this line and soon be in trouble over "forgotten" patrons. Cooperatives with managements that include patrons in their purview seem to be the successful ones and those that do not seem soon to come to grief. Attention to patrons may also be said to be the axiom of successful private business. It is in this relation that cooperative institutes have proven of real worth to our cooperatives. Cooperative institutes have the merit of airing common misconceptions and false rumors and turning the light of publicity upon common gossip that may have been disturbing cooperatives. When the institutes are over everybody knows what is going on and that nobody is fooling anybody. This has a very salutary effect.

The Equity Live Stock Sales Association

The Equity Live Stock Sales Association of Milwaukee has made use of our cooperative marketing institutes ever since that organization assisted with putting on our first cooperative institute on live stock marketing. J. J. Lamb of Fond du Lac, former president of this association, was very deserving in this connection.

This year we operated with new management. Three places were selected in which footholds were desired by the association. These were Denmark, Mattoon and Merrill.

Denmark: This community is divided. There are two weak associations trying to operate here. Naturally this is a difficult situation in which to hold a real successful institute. However, some good was accomplished. At the close of the institute a "committee on committees" was appointed to select a committee to work out

plans for rebuilding one shipping association out of the two weak ones.

Mattoon: This is a point where the people have been rather slow in entertaining educational activities. Yet the president of the Milwaukee Live Stock Sales Association wanted to try getting something doing there. The institute came off on January 17-18 at a time when travel was very difficult on account of sleet and glary roads. There was just a fair attendance. At this writing it is not possible to report definite results.

Merrill: This was a well attended institute, the result of ready local committee activity. Each of the four sessions averaged over one hundred men and all speakers report constructive interest in the various discussions.

General results: These three institutes supplied contacts for opportunities for further organization to the Milwaukee association and to the state association fostered by the department of agriculture and markets and to the Wisconsin Meat Improvement Council.

The Wisconsin Potato Growers' Exchange

The Wisconsin Potato Growers' Exchange made request for cooperative institutes on potatoes and major institutes were held at Hawkins, Ojibwa, Argonne, Wabeno, Butternut, and Glen Flora. These places are in the newer sections of the state where population is scattered. The institutes were well attended in view of the sparseness of population.

A very thorough program of potato improvement, better harvesting, grading and shipping was presented at each place. The necessity for growers to cooperate to exercise more control over the industry was given thorough consideration and the advisability of farmer ownership of warehouses was a point upon which emphasis was placed, with the feeling that as long as growers are at the mercy of the elements they could not look for much improvement in the indus-

try was given thorough consideration and the advisability of farmer ownership of warehouses was a point upon which emphasis was placed, with the feeling that as long as growers are at the mercy of the elements they could not look for much improvement in the industry as far as their interests are concerned.

At each point a summer and fall program of work was considered and growers were much interested in this. Could we be permitted to operate during the summer and fall there is little doubt but that these communities would go along ways in regaining a market for Wisconsin potatoes. If, however, the legislature and the administration curtail institute work, these plans will, of course, fail of execution.

From field observations in these institutes, it is rather safe to say that there are reasons back of the failure of Wisconsin potatoes in the markets which only education and a new system of handling potatoes will correct. The action of the present legislature in refusing support to our institute work will be one more reason for the failure of Wisconsin growers to market their 30,000,000 bushels of potatoes.

Winter Dairying

The Swiss cheese trade has expressed difficulty in marketing seasonal made cheese and has sought assistance from this department in the endeavor to get more dairying done throughout the year in the Swiss cheese section.

A year ago one day of a regular institute was devoted to this. After a conference at Monroe in the summer of 1932 it was decided to hold another conference at Juda in an intensive Swiss Cheese territory to consider a major cooperative institute at that point upon the desirability of winter dairying. At the conference at Juda it was decided to hold an institute devoted entirely to winter dairying

at that place.

A program was arranged as given on another sheet. All phases of the industry were represented. Around twenty factories were represented at the institute. The trade showed clearly the difficulties experienced in marketing spring and early summer Swiss cheese in January, February and March. Representatives of the college of agriculture explained the profitable nature of home grown crops when fed to dairy cows in winter. One Federal scientist proved that milk produced in winter would make excellent Swiss cheese. Another asserted that good Swiss cheese could be made in winter. Swiss cheese makers who operated year around factories proved that excellent Swiss cheese was being made in winter. A banker showed that farm gross incomes were larger among farmers who patronized factories which made winter cheese. Two rural newspaper reporters brought out favorable comment which they had secured from farmers. It only remained for farmers who were present to doubt the feasibility of winter dairying.

Like all other dairy problems which have confronted farmers winter dairying in our Swiss land will have to have back of it the same educational period comparable to that back of Wisconsin silos or bovine tuberculosis eradication.

Here again the opponents of institutes are wrong in destroying educational agencies. If institutes were to continue we would continue the discussion of winter dairying in that section as there is little doubt but that the industry would be benefited by a more universal practice of winter dairying.

WINTER DAIRYING INSTITUTE
JUDA, WISCONSIN
TUESDAY and WEDNESDAY, MARCH 7-8, 1933

P R O G R A M

Tuesday - March 7

- 10:00 A.M. Getting fitted for the new agriculture - Mr. Luther
10:30 A.M. An inspector's view of year around Swiss
cheese production - Mr. Marty
11:15 A.M. Breeding for winter dairying - Mr. Humphrey

--- Noon lunch for a small charge. Bring your wives ---

- 12:50 P.M. Music Local High School Orchestra
1:00 P.M. Farm care of milk in winter dairying - Mr. Buck
1:45 P.M. Rations for winter dairying - Mr. Humphrey
2:30 P.M. Views of practical cheese makers who
make cheese the year around
Mr. Buholzer, Mr. Anderegg, Mr. Escher and others.

Wednesday - March 8

- 10:00 A.M. Prices of Swiss cheese at the factories - Mr. Brunkow
10:30 A.M. What science finds about making Swiss
cheese in winter - Mr. Hardell
11:15 A.M. Home grown feeds - Mr. Graber

--- Noon lunch for a small charge. Bring your wives ---

- 12:50 P.M. Music Local High School Orchestra
1:00 P.M. How winter dairying would help meet
market demands.
Discussion by other dealers - Mr. Marty
1:45 P.M. Alfalfa, the hay for winter dairying - Mr. Graber
2:45 P.M. Statements of farmers who are delivering
milk for year-around Swiss cheese making - Mr. Siedschlag-
Mr. Kaderley, Mr. Kueng, Mr. Divan, and others.

E. L. Luther, Conductor, Superintendent Farmers' Institutes, Madison
G. C. Humphrey, Dairy Cattle Husbandry, College of Agriculture, Madison
Fred Marty, Grader, Dept. Agriculture and Markets, Monroe
Charles Buck, Cheese Laboratory, U.S. Dept. Agriculture, Monroe
Cheese Makers: Emil Buholzer, Arnold Anderegg, Emil Escher, and others.
Clarence Brunkow, Bank of Juda, Juda
R. E. Hardell, Cheese Laboratory, U. S. Dept. Agriculture, Monroe
L. F. Graber, Agronomy, College of Agriculture, Madison
Carl Marty Jr., Cheese Dealer, Monroe
Farmers: Frank Siedschlag, Ed Kaderley, W. Kueng, E. L. Divan, and others.
Local Committee: W. N. Preston, Chairman, W. S. Newman, Clarence Brunkow,
E. P. Haberman, Arnold Anderegg and Carl Marty Jr.

The Southern Wisconsin Creameries Association

The Southern Wisconsin Creameries Association consists of ten creameries in Columbia, Dane and Jefferson counties: Rio, Albion, Hillside, Marshall, Mt. Horeb, Stoughton, Springfield, Utica, Jefferson and South Koshkonong, having about 1300 patrons.

The department has assisted this association in various ways since the organization was effected. The association had no program and there was no concerted association activity. At a meeting of the directors the matter of an institute was talked over to study various angles of creamery cooperation and to try to work out a program that was considered feasible.

Stoughton welcomed the institute and it was located there as being a centre most convenient for most of the creameries.

The result was a congress of creamery officers and directors for two days or four sessions. Seven of the creameries were represented the first day and all were represented the second day.

At the conclusion of the institute several matters were referred to the directors to be worked. At this writing it is not possible to state what progress has been made.

Cooperative Study Institutes

For some years the most enthusiastic advocates of cooperation and cooperative marketing complained that the lethargy of farmers towards cooperation was due to the fact that times were too good. Only let the times become hard enough and the obstinate farmers would have to cooperate. Well, we have had times hard enough to suit the most exacting taste for hard times and instead of cooperative converts being made by the thousands we have witnessed cooperative patrons hopping here and there after any market that would give them a sixteenth of a cent more, while shortage of ready cash to invest in cooperative enterprises has cut down the demand for information concerning new cooperative en-

terprises. That leaves cooperation without a place to hang its hat.

But up to the present time quite a number of the county agents have had projects on cooperative marketing in their county programs of work on which something should be done. But under the present condition, what could be done?

In this emergency the superintendent conceived the idea of a cooperative study institute, in which the central theme should be what farmers should know when joining a cooperative or when organizing a new one, with the view of spreading cooperative education in order to prepare farmers for possible successful cooperative enterprises.

Program Subjects

Some of the main points considered were:

1. Paper organization

- (a) Stock and non-stock
- (b) Articles of agreement
- (c) By-laws
- (d) Patron contracts (Maintain volume of business)

2. Physical organization

- (a) Territory, roads, barriers, farms, farm animals, or crop acres, manufacturies, warehouses, yards.
- (b) Human relationships
 - x. Patrons and their economic worth
 - y. Leadership for officers and directors
 - c. Securing proper officials
 - d. Securing adequate management (qualifications).

3. The board of directors.

- (a) Kind of men required.
- (b) How to secure them.
- (c) Probable causes of trouble in.

4. Financing.

- (a) Capital, How to secure.
- (b) Operating capital - reserves.

5. Accounting and auditing.

6. Field service and education.

- (a) Patron relationships.

7. Economic operation of association and economic farms.

8. Cooperative marketing farmer control.

The department has operated cooperative institutes under the plan of taking care first of the educational needs of programs of work in counties having cooperative projects, and second, after these needs were satisfied, the schedule has been opened up to cooperatives.

Under this plan major cooperative institutes were held at Colfax, Baldwin, Durand, Herbert, Elmwood, Larson, Francis Creek, Antigo and Ashland. Local cooperative business organizations assisted at Baldwin, Elmwood, Francis Creek, Antigo and Ashland. At Colfax emphasis was placed on the marketing of poultry and eggs, at Durand and Larson on live stock marketing and at Antigo on potato marketing.

The institutes at Durand and Larson were the poorest of the season due to weather and local inertia.

These institutes did not leave the misconception in the minds of anybody that cooperation is a glorious way to put some one out of business and to make money. In brief three points were made prominent that the patrons are the cooperative and that the work is to handle the patrons and to run the business.

These institutes were helpful to cooperatives already organized in as much as the management received the suggestions that cooperatives must keep their patrons "sweet" as well as to handle the business, a modus apperandi not overlooked by private enterprises that succeed.

And these farmers who attended these institutes came to know beforehand the contract and its consequences, that "check-offs" are necessary and must be permitted and that their votes spell weal or woe to their cooperative success.

From what the superintendent has experienced in these cooperative study institutes he makes the observation that as the

regular farmers' institutes have been a wonderful force among individual farmers in changing Wisconsin from a grain growing to an unmatched dairy state, so now cooperative institutes can be equally effective educational forces in the immediate future when there is a pressing need for agriculture to change from the system of exploitive private operation of the "business" of agriculture to the largest possible measure of control by cooperating farmers. Only group education will effect this change. Any amount of work with individuals will not turn the trick. As group action is necessary, so group education is the only facility that will accomplish a community mind.

It is just too bad that the institutes are to be demobilized now, and if the enemies of the "new deal" in farm business are not back of this scheme of demobilization, then they are grandly fortunate in having the unsophisticated support of men who are supposedly working for the good of agriculture.

Cheesefactory Consolidation Institutes

Improved highway facilities are working economic changes in dairy manufacture, this being true especially in our smaller creameries and cheese factories and the growth of the cooperative idea among farmers is working to split up the proprietary cheese factories. The owners of proprietary factories are as a rule against farmers organizing to bargain with the makers and to sell the cheese.

From economic studies it appears that larger factories have advantages. The growing desire of farmers to cooperate leaves the group who want to organize the alternative either of continued submission to the makers and the non-cooperative farmers or to withdraw from patronage of the factory. The improved highway facilities are making it easy for the minority patrons in proprietary factories to combine in areas affording favorable circumstances and to set up cooperative factories.

This movement is calling for surveys and for study of ways and means to make these ventures successful.

Five institutes on cheese factory consolidation were in prospect. Three were called off. Two were held at Abbotsford and Halder. Unfortunately the December weather blocked the side-roads and even filled the air with swirls of snow and dropped the mercury to -20° .

However, a number of groups from several factories were present at each place and gave close attention to discussions on the essential principles which were necessary to be understood.

Within a week after the institute was held at Abbotsford a call came from that place for assistance in an appraisal of the warehouse at that point vacated by the National Cheese Producers' Federation. Arrangements were made for this assistance and the co-operative project is in process of organization.

The Goal

Our goal for major cooperative institutes was set at 30 institutes. Twenty-nine were held. Thirty-five were under advisement, but six were called off for various reasons. However, the actual schedule included five more than were held in 1931-1932.

One-Day Institutes

The phlegmatic times, the weather and the inferiority complex in cooperative business conspired to lessen the number of these enterprises.

The Pure Milk Products Cooperative

The Pure Milk Products Cooperative desired assistance at eleven of their seventeen locals. Six of the locals were in moods which made the overhead organization hesitant about offering opportunity to patrons to meet.

Institutes were held at Adell, Clintonville, New London, Whitewater, Elkhorn, Walworth, Junction City, Merrill, Tomahawk, Stanley, and Middleton.

The institutes at Elkhorn and Walworth were spoiled by the worst storm of the whole winter.

The programs were built upon furthering cooperative education and stimulating cooperative thought on one hand and upon the presenting the successes of the past and developing a working program for the future.

There is no doubt at all about the practical benefits of these institutes to the patrons and to the organization. Every local had its problems and some of the locals were in territory agitated by conflicting ideas on the whole dairy situation. A good many mooted questions were brought up by patrons and were discussed in a considerate manner. From all indications there was a marked improvement in general sentiment and patrons showed a most friendly reaction at the close of each of these institutes.

Possibly experience in the management of a cooperative enterprise might change some ideas now entertained by the superintendent. From experience in cooperative institutes, however, he is prepared to say that in times of cooperative trouble situations are improved by candor and taking cooperative patrons into confidence. Fear of meeting the patrons on the part of the management is a weak position. When management becomes afraid of the field, then it's time that something is done.

Dairy Manufacture Field Work

In the first year of cooperative marketing institutes a number of such institutes on butter were held. This department supplied the assistance which completed the first creamery group in this state up in Polk and Burnett counties. H. T. Sondergaard was

employed by this group as fieldman. This department was favored by the officers of this group with the loan of Mr. Sondergaard for work in the butter marketing institutes^{in 1925-26}. He performed so well that we were interested in securing his services ^{for full} in whole time work. He served in the institutes in fall and winter and worked among the creameries in the summer.

Mr. Sondergaard and the superintendent worked out a system of cream and butter improvement which has proved very effective in getting results.

He goes to a creamery which has asked for his services and puts in a few days in the intake grading the cream and the farmer producers. After the intake work is completed each day he works in the churn room upon butter composition, mainly with the view of correcting the fat content of butter. We know now that farmers are losing considerable butter fat by too high fat content of butter.

After he knows the situation in the creamery he then begins to call at the farms of the patrons. Our experience is that improvement in butter quality is secured by getting better cream produced on the farms. The farm and the bad practice in the creamery of churning poor cream with the good cream are the two main reasons for low quality butter and correction of poor farm practices with handling milk and cream is what gets quality butter.

This service has helped a lot of creameries. The high quality which the Antigo Milk Products Cooperative has attained is due to the insistence of the superintendent that our service be used among the patrons so that the best milk ever delivered to a plant on opening day be delivered when the plant of the Antigo Milk Products Cooperative opened. And I firmly believe that the quality of milk delivered to this plant is one of the main reasons why this cooperative has stood the test of the last three years.

We have served the Consolidated Badger Cooperative in helping a large number of their patrons to pass Chicago inspection, and besides helping the Antigo Milk Products Cooperative we have helped the Grant and Dane county groups of creameries, the Badger Creameries Incorporated, the creameries of District 24 of the Land O' Lakes Creameries, Incorporated, as well as a large number of isolated creameries, such as Elk Mound, Rib Lake and River Falls. Our final creamery will be the cooperative creamery at Green Lake.

The Green Lake Cooperative Creamery

This creamery sells its butter through the services of the National Cheese Producers' Federation. Early in May a letter was received from the manager of the Federation with a request for the services of Mr. Sondergaard in quality improvement work in the creamery and among the patrons, with the observation that a market was being worked up for butter better than the creamery was supplying and that unless the creamery could supply better butter it might be that supply from that source might be discontinued and future supply secured from Land O' Lakes Creameries, Incorporated.

After Mr. Sondergaard had completed work with the River Falls Creamery, he was assigned to the Green Lake Creamery. That creamery has 275 patrons. Mr. Sondergaard will work in the intake grading cream and in the creamery on butter composition a minimum of four days, two days before he enters upon patron visitation and two days after completing patron visitation.

Mr. Sondergaard is directed to try to complete this work by June 28-29, if possible, and get back here by June 30, so that his expenses can be paid, as his employment will close June 30 with the closing out of the institute department.

As this report must be completed before July 1st, I am supplying estimated data for this work, which will be found under in-

stitute statistics.

Mr. Sondergaard's field activities will be found in the statistical data of institute work.

Mr. Sondergaard is the second man who is on the college staff as the result of the decision of the superintendent. Here is another of the world's self-made men who fills a large niche in the general welfare. Unpretentious, unselfish, diligent worker, thoroughly devoted to farmer cooperation and without any proclivity for dollar grabbing, Sondergaard is one of the world's great men. The superintendent is happy to have picked him and I sincerely hope that he can be kept in the institution.

Memorandum on Extension Activities July 1, 1932 - March 29, 1933

As submitted by R. K. Froker (Half-time extension)

1. Participated in twelve two-day marketing institutes. Supplementary information to be furnished by Professor Luther.
2. Assisted the National Cheese Producers' Federation along the following lines in its reorganization program:
 - a. In consolidation of warehouses that had not been complete prior to July first.
 - b. In preparing budgets as basic information for further adjustments in operating costs.
 - c. In simplifying the office and warehouse accounts.
 - d. In preparing plan of reorganization of the Greenwood, Abbotsford and Marshfield warehouses as combination cheese manufacturing and warehousing plants.
3. Helped appraise the creamery equipment at Dodgeville for reorganization purposes and the creameries at Shawano and Bonduel for loan security.
4. Spoke at the annual meeting of the Pure Milk Products Association in Chicago.
5. Participated in a number of marketing conferences in Madison and in other places in the state.

Mr. Froker's services are widely sought among business co-operatives, for his keen analysis of situation and understandable conclusions. In the reorganization of National Cheese Producers' Federation he has done a splendid piece of work which will certainly prove helpful to that organization for a long time, if it can survive its present difficulties.

His presence in marketing conferences of a small number of people about the state does not loom large when measured by statistics in attendance, but when measured by the quality of attendance and the views arrived at means success to cooperation rather than failure.

It is the hope of the superintendent that Mr. Froker be kept here if it is humanly possible to do so.

Mr. Froker is one of the two men on the college staff with whom the superintendent supplied the decision as to his employment. He was a young man just out of college and was looking for a job. The work cut out for him was worthy of a much better experienced man. I am happy to say that Mr. Froker has more than met my estimate of him. It will be a real loss to the college of agriculture if his services are discontinued.

Horse Improvement Work (Fuller)

For some years there has been slight interest in horses. When pure bred and high grade dairy cattle were the rage, a breeder could get as much for a two weeks' old calf as for a three year old horse. The department of Farmers' Institutes tried out discussions on horses, but the people went to sleep.

Then out of somewhere came a change. When an auto load of us were to cross Iowa by two different routes in April 1931, we thought one line of interest would be to count the teams and the tractors. Upon leaving Dubuque the counting began. To our very great surprise we did not count many tractors.

Dairy cows in Wisconsin became a drug upon the market.

A good three year old horse will buy two or three cows and a work team will buy a small herd. Under these circumstances the farmers with horses appeared to be happy. To Professor Fuller and the Animal Husbandry department it seemed to be time to emphasize horses.

Accordingly a well thought out plan of work was arranged by Professor Fuller and the Animal Husbandry department and financed by the department of Farmers' Institutes. This plan included cooperation of the Wisconsin Horse Improvement Association, the Wisconsin Live Stock Breeders' Association, stallion owners, veterinarians and the Boys' and Girls' Club department with the two departments initiating the activity.

This program of work was most favorably received by the people of eighteen counties as reported by Professor Fuller below:

"The 1932 Wisconsin horse improvement program, conducted by the College of Agriculture, Farmers' Institutes, Livestock Breeders' Association, and Wisconsin Horse Breeders' Association, was carried on in 18 counties in the south and western part of the state. The work started in the spring by holding an organization and planning meeting at the court house in each county. These meetings were a call by the county agent or agricultural teacher to horsemen and stallion owners of the county to consider a horse improvement program for their section. A member of the Agricultural College staff attended these meetings and outlined the horse situation in the county and state.

"Colt shows, 4-H colt club projects, pulling contests, big team hitching and colt breaking demonstrations were described as events which would create interest in raising and using farm horses. Fourteen of the eighteen counties planned a horse improvement program and a committee of five, including the county agent, was selected to arrange the work. During the season, each county had two or more horse improvement events. There were 8 colt club and stallion owner tours; 141 colts shown

in 16 shows, including six purely 4-H colt club shows with about 75 boys and girls enrolled; 9 addresses were given and 24 big team hitch and breaking demonstrations were held. Actual and estimated attendance ranged from 15 to 500 people. In several places, where the events were held in connection with fairs, even larger numbers saw the demonstrations. In all, 60 meetings were held. Nearly 5,000 people attended meetings.

"Farmers were urged to properly feed and care for their young horses so that colts would be sufficiently grown at two years of age to be used for part time work and thus avoid the delay in getting young horses broken until three or four years old. Home raised horses from desirable breeding stock were recommended as much more desirable for farm use than purchased stock often inferior in size, breeding and disposition.

"Many more boys and girls will take part in colt club work in 1933. A second year colt club project is now planned so that those who fed foals in 1932 can continue a second year project with the same animal as a yearling in 1933 should they choose to do so."

In view of the failure of the legislature to provide funds for the continuance of institute work, funds for horse improvement work will necessarily come from other sources, if the work is to continue.

Meat Cutting Institutes (Lacey)

Eighty-five percent of average farm income in Wisconsin comes from milk, meat animals and poultry. When top hogs around \$2.70 at local stations it seemed that something could be done to make them more valuable to producers.

James Lacey and the Animal Husbandry department sponsored a series of meat cutting institutes for farm folks with two aims in view:

1. To demonstrate markets, cuts of pork and the utilization

of cheaper cuts so that producers might themselves find consumers of farm pork at prices which would net more for the producers.

2. To acquaint producers with methods of home processing various cuts so that producers might become self-sufficient in meat consumption at much less expense.

The Iowa State College has long been teaching meat cutting. It was thought advisable to have the assistance of a specialist from that institution at the institutes, C. W. McDonald was the specialist desired.

Funds were needed for the enterprise and this department was approached. The proposition appeared worth while and funds were made available.

A series of ten institutes was arranged and carried out. The farm folks turned out well and every institute was a success. A total of 1312 persons took advantage of the desirability of continuing work of this kind. Next fall when farmers ought to lay in their winter supply of meat would seem an opportune time to continue this sort of work.

Interesting Consumers in Cheaper Cuts (Lacey)

With hogs around \$2.70 at shipping stations and meats moving slowly James Lacey and the Animal Husbandry department concluded to carry on some meat cutting meetings to acquaint city consumers with the desirability of cheaper cuts of meat. The department of Farmers' Institutes supplied the funds and by way of improving this service also supplied the funds for Mr. Lacey to attend the meat cutting demonstrations at Iowa State College.

27 sessions were held in fifteen different towns and cities. An aggregate of 4,787 persons attended these institutes.

With these institutes we enjoyed the assistance of the National Live Stock and Meat Board, which supplied the services of E. L. Newbauer and also the valuable cooperation of retail meat dealers' or-

ganizations and local butchers.

It is reported that after the institute at Wisconsin Rapids the sale of lamb increased about 25 percent.

Mr. Lacey certainly opened a very inviting field of work which the department of Farmers' Institutes was happy to finance. It would seem that many farmers could materially increase the value of this meat animal to themselves by preparing meats for home consumption and also by distributing proper cuts to consumers whom they would meet with their own delivery.

There is little question but that the institutes put on for city consumers in cooperation with the local trade were valuable to live stock producers in stimulating consumers' interest.

Consequently this work ought to be continued some way or other.

Assistance to County Agents in Referendums

Several county agents were subject to referendums at the spring election. As county agents greatly extend the scope of institutes, it seemed reasonable that we loan such agents, as would request special service in acquainting the people with a better knowledge of the situation, such support as we might be able to supply.

Three county agents asked for assistance and received the amount and quality they respectively asked for. Two of the agents won their referendums.

Do Institutes Get Results?

Inasmuch as there can be little follow up work done by this department to see that information at the institutes is translated into action on farms, there has been considerable talk about negligible results of institutes in the last two or three months.

Now, that the enemies of farmers' institutes have tri-

umped and the legislature and administration have refused an appropriation for the continuance of this work, it seemed desirable to have Mr. Cole make at least a little survey among farmers who had attended institutes to try to find whether the institutes were still considered important by farmers and whether farmers were still moved by them to adopt new practices.

While this test covered only a few institutes and only a few farmers who attended the few institutes, it showed that farmers do make use of the institutes. This brief survey would seem to corroborate the more extensive survey made by the U.S.D.A. in Wisconsin some seven or eight years ago when 47 percent of the farmers seen, who were following certain practices, upon being asked where they got their ideas, replied: "I heard it at the institute".

The Survey

Mr. Cole called upon farmers who had attended one of four different institutes of the present institute season. From his findings we believe that the institutes were not discontinued because they were out-of-date.

The following are some of his findings:

May 17, 1935

Leo Peska, a farmer out of Portage, stated that he put in 20 acres of lime and alfalfa as a result of the farmers' institute at Poynette.

Jacob Lee, a farmer out of Portage, says that he put in 10 acres of Sudan grass for hay and is going to put in some soy beans.

Peter Doyle, a farmer out of Portage, says that the institutes are a good thing. They have done much to put alfalfa into this country and this is the hope of the country. Soy beans and Sudan grass are being put in on a good many farms this year. Yes, institutes are very much worthwhile. It will be a mistake to drop them. For the last

two years in Columbia county the social side has been very much improved by getting farmers out and thinking about something to do than to stay at home thinking over his troubles and getting blue and desperate.

William Mulligan, banker, Farmers Commercial Bank, Wisconsin Dells, says that institutes have done a great deal for this community. They have built up a fine friendly feeling between farmers and business men. Many important improvements in farming have been brought in through the institutes, as the silo, alfalfa, soy beans and Sudan grass, and this year especially soy beans, and also it gave farmers more courage and faith in the future.

May 18, 1935

Lawrence Buckley, a farmer in Adams county, says that he got lots of things from the institutes, better cattle, cow testing, soy beans, Canary grass, lime and fertilizer.

W. B. Markham, a farmer at Wisconsin Dells, says that the big thing they got was how to raise early chickens. This year especially soy beans and Sudan grass for a hay crop. It would be a big mistake he says to drop the institutes. We must not lose our heads under these circumstances.

Lawrence Siebecker, President Farmers Union out of Baraboo, says that farmers profit more from institutes than they know. It has helped me in growing alfalfa, soy beans, cow testing work and especially care of milk. It is good for the whole community for it creates better feeling.

Gus Platt, a farmer out of Baraboo, says that every institute he has attended has saved him money. This summer I planned to build a new poultry house, but after hearing Professor Annin talk on repairing an old one I am repairing my old house. I believe it will be just as good and cost me less than half as much. I put in alfalfa just as you told me, and look at that field, and it is just as good all

over as this place. I think this is because I followed all of the directions. I am going to put in soy beans and Sudan grass next week. There will be carloads of Soy Beans put in this year as a result of your institute work.

May 19, 1933

George A. Piper, agricultural teacher, Reedsburg, says that every one speaks highly of the institute at Reedsburg. They want another next year. They have their committee appointed.

William Hahn, a farmer out of Reedsburg, says that he is practicing what he heard at farmers' institutes the sowing of alfalfa properly, soy beans, Sudan grass, cow testing work, better dairy stock. Your poultry methods have made our poultry flock profitable.

L. D. Rudd, a farmer out of Reedsburg, says that he has better use of sweet clover for soiling crops. Better pasture practice, including fertilizing pastures, use of Canary grass, I am going over to Coddington to inspect the work next week.

Theodore Herwig, a farmer out of Reedsburg, member of the institute committee, says that he thinks the institute was very fine. As a result of the institute he is putting in some Sudan grass and soy beans. I think one of the things that is of great value is the social side. There are so many of us that are blue and downhearted that the institute was a good thing for us.

May 20, 1933

Rockbridge. Flat covered with water so could not get to L. G. Blood's farm as planned.

Halsey Reinhart, a farmer at Rockbridge, says that many farmers are raising chickens according to our instructions with good luck.

Wheeler Chismore, a farmer at Rockbridge, says that institutes are fine things. I haven't done anything yet that I got there last winter, but I am going to put in some soy beans and will lime for

alfalfa and will put in high graded lime mixed with phosphate fertilizer on corn.

Leo Peckham, a farmer at West Lima, says that the institute is one of the best things that has come into that neighborhood since he has lived there. I would take you out to see other farmers, but the roads are blocked with water. It is sure shortsighted to think of stopping the institutes.

----- 0 -----

We had planned for a little more extensive survey, but the institute car has been in such constant demand that we have been unable to get out among those who attended institutes and get their reaction.

In our files are letters which support the ideas of those who have been called upon. One of these letters is presented below.

"Wyocena, Wisconsin

May 8, 1933

Mr. A. H. Cole
Madison, Wisconsin

Dear Sir:

Well, I see we may lose our Farmers' Institute force. Too bad times are so hard. Some people seem to think any one can go ahead and farm successfully. Some fellows seem to get along some way and ignore any chance to get such information they could get at a farmers' institute. As a rule you meet the best farmers in the community at such meetings, and why is it they are the best farmers? Well, I'll bet they get a good many pointers at those meetings. Not many years ago scrub bulls was about all there was in this community. Now there are none and so with other farm animals and the institute men talked pure breeds at about every meeting, and how about alfalfa and pure seed grain? Now, we think we are getting the cream of ag knowledge when we attend a farmers' institute. Farming is some thing one can never graduate in. Some may get a piece of paper with a few names on, but we never finish, always something to learn and what better way can we keep in touch with the latest ideas than by having such men as are on our institute force come to our very door. I think it is money well spent.

Yours respt.

(Signed F. D. Allegar

(Farmer) "

**CONSTRUCTIVE WORK FOR AGRICULTURE WHICH WILL BE STOPPED
WITH THE DISCONTINUANCE OF THE INSTITUTES, UNLESS
MEANS COME FROM SOME OTHER SOURCE.**

1. Presenting scientific and practical information to information to individual farmers in meetings in connection with programs of work in organized counties.

2. Presenting economic, cooperative and practical information in community and group meetings of farmers and programs of work in organized counties.

3. Such agricultural extension work as may be called for in counties not having regularly organized programs of agricultural extension work. There are some 20 counties now unorganized in this respect. The Farmers' Institutes have been available to the people of these counties and have been used by them.

4. Assisting such farmers' cooperative organizations as

- (a) The Northern Wisconsin Cooperative Tobacco Pool
- (b) The Pure Milk Products Cooperative (Condensary patrons)
- (c) The Wisconsin Cooperative Creameries Association
- (d) The Wisconsin districts of the Pure Milk Association
- (e) The Wisconsin districts of the Land O' Lakes Creameries, Inc.
- (f) The National Cheese Producers' Federation
- (g) The Equity Live Stock Sales Association of Milwaukee
- (h) The Southern Wisconsin Creameries Association
- (i) Wisconsin associations of the Farmers' Union Live Stock Sales Association of Chicago and of South St. Paul, Minnesota.
- (j) Wisconsin associations of the Central Cooperative Commission Co. of St. Paul, Minnesota.
- (k) The Grant County Creameries Association
- (l) The Antigo Milk Products Cooperative
- (m) The Badger Creameries Inc. (LaCrosse and Trempealeau counties)
- (n) The Consolidated Badger Cooperative of Shawano county
- (o) The Kenosha Milk Producers Association
- (p) The Madison Milk Producers Association
- (q) The Racine Milk Producers Association
- (r) Ashland County Members of the Wisconsin Milk Pool
- (s) The Wisconsin Potato Growers Exchange
- (t) The Milwaukee Vegetable Growers' Association
- (u) Creameries, cheese factories, and other local farmers' organizations.

(All of these organizations have been assisted in various ways, such as with meetings, information on organization and business problems, surveys, etc.)

5. The field work which has been carried on among Wisconsin creameries and their patrons with milk and cream improvement, and assistance to Wisconsin butter makers with better control of butter composition which has saved farmers' creameries a good many thousand dollars in loss of butterfat. The improvement in butter score brought about by this work has been another source of a large additional amount of money. In 1931-1932 5,437 patrons of 47 dairy plants were benefited and 639 patrons of 8 dairy plants were called upon on their farms.

6. Production control work. In 1932 fifty institutes were held in the tobacco territory to acquaint growers with the risk which they ran in growing tobacco last year. The result was that Wisconsin

growers reduced their acreage 30 percent, the largest reduction of any state, and saved a loss of at least 5 cents a pound on some 12,000,000 pounds, which they would have grown. Tobacco farmers were saved a loss of \$600,000. This bill will prohibit the university board of regents from any more such work.

7. The work in the revival of horse breeding now in progress under the immediate direction of Professor J. G. Fuller of the animal husbandry department with the assistance of the Wisconsin Horse Breeders' Association. The only source of funds on this work was in the Farmers' Institutes appropriation.

8. The meat cutting demonstration institutes among farmers under the immediate direction of James Lacey of the animal husbandry department, a new activity, which can have but one result, the improvement in the farm situation in live stock profits. The source of funds for this work was in the Farmers' Institutes appropriation.

9. The meat cutting demonstration institutes among city consumers under the immediate direction of James Lacey of the animal husbandry department, a new activity. (This work should be continued. It is reported that the sale of lamb as the result of one of these demonstrations "jumped 25 percent". This helps meat producers).

10. The essential services of H. T. Sondergaard and a limitation upon the services of the Agricultural Economics department in research studies and economic extension work through contraction of the staff of that department by the amount of money which the department of Farmers' Institutes now affords for this purpose.

11. A contraction of the work of the extension specialists of the various departments of the college of agriculture by the amount of money which the department of Farmers' Institutes now affords for travel.

12. The assistance which the department of Farmers' Institutes has given to the farmers whose only source for seed has been through loans secured from the Federal Seed Loan.

13. Such relief as the department of Farmers' Institutes has afforded the farmers in the drought stricken territory this institutes year in feeding live stock.

14. Such assistance as the department of Farmers' Institutes is now affording farmers in the drought stricken territory in preventing seedings infected with foul weeds and in getting seeds at less cost.

Note: The department of Farmers' Institutes has been somewhat flexible department, operated in the most economical manner, to meet not only the demands of constructive agricultural progress but to meet such emergency agricultural problems as may arise.

A Bit of History

Four superintendents have administered the institutes in the period of nearly a half century: W. H. Morrison, 1885-1894; George McKerrow, 1894-1914; C. P. Nergord, 1914-1915; E. L. Luther, 1915-1933. All except Mr. Morrison are still alive.

The first appropriation was for \$5000. This sum was increased to \$9000, \$12,000, \$20,000 and finally to \$30,000 in 1927, when the legislature of that year added an appropriation of \$10,000, with the express provision that it be devoted to instruction in cooperative marketing and assisting business cooperatives with educational work.

The number of institutes held the first season was around 20. Under this administration the number has reached slightly more than 900, as a maximum for a year.

Since the coming of extension specialists the new men as they have been taken on by the college have "found themselves" to a considerable extent by work in the institutes.

Some of the most successful county agents have got their start or established their prestige, in the institutes held in their counties.

The dairy manufacture field work introduced by this administration has been outstanding in securing quality improvement.

As far as we have been able to find out the cooperative marketing institutes started by this department in 1925 were the first regularly organized agricultural extension work in this line for practical farmers.

The work of this department has been out where everybody could see it and where there was a possibility of the severest criticism. Yet for nearly fifty years the press of this state has been overwhelmingly complimentary in references to the work of this department and generous in promoting its activities gratuitously.

Nor has the patronage of the very best people of the state lagged. Demand for institute service has continued generous. More people have come to the office to secure institutes and to work out institute arrangements this year than in any previous year. A number of delegations have taxed the capacity of the office.

The annual report of the assistant director of extension under date of April, 1935, gave the work of this department generous and favorable comment in pages 10 to 13.

These things would indicate that the department is not discontinued on account of any failure of ours.

Epitome

Such then is the work that has gone on since November 24-25, 1885, when the first institute was held at Hudson, inaugurating the first regularly established system of agricultural extension in Wisconsin. The farmers' institutes were the creation of men bent on changing the agriculture of this state. The agriculture was changed and no important phase of dairying has been disregarded by this department. Practically every phase has been fought against by farmers themselves, but we could win against farmer opposition. Real farmers would at last come to the light. With this change in agriculture the extension forces had at least the tacit assistance of the exploitive forces of agriculture. With the final step of placing agriculture in the control of the producers in the markets, it was and is different. Agricultural education along this line is not desired and will not be tolerated by the exploitive agricultural business agencies, such as boards of trade, commodity boards, commission men and processors, ginners, canners and so on. This is working out in a large way now. These subtle forces find aid and comfort, sad to say, among farmers who have always opposed agricultural education and agricultural extension work and others who should be enlisted on the side of agriculture in behalf of the general welfare.

The final step will be realized before agriculture will come to its own. This department was given the duty, by the legislature of 1927, of sponsoring cooperative business education. We have had a big skirmish and we went down in the conflict. The legislature of 1933 removes our name from the statutes. The exploitive forces have won the skirmish. We are out of the way.

But agriculture will exist. It cannot be exploited as it has been and continue to exist. It is because farmers do not know the business of agriculture that the agricultural depression has brought us to where we are now. In this, as well as in agricultural production, farmers must be educated, and when farmers know the business of agriculture, farming will be a successful enterprise.

The Assistants

A. H. Cole has assisted the superintendent again this year and has rendered very satisfactory service in the details of the regular production institutes. Mr. Cole also served again in the seed loan office in Minneapolis for several weeks and secured needed loans for a large number of Wisconsin farmers. He is a handy man to have around. Mr. Cole now completes seven years of work in this department.

Mrs. Doris M. Cooley has been a very faithful and industrious clerk and stenographer. She can handle a lot of work in a day, and this year we have employed no extra labor. In the height of the season she has done the work of two stenographers and has found time to assist the Boys' and Girls' Club department, with which we office, with clerical matters. Mrs. Cooley is now completing seven years of most faithful service.

ANNUAL REPORT
OF
FARMERS' INSTITUTES ON REDUCED COST OF PRODUCTION
1932-1933

To
E. L. Luther,
Superintendent of Farmers' Institutes

By
A. H. Cole,
Assistant Superintendent

LETTER ON TRANSMITTAL

Madison 1933

To E. L. Lather, Superintendent of Farmers' Institutes:

I herewith submit the Annual Report of the Farmers' Institutes on Reduced Cost of Production that has been directed by me for the year 1932-1933 to you to transmit to such other interested officials of the University of Wisconsin as you may see fit.

Respectfully submitted

**Assistant Superintendent of
Farmers' Institutes**

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Summary

The purpose of farmers' institutes is to induce farmers to reduce the costs of production by improved practices in farming. Also it gives him courage and a more cheerful view of life. The several departments of the College of Agriculture cooperated with this department to prevent duplication of work. County Agents and local committees arranged for conferences with this office for the purpose of building local institute organizations and to suggest subjects for the program.

The farmers' institute had two lines of work, first to assist in emergencies and second to carry out an organized state wide program of instruction. The schedule was administrated on a four-day per week schedule. Most of the institutes were held during December, January, February, March and April.

The programs were written to meet the needs of the communities to be served. The following subjects were placed upon nearly all two-day and many one-day programs:

Grow More Alfalfa
Emergency Hay and Pasture Crops
Economic Control of Bangs Disease
Better Farm Management.

The farmers' institute staff consisted of seven farmers, thirty-five specialists from the College and six others.

Institutes were conducted as follows:

	<u>Number</u>	<u>Aggregate Attendance</u>	<u>Average Attendance</u>
Regular Two-Day	63	50,997	809
One-Day	175	25,056	143
One-Session	<u>287</u>	<u>17,725</u>	<u>62</u>
	524	93,778	179

Extension Specialists worked in farmers' institutes 385 days, Institute workers 253 days.

Extension Specialists 60% of the time
Institute Workers 40% of the time

Purpose

The purpose of the Farmers' Institutes is to assist in raising the standard of living in rural Wisconsin. In order to do this the practices in agriculture must be improved to the end that the costs of production be reduced and leave the farmer a profit. The institutes aim to increase community interest and pride. To give the individual a broader outlook on life and living. Also to give the farmer, his wife and family, more faith, courage and strength to meet the present difficult problems.

The immediate purpose of the institutes is to give the farmer such information as will enable him to cut the cost of production and make a profit upon his crop.

Organization

During the summer the Assistant Superintendent wrote to County Agents, Smith-Hughes instructors, and farmers. In many cases Farmers' Institutes application blanks were sent to them. These blanks call for dates, places, subjects for program and the nomination of an institute committee. These blanks were filled out and returned to this office. From these applications the institute schedule for the year was arranged.

In the early fall the writer made an appointment for a conference with the Chairman of each department in the College of Agriculture that was interested in extension work. At the conferences the projects of each department were talked over in their relation to the institutes with a view of assisting the department. The availability of the extension specialists for work in institutes of that department was discussed. Many of the specialists were consulted and many departments discussed the matter at department meetings. In this way duplications and wastes were reduced.

Many county agents came into this office during the fall. Many others were visited by the writer. In every case Farmers' Institutes were discussed, plans were made and in many cases programs were written. Sometimes local institute committees came in with the County Agent and in counties without county agents some committees came in alone.

In November one-day conferences were held in Eau Claire and Waukesha with the farmer members of the staff. The state wide program was placed before them and administration details were discussed. From November first to April twentieth 518 institutes were conducted in all parts of the state.

THE UNIVERSITY OF WISCONSIN
Madison

College of Agriculture
Department of Farmers' Institutes
E. L. Luther, Supt.

Chairman of Local Committee

Dear Sirs:

Farmers' Institutes are directed to the improvement of farm practices for the financial benefit of the farmers, the merchants, the bankers and all other men of the communities in which they are held. They also aim to inspire, to encourage, to give confidence and faith to the farmers. Cheerfulness helps win the fight.

The first principle of institute success is organization. By an organization, I mean a group of people working together for mutual benefit. The great successes have come about by some one building a large enthusiastic, efficient organization.

A farmers' institute is not different from other organizations. An organization should be built in each community composed of many people, all of which are working for the betterment of the community. There should be no distinction between the men of the country and the men of the city. This will build a real institute.

The Farmers' Institutes department expects the community to furnish hall, heat and light free of charge for the institute. Any other expense incurred is wholly in the hands of the local committee. The department furnishes speakers free of any charge to the community. Prizes or free dinners are to be paid for by local community.

Some ways different communities make a success of their institute.

- New Glarus - Six weeks before the institute was to be held a representative of the Institutes department met with their Chamber of Commerce, the Mayor and interested farmers. 22 men were present. The Institute committee and the sub-committees were appointed. A date and place were selected for a meeting of all committees.
- East Troy - The Mayor of the city was appointed chairman of Institute committee. He called a meeting of about thirty farmers and business men. Then appointed all committees and called them together the next week.
- Waterloo - A committee of fifteen came into the Institute office and worked out all details of their institute including the program. This was done about four weeks ahead of the institute.

Last year 62 Regular two-day institutes had an aggregate average attendance of 909 or 184 per session

An institute organization may be built up in many ways. This organization could be different in each community. The following is a suggestion:

A LOCAL INSTITUTE ORGANIZATION

- A. Farmers' Institute Committee (3 to 7) members
County Agent ex-officio a member
To take charge of all local arrangements
Appoint sub-committees and fix their duties.

Sub-committees

1. Committee on Publicity (25-50)
 - To post posters
 - To publish articles in local paper
 - To write personal and circular letters
 - To put tags upon milk cans, etc.
 - To use telephone
 - To invite everybody to come to the InstituteThere should be at least one member from each school district. This should be a very active committee.
2. Committee on Contests and Prizes (3 to 5)
 - Good lively contests add zest to the meeting.
 - District school contests in evening meetings are good. Inexpensive prizes properly awarded increase the interest and good will greatly.
3. Committee on Finance (1 to 3) members
 - Collect funds
 - Pay out funds for hall, light, heat and such other expenses as ordered by institute committee.
4. Committee on Entertainment (5)
 - To furnish musical number for Institute program and furnish the evening program.
5. Committee on Refreshments
 - To arrange for noon meal each day
6. Committee on Arrangements
 - To care for hall, heat, light, ventilation and seating arrangements at the beginning of each session.

The duties of Farmers' Institutes Committee are to assign work to the sub-committees and induce them to do it.

If we can be of service in the future, please write us.

With best wishes for a large profitable institute, I am,

Yours very truly

A. E. Cole
Assistant Superintendent

No institute will be held unless a local committee is named which is interested and willing to do the work necessary to make a success of this institute.

LOCAL COMMITTEE

ADDRESS

Chairman _____

Subjects to be placed upon all institute programs.

1. The Farm Outlook for 1933
2. Home grown feeds to reduce production costs
3. Better control of quack grass and other weeds
4. Bangs disease (Contagious abortion) in dairy cows.

Local committee will write six additional subjects below which should be discussed at this institute.

- | | |
|----------|----------|
| 1. _____ | 2. _____ |
| 3. _____ | 4. _____ |
| 5. _____ | 6. _____ |

Please return this application to the Farmers' Institutes office, College of Agriculture, Madison, Wisconsin, at an early date.

SUGGESTIVE PROGRAM

First Day

- 10:15 A.M. Music - Local Talent
- 10:30 A.M. _____
- 11:10 A.M. Song - Local Talent
- 11:15 A.M. _____
- 1:15 P.M. Music - Local Talent
- 1:20 P.M. _____
- 2:00 P.M. Music - Local Talent
- 2:10 P.M. _____
- 2:50 P.M. Recreation - County Agent
- 3:00 P.M. _____

Evening Program

- 8:00 P.M. Music - Local Talent
- 8:15 P.M. Address on Agricultural Subject - Institute Conductor
- 9:00 P.M. Local program

Second Day

- 10:15 A.M. Music - Local Talent
- 10:30 A.M. _____
- 11:10 A.M. Song - Local Talent
- 11:15 A.M. _____
- 1:15 P.M. Music - Local Talent
- 1:20 P.M. _____
- 2:00 P.M. Music - Local Talent
- 2:10 P.M. _____
- 2:50 P.M. Recreation - County Agent
- 3:00 P.M. _____

Numbers by a local Glee Club or High School orchestra are always appreciated by the audience. To have the entertaining feature run through the whole institute program is an advantage.

COUNTY AGENT APPLICATION
for
ONE-DAY FARMERS' INSTITUTES

County _____

I desire One-day Farmers' Institutes for 1931-1932 as follows;

Subjects to be discussed _____

PLACE	CHAIRMAN OF LOCAL COMMITTEE	ADDRESS
1.	:	:
2.	:	:
3.	:	:
4.	:	:

I prefer to have the above institutes held during the month of _____

Subjects to be discussed _____

PLACE	CHAIRMAN OF LOCAL COMMITTEE	ADDRESS
1.	:	:
2.	:	:
3.	:	:
4.	:	:

Call for not more than eight institutes on this page.

I prefer to have the above institutes held during the month of _____

I will meet with the local committees and assist them with these institutes.

I will furnish transportation for institute workers while in the county

I understand that applications for Farmers' Institutes received before September 1, 1931, will be given first consideration and that applications for Farmers' Institutes filed after September 1, 1931, will be given only such consideration as the funds and personnel of institute force will permit.

Please send in your applications for institutes at your earliest convenience.

Write comments and suggestions on back of this sheet, not in a letter.

Date received at Institute Office _____

County Agent _____

Problem

The Farmers' Institute has two lines of work. First to meet emergency calls on special work and second to carry out an organized state wide program of extension instruction. Every year some emergency work has been done, but this year the demand was greater than usual. The severe drought in the north central part of the state left the farmers of that region without hay or grain for their animals. These farmers usually raised plenty of hay and did not know that anything else could take its place. Hay was expensive and they had little money. So the Farmers' Institute sent workers into those counties who taught the farmers to use oat feed and other substitutes for hay at a great saving to the farmers. In Marathon county alone forty-three institutes were held giving instruction upon this subject. Every town in the county was reached.

This spring the farmers in the above region planned to sow cheap feed oats, oats that contained weed seed and wild oats. Three men were put to work in Marathon, Langlade and Shawano counties for a week just before seeding to examine oats and barley for weed seed and to make arrangement with dealers to furnish cheap seed grains where necessary. County agents report that the work was well done. Very little feed grains were sown.

Other emergencies over smaller areas are taken care of in the same way. The Assistant Superintendent spent three weeks in the Government Seed Loan Office at Minneapolis examining seed loans to Wisconsin borrowers.

The organized work of the institutes carried agricultural instruction to all parts of the state. Local farmer committees, civic clubs, county agents and farmers requested institutes. An application blank was then sent to the applicant to be filled out and

returned. This application blank required a number of farmer signers who promise to support the institute, offer suggestions for program, and nominated a committee of active efficient men who were willing to give their time to organizing and running their institute. Often the county agent, or a representative of this office, met with the local committee to help build the organization.

With the suggestions at hand, and knowledge of the limitations due to workers available the programs were written. The workers and local committee received a copy of program two weeks before the institute was held.

Much traveling was necessary and the workers were in great demand so the institutes were organized upon a state wide basis. The unit of time was Tuesday, Wednesday, Thursday and Friday of each week. Mondays and Saturdays are not good days for institutes. Each institute crew spent a week in a single county, or divided with a nearby county which did not increase the expense. An institute was given to a community when a county agent or the institute representative believed it needed one.

Each county in the state should have at least one large two-day institute each year. This should be the largest and most interesting agricultural meeting held in the county. It should turn the attention of every one in the county, city and country to the importance of agriculture and make the farmer proud of his business. The business men of these smaller cities should be made to realize in a pleasant way their dependence on the farmers prosperity, also the value to the community of a good wholesome spirit of cooperation among all of its parts. Such institutes were held at Horicon, Portage, Monticello, Baraboo, Shawano, Hixton and many other places this year.

The Schedule

Application blanks were sent to county agents and farmers. These blanks were filled out and returned during the summer. Many communities were visited. Letters were sent out early in the fall to those who had made no reply. During the summer and fall articles were run in the newspapers asking those who wished an institute during the winter to write to the Institute department. These applications were studied with special attention to dates and subjects requested.

The institutes were scheduled upon a four day week basis. Farmer workers were employed as nearly continuously as possible. The subjects called for in the program, the workers available and the dates requested and nearness to other institutes are determining factors in making up the institute schedule for the winter. A few institutes were conducted before Christmas, but most of them were conducted during January, February, March and April. As high as eleven institutes were run at the same time with as many crews. The institutes conducted in southern Wisconsin were held before the middle of March, but institutes in the north continued until nearly the first of May.

Following is the schedule for the winter of 1932-33.

	Columbia	Marquette	Waukesha	Richland	Douglas	LaCrosse	Ozaukee	Fond du Lac	Vernon	Barron	
Feb.	McDonald Swartz Hatch McNeel	Imig Swartz Zeasman	Combs Hayes Blank Hall	Onstad Cole	Brill Trenk	Lacey	Delwiche	Kuehner Larson	Chapman	Ristow Briggs	
14-15	Fall River	Briggsville	Muskego	Rockbridge	Gordon						
16-17	Portage	Packwaukee	Mukwonago	West Lima	Four Corners						
	Columbia	Green	Douglas	Bayfield	La Crosse	Vernon	Milwaukee	Barron	Waukesha	Fond du Lac	Green I
Feb.	Hibbard Bewick Larson Wright	Graber Hibbard Mortimer Hart	Brill Trenk	Hall	Ristow	Chapman	Briggs Annin Morris	Imig Delwiche	Briggs	Hayes	Swartz Beach
21-22			Patzau-Foxboro								
23-24	WisconsinDells	Brooklyn	Maple								
	Dodge	Sheboygan	Marquette	La Crosse	Portage	Dane	Lafayette				
Feb.	Hall Swartz Briggs Pres. Frank	Briggs Swartz Halpin Hall	Ristow	Imig	Kolb	Larson	Briggs				
28-1		Plymouth									
2-3	Horicon										
	Jackson	Douglas	Ashland	Portage	Grant	Fond du Lac	Lafayette	Sheboygan	Waushara	Richland	
Feb.	Imig Beach Schaars Hixton	Musbach	Delwiche	Brill Hall	Briggs Beach	Kolb	Swartz	Zeasman	Larson	Cole	
7-8											
9-10											
	Jefferson	Shawano	Door	Lafayette	Portage	Sheboygan	Kenosha	Kewaunee			
Feb.	Graber Beach Zeasman Bohstedt	Imig Kolb	Hall Larson	Cramer Zeasman Chapman	Briggs	Brill	Wright	Vaughan			
14-15											
16-17	Waterloo	Shawano Bear Creek									
	Bayfield	Price	Langlade	Buffalo	Brown						
Feb.	Hall	Wright	Kolb	Briggs	Swartz Vaughan						
21-22											
23-24											
	Marathon	Shawano	Burnett	Langlade	Marinette	Douglas					
Feb.	Holden	Imig	Onstad Briggs	Kolb	Chapman	Musbach McDonald					
28-29			Grantsburg			Dairyland					
30-31			Webster			Poplar					
	Jackson	Oneida		Price		Ashland		Forest			
Apr.	Kolb Briggs Hall	Kuehner		Nriggs		Briggs		Briggs			
4-5	Black River F.	Apr. 11-12		Apr. 11-12		Apr. 18-19		May 3		Briggs	
6-7		13-14		13-14		20-21				Nelma	

Personnel

The farmer members of the Institutes staff were selected upon the following basis:

- (a) Has he been a successful farmer?
- (b) Has he taken part in community enterprises?
- (c) Has he the respect of his neighbors?
- (d) Does his place look neat and orderly?
- (e) Can he tell other farmers what he has done in such a way that he will have their confidence.

Walter C. Brill, Oostburg, Wisconsin

Mr. Brill has been a farmer in the Oostburg community all his life. He has a wife and family. He is not only a student of books but also of the happenings on his farm. He has the ability to put to practice what he reads and also to tell other farmers what he has done on his farm that is successful. He is an interested student in state and national affairs.

He has been Town Clerk, Secretary of the local American Society of Equity, Secretary of the Cooperative Cheese Factory, Vice-President of National Cheese Producers' Association, member of County Holstein Breeders Association and a life member of the Holstein-Friesian Association of America.

C. H. Imig, Junction City, Wisconsin

Mr. Imig spent his boyhood days in Jefferson county. He graduated from Whitewater Normal School and taught school for a few years. He then purchased a farm near Waupaca which he farmed for twelve years. He then sold his farm and purchased a 200 acre farm near Rudolph which he has farmed for the last nineteen years.

He has been Chairman of his town, School Clerk, Secretary of cooperative creamery association, president of Central Wisconsin Holstein Association and is now president of a Cooperative Creamery Association.

His soil is Colby silt loam. He has used six cars of ground limestone and large quantities of commercial fertilizers. His crops consists of alfalfa, Golden Glow corn, Wisconsin No. 7 oats, Wisconsin No. 38 barley. He has a herd of eighteen cows which averaged 437 pounds of butterfat.

His farm has been limed and treated with commercial fertilizers. The manure is well cared for and placed upon his soil. He raises alfalfa, corn, potatoes and some small grain. He keeps a herd of eighteen cows and two thousand white leghorn chickens.

His place is neat, well kept and a credit to himself and his community. He has a pleasing personality and delivers talks that are full of timely sound information and inspires confidence in his listeners. Farmers follow his directions. They know that he talks from his own experience.

Roy McDonald, Menomonie, Wisconsin

Mr. McDonald of Menomonie, Dunn county, is a man who has made the most of his opportunities in his rise to success.

He was born and raised on a farm in Dunn county. From the rural school he attended the Dunn County School of Agriculture and graduated from that school, as well as from the teachers' training school. He taught in the rural schools of Dunn County and agriculture in the high school at Van Alstyne, Texas. He took a business course at Superior, Wisconsin, and the Short Course at the Wisconsin College of Agriculture.

He managed his father's farm for seven years and built a profitable seed business. Then he went farming for himself and now

operates a good farm in Dunn county which he has made successful by enlarging his poultry line.

He finds time for activity in local agricultural organizations, and also in selling thousands of tons of lime and handling live stock.

He has been a conductor of farmers' institutes for ten or twelve years and is well liked.

Otto Onstad, Cambridge, Wisconsin

Mr. Onstad spent his life upon a farm near Cambridge. He went to country school, Albion Academy and Lutheran School at Decorah, Iowa. Taught school six years. Took over his father's homestead in 1898 and has farmed it ever since.

He organized and was the Secretary-Manager of Prairie Queen Cooperative Creamery in 1895, organized Farmers Local Telephone Co., served eight years as Town Clerk, four years as Town Chairman, Member of Assembly 1909-13, Superintendent of Public Property, State Capitol, 1914. Organized and was an officer in Cambridge cow testing association. Took active part in organizing Northern Wisconsin Cooperative Tobacco Pool and is serving seventh year as a director of the same.

Mr. Onstad is an effective institute conductor. Especially is this true of the southern part of the state.

Charles S. Ristow, Black River Falls, Wisconsin

Mr. Ristow is a man of large experience. He has run a meat market, a feed mill and shipped livestock. President of North Bend Creamery Co., member of County Board, President of Black River Falls Cooperative Creamery Company, President of Jackson County Farm Bureau, President of Farmers' Cooperative Packing Plant at La Crosse and President of Jackson county fair for 15 years.

He purchased and moved upon a farm in 1907, which he has farmed ever since. He practices modern methods of farming. He has won the following prizes: Silver cup, Jackson County Bank, on best 10 ears of corn, Gold Medal, Corn Show at St. Paul, Silver cup Panama Pacific International Exposition on corn.

He has a very fine herd of Guernsey cattle and has produced some very outstanding animals of the breed.

Mr. Ristow is a very pleasing and convincing speaker. He tells of his own experience and observations in such a way that his listeners go home and try what he has told them to their great advantage.

Peter C. Swartz, Waukesha, Wisconsin

Mr. Swartz is one of the outstanding farmers of Waukesha. He has a national reputation as a grower of alfalfa.

His academic training went as far as the first two years in Carrol College. Since 1909 he has spent a week or more at College of Agriculture every year hunting answers to questions that have come to him while farming during the year.

He and his brother operate a 253 acre farm about four miles out of Waukesha. Modern machinery, ground limestone, commercial fertilizers, apples, alfalfa and Karakul sheep tell the story of Mr. Swartz' success.

He has been President of the Alfalfa order and Treasurer of the Wisconsin Experimental Association, Director of Waukesha Farm Bureau, Director of Farmers' Bank, Waukesha, and Clerk of his School District.

His alfalfa and grains have won many prizes in Wisconsin.

Specialists

The departments of Soils, Agronomy, Horticulture, Animal Husbandry, Dairy Industry, 4-H Club Work, Agricultural Chemistry, Poultry, Economics, Veterinary Science, Plant Pathology, Agricultural Engineering, cooperated with the department of Farmers' Institutes. Their hearty cooperation was greatly appreciated. This enabled the institutes to give the farmer patrons the best and most up-to-date information and avoided duplication. This interested special groups, such as poultry men, potato men, etc.

Every specialist worked on the institutes pleasantly and efficiently.

Professor I. F. Hall's work in farm management has increased greatly in popularity. A few years ago there were no calls for his work. This year he worked in institutes the last three months, and more of his time could have been used very profitably if it had been available.

Professor G. M. Briggs is an outstanding institute man. There are more calls for his service than can be met though he worked December, January, February, March and three weeks in April for the institutes. He is always wanted again. He is a good repeater and very popular with both farmers and county agents. His work is very effective.

Program

A large problem in writing a program for an institute is to find out just what is needed in that community. The type of soil, the breed of cattle and the common farm practices for a term of years, also the farmers interests are some of things to be considered. The following subjects:

"Grow More Alfalfa"

"Emergency Hay and Pasture Crops"

"Economic Control of Bangs Disease"

"Better Farm Management"

were placed in nearly all institute programs. The county agent, where there is one, is consulted and in many cases the local committee members are interviewed. Many times the Assistant Superintendent with the County Agent sits down with the local committee and talks over the whole subject. This is done in some cases by the County Agent and Assistant Superintendent going to the community, and sometimes the committee and the County Agent coming to the institute office in Madison. In some cases the program is arranged by mail. A tentative program is sent to the County Agent. He talks it over with the local committee and they return it with suggestions. Then the program is written for the institute. The program is determined by the local needs, the statewide program and the man available.

In most cases the County Agent comes into the office during the annual conference in October and the general lines of the program in his county are worked out and agreed upon.

1932-1933

List of Institute Workers

W. C. Brill

A. H. Cole

C. H. Imig

R. A. Kolb

E. L. Luther

Roy McDonald

Otto Onstad

C. S. Ristow

P. C. Swartz

College Specialists

G. E. Annin

B. A. Beach

L. M. Blank

G. Bohstedt

J. W. Brann

G. M. Briggs

C. J. Chapman

A. O. Collentine

O. B. Combs

A. J. Cramer

E. J. Delwiche

J. M. Fargo

L. F. Graber

I. P. Hall

J. G. Halpin

R. T. Harris

E. B. Hart

J. B. Hayes

B. H. Hibbard

E. D. Holden

C. L. Kuehner

J. B. Lacey

W. McNeel

J. G. Milward

R. A. Moore

N. A. Morris

G. B. Mortimer

F. L. Musbach

I. W. Rupel

M. A. Schaars

H. T. Sondergaard

F. B. Trenk

R. E. Vaughan

A. H. Wright

O. R. Zeasman

Others

Dean C. L. Christensen

H. G. Frost

K. L. Hatch

Dr. V. S. Larson

C. W. McDonald

PROGRAM TWO-DAY FARMERS' INSTITUTE
MARKESAN
THURSDAY - JANUARY 12, 1933

A.M.

- 10:00 How to fill the hay mow - Mr. McDonald
11:00 What does it cost to grow a pullett? - Mr. Annin
12:00 Free lunch served by Markesan Businessmen

P.M.

- 1:30 Swine and sheep troubles - how to
avoid them - Mr. Carew
2:15 Six months' pasture - Mr. McDonald
3:00 Have the hens pay the taxes - Mr. Annin

FRIDAY - JANUARY 13

A.M.

- 10:00 More grain from the same acres - Mr. McDonald
11:00 Care and use of farm manures - Mr. Chapman
12:00 Free lunch served by Markesan Businessmen

P.M.

- 1:30 Some adjustments in the farm business - Mr. Carew
2:00 Insurance against drouth - alfalfa - Mr. McDonald
2:45 Music - Markesan High
School
3:00 Cheap Protein from fertilized pastures - Mr. Chapman
3:45 Service in materials

A. D. Carew, Chairman, Green Lake
Roy McDonald, Menomonie
G. E. Annin, Madison
C. J. Chapman, Madison

ONE-DAY FARMERS' INSTITUTE PROGRAM

WAUKESHA COUNTY

Dousman ----- Tuesday, January 24
North Lake ----- Wednesday, January 25
Eagle ----- Thursday, January 26
Sussex ----- Friday, January 27 .

A.M.

10:15 Quack Grass troubles - Mr. Thomas
11:15 No. 38 barley for brewers - Mr. Wright

NOON

P.M.

1:15 1933 Farm outlook - Mr. Thomas
1:45 How to cut feed costs
By growing alfalfa, soy beans,
emergency hay crops - Mr. Wright
2:45 Entertainment - Local Talent
3:10 Pasture throughout the
grazing season - Mr. Thomas
3:30 Seed production as a
cash crop - Mr. Wright
3:45 ADJOURNMENT

J. F. Thomas, Chairman, Waukesha
A. H. Wright, Madison

Reports

The following report blank was furnished to every institute worker. This blank was to be filled out at the close of each institute. These reports were sent to the office with the travel expense accounts. The expense account was audited only upon the receipt of the report. This kept the office informed of the success of each institute.

FARMERS' INSTITUTE REPORT
1932--1933

County _____

The report of the worker is our justification for expense incurred. The audit of the expense account will await the report.

Check one (Single Session _____
(One-Day _____
(Two-Day _____

Attendance:

Place	Date	Time	Men	Women	Total
:	:	:	:	:	:
:	:	:	:	:	:
:	:	:	:	:	:
:	:	:	:	:	:
:	:	:	:	:	:
:	:	:	:	:	:
:	:	:	:	:	:
:	:	:	:	:	:

1. What cooperative marketing discussed? _____
2. Did institute start on time? _____
3. Did you have 45 minutes to present each of your subjects? _____
4. How much of the above time was given to questions? _____
5. Number of bulletins distributed - use figures _____
6. Leaders in this community

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
1. _____	_____	4. _____	_____
2. _____	_____	5. _____	_____
3. _____	_____	6. _____	_____

7. Comments: _____

(Signed) _____

Results

The ultimate effect of an institute upon the agricultural practices the community was not easy to estimate. It is hard for the farmer himself to tell where and when he received the inspiration and information that caused him to make the change. In some cases, however, it is easy; he went after certain information received it and used it, as:

"I planned to build a new poultry house, but after hearing Mr. Annin at the Baraboo Institute I followed his directions and built over my old one and saved \$250". So said Mr. Gus Platt of Baraboo.

However, in many cases, due to crop rotation, lack of money, lack of help or some other reason, the farmer does not use the information for 3 or 4 years. As Mr. Fred Burgess says "Those cows are eating on a rye pasture because I heard how good it was at an institute in Brooklyn a year ago last winter". William Hahn of Reedsburg says, "I learned how to sow alfalfa properly, but the greatest thing I got this year was how to sow rye, soy beans, Sudan grass for an all summer pasture". Verne Ellis of Brooklyn says "We all went to the institute and had a good time. Even the hired men went. My man went both days. You sure have filled this country with soy beans for pasture and hay. What you gave me on chickens is worth more to me than what the whole institute cost". Peter Doyle of Portage says that the greatest thing the institute did here was to get the farmers out and give them something to think about. For the last two years the social side has been very important part of the institute.

The effectiveness of the farmers' institutes was best shown in an extensive investigation made by Wilson and Clark in 1926 under the direction of U. S. Department of Agriculture. The purpose

of this work was determined the most effective methods of extension work. The project used was increased acreage of alfalfa. The results were published in Bulletin 387, "Make Extension Work More Effective" of this station. The following quotation is from Page 18, "About two-thirds of all the alfalfa growers attended institutes where alfalfa growing was discussed, and read alfalfa news stories prepared by extension workers for local or state papers. That meetings, particularly farmers' institutes, are recognized by farmers to be an effective extension activity. Three out of every four growers who attended an alfalfa institute gave credit to it for influencing them in growing alfalfa."

STATISTICAL REPORT

On

FARMERS' INSTITUTES

For the

YEAR 1932-1933

Cooperative Institute Statistical Report

Major Cooperative Institutes

Consolidated Badger Cooperative

Benduel	148	
Shawano	155	
Birnamwood	173	
Tigerton	<u>198</u>	674

Pure Milk Association

Bloomfield Town Hall	207	
Beloit	644	
Salem	<u>324</u>	1,175

The Equity Live Stock Sales Association

Denmark	180	
Mattoon	125	
Merrill	<u>450</u>	755

The Wisconsin Potato Growers' Exchange

Hawkins	173	
Ojibwa	61	
Argonne	145	
Wabeno	152	
Butternut	216	
Glen Flora	<u>185</u>	932

Winter Dairying-Foreign Cheese

Juda	<u>224</u>	224
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Southern Wisconsin Creameries Association

Stoughton	<u>184</u>	184
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Cooperative Study Institutes

Colfax	76	
Baldwin	269	
Durand	51	
Herbert	143	
Elmwood	197	
Larson	35	
Francis Creek	680	
Antigo	565	
Ashland	<u>64</u>	2,080

Cheese-factory Consolidation Institutes

Abbotsford	159	
Halder	<u>100</u>	<u>259</u>

Number of Major Cooperative Institutes 29
Aggregate Attendance 6,283

One-Day Cooperative Institutes

Potatoes Marketing Institutes

Pembine	39	
Goodman	106	
Phillips	<u>165</u>	310

Cooperative Study Institutes

Glidden	75 Milk	
Mellen	<u>49</u>	124

Pure Milk Products Cooperative

Middleton	134	
Clintonville	181	
New London	96	
Adell	217	
Whitewater	185	
Elkhorn	15 Fierce storm	
Walworth	15 " "	
Junction City	150	
Merrill	275	
Tomahawk	40	
Stanley	<u>110</u>	1,418

Milwaukee Truck Growers' Association

Milwaukee	44	
Milwaukee	<u>44</u>	88

Meat Cutting Institutes with Trade and Consumers

Wausau	445	
Wisconsin Rapids	500	
Manitowoc	750	
Sheboygan	385	
Waukesha	186	
Janesville	266	
Boscobel	110	
Madison	470	
La Crosse	235	
Green Bay	270	
Marinette	<u>500</u>	3,917

Meat Cutting Institutes with Farmers

Oshkosh	135	
Wyocena	<u>235</u>	370

Miscellaneous Cooperative Institutes

Arkansas	<u>175</u>	175
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Number of One-Day Cooperative Institutes 32
Aggregate Attendance 6,402

One-Session Cooperative Institutes

Meat Cutting Institutes with Trade and Consumers (Lacey)

Whitewater	300
Ft. Atkinson	250
Mindora	125
La Crosse	85
Verona	110
Number	5
Attendance	870

Meat Cutting Institutes with Farmers (Lacey)

Wiota	62
Elk Grove	35
Darlington	35
Lancaster	225
Fenimore	45
Louisburg	105
Platteville	175
Bloomington	260
Number	8
Attendance	942

Total Meat Cutting 13

Total Attendance 1,812

870

One-Session Cooperative Institutes on Horses (Fuller)

Medford	50	Jefferson	400
Janesville	20	Ithaca	350
Platteville	75	Gillingham	400
Juneau	9	Darlington	300
Darlington	4	Madison	125
Virequa	350	Whitewater	75
Darlington	250	Markesan	150
Lancaster	150	Yuba	85
Lodi	300	Oregon	250
Racine	400	Clinton	156
Union Grove	600		

Number 21

Attendance 4,499

Miscellaneous One-Session Cooperative Institutes

Monroe, (Foreign Cheese) (Luther)	15
Genoa City, (Pure Milk Ass'n.) (Luther)	5
Beloit, (Pure Milk Ass'n.) (Luther)	7
Albany, (General Marketing) (Luther)	45
Juda, (Foreign Cheese) (Luther)	14
Milwaukee, (Truck Growers Ass'n.) (Schaars)	25
Elk Mound, (Farmers Union) (Bakken)	200
Arcadia, (Cooperative Creamery) (Spreiter)	500
Trimbell, (Outlook)	90
Rock Elm, (Outlook)	165

Number 10

Attendance 1,064

Statistics on Field Work by Sondergaard

Creamery Field Work	Samples	Farms	Days	Patrons	Aggregate PATRONS
July 14-15-16 Fairchild Cheese Fact. Intake, testing	:	:	3	37	111
21-22-23 Hillside Cr. Intake - butter comp.	:	:	3	95	279
25-26-27 Rio Cr. Intake-butter comp.	:	:	3	230	690
28-29 Marshall Cr. Intake-butter comp.	:	:	2	210	420
30 Scored butter at Dairy Building	40	:	:	:	:

Aug. 1- 2- 3 Springfield Cr. Intake- butter comp.	:	:	3	84	252
4- 5 Mt. Horeb Cr. Intake- butter comp.	:	:	2	102	204
8-10 Stoughton Cr. Intake- butter comp.	:	:	2	100	200
11-12 Albion Cr. Intake-butter comp.	:	:	2	145	290
15-16 Jefferson Cr. Intake - butter comp.	:	:	2	140	280
18-19 Koshkonong Cr. Intake - butter comp.	:	:	2	65	130
22-23-24 State Fair(Scored butter	98	:	:	:	:
26 Scored butter at Dairy Building	32	:	:	:	:

Sept. 10 Hillside Cr. Called on patrons 11, 21, 20, 21, 22	:	93	:	:	:
12-13-14 Utica Cr. Intake-butter comp.	:	:	3	95	285
19 Utica Cr. Called on patrons:	:	20	:	:	:
21 Eau Claire Buttermakers Ass'n. Scored butter	40	:	:	:	:

Creamery Field Work (Cont'd.)	Samples	Farms	Days	Patrons	Aggregate Patrons
May	:	:	:	:	:
1- 2 River Falls Cr. Intake - butter comp.	:	:	2	506	1012
May 3- June 7 River Falls Cr. Called on	:	506	:	:	:
8- 9 River Falls Cr. Intake - butter comp.	:	:	2	:	1012

June - Anticipated data	:	:	:	:	:
14-15 Green Lake Cr. Intake - butter comp.	:	:	2	275	550
16-28 Green Lake Cr. Call on	:	275	:	:	:
29-30 Green Lake Cr. Intake - butter comp.	:	:	2	:	550

Summary of Field Work

Totals: Butter samples scored for creameries	362
Farms visited in quality improvement	1,240
Days spent in creameries	79
Patrons served	4,595
Aggregate patrons served	12,785

Summary of Cooperative Institutes

	<u>Number</u>	<u>Aggregate Attendance</u>
Major Cooperative Institutes	29	6,283
One-Day Cooperative Institutes	32	6,402
One-Session Cooperative Institutes	<u>65</u>	<u>9,126</u>
Total Cooperative Institutes	126	21,811

Field Work

Totals: Butter samples scored for creameries	362
Farms visited in quality improvement	1,240
Days spent in creameries	79
Patrons served	4,595
Aggregate patrons served	12,785

LISTS
OF
FARMERS' INSTITUTES
GIVING COUNTY, PLACE AND ATTENDANCE
BY
SESSION

REGULAR TWO-DAY FARMERS' INSTITUTES
1932-1933

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
Abbotsford	40	70		55	80		245
Algoma	36	51		41	62		190
Allenville	27	53		16	42		138
Baraboo	250	385		260	400		1,295
Bashaw Valley-) Grantsburg)	48	96	103	190	240	500	1,177
Bear Creek	50	100	500	80	200		930
Berlin	75	150		80	175		480
Black Creek	40	55	150	35	50	125	455
Black River Falls 1		7		15	25		48
Briggsville	50	125	500	70	150		895
Brodhead	200	500	800	200	500		2,200
Brooklyn	136	278	350	148	286		1,198
Cedar Grove	24	35		12	40		111
Chippewa Falls	15	25		18	20		78
Clinton	250	400		200	295		1,145
Cochrane	35	70	175	65	75		420
Coon Valley	87	150	375	125	150		887
Dairyland	50	60		40	45		195
Durand		20		10	30		60
Elo	21	27		38	62		172
Evansville	250	200		100	200		750
Eureka	3	6		4	10		23
Fall River	50	225	1,200	225	310	700	2,710
Four Corners	52	65		35	45		197
Gilman		125	150	30	30		335
Genoa	62	88	200	60	115		525
	<u>1,852</u>	<u>3,366</u>	<u>4,503</u>	<u>2,152</u>	<u>3,661</u>	<u>1,325</u>	<u>16,859</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	1,852	3,366	4,503	2,152	3,661	1,325	16,859
Gordon	8	130		10	175		323
Hixton	200	250	300	250	300		1,300
Horicon	400	500	11	700	1,000		2,611
Hortonville	75	125	570	150	225		1,145
Howards Grove (1st day cancelled 30° below zero)				12	31		43
Kewaunee	30	42		25	45		142
Lodi	275	400	700	300	300	600	2,575
Luxemburg	47	45		Blizzard			92
Maple	65	130		80	225		500
Maribel (Called off on account of severe weather)							
Markesan	90	150		90	200		530
Montello	75	100	250	35	75		535
Monticello	150	400	200	100	400		1,850
Mukwonago	50	125		45	160		380
Muskego	35	125		100	150		410
Nelma (Called off on account of bad roads)							
Ontario	60	100	175	75	125		535
Orihala	30	20		35	20		105
Packwaukee-) Neshkoro)	65	150		150	150		515
Patsau-Foxboro	7	45		24	38		144
Pepin (Called off on account of severe weather)							
Plymouth	100	135		50	100		385
Poplar-Wentworth	30	78		33	73		214
Portage	300	500	2,300	400	575	1,400	5,475
Randolph	150	320	750	250	400	600	2,470
Redmound	44	60	125	40	50		319
Reedsburg	<u>200</u>	<u>250</u>	<u>150</u>	<u>225</u>	<u>385</u>		<u>1,210</u>
	4,338	7,546	10,634	5,331	8,893	3,925	40,667

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>
FORWARDED	4,338	7,546	10,634	5,331	8,893	3,925	40,667
Rockbridge	20	98	300	30	110		558
School Hill	32	45	Snowbound		25		102
Shawano	210	300	800	200	300		1,810
Stetsonville	16	36		26	46		124
Tell	14	34		35	45		128
Valley	54	105		70	125		354
Waterloo	100	300	700	187	600		1,887
Webster	90	200	450	90	120		950
Westby	50	80		115	140		385
West Lima	17	74	400	20	90		601
Wisconsin Dells	125	300	600	160	350	475	2,010
West Salem	150	250		200	500		1,100
York	<u>29</u>	<u>25</u>	<u>150</u>	<u>50</u>	<u>67</u>		<u>321</u>
	5,245	9,393	14,034	6,514	11,411	4,400	50,997

Number of Regular Two-Day Institutes	63
Aggregate Attendance	50,997
Average Attendance	809

ONE-DAY FARMERS' INSTITUTES
1932-1933

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
<u>Adams county</u>					
Richfield	12	15		27	
Quincy	7	13		20	
New Haven	20	56		<u>76</u>	123
<u>Ashland county</u>					
Cozy Valley	15	20		35	
Midway	15	20		35	
Sanborn	15	25		<u>40</u>	110
<u>Barron county</u>					
Almena	40	75		115	
Barronett	5	15		20	
Constock	30	60		90	
Cumberland	10	10		20	
Dallas	28	52		80	
Hillsdale	15	25		40	
Prairie Farm		37		37	
Reeve	102	120		222	
Rice Lake	30	70		100	
Turtle Lake	60	180		<u>240</u>	964
<u>Bayfield county</u>					
Cornucopia	15	20		35	
Drummond	20	22		42	
Herbster	22	60		82	
Mason	50	60		110	
Moquah	100	100		200	
Port Wing	<u>20</u>	<u>25</u>		<u>45</u>	<u>514</u>
	631	1,080		1,711	1,711

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	631	1,080		1,711	1,711
<u>Brown county</u>					
Green Bay		117	156	273	
Brown		40		40	
Marnette		135	350	485	
Morrison	150	175		325	
Suamico	300	350		<u>650</u>	1,773
<u>Buffalo county</u>					
Mendota		55	150	<u>205</u>	205
<u>Burnett county</u>					
Trade Lake	100	120	170	<u>390</u>	390
<u>Clark county</u>					
Chili	55	92		147	
Clark	40	75	40	155	
Neillsville	3	26		29	
Thorp	78	100	60	<u>238</u>	569
<u>Columbia county</u>					
Wyocena	75	100		<u>175</u>	175
<u>Dane county</u>					
Mazomanie	71	145		216	
Mt. Horeb	100	250		<u>350</u>	566
<u>Door county</u>					
Forestville	75	77		152	
Jacksonport	65	110		175	
Liberty Grove	66			66	
Sister Bay	75	100		175	
Sturgeon Bay	<u>80</u>	<u>140</u>		<u>220</u>	<u>786</u>
	1,964	3,147	926	6,177	6,177

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	1,964	3,147	926	6,177	6,177
<u>Douglas county</u>					
Chaffee Sch.House	21	32		53	
Solon Springs	22	65	80	<u>167</u>	220
<u>Dunn county</u>					
1st meeting				122	
2nd meeting				141	
3rd meeting				<u>104</u>	367
<u>Fond du Lac county</u>					
Brandon	90	90		180	
Campbellsport				370	
Dotyville	140	115		255	
Fairwater				700	
Lamartine	60	90		150	
Lomira				240	
Mt. Calvary				140	
Oakfield				430	
Ripon	75	50		125	
Rosendale				365	
St. Cloud				162	
Van Dyne				<u>165</u>	3,282
<u>Grant county</u>					
Blue River	135	160		295	
Cuba City	200	543	400	1,143	
Woodman	<u>54</u>	<u>64</u>	<u> </u>	<u>118</u>	<u>1,556</u>
	2,761	4,356	1,406	11,602	11,602

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	2,761	4,356	1,406	11,602	11,602
<u>Green Lake county</u>					
Dalton	3	26		29	
Green Lake	35	75		110	
Kingston	60	75		135	
Princeton	60	60		<u>120</u>	394
<u>Kenosha county</u>					
Somers	40	20		<u>60</u>	60
<u>Kewaunee county</u>					
Casco	25	45		70	
Kewaunee (Storm)				<u> </u>	70
<u>La Crosse county</u>					
Barr's Mills	6	40		46	
Bangor	40	110		150	
Burns Hall		18	160	178	
Chipmonk Coulee	9	26		35	
La Crosse		45	185	230	
Middle Ridge	13	20		33	
Mindero	22	120		142	
Mormon Coulee	30	40		70	
Viola		35	45	<u>80</u>	964
<u>Lafayette county</u>					
Belmont	40	100		140	
Darlington	80	140		220	
Gratiot		250	400	650	
New Diggings		45	250	295	
Shullsburg	25	125		150	
South Wayne		40	65	105	
Woodford		36	105	<u>141</u>	<u>1,701</u>
	<u>3,249</u>	<u>5,847</u>	<u>2,616</u>	<u>14,791</u>	<u>14,791</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	3,249	5,947	2,616	14,791	14,791
<u>Manitowoc county</u>					
Kiel	115	225		340	
Maribel	20	35		55	
Wishicot	120	260		380	
Reedsville	98	220		318	
Valders	125	225		<u>350</u>	1,443
<u>Marathon county</u>					
Colby				50	
Dorchester				25	
Spencer				40	
Wittenburg				<u>85</u>	200
<u>Marinette county</u>					
Amberg	40	65		105	
Porterfield	30	35		<u>65</u>	170
<u>Marquette county</u>					
Endeavor		1,000		1,000	
Marquette				119	
Moundville	40	80		120	
Oxford	30	45		75	
Westfield	100	150		<u>250</u>	1,564
<u>Milwaukee county</u>					
Brown Deer	65	110		175	
Hales Corners	45	80	225	350	
Hickory Grove	102	200		302	
Stargard	19	35		54	
Willow Ridge	<u>45</u>	<u>85</u>		<u>130</u>	<u>1,011</u>
	4,243	8,697	2,841	19,179	19,179

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	4,243	8,697	2,841	19,179	19,179
<u>Outagamie county</u>					
Appleton	15	40		55	
Appleton			450	450	
Outagamie		142		<u>142</u>	647
<u>Ousaukee county</u>					
Belgium	5	32		37	
Belgium	25	55		80	
Cedarburg	23	61		84	
Cedarburg	20	25		45	
Sievers Corners	15	28		43	
Waubesa	22	50		<u>72</u>	361
<u>Pierce county</u>					
Plum City		25	35	60	
River Falls		28	30	58	
Rock Elm		20	29	49	
Spring Valley	14	25		<u>39</u>	206
<u>Polk county</u>					
Osceola		25	12	37	
Milton		40	15	55	
St. Croix Falls		40	3	<u>43</u>	135
<u>Portage county</u>					
Amherst	14	36		50	
Amherst	65	130		195	
Amherst	90	120		210	
Blair	25	60		85	
Isherwood		35	55	90	
Grant		20	30	50	
Junction City	110	150		260	
Junction City	80	125		205	
Rosholt	80	150	130	360	
Rosholt	<u>80</u>	<u>155</u>		<u>235</u>	1,740
	4,926	10,314	3,630	22,268	22,268

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	4,926	10,314	3,630	22,268	22,268
<u>Racine county</u>					
English Settlement Church	10	20		<u>30</u>	30
<u>Rock county</u>					
Aven (Cancelled)					
Milton	30			30	
Shopiere (Snowbound)				<u> </u>	30
<u>Rusk county</u>					
Bruce	4	8		12	
Conrath	2	10		12	
Hawkins	4	9		13	
Tony	6	14		<u>20</u>	57
<u>Shawano county</u>					
Angelica		60	95	155	
Bowler		25	14	39	
Bowler	60	60		120	
Caroline	50	65		115	
Leopolis		32	40	<u>72</u>	501
<u>St. Croix county</u>					
Baldwin	35	95		130	
Baldwin		32		32	
Baldwin		70		70	
Glenwood City		27		27	
Hammond		15		15	
Hudson		40		40	
Roberts		50		50	
Wilson		15		15	
Woodville		<u>12</u>		<u>12</u>	
	<u>5,127</u>	<u>11,973</u>	<u>3,779</u>	<u>23,277</u>	<u>23,277</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	5,127	11,973	3,779	23,277	23,277
<u>Sheboygan county</u>					
Plymouth		85		<u>85</u>	85
<u>Vernon county</u>					
Elk Run	28	32		60	
Hillsboro	80	160		240	
Johnny Cake	62	110		172	
Hewry	55	65		120	
Readstown	11	19		30	
Retreat	31	48		79	
Stoddard	60	75		135	
Yuba	6	28		<u>34</u>	870
<u>Vilas county</u>					
Conover	50	60		110	
Eagle River	50	45		95	
Phelps	12	15		27	
Woodruff	12	25		<u>37</u>	269
<u>Waukesha county</u>					
Dousman	12	35		47	
Eagle	35	60		95	
Menomonee Falls	10	25		35	
Merton	8	25		33	
North Lake	5	40		45	
North Prairie	16	34		50	
Oconomowoc	45	100		145	
Sussex	<u>40</u>	<u>65</u>		<u>105</u>	
	5,755	12,124	3,779	25,056	25,056
Number of One-Day Farmers' Institutes				175	
Aggregate Attendance				25,056	
Average				143	

ONE-SESSION FARMERS' INSTITUTES
1932-1933

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
<u>Adams county</u>					
1st meeting		9		9	
2nd meeting		60		60	
3rd meeting		66		66	
4th meeting		20		20	
Monroe Center		16		<u>16</u>	171
<u>Ashland county</u>					
Ashland		200		200	
Butternut	18			18	
Marengo		8		8	
Mellen			25	25	
Odanah		65		<u>65</u>	316
<u>Barron county</u>					
Brill		15		15	
Canton		44		44	
St. Croix Falls		85		<u>85</u>	144
<u>Bayfield county</u>					
Ashland Junction		220		220	
Bayfield		65		65	
Cable		110		110	
Grandview		45		45	
Oulu		<u>95</u>		<u>95</u>	<u>535</u>
	<u>18</u>	<u>1,123</u>	<u>25</u>	<u>1,166</u>	<u>1,166</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	18	1,123	25	1,166	1,166
<u>Brown county</u>					
Denmark		128		128	
Big Suamico	250			250	
Green Bay			41	41	
Green Bay	2			<u>2</u>	421
<u>Buffalo county</u>					
Alma			25	25	
Arcadia		154		154	
Arcadia		95		95	
Fountain City	45			45	
Fountain City	16			16	
Gilmanton	36			36	
Mendovi		110		110	
Nelson	65			65	
Nelson		76		76	
Vern	22			22	
Waumandee			80	<u>80</u>	724
<u>Clark county</u>					
Clark		100		100	
Greenwood		60		60	
Humbird		40		40	
Loyal		100		100	
Riplinger		25		<u>25</u>	325
<u>Columbia county</u>					
Arlington		<u>60</u>		<u>60</u>	<u>60</u>
	454	2,071	171	2,696	2,696

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	454	2,071	171	2,696	2,696
<u>Dane county</u>					
De Forest		25		25	
Dunn Town Hall		40		40	
Martinsville		250		<u>250</u>	315
<u>Door county</u>					
Sturgeon Bay		78		<u>78</u>	78
<u>Eau Claire county</u>					
Altoona		25		25	
Eau Claire			500	<u>500</u>	525
<u>Florence county</u>					
Aurora	40			40	
Fence	30			30	
Fern		15		15	
Florence	25			25	
Florence		40		40	
Homestead			40	<u>40</u>	190
<u>Grant county</u>					
Andover		120		120	
Bagley			75	75	
Burton		75		75	
Cassville			310	310	
Ellesboro			75	75	
LaMort			55	55	
Livingston		65		65	
Mt. Hope			400	400	
Patch Grove			65	65	
Platteville		<u>300</u>		<u>300</u>	<u>1,540</u>
	<u>549</u>	<u>3,104</u>	<u>1,691</u>	<u>5,344</u>	<u>5,344</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	549	3,104	1,691	5,344	5,344
<u>Green county</u>					
Brodhead			22	22	
Gadis Church			52	52	
Monticello			18	<u>18</u>	92
<u>Green Lake county</u>					
Berlin, Gram Farm	15			15	
Berlin, Baehr Farm		15		15	
Green Lake		22		22	
Markesan	25			25	
Princeton High School	60			60	
Princeton, Kaseriski F.		37		<u>37</u>	174
<u>Jefferson county</u>					
Ft. Atkinson		105		105	
Ft. Atkinson			125	125	
Lake Mills		115		115	
Lake Mills	100			<u>100</u>	445
<u>Kenosha county</u>					
Brighton		16		16	
Bristol		30		30	
Wilmot		15		<u>15</u>	61
<u>Kewaunee county</u>					
Algoma		25		25	
Bottkolville		34		34	
Kewaunee	18			18	
Stangelville	<u>41</u>			<u>41</u>	<u>118</u>
	808	3,518	1,908	6,234	6,234

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>AGGREGATE</u>	<u>Grand Total</u>
FORWARDED	808	3,518	1,908	6,234	6,234
<u>La Crosse county</u>					
La Crosse			80	80	
Mindoro		125		125	
Verora		110		<u>110</u>	315
<u>Lafayette county</u>					
Fayette			75	75	
Wioto		50		<u>50</u>	125
<u>Langlade county</u>					
Ackley		30		30	
W. Ackley			50	50	
Elcho		30		30	
Kempster		25		25	
Lilly			50	50	
Malcolm School			50	50	
Neff Switch School		50		50	
Neva		90		90	
Norwood		40		40	
Pearson		15		15	
Polar		50		50	
Schumann School			40	40	
Summit			40	40	
Strassburg School			40	40	
Vilas		65		65	
Wolf River		50		<u>50</u>	715
<u>Lincoln county</u>					
Gleason		<u>100</u>		<u>100</u>	<u>100</u>
	808	4,348	2,333	7,489	7,489

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	808	4,348	2,333	7,489	7,489
<u>Manitowoc county</u>					
Two Creeks			60	<u>60</u>	60
<u>Marathon county</u>					
Bergen		40		40	
Berlin	25			25	
Bern			50	50	
Bevent	30			30	
Brighton			60	60	
Cassel		80		80	
Cleveland			50	50	
Day	75			75	
Easton			120	120	
Eau Pleine			60	60	
Elderon			70	70	
Emmet			25	25	
Frankfort	50			50	
Franzen		50		50	
Green Valley	20			20	
Guenther	6			6	
Hamburg		60		60	
Harrison		30		30	
Halsey		50		50	
Hewitt			30	30	
Hull		50		50	
Holton	60			60	
Johnson		75		75	
Knowlton		40		40	
Kronenwetter		75		75	
Maine			100	100	
Marathon			60	60	
McMillan		50		50	
Mosinee		30		30	
Norrie	80			80	
Plover		50		50	
Reid	40			40	
Rib Falls		50		50	
Rib Mountain	20			20	
Rietbrock	60			60	
Ringle		75		75	
Spencer			20	20	
Stettin	50			50	
Texas			50	50	
Wausau			60	60	
Wausau		375		375	
Weston			50	50	
Wien		50		50	
	<u>1,324</u>	<u>5,578</u>	<u>3,198</u>	<u>10,100</u>	<u>10,100</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	1,324	5,578	3,198	10,100	10,100
<u>Marinette county</u>					
Athelstone		8		8	
Beaver		48		48	
Coleman			18	18	
Crivitz		26		26	
Dunbar		14		14	
Grover		31		31	
Marinette		25		25	
Marinette		60		60	
McAllister			70	70	
Middle Inlet			28	28	
Niagara			19	19	
Porterfield		26		26	
Pound			28	28	
Pound			45	45	
Wausaukee			17	<u>17</u>	463
<u>Milwaukee county</u>					
Brown Deer		185		185	
Dover School	61			61	
Fifth Street School		100		100	
Hales Corners		125		125	
Sherman School			38	38	
Washington School			37	37	
West Allis School			200	200	
35th Street School		<u>50</u>		<u>50</u>	<u>796</u>
	<u>1,385</u>	<u>6,276</u>	<u>3,698</u>	<u>11,359</u>	<u>11,359</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	1,385	6,276	3,698	11,359	11,359
<u>Oneida county</u>					
Cassian	11			11	
Crescent		12		12	
Harshaw		16		16	
Hazelhurst		12		12	
Pelican		16		16	
Pelican Lake		13		13	
Rhineland	14			14	
Starks		7		7	
Sugar Camp		8		8	
Three Lakes	50			50	
Woodruff	3			3	
1st Small Fruit & Orchard				57	
2nd " " " "				87	
3rd " " " "				190	
4th " " " "				<u>77</u>	573
<u>Outagamie county</u>					
Five Corners	110			<u>110</u>	110
<u>Pepin county</u>					
Durand			45	45	
Pepin	76			76	
Stockholm		30		<u>30</u>	151
<u>Pierce county</u>					
Maiden Rock		<u>25</u>		<u>25</u>	<u>25</u>
	1,649	6,815	3,743	12,218	12,218

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	1,649	6,415	3,743	12,218	12,818
<u>Polk county</u>					
Amery			46	46	
Amery		75		75	
Bancroft		23		23	
Osceola		60		60	
Frederic		5		5	
Frederic		20		20	
Milltown		60		60	
St. Croix Falls		55		<u>55</u>	344
<u>Portage county</u>					
Almond			130	130	
Amherst Junction	75			75	
Arnot			32	32	
Arnot		50		50	
Bancroft		23		23	
Casmir			85	85	
Dewey			50	50	
Forehur		60		60	
Heffron			85	85	
Linwood		35		35	
Mill Creek		42		42	
New Hope		40		40	
New Rosholt		58		58	
Plover	80			80	
Rosholt	33			33	
Stevens Point		300		300	
Sharon			80	80	
Terum			65	65	
Town Hall			50	<u>50</u>	<u>1,373</u>
	<u>1,837</u>	<u>7,321</u>	<u>4,366</u>	<u>13,935</u>	<u>13,935</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Even</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	1,837	7,321	4,366	13,935	13,935
<u>Price county</u>					
Centerville			40	40	
Kendall		45		45	
Leavitt Creek		20		20	
Lugerville		50		50	
Park Falls		45		45	
Phillips		55		55	
Prantice		50		50	
Solar Creek			60	60	
Violarilla			120	120	
Worcester		60		<u>60</u>	545
<u>Richland county</u>					
Ithaca H. S.	149			<u>149</u>	149
<u>Rock county</u>					
Beloit		700		700	
Edgerton		45		45	
Evansville			8	8	
Janesville		3		<u>3</u>	756
<u>St. Croix county</u>					
Baldwin	10			10	
Baldwin		40		40	
Deer Park		16		16	
Deer Park		17		17	
Glenwood		20		20	
Hersey		20		20	
Hudson		50		50	
New Richmond	35			35	
New Richmond		20		20	
Roberts	25			25	
Roberts		15		15	
Stanton		10		10	
Star Prairie		18		18	
Wilson		10		<u>10</u>	306
	<u>9,054</u>	<u>9,670</u>	<u>4,504</u>	<u>25,228</u>	<u>25,228</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	2,056	8,630	4,594	15,691	15,691
<u>Shawano county</u>					
Mattoon		60		60	
Tilleda			150	150	
Wittenberg		100		<u>100</u>	310
<u>Sheboygan county</u>					
Batavia		16		16	
Cedar Grove		7		7	
Greenbush		8		8	
Howards Grove		16		16	
LaMount			40	40	
Lima Town Hall	7			7	
Mosul	5			5	
Nelson		8		8	
Oostburg	19			19	
Parnell	3			3	
Plymouth		15		15	
Plymouth		54		54	
Random Lake		8		8	
Russel	7			7	
Sheboygan Town Hall		3		3	
Sheboygan Falls T.H.	8			8	
Shine Center	9			9	
Waldo	7			<u>7</u>	240
<u>Vilas county</u>					
County School House			20	20	
Finlander School House			15	15	
Winegar			25	<u>25</u>	60
	<u>2,121</u>	<u>8,925</u>	<u>4,844</u>	<u>16,301</u>	<u>16,301</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>Aggregate</u>	<u>Grand Total</u>
FORWARDED	2,121	8,925	4,844	16,301	16,301
<u>Vilas county (Cont'd)</u>					
Conover			125	125	
Eagle River	15			15	
Phelps		26		26	
Winegar	15			15	
Woodruff		24		<u>24</u>	205
<u>Washburn county</u>					
Spooner		85		<u>85</u>	85
<u>Waukesha county</u>					
Waukesha			75	<u>75</u>	75
<u>Waushara county</u>					
Wautoma		92		92	
Wild Rose		111		<u>111</u>	203
<u>Winnebago county</u>					
Allenville			85	85	
Omro		15		15	
Oshkosh	600			<u>600</u>	700
<u>Wood county</u>					
Auburndale	45			45	
Milladore		42		42	
Rock Town Hall		40		40	
Rudolph		14		14	
Sherry	<u>15</u>			<u>15</u>	<u>156</u>
	2,811	9,374	5,129	17,725	17,725

Number of One-Session Institutes	287
Aggregate Attendance	17,725
Average	62

Grand Summary of Institutes and Attendance

	<u>Number</u>	<u>Attendance</u>
Cooperative Institutes	126	21,811
Regular "	<u>525</u>	<u>93,778</u>
Grand Total	651	115,589

Cooperative Field Work

Butter samples scored for creameries	362
Farms visited in quality improvement	1,240
Days spent in creameries	79
Patrons served	4,595
Aggregate patrons served	12,785

Report Upon the Institutes Automobile

June 1931, Requisition \$534.67

Report for year July 1st, 1931, to July 1st, 1932, made a year ago.

1932-1933

Total miles traveled in college service (about 2000 miles more than during first year)	21,467
Number of persons operating the car	19
Number of extra passengers (aggregate)	45
Gas consumed (gallons)	1,092
Miles per gallon of gas	19.6
Oil in addition to refillings (quarts)	68
Miles to quart added	315.7
Operating cost	\$376.89
Depreciation (Generous)	150.00
Insurance	20.80
License	<u>1.00</u>
	\$548.69
Cost per mile of travel	2.6¢

LIBRARY
SCHOOL OF AGRICULTURE
UNIVERSITY OF WISCONSIN
MADISON

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Last user reported June 29 on trip to Eau Claire, LaCrosse, Sheboygan, Manitowee, Appleton, Oshkosh, Waupun, 921 miles, 48 gal. gas, 2 quarts oil added, car in excellent condition, running fine.

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The economy of use has been the principle governing the privilege of enjoying the Institutes car. I have worked out a system that has accomplished this. I turn over a good car, neat, clean, in good repair after 19 different ones have used it and with the speedometer reading a little over 42,000 miles. I have tried to run all of our service like this.

E. L. Luther

WISCONSIN FARMERS RBW7
INSTITUTES F22
REPORTS FOR YEARS A
1931-33 2

DOCUMENTS
COLLECTION

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