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1984

## Information You Can Count On: Cooperative Extension Service 1984 Annual Report

Cooperative Extension Service  
*South Dakota State University*

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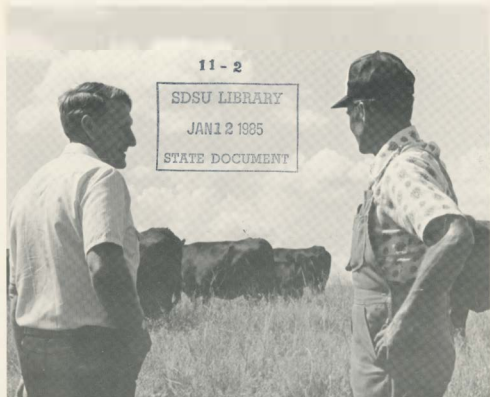


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A N N U A L R E P O R T



**INFORMATION  
YOU CAN COUNT ON**

## EXTENSION: A LOOK FROM THE INSIDE

Your South Dakota Cooperative Extension Service is the non-formal educational arm of our Land Grant University, South Dakota State University. Extension provides educational assistance to farmers, ranchers, homemakers, youth, and community leaders—a function which has continued in South Dakota through about four generations. Extension has built-in characteristics which assure its response to both local needs and those of all levels of government and public decision makers.

## MAJOR THRUSTS AHEAD - 1984-87

Input of County Extension Boards and the State Advisory Council has resulted in three major program thrusts for Extension during the next several years.

The first thrust focuses on the area of agriculture and natural resources, with the overall emphasis placed on efficient use of South Dakota agricultural resources.

Included in this thrust is an integrated reproductive management system for beef sheep, dairy, and swine; an ag lands management component for a total approach to reduction of soil erosion; a crop marketing alternatives effort aimed at increasing income, whatever the situation; a financial management section that seeks to help farmers through economic analysis and record keeping for better financial decisions; and a crop production component directed toward aiding growers make efficient planting, selection, tillage, and related decisions to increase crop production efficiency.

The second thrust is targeted toward resourceful family living. This includes five components.

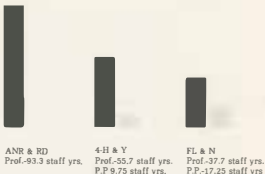
The first is food and nutrition, which seeks to keep the family healthy and productive through nutrition and fitness. The second is clothing and textiles, in which improved professional appearance at lower cost and less time is the goal. The third is housing and interior design, with an emphasis on savings in the family budget through home maintenance skills. A fourth component is family life, which is directed toward exploring the issue of stress and its relationship to health. A fifth and final component is an inter-disciplinary program which helps people with decisions on supplementing family income through a home-based business.

The third thrust provides a focus on 4-H and youth, with a major effort toward developing the volunteer staff, which is the real strength of this program. Included are Statewide Key Leader training in beef, clothing, foods, horse, horticulture, home environment, photography, and sheep; District 4-H Leaders Institutes; the State Leaders Convention; the North Central Regional Leaders Forum; the Junior Leader Internship programs; and National Leader Forums.

## THE SPIRIT OF COOPERATION

South Dakota's Extension agents, specialists, and program assistants cooperate with the people in many ways, but especially through three areas of program emphasis: agriculture, natural resources, and rural development (ANR & RD), family living and nutrition (FL & N), and 4-H and youth (4-H & Y).

In 1983, the South Dakota Cooperative Extension Service and its 187 professional and 27 paraprofessional employees devoted the following amounts of time to these areas:



Non-formal, off-campus, public education in these program areas is mandated by the South Dakota State Legislature. By this approach, our legislature has assured that these educational and informational services will be available to virtually every citizen of the state.

Some of Extension's offerings in the Agriculture, Natural Resources, and Rural Development area include the production of livestock and crops, conservation of natural resources, marketing of farm products, and efficient management of farm enterprises. Rural development offerings are designed to aid not only the general citizenry, but also the elected and appointed decision makers of our state. The overall rural development goals is to strengthen the agricultural business and industrial base which supports community commerce.

Extension works with families to provide information on basic human nutrition, managing family resources and meeting the various needs of the family—all through the Family Living and Nutrition area.

The focus in 4-H and Youth development is on promotion and development of vocational, avocational, and leadership skills for South Dakota young persons and is aimed toward preparing them for their role in agriculture, business, government, and community life.

# The opportunity is ours...

By Dr. Richard A. Battaglia, Director, SDCES

The Cooperative Extension Service has always stood ready to provide forward-looking, accurate, useful, and unbiased information to help its clientele solve their problems.

There is a picture over my desk. On it is a young, clean-cut, American adult clad in blue jeans and plaid shirt. He sits on a short-grass hillside, with his Labrador retriever at his side. As I view this pair, my visual perspective is from front to rear, and the scene is a rolling, grass-covered, tranquil, landscape--very much like our own South Dakota.

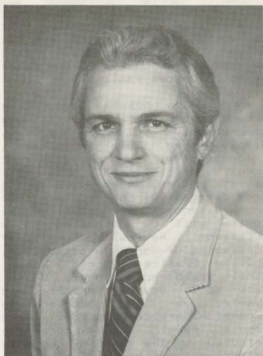
The perspective that the young man views is quite different. He gazes, pondering his future, across the front-left of the picture. With the tranquility and peace and security of the hills behind him, he looks forward and sees the turmoil and confusion of a heavily industrialized city. The look on his face is not fear, nor anger, nor reluctance. It is, as it should be, questioning and searching.

The legend of the picture, and it is merely factual, not indictive: THE DRAGONS ARE BIGGER TODAY!

Ladies and gentlemen, I submit to you...never have our dragons been bigger. Never have issues, facing us in every aspect of our lives, been more important to properly resolve. Never has the complexity and intertwining of the issues been more confusing and the solutions less clear.

Never before has the South Dakota Cooperative Extension Service had the opportunity to be

of so great a value to so many people. Today's South Dakota families--the clientele we are here to serve--are deluged with a myriad of external forces, each impinging upon the style of life they have chosen to live. Confounding that is the glut of sometimes conflicting and nearly always confusing information that is offered to them as a solution to their problems.



DR. RICHARD A. BATTAGLIA

Cooperative Extension Service always has held high its reputation of providing to its clientele accurate, useful, unbiased, and timely information. We have worked very hard to maintain a high level of commitment, a clarity of mission, a clearly defined clientele base,

a definite, measurable usefulness to those whom we serve.

The strength of commitment to help, to be responsive, is still there; but, new questions must be answered. Is our clientele base the same as it has always been? Is our mission the same as it has historically been defined? Are we as useful as we once were? The answers to these and to other questions depend upon who you are asking. I can give you my studied, honest, and well intentioned answers. And you can give me yours. But they are probably quite different and reflect the concerns of our unique ways of life. The one answer that is quite clear and remains as universal as ever before, is that we must be responsive to the needs of South Dakota families.

Your South Dakota Cooperative Extension Service is initiating a Comprehensive Citizens Review. Simply stated, this is a total, comprehensive, no-holds-barred scrutiny of Extension. Note that it is a review, an analysis coming from citizens of South Dakota, not from Extension personnel. The review will be directed by a "Citizens Review Committee" consisting of Gordon Brockmueller, Orville Graslie, Curtis Jones, Marlin Scarborough, Bonnie Smith, Zack Word, Beverly Wright, and myself, as the Cooperative Extension Service Director. These people have been carefully selected by the Board of Regents selection committee. Their task is a formidable one. The responsibility resting upon their shoulders is immense. It is an absolute truism that they cannot perform this task by themselves. Nor should you, the citizens of South Dakota, expect them to, or allow them to. You have the right to input.

Let me be the first to call for your help. The Citizens Review

Committee is operating on the premise that this is your Cooperative Extension Service, that it should be emphasizing programs that serve your needs. You should have input into how it is organized. You should help define its missions and establish its programs. You should have a way to evaluate the timeliness and usefulness of the information it disseminates. You should have a way to say, "...a job well done," or "...you've missed the mark."

Shortly, the Citizens Review Committee will be soliciting input from all South Dakotans. We want each citizen, each commodity group, each breed association, each guild, each club, and each community to provide input! There likely will be public hearings, surveys, public television call-in panels, and county meetings. We also want individual letters. It really doesn't matter what vehicle you choose for input as long as you do input!

We are not looking just for praise, nor just for criticism. We must know your honest appraisal of Cooperative Extension Service efforts today...what is correct about it, what is wrong with it. We must have your suggestions on how to "fix it for tomorrow."

By November, 1985, we plan to have the Citizens Review Committee report completed. It will contain suggestions and guidelines for the future efforts of your Cooperative Extension Service. It is important, make that essential, that you support these new directions. You can only do that if you have helped to mold the future course by giving us your input now.

Watch for the call for input and help. Watch for your opportunity to confront and conquer this very large dragon. The stakes are very high. **THE OPPORTUNITY IS OURS.**

# Farm and Ranch



## CROP CRISIS PROGRAM AN EXTENSION PRIORITY

Wet mid-spring conditions caused serious spring planting problems in South Dakota this year, and the Extension Service responded with the Crop Crisis Information Program, headed by Specialist Leon J. Wrage.

Objectives were to provide information to producers to help them select the crops and varieties which would yield best under these trying circumstances, to select replant crops that would not be affected by herbicides, to minimize further herbicide costs, and to use the right fertilizer practices under those conditions.

County staff, communications staff, plant science staff, and members of both the ASCS and Federal Crop Insurance served as resource persons.

The program demonstrated that Extension does a good job of responding to special, crisis situations on short notice. Within six days of the crisis, meetings at seven locations were scheduled, and this resulted in 380 farmer contacts. Meetings were covered by radio, newspapers, and television to further spread the information. A special television program directed to an audience estimated at 67,000 aired soon after. Specially prepared packets of printed information were made available on each topic relevant to the crisis.

Individual contacts during the month of June totalled 890, and county offices averaged more than 40 calls per day. Two newsletters also were prepared, contacting 1,185 farmers with each mailing.

What were the overall results of the effort?

Wrage says more than 80-90 percent of the affected acres ended up being planted. Salvage treatment for corn averaged 90-percent weed control, returning 20 bushels per acre. Data showed a 12 bushel per acre soybean yield advantage for recommended late planting over 40,000 acres. Income among farmers was increased by an estimated \$200,000 for corn and \$200,000 for soybeans, and a total of 2,500 farmers were able to make better management decisions as a result of the information provided.

## GRAIN MANAGEMENT IS PROGRAM OBJECTIVE

In 1983, South Dakota small grain and row crop yields were 12 percent and 29 percent lower, respectively, than the national average, and these yields could have been improved through selection of better seeding methods, seed quality, and varieties, says Robert G. Hall, Extension Agronomist-Crops.

Objectives of this program, beginning in 1984 and continuing through 1987, were to educate growers about management practices including selection of varieties, seed testing and treatment prior to seeding, and proper seeding rates, dates, and methods for a given crop.

During 1984, with a total of 15.5 million acres seeded to small grain and row crops in the state, Hall and his co-workers expended the equivalent of about five man-years in training 5,195 farmers in these better approaches to crop management.

Hall's group recommended Guard wheat, a variety that has a 5 bushel/acre advantage over the three other most popular spring

Continued page 5...

## WINDBREAK DESIGNED FOR EFFICIENCY

Extension Forester Larry Helwig estimates that 30,000 acres of South Dakota windbreaks need replacement because of age. But landowners who already have attempted to replace these plantings are running into problems because of the cost of removal of the older trees and having to go without protection from wind for several years after the planting while waiting for sufficient growth in the newer plantings.

Extension has an alternative to these problems in the twin-row, high-density windbreak (TRHD).

Helwig reports that disseminated information on TRHD windbreaks also aided in establishing the "Living Snow Fence" program for control of drifting along transportation routes and other critical areas. Surrounding states also have adopted the

design for their transportation routes. Rural housing areas with limited planting space also are looking into the design for their special situations.

"Snow control is accomplished two to three years earlier with this new design," said Helwig.



TRHD: "LIVING SNOW FENCE"

### ...ROBERT G. HALL

wheats. The potential advantage of planting the Guard now available (certified growers have produced enough seed for 333,000 acres) is an additional \$5.1 million of cash receipts in 1985, said Hall. This aspect of the program stressed the importance of testing for seed quality prior to planting, and there was a 23 percent increase in the number of seed lots tested for seed quality over the previous year.

About 590 soybean growers also adopted the practice of having an accelerated aging test done on their soybean seed to more accurately determine the quality and vigor of the seed. "This proved especially important to soybean growers, because frost damage in the fall of 1983 had hurt soybean seed quality

statewide," he added.

Bad weather in fall, 1983, also prevented harvesting 34,000 acres of soybeans in the east-central counties. But when the program informed farmers about the harvesting and storage of field-damaged soybeans, 28,000 of those acres were harvested, stored, and marketed. As a result, the value of the soybeans was not totally lost, and \$3.1 million of income actually was recovered.

After months of effort, including the distribution of some 9,000 pamphlets of information and the planting of demonstration plots at 41 locations across the state, the 1984 average small grain yield increased by 11 percent over the previous year, and cash receipts increased by \$21 million.





## A FOCUS ON MANAGING OUR SOILS

Soil losses due to erosion can be severe in large areas of the state, with soil losses of 20 tons per acre in some places, according to Extension Agronomist-Soils James R. Gerwing and Extension Ag Engineer G. Robert Durland.

Much of the highly productive land in the southeastern part of the state is composed of easily erodable silt soil on steep slopes, and in certain areas as much as a foot of topsoil already has eroded away.

Soils in the central and western parts are clayey and have slow infiltration rates which promote water runoff. In combination with long slopes, this makes a special erosion hazard.

Wind erosion damages as much as

700,000 acres of land each year in the state, and soil types in the central and western parts make them quite prone to this type of damage.

Such erosion can reduce crop yields by as much as 50 percent, and the cost of cleaning soil from ditches and waterways adds to the loss.

Extension devotes a lot of its personnel and budget resources to the problem. County agents and specialists like Durland and Gerwing this year contacted 17,380 persons through 173 soil management and conservation meetings, tours, and individual consultations. Another 13,630 persons were reached through 83 published newsletters. Beside

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# FERTILIZER MANAGEMENT

Fertilizer is an increasingly large investment for South Dakota farmers, with nearly 400,000 tons of it being applied to about 11.3 million acres of small grain, flax, and row crops each year.

The Extension Service has been increasing the number of soil samples taken for making fertilizer recommendations to minimize the waste of under- or over-fertilization. It has been teaching fertilizer dealers and farmers proper handling and use of conventional fertilizer products to increase efficiency in applications and well as to minimize environmental pollution hazards. Help also is given to producers and dealers in becoming aware of non-conventional soil amendments, according to Extension Agronomist-Soils James R. Gerwing.

Efforts by county agents and specialists to accomplish these objectives include 22,830 contacts with farmers and dealers through 95 individual meetings, tours, and personal contacts, Gerwing said.

Another 19,800 persons were reached with the information

## ...G. ROBERT DURLAND

this, they produced 454 radio and television programs and newspaper columns containing soil conservation and related topics were produced during the year.

How is the effort working? Gerwing and Durland say 25 percent of the cropland in the state now has some soil conservation practices applied to it, according to the Conservation Tillage Information Center. County agents and Soil conservation Service report 10-15 percent more acres under conservation tillage than last year.

through newsletters. In addition, 377 radio and television programs and newspaper columns also contained soil fertility related topics. Four fact sheets were written on fertilizing wheat, oats, barley, and corn, and these also received wide distribution around the state.

The SDSU soil testing lab analyzed 12,956 soil samples this past year, compared to just over 12,000 the year before. "This is encouraging, particularly in light of the increasing number of private soil testing labs. But these private labs also have seen

Continued page 8...

## TRAINING OFFERED

Crop profitability often depends on controlling insects, and that's a reason why Extension offers training and information to private and commercial applicators of pesticides who now are required to meet stiff standards of the Environmental Protection Agency.

According to Wayne Berndt, Extension Pesticide Specialist, there has been a gradual increase in the numbers of professional applicators, while private applicators numbers have dropped.

"The increase in professional applicators will most likely continue to increase," said Berndt. "Many small farm service businesses previously doing only fertilizer work now find it good business to expand into pesticides."

The bottom line in any safety program for pesticides seems to be keeping pesticide poisonings

Continued page 8...



## WAR WAGED ON INSECTS

Insect infestations were prevalent in South Dakota cropland and rangeland during the 1984 growing season, but the potential impact of the Extension insect management program toward saving income for the state's agriculture was substantial.

Extension Entomologist Benjamin H. Kantack explains that producers were faced with an army worm outbreak in small grain, corn bore in corn, rebuilding numbers of

### ...JAMES R. GERWING

an increase, according to their managers," said Gerwing.

Total fertilizer use the the state increased from 10 to 25 percent, depending on location. "Some of this increase was from putting more acres back into production following the PIK program, but we estimate that half of the increase is due to real fertilizer growth per crop acre in our state," he said.

corn rootworms, greenbugs, sorghum, and grasshoppers in cropland and in western South Dakota rangeland.

Objectives of the program are to make producers aware of outbreaks, to identify the economic

Continued page 9...

### ...WAYNE BERNDT

and incidents to an absolute minimum, says the specialist, "...and this seems to be taking place as a result of our training program."

Last year, training was offered to 1108 private applicators and 1750 commercial applicators for their recertification, and 392 applicators received their first commercial certification.

With indications that additional chemicals will be placed on restricted lists shortly, Berndt sees continued need for the training ahead.

# INSECT IMPACT MINIMIZED

Working in cooperation with USDA, Extension aims to provide the most objective, accurate, and unbiased information available for evaluating the benefits and/or risks of selected pesticides that have critical importance for agricultural and forestry in the state.

"Most pest problems can be anticipated and can be controlled by those chemicals already registered in South Dakota," according to Extension's Program Coordinator Steven R. Gylling. "However, emergencies do

where registered chemicals do not control a particular pest, and EPA regulations do provide for some exemptions."

Objectives of the program are to assemble pesticide benefit/risk information, assist with the evaluations of pesticides so that producers have access to chemicals that do control pests, enable Extension agents and specialists to coordinate with researchers of particular pest problems, and to make producers, dealers, and applicators more aware of the status and impact of certain regulatory actions.

## ...BENJAMIN H. KANTACK

thresholds of infestations, to make farmers aware of available control measures and proper treatment times, and to reduce the overall economic impact of pests on crops and rangeland.

Kantack said 60 educational meetings were held throughout the state during the past year, and both county agents and specialists made extensive use of radio, television, and newspapers to provide update information on pests and control measures. Test plots across the state also were used to evaluate control measures before informing the public.

The nearly 1.3 million acres of small grain treated for army worm had a potential income savings for farmers of \$33.8 million, Kantack estimated. The 610,000 acres of corn treated for corn bore showed a potential savings of \$12 million. The 270,000 acres of sorghum treated for greenbug saved a potential \$6 million. Of the 2 million acres of rangeland and 100,000 acres of cropland seriously infested with grasshoppers, treatment on 700,000 acres saved a potential \$14 million.

Due to program efforts, four emergency exemptions and numerous special local-need registrations were considered during 1984. Of these, three emergency exemptions were approved, and these pesticides were applied to 38,000 acres in the state.

These applications resulted in improved pest protection in wheat for army and pale cutworm, and, in sunflowers, for downy mildew, sunflower moth, sunflower seed weevil, and banded sunflower moth.

A survey was conducted of three counties to assess the number of soybean acres affected by off-target herbicide applications, and the information is to be used to increase awareness of current drift hazards and incidence. The Extension Service, the state Department of Agriculture, and EPA jointly sponsored a pesticide drift management symposium for South Dakota in September, and 180 persons attended.

Pest surveys also were conducted in cooperation with the state Department of Agriculture.  
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OATS ON GROUND: RESULT OF ARMY WORMS FEEDING ON HEADS

## SCOUTING FOR CROP PESTS

High interest rates and low prices have forced producers to reduce their variable costs. As a result, more have started their own pest scouting programs to monitor their fields.

"This has put an increased demand on county agents and pest control specialists to set up management programs that producers can manage," says Extension IPM Coordinator Paul O. Johnson.

The IPM program has increased its emphasis on training county agents and producers to fill that need. One action has been to

increase the number of newspaper articles relating to crop monitoring and pest detection. A scouting calendar was developed to enable county agents, farmers, and consultants to set up their own schedule for scouting pests in their crop rotations. Publications on disease and grass seedling identification also have been developed to make pest identification easier and faster.

IPM personnel operated an exhibit on pest identification and control at the State Fair, resulting in contacts with 4,000 fairgoers, counting both landowners and homeowners.

### ...STEVEN R. GYLING

Incidence and damage estimates were recorded and transmitted to the federal data base and also released to South Dakota news media. Suggested control measures also were publicized at that time.

"The unpredictability of pest problems in South Dakota makes this program economically attractive," Johnson continued. "The cost/benefit ratio for pest monitoring is usually positive even in years when there are only minor pest problems."

# INCREASING DAIRY PROFITS

About a fourth of his work year goes into working with the South Dakota Dairy Herd Improvement Association, and his efforts show up in increased production per cow among dairy herds of the state. He is Extension Dairy Specialist Myers Owens.

According to Owens, facts published by the South Dakota Crop and Livestock Reporting Service underscore some of the benefits of DHIA. Figures for July, 1984, show that 164,000 cows produced an average of 11,018 pounds of milk and 400 pounds of fat. Compared to figures from two years earlier, this is a decrease in the number of cows, but a 2 percent increase in milk production.

DHIA dairymen last year produced an average of \$272 more income per cow over those not enrolled in the improvement program.

Objectives for the program during the coming year include increasing the number of enrolled herds by 4 percent and increasing the production of cows enrolled by another 1.5 percent (to nearly 14,000 pounds per cow). Owens trains DHIA supervisors, and he also plans to work with DHIA board so it can assume more program responsibility.

"The traditional Extension administration of the improvement program is rapidly changing, and dairymen are being encouraged to manage more of their own program," Owens explained.

Owens encourages enrollment of non-testing dairymen through county meetings, radio programs, and news columns that also increase the information available to producers.



A DAIRY CONFERENCE AT NEWELL

## EXTENSION, ASCS SHARE DAIRY INFORMATION EFFORT

The Dairy and Tobacco Adjustment Act of 1983 was passed in an attempt to remedy the short-term milk surplus while maintaining the long-term ability of dairy farmers to meet consumers demands. However, the law was signed on November 29, 1983, and dairymen had just two months to learn enough about its provisions to make the management decision of whether to participate or not.

Working together, ASCS and Extension shouldered much of the task of getting out that information, according to Extension Dairy Specialist Myers Owens.

Under the law, dairymen could reduce their milk marketings between 5 and 30 percent from their base-period milk marketings and be paid \$10 for each hundredweight of contracted reduction during the following 15-month period.

Objectives of the Extension  
Continued page 12...

# PRECONDITIONING HELPS MARKET CALVES

Each year, more than a million quality feeder calves are sold in South Dakota, and this contributes a significant amount of the nearly 50 percent of the total state farm income derived from the sale of cattle and calves.

But many beef producers do not adequately prepare their feeder calves for movement from the production site to the feedlot, and many also lack an aggressive, well-planned merchandising program, according to Extension Veterinarian James H. Bailey and Extension Beef Specialist Joe A. Minyard.

## ...MYERS OWENS

effort were to make as many dairymen as possible aware of the program and help as many as possible assess the implications of participating or not, all within the two-month period.

County meetings were set to describe the program, a computer program was developed to assist dairymen in making enrollment decisions, a workshop was developed to assist in financial planning, and a host of newsletters, news columns, and radio and television spots were developed to further inform producers.

Owens reports that 4,160 dairymen were contacted through the series of meetings, the newsletter, and office calls. Of these, 1,196 enrolled in the program, and this resulted in more than 152 million pounds of milk that won't be produced. Sign-up numbers placed South Dakota 7th in the nation, Owens said. Based on the number of dairy farms in a given state, the national average was about a third less participation than South Dakota.

When a producer has an organized and certified preconditioning program coupled with a sound strategy for advertising, packaging, and follow-up on calf sales, it can mean additional income of \$50 or more per calf.

Helping producers obtain that extra income is what the program is all about.

Minyard and Bailey provide the leadership for the effort, but the work involves county agents, veterinarians, feed dealers, auction markets, the Beef Cattle Improvement Association, and others across the state.

These combined efforts improved the marketing of 115,000 calves for an overall income gain of just over \$1 million among producers this past year, but Minyard and Bailey are far from satisfied that this represents the full potential of the program.

They want to continue demonstrations and instructional meetings on how to prepare feeder calves for movement from production site to feedlot, and they are presently shooting for 30 percent participation by cow-calf producers in an organized, certified, feeder calf program for preconditioning. As a result, they want to see both increased income for producers and a high degree of satisfaction among buyers of the preconditioned calves.



BOY... THIS TRUCK IS COLD!



## MAXIMUM RANGE BENEFITS

Range and pasture comprise one of South Dakota's largest resources among its vast agricultural lands, and sheep are highly efficient in using this for the production of both food and fiber.

But feed costs affect profitability of the sheep enterprise, and they can account for 50 percent of the total cost of production, according to Extension Livestock Specialist for Sheep James M. Thompson. "Obviously, if sheep producers can make maximum use of range and pasture resources, feed costs can be kept to a minimum."

Presently, a substantial number of feeder lambs leave South Dakota when, in fact, the state has the feed resources to allow these lambs to be fed to an acceptable market grade, said the specialist. "Based on this, more producers should be using the feed

grains available here for producing market lambs, and more emphasis also needs to be placed on marketing our grains through livestock--in this case, lambs."

Objectives of the Sheep Nutrition program include making the most use of roughage in sheep production to keep food costs minimal, educating sheep producers in nutrient requirements for lamb feeding to enable maximum use of in-state grains and roughages, and educating producers in nutritional requirements of the ewe flock during various stages of production.

Thompson uses an AGNET computer program for sheep rations, and the South Dakota Livestock Expansion Foundation has given funds for publishing a bulletin on the feeding value and use of South Dakota grown grain for livestock.

Continued page 14...



# HIGHER PASTURE PROFITS

With the range-beef economy depressed and production costs remaining high while prices are low, producers across the state are struggling to increase net returns from range and pasture.

One promising method for doing this is proper use of time controlled grazing in "grazing cells," a means of low-cost, cost-effective forage harvesting which still maintains relatively high stocking rates while avoiding overgrazing.

Range Management Specialist James R. Johnson says Extension has worked on educating county

## ...JAMES M. THOMPSON

In addition, meetings have been held throughout the state to provide producers the latest information on lamb and ewe nutrition. Many producers also have been made aware of the basics of high-intensity, short-duration grazing systems which will allow them to increase the use of range and pasture lands.

Working with a feed company and a lamb packer, the program also has helped producers to become aware of the opportunities in lamb feeding--either on a custom basis or by purchasing feeder lambs. As a result, several producers now have the capability to custom-feed lambs for the range feeder-lamb producer. A 5,000-head capacity lamb feeding operation also has been established.

To get bench-mark data for feeder costs, selected producers are being surveyed from various parts of the state. This information then will be used to determine the nature of future educational efforts.

agents and producers on the method, so they both can realize its potentials and limitations. Extension also is establishing demonstration projects in each resource area and monitoring both livestock performance and land resource stability very closely. All activities also are conducted in cooperation with Soil Conservation Service personnel.

Training also has been provided for about 20 county agents and 30 SCS technicians. During the 25 meetings held for producers, about 900 were in attendance. About 70 producers known to have entered into time-controlled grazing, and that number is expected to double in 1985, Johnson said.

Johnson is cautious about the approach, but says that present indications are that stocking rates can be increased 50-100 percent, and profitability increased from 25 to 50 percent.

## BETTER RECORDS

Keeping good records is at the heart of successful farm management and satisfying family living, says Extension Farm Management Specialist Wallace Aanderud.

Extension conducts a series of meetings which focus on the need for farmers to learn the value of analysis of records to make their management decisions and properly apply financing for implementing changes in the operation.

"Good records make it easier to prepare accurate Federal income tax return, social security report

Continued page 15...

# MANAGEMENT IS KEY TO PROFITABILITY

Management is the key to profitability and, in trying economic times, also the key to survivability.

Extension recognizes that farming and ranching are a business, not just a wonderful life style, and as such they require sound business practices.

This program, led by Farm Management Specialist Wallace Aanderud, is designed around farm and ranch operators preparing a detailed budget for their total business during a workshop. This then provides a basis for evaluating alternate business enterprises, and production strategies. Participants also

## ...WALLACE AANDERUD

forms, financial statements for lenders, and other reports including analysis of family living costs," he said.

Records are kept by use of the AGNET FARMACCT computer program, by use of farm record books supplied by county agents, and by other learning resources.

Over the past three years, with rising operating costs and high interest rates, the need for better financial planning has become the key for survival for many farmers, Aanderud indicated.

"Our emphasis has shifted to detailed analysis of cash flow as a tool to save interest and make the operator aware of his expense and income peaks," he continued. "In this process, farmers learn how to prepare more accurate projections of annual financial needs, better net-worth statements and income balance sheets, and a better understanding of leverage factors."

examine aspects of leasing land, forming partnerships, sharing enterprises, and renting other types of farm inputs.

During the past year, meetings held on business structure and leasing were held in 15 counties and attended by 317 operators. Individual consultations also were held with 583 others during the year. Results included improved leasing terms, better father-son operating partnership agreements, sharing arrangements, and rentals of non-farm inputs, Aanderud said.

To meet requests from families interested in better estate planning, meetings also were held in 11 other counties. One report was that six of the participating families expect to save \$36,000 each in taxes at probate time.

"In the overall business planning part of the program, those who used the computer program to analyze alternative plans and then decided to implement them, had a potential of averaging \$7,450 higher net incomes. If the 168 farmers who participated in this program last year all gained at the same rate, this program accounted for about \$1.3 million in gained income for the group," he estimated.





S. D. MASTER LAMB PRODUCERS MEET TO DISCUSS MANAGEMENT

## POTENTIAL PROFIT IS HIGHER

Profits from a sheep enterprise depend largely on the number of pounds of lambs weaned per ewe and subsequently marketed either as a feeder or finished lamb. South Dakota already is ahead of the national average in this respect, but sheep have the potential to achieve much higher efficiency than this.

Educating producers in the areas of genetic selection and reproductive management is one way to move toward that goal, says Extension Livestock Specialist for Sheep James N. Thompson.

It's far from a one-man job, Thompson indicated. Cooperating in the effort are the South Dakota Sheep Growers Association and area groups, veterinarians, county agents, area trappers from the State Game, Fish & Parks Department, and others. Computer

records relating to flock performance and management also have been introduced.

Recent gains from such efforts include a gain in the lamb crop of .12 per ewe and increased skills in integrated productive management by about 2 percent of the state's sheep producers. This brings lambs born per ewe to 1.25, but this is still the first year of the four-year program, and more visible accomplishments expected in the future, said Thompson.

Sheep numbers in the state also have shown a 7 percent increase, in contrast to national statistics which show an overall decrease in numbers. "Based on these numbers, it appears that the sheep enterprise continues to be an important part of the state's agriculture," said Thompson.

# Home and Family



# MANAGING HOME FINANCES

South Dakota has experienced the same technological, economic, social, cultural, and consumer trends as the remainder of the nation, and all these changes have their impact on family resources.

One Extension's responses to family resource management, in the absence of a resource management specialist position lost to budget cuts, is to provide teaching materials for SIMA, a money management workshop, according to Dr. Barb Froke, program leader for family living and nutrition.

SIMA includes an educational meeting to introduce the concepts of financial management and to motivate participants to commit themselves to an in depth series of five workshops designed for couples. Participants use workbooks to analyze and plan for their family situations.

Those county home economists who have received special training teach the course and, in some counties, banks, other commercial sponsors provide partial support for the program materials.

Meetings also are held on consumer buying, record keeping, financial independence for the handicapped, insurance, credit, estate planning, and taxes.

Goals of the program, according to Froke, are to teach goal setting, budgeting, decision making, and financial record keeping skills to 900 persons in 34 counties over a four year period. While the program doesn't reach large numbers of persons at a time, it has a significant impact upon the decisions and habits of those who complete the

course, she added.

In the past year, the workshop was held in three counties and reached 33 persons. Informational meetings were held in 11 other counties and reached 1,512 persons. Froke says 80 percent of all Extension Homemakers clubs participated in the Family Resource Management Project, involving 7,924 members and 6,426 nonmembers. Of these participants, 85 percent reported making changes in their financial decision making as a result of the experience.

"On a 7-point scale measuring helpfulness, 100 percent of the participants enrolled in the SIMA program in one county rated the program as 6.6, or extremely



SIMA MATERIALS TEACH MANAGEMENT

helpful, while 2/3 reported better family communication and also felt confident in their abilities to handle family finances. Significant and positive changes were reported in another county on these behaviors: planning ahead

Continued page 19...

## 4-H BEEF QUIZ BOWL DEMONSTRATION



## YOUTH EMPHASIZE MANAGEMENT TOO

Many of today's 4-H youth are tomorrow's South Dakota farmers and ranchers, and they too experienced an emphasis on management skills during the past year, according to Acting State 4-H/Youth Program Leader Rich Howard.

"Four-H can provide excellent training in the areas of selection, feeding, health care, record keeping, and performance production for these future agricultural leaders," he said.

"The need for this training was evident in the lack of formal activities or learning games at 4-H livestock related meetings, so the main emphasis was put on the

### ...BARB FROKE

for major costs, less impulse buying, planning ahead for emergencies, and establishing savings," said Froke.

training of 4-H key project leaders by specialists in the disciplines of meat animal production, performance, and management."

At the end of 1983, six statewide meetings were held to train 4-H beef and horse key leaders. About 150 persons attended. About 300 4-H beef and horse project leaders were trained by these same persons.

In the livestock rate-of-gain program, almost all counties participated. Hand County, for example, had 90 lambs, 60 calves, and 20 hogs entered by its members, who computed feed cost and rate-of-gain with parent and volunteer leader assistance. In Hand County, 80 percent of the 70 participating members involved in the program completed their financial records, said Howard.

Other educational programs included a 4-H beef and swine performance project based on the rate-of-gain, feed efficiency, a written examination, yield estimate, and ribbon placing for the 4-H members of Bon Homme and

Continued page 21...



# HOME BUSINESS CAN INCREASE INCOME

One way for financially pressed farm families to meet economic difficulties is through additional income from family members not currently involved in salaried jobs.

"South Dakotans possess a large number of quality skills that can be marketed from the home to supplement family income," according to Extension Program Leader Barb Froke. "However, many of these individuals do not know the alternatives available to them nor the information necessary to help make the decision to pursue a home-based business."

Aims of this Extension program are to teach decision-making and technical information to 450 persons in 35 counties over the next four years. These skills will help them decide whether to market skills they possess in the areas of clothing, food, nutrition, housing, and handiwork. Froke predicts that approximately 15 percent of the participants pursue starting a home business, and 10 percent will produce added income for the family of \$100 per month or more.

One-day multi-county workshops held in four sites are conducted by a team of specialists and other SDSU on-campus faculty as well as local resource people. Information was provided on the business aspects of running a home

## ...RICH HOWARD

Charles Mix counties. About 50 members participated, he said.

A state 4-H dairy quiz bowl with 18 counties participating and a demonstration 4-H beef quiz both were conducted at State Fair. Participants there numbered 72.

business and on how to develop and market specific skills. Participants numbered 131, and evaluations at the end of the sessions indicated 98 percent had found the workshops to be valuable learning experiences. Of these, 9 percent said they definitely intended to start their own home businesses in the future; 35 percent said they would strongly consider the possibility of starting a home business; and 71 percent who currently owned their own businesses reported that the workshop would affect the way they operated their businesses in the future, said Froke.

"This is an ongoing program with five multi-county workshops being offered during the current year," said Froke. "Due to high interest for this type of training, a follow-up program entitled "Your Own Business: Should You Market Cooperatively?" is available at locations where prior workshops were held.

# LIMIT SHELTER COST

Rising inflation and increased costs of goods and services have caused many families to spend a higher percentage of their incomes for shelter. The result often is that families have to limit, postpone, or do without maintenance or improvements needed for housing and furnishings, according to Extension Housing Specialist Grace Backman.

"By doing maintenance or home improvement tasks while the problem is small, families actually may save more dollars in the long run," she explained. "Upkeep costs less than repair."

The Home Maintenance Program aims to train more than 2,400 participants in 49 counties over a

Continued page 22...

# LEARN COMPUTER SKILLS

Computers are rapidly entering the lives of farm families across South Dakota, and numerous farm management systems already are computer based. The advent of the affordable micro-computer in the past several years has brought the technology not only to the family

business, but also to the home as an educational tool or hobby.

However, a large portion of rural youth are not knowledgeable about the technology, and Extension has begun a 4-H program designed to meet that need to some

## ...GRACE BACKMAN

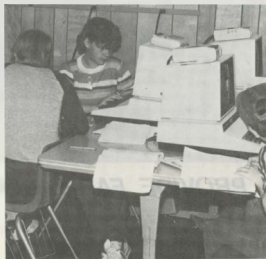
four-year period, developing their skills for not only one topic, but also furnishings and furniture, surfaces of floors, walls, and ceilings, plumbing, electrical, and furniture upkeep, care, and repair during the next four years, said Backman.

About 31 Extension home economists in 48 counties will give educational information to another 3,500 persons during the same period.

Training of field staff each year focuses on furnishings care, repair, maintenance. A notebook is developed for background information, resource helps, hand-outs, publicity information, and evaluation tools for use in working with their clients back home. Local businesses, as well as volunteers, have aided in the teaching, Backman said.

During the past year, 36 counties participated in reaching 12,121 persons through the use of four volunteers, 20 informational meetings, and 28 circulars. In addition, 1,068 persons received consultation help from the staff.

The SDCES staff also held nine in-depth workshops for 210 persons, and offered eight exhibits in three counties to reach another 107 persons. Three other counties held non-meeting activities involving 807 persons.



## 4-H'ERS BECOME "COMPUTER LITERATE"

substantial degree, says State 4-H/Youth Specialist Kenneth L. Nelson.

To date, 123 4-H youth and volunteer leaders in 11 counties have participated in a pilot study to evaluate and recommend educational materials developed for computer study by the Kentucky 4-H staff.

"Suggested changes in these materials will make them much more useful for South Dakota youth," said Nelson. "The only problem so far is in adapting the materials to the kinds of computers we have available. Kentucky materials were prepared for the IBM-PC, TRS-80, and Apple II, but in many instances the only computers

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## PROVIDE FARM WORK SAFETY TRAINING

Federal regulations prohibit youth under the age of 16 from working in agricultural jobs on a farm not owned and operated by their parents. But there is an exception to the rule for 14 and 15 year olds if they successfully pass a 24-hour safety training course conducted by the Extension Service, says Extension Ag Engineer George R. Durland.

Each year, 200-400 young people

...KENNETH L. NELSON

available for 4-H use \*\*\*  
Commodores in local schools."

South Dakota 4-H'ers also are being encouraged to use some of the AGNET livestock management programs in conjunction with their 4-H beef projects, Nelson said. "This is being done through a newly prepared 4-H publication called 'Advanced 4-H Beef Project Options' that has been authored by myself and other South Dakota Extension specialists."

receive the training so they can legally obtain employment on farms and ranches. During the past year, the training was offered with 47 counties conducting, or participating in, the program that usually is held prior to the beginning of the spring farm work period.

Each county used resource people to assist with the training, including local law enforcement officials, emergency medical technicians, health professionals, vocational ag teachers, and machinery dealers.

Counties reported 95 percent of the 200 youth trained earlier this year were employed in the agriculture labor market. "This means providing jobs for youth in an age bracket where the overall job market is very depressed," said Durland. "Past and present surveys also indicate that there have been no reported serious or

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# DEVELOP RURAL LEADERS

Leadership is yet another of the traits that allow agriculture and rural South Dakota to help itself through troubled economic times. Extension believes that the earlier leadership skills are developed in the individual, the better.

South Dakota has more than 3,000 Junior Leaders in 4-H. They help not only in recruiting new members, but they also train 8-12 year old members in projects, programs, events, activities, and skills.

According to 4-H/Youth Specialist Mary Ellen Aamot, about 300-400 Junior Leaders aged 14-19 attend the State 4-H Conference each year, and another 200 attend district Junior Leader Internship programs each year.

During the past year, 32 of the 64 counties have organized teen leader groups. Junior Leaders were involved in club exchanges, help days--such as demonstrations, judging, special foods, livestock days, horse shows, etc., project days, exchanges with other states, leadership workshops, teleconferences, newsletters,

## ...GEORGE R. DURLAND

fatal accidents involving youth that successfully completed this training program."

A 20-hour correspondence course was developed and implemented this year to provide training for the youth that could not attend the formal training sessions. After completing the correspondence course, an additional 4 hours were spent in testing these youth to determine if they were adequately trained. Participants in this course numbered 25, according to Durland.

radio programs, and committee actions.

"Reports indicate that in just 15 of those counties, there were 490 meetings involving Junior Leaders that reached 6,565 young people," said Aamot.

The program lists among its resources the state Department of Agriculture, the 4-H Foundation funding for the District Junior Leader Internship Program, and the time of adult volunteers who work with the Junior Leader groups.

## CONTACTS ABROAD

We often talk about the importance of world trade to agriculture and America's role as "breadbasket" for the world's hungry, but Extension has been involved in international relations for many years on a person to person level.

South Dakota 4-H has been involved in the International 4-H Youth Exchange since the program began in 1948. More recently, the state also has hosted Professional Rural Youth Leaders from developing nations. In 1979, the state's 4-H'ers joined in the Japan Lobo Exchange program, and in 1981 joined in an exchange with the Norske 4-H program in Norway.

Lowell Pierce, Extension 4-H/Youth specialist, explains that the programs give South Dakota host families and 4-H members the chance to gain some experience with both young people and adults from around the world. "It provides the opportunity to establish a close relationship on a people-to-people basis," he said.

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THESE JUNIOR LEADERS FORMED THE CHILDREN'S THEATER PERFORMING ARTS TROUP AND APPEARED AT THE SOUTH DAKOTA STATE FAIR AT HURON

# BUILDING OUR COMMUNITIES

It's a fact that one also has to put something into his community in order to get something out of it, and community development and citizenship is a high priority among South Dakota 4-H'ers, says Extension 4-H/Youth Specialist Kenneth L. Nelson.

Nelson leads a program which annually sees more than 6,000 4-H members involved in community service, citizenship, and community development activities, but only about a third of them actually experience some significant involvement in the decision-making processes through direct participation in the programs available to them.

"We need to increase 4-H participation throughout the state in meaningful programs like the state Department of Agriculture 'Building Our South Dakota Communities' (BOSDC) program, the Rapid City Journal Community Development program, the Reader's Digest Citizenship in Action program and others," said Nelson. "And as these young people demonstrate their interest and willingness to become involved in programs and projects, community

## ...LOWELL PIERCE

During the past year, six 4-H families hosted 4-H members from Norway, three hosted a young person from Barbados, three hosted one from Belgium, and three hosted one from the Netherlands. In addition, one young person from South Dakota is currently in Switzerland, one is in Panama, and one recently returned from Japan. Pierce estimates that 10 visitors to South Dakota had personal experiences with more than 200 individuals through the local host families and 4-H club members.

based organizations will offer them that involvement."

Nelson's goal is to see that 100 or more 4-H Junior Leaders each year attend the Citizenship Washington Focus workshop and develop their community development action plans to conduct their respective neighborhoods, home towns, counties.

During the past year, 22 4-H clubs from 21 counties applied for BOSDC funds to conduct community safety programs. Of these 18 were allocated funds. Several clubs from three counties also received similar grants from the Rapid City Journal program.

"Though the entire community benefits from these programs, the greatest benefit is the involvement of youth and the development of their leadership skills as they work to make their communities better places in which to live," said Nelson.



4-H'ERS USED R.C. JOURNAL FUNDS FOR BUILDING THIS ROPING CHUTE

## PROVIDE OBJECTIVE VOTER INFORMATION

Ballot issues sometimes also have an impact on the farm economy, and that's one reason why Extension traditionally has provided an objective voter education program for issues which are referred to the people through South Dakota's initiated law process.

This past year, three measures and one constitutional amendment were placed on the ballot for November, including: future voter approval for nuclear waste disposal in the state, the starting date for public schools, verifiable nuclear weapons freeze, and consolidation of two constitutional offices.

Dr. Mark Edelman, Extension agriculture and public policy economist, is in charge of this program. During the past year he provided unbiased information to South Dakota voters through four newspaper columns, 5 news stories, 16 radio programs, 2 television appearances, 14 local meetings, and a published fact sheet on each of the issues.

Even the state attorney general referred and encouraged voters to study the issues through the fact sheets distributed by the Extension Service. And, in a joint appearance on South Dakota Public Television, both the attorney general and the secretary of state complimented the unbiased approach and educational efforts of Extension in this effort.

Nearly every county in the state used the fact sheets, with about 15,000 copies of each fact sheet being distributed overall. Newspaper columns had a potential readership of 126,000, Edelman said.

"In each general election, we have had initiated or referred measures for the voter to consider, and there will be a continuing need in this area to present the unbiased facts," he said.



DR. MARK EDELMAN

## W.O.N. PROMOTES HEALTHIER LIFE

Americans spend \$millions each year on weight control aids and diets, but 30 percent of the adult population still are overweight. Obesity increases the risk of developing heart disease, high blood pressure, and diabetes, according to Extension Food and Nutrition Specialist M. Carol Walter.

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# NUTRITION AFFECTS OUTPUT

The quality of a family's nutrition not only affects how hard the parents can work, but also how well the children can learn in school. Extension believes that quality can be improved despite some estimates that as many as 112,739 persons among South Dakota's relatively small population are considered to be in poverty. Of these persons, 23,335 families in poverty, 16,286 have children under 17 years of

age, totalling 25,812 children in all. Of South Dakota's Indian families alone, 46 percent are believed to be in poverty.

It is possible to maintain a fairly well-balanced diet on a low income, but it takes training to develop the skills this requires. Extension attempts to provide these skills through the Expanded Foods and Nutrition Education Program (EFNEP), says Extension EFNEP Program Leader Mary J. Fleming.

## ...M. CAROL WALTER

An Extension program, the revised Weight Off Nutritionally (WON), contains 13 lessons which provide information on nutrition, behavior modification, and low-calorie cooking. These materials were designed to be used with groups or as an individual correspondence course.

During Fiscal 1984, the WON program reached 3,765 persons in 19 counties, and a county evaluation reported that 121 of these persons lost 987 pounds between them, Walter said.

The reports also indicated that 27 percent of the participants in one county reported an increased effort to include foods from all four food groups in their daily diets, and 45 percent in another county reported starting an exercise program as the most helpful among their behavior changes.

Many WON groups are continuing to meet on an informal basis for support of their new eating habits, Walter said. A monthly newsletter will be developed to send to members of these groups. The program will continue to be evaluated and revised to meet the needs of participants desiring a healthy weight loss program.

The major resource for the program is staff time, she says. The Michigan State University series "Eating Right is Basic" is used as the core curriculum for homemakers, and the Oregon series, "Flip Flop the Frog" is used for youth. Professionals received management training from a Minnesota resource person, and all associated staff have received teen training called, "It's Your Move."

The program aims to reach 1,200 families with children in 12 counties with information that will increase their skills and attitudes. The goal is to have at least a third of the families meeting the Basic Food requirements within 18-24 months of the program, with 40 percent improving their food buying skills to save an average of \$40 per month per family of four.

Another aspect of the program is the goal of having 300 teenage volunteers working under supervision of the local Extension Home Economists and Nutrition Assistants reach out to 3,000 low-income youth aged 6-13 with an indepth nutrition program.

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## **GARDENS VALUED \$12.5 MILL.**

Home gardens are good for health, exercise, relaxation, and recreation for adults and youth, but they also are a source of high quality produce at low prices during times of economic difficulty, says Extension Horticulturist Dean Martin.

Gardening also is not "penny ante" game. Martin estimates that 50,000 South Dakotans had gardens valued at \$12,500,000 during this past year.

Extension's goal is to provide

### **...MARY J. FLEMING**

Accomplishments for the past year include 916 adults and 1,736 youths gaining food and nutrition knowledge, 478 adults and 933 youths improving their dietary practices, and 400 adults and 900 youths improving their nutritional status.

new skills for new gardeners and to keep experienced gardeners up to date in their skills. Methods for accomplishing this included 55 meetings involving 1,524 persons, 3,311 individual consultations (often by phone), 23 "Garden Line" shows on television, and 310 radio and newspaper items during 1984.

It was a team effort, Martin said. Joining him in the various programs were panel members from entomology, plant pathology, weed control, and horticulture.

An estimated 30,000 persons viewed the 23 weekly "Garden Line" programs alone, he said.





CENTENNIAL TREE PLANTING HONORING MARTIN AT BROOKINGS, S.D.

## ADDING VALUE TO THE LAND

One of Extension's many partners in helping South Dakota is the State Horticultural Society. Together, they are dedicated to providing encouragement and skills to all who attempt to beautify and protect the land through tree plantings.

Extension Horticulturalist Dean Martin has worked with society members for years and has served as its secretary-treasurer for the past quarter-century.

In 1984, the society requested an Extension specialist to help them with their centennial activities and to aid in disseminating horticultural information to the public.

Martin and the society cooperated in conducting eight public meetings during the year, and about 400 persons gained in horticultural skills and knowledge as a result.





# PROGRAM AIMS FOR FITNESS

South Dakota reportedly has one of the lowest per-capita health care costs in the nation, but health care still takes a lot of the family's budget and is said to take as much as 10 percent of the nation's total Gross National Product (GNP).

Health professionals and organizations maintain that persons can improve their health by increasing physical activity, maintaining ideal weight, and eating a diet lower in fat and higher in complex carbohydrate.

M. Carol Walter, Extension Food and Nutrition Specialist, says that the Food and Fitness program is aimed at helping persons evaluate their sodium, sugar, and fat intake, and acquire basic cooking skills that encourage healthier eating habits.

In addition, the four-year program will help persons to begin a fitness program, to understand interactions between food and medicines, and to be aware of the need for a healthy diet and exercise program throughout their lives.

A former specialist provided training to 50 local County Home Economists, 21 EFNEP program assistants, 80 key volunteer leaders in the 4-H program, and members of commodity groups and other nutrition-related agencies earlier in the year.

The effort involved presenting programs in 23 locations, preparing nine segments for a new home economics television program for Public Television, five commercial television appearances, and the writing of seven articles for a regional farm paper. Educational slide sets,

publications, and mass media materials also were developed for use by Home Economists.

County Extension staff members taught 22 educational sessions, and 14 Key Leaders in 4-H have conducted training sessions for other county 4-H volunteer leaders.

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## SAVE ON CLOTHING

Extension recognizes that children's clothing today is costly in relation to the time it can be worn by a child--especially for the younger family having financial stress. Skills required to acquire this clothing and meet the child's needs while still remaining on a tight budget is no less important than any other management skill, says Extension Clothing/Textiles Specialist Linda Manikowske.

Her program aims to improve these skills among 725 persons in nine counties over a four-year period. Types of skills include knowing the needs of children as they relate to clothing, selecting appropriate patterns and fabrics, selecting sizes which allow for growth in both commercial patterns for home-sewn clothing and ready to wear clothing, and selecting and applying special sewing techniques.

In the past year, 937 people in eight counties and one reservation attended the program, and, of these, 93 were volunteer leaders who took the information back to local club members.

One county did a follow-up survey ~~three~~ months after the

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# STRETCH CLOTHING DOLLAR

Extension believes that developing skills in clothing construction can play a key role in stretching the clothing dollar for individuals and families. Many persons now feel they don't have the time to sew, but teaching them sewing shortcuts will help them achieve such savings despite their busy schedules. Even ready-to-wear garments which can be bought as bargain prices, but which may not fit well, can be altered through such techniques.

## Extension Clothing and Textiles

### ...M. CAROL WALTER

In 1984, Food and Fitness related programs were held in 30 counties and reached 9,191 persons.

Walter, who joined Extension on September 17, has picked up where the former specialist left off, and she now heads the program.

She reports that in telephone interviews conducted with 15 percent of the diet consultation clients in the past year, 14 requested additional information on weight loss, eight on low sodium diets, five on diabetes management, two on hyperactivity, and one on anorexia nervosa. Of those interviewed, 80 percent expressed an increased compliance to their special diet, 40 percent reported weight loss in excess of 10 pounds, and 80 percent said the program was very worthwhile and should be repeated with follow up.

### ...LINDA MANIKOWSKA

program and learned that each person attending saved an average of \$50 in the amount spent for children's clothing as a result of the information and training provided.

Specialist Linda Manikowska prepared "packaged" learning materials for the program, and local County Home Economists carry out most of the workshops for their local clients. 4-H key leaders also have been trained in clothing construction skills to prepare them for teaching other leaders and young people.

In 1984, fusible tailoring workshops were offered in 22 counties and reached 587 persons. More than 90 percent of them sewed their own blazers, and 75 percent indicated they would make from three to six additional blazers for other family members. Savings for this effort would be more than

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INFORMATION YOU CAN COUNT ON

# GET MOST FOR LEAST COST

Today's consumer wants to know how to get the most clothing for the least amount of money, says Extension Clothing and Textiles Specialist Linda Manikowske. "They want to know how to get the most use out of their wardrobes, what to buy, how to care for them, and how to update last year's look. With less money available for spending on clothing, skills in planning and managing family wardrobes becomes increasingly important. We suggest that people look upon the clothing they purchase as an investment."

Objectives are that 80 percent of those attending workshops will learn new skills, that 20 percent will recycle clothing instead of buying new, that 20 percent will adopt the practice permanently and will continue using the wardrobe management system they learned, and that 60 percent will teach the skills to others.

Manikowske developed a program of lessons that gave clients the opportunity for a "hands on" application of the information in their own personal wardrobes. Training in use of the program was given to 48 local County Home Economists.

## ...LINDA MANIKOWSKE

\$20,000 among the families, Manikowske estimated.

Pants alteration workshops also were offered in eight counties for 203 participants. Most completed construction of a pair of pants, and most realized savings of 50 percent or more over the cost of ready-to-wear pants. Savings totalled about \$2,436 for the group.

During 1984, 4,629 persons attended 232 programs offered in 33 counties. Training meetings were attended by 374 volunteer leaders who took information to their home clubs. About 20 percent of the participants indicated a savings of clothing dollars totalling \$5,006. Extending this amount to the total number of participants would indicate a savings of \$231,450 as a result of the training, Manikowske estimated. Such savings would further increase over time, she added.

## HOUSEHOLD REMODELING

Housing costs recently have risen about twice as fast as household incomes, and this is a problem facing many South Dakota families, according to Grace Backman, Extension Housing Specialist.

"Families need information to assess their values, needs, resources, restraints, and alternatives for housing and equipment," she continued. "They are now asking for assistance from Extension to cope with these problems, which are accelerated by the rapid changes we see in the economy, technology, and availability of goods and services."

The program developed to meet these requests will help 250 families in 33 counties modify their existing housing during the next four years, Backman said. About 80 families also will increase their remodeling skills. In addition, the program will

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4-H LEADERS AND OTHER EXTENSION VOLUNTEERS NUMBER ABOUT 21,000, MAKING IT ONE OF THE LARGEST GROUPS OF ITS KIND IN THE STATE

## KEY LEADER TRAINING

South Dakota 4-H has been faced with many of the same economic pressures as farmers and ranchers, according to Dr. Arlinda Nauman, Extension 4-H/Youth Specialist.

Shrinking budgets have led to a decrease in the number of paid 4-H staff at the same time as 4-H enrollments, volunteer leadership, and the number of clubs have all declined.

A lot of study has identified recruitment and training of volunteer leaders as a high priority for the programs under these circumstances, Nauman said.

This program has been named the "Key Leader Model," and the goal

now is to train Key Leaders in each county across the state. Key Leaders, in turn, train volunteer 4-H project leaders from each club."

The training is structured to enable Key leaders to understand this particular training model and to develop the skills and subject-matter expertise necessary to train and support the project leaders from each club in the individual counties. After completing the training, Key Leaders return to their counties to provide that training.

Thus far, more than 90 percent of South Dakota counties have

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## 56 NEW LEADERS HELP WITH PILOT PROGRAM

There are about 120,000 youngsters of 4-H age (8-18) in South Dakota, and, in most of their homes there are firearms, says Extension 4-H/Youth Specialist Ken Nelson.

"Projects in 4-H local clubs are those that meet the members' needs and interests, and one good example is the Shooting Sports which was piloted in 10 counties during 1984," he said.

The project has a focus on both hunting safety and related conservation issues, he explained, and it often becomes a life-long hobby or family activity.

The pilot program began with the training of 10 county 4-H Shooting Sports Developmental Committees, and plans are to extend the training to about 25 counties in 1985, 40 in 1986, and statewide by 1987.

### ...GRACE BACKMAN

train 30 staff members in 30 counties in techniques of consulting with prospective remodelers.

Already, 470 persons have been reached with the information by Backman in 31 counties, and at least 15 builders also were reached--a new audience, in most cases, Backman said. Nearly 400 other persons received information through volunteers in the program, and 84 additional individual consultations were held.

"Remodeling programs will continue for new clients, and additional emphasis will be given to new equipment and technology, and to energy conservation. These may also lead to programs in housing construction," she predicted.

To date, 56 new volunteer leaders have been recruited and trained with 11 County Extension Agents at two, 3-day workshops. Of the participating counties, eight already have their program organized, and this has resulted in a youth enrollment of 432--of which almost half are new 4-H members.



### TRAINING STARTS WITH BASICS

The pilot program is coordinated through a State 4-H Shooting Sports Coordinating Committee of four volunteer 4-H leaders, one County Extension Agent, one Extension 4-H/ Youth Specialist, the resource assistance of the

Continued page 35...

### ...ARLINDA NAUMAN

identified volunteers to accept the role of Key Leader, and 464 Key Leaders have attended the training sessions provided.

As a result, Key Leaders now have provided the training to 1202 project leaders on their own. County reports indicate that both the quantity and quality of 4-H project exhibits has increased in the project areas receiving the training.



## **UNIQUE RESOURCES, TRAINING**

South Dakota 4-H has accumulated three unique resources which provide training that also has a unique quality about it. These are Camp Lakodia, Camp Bob Marshall, and Camp Richmond. The first two are administered by a State 4-H/Youth Specialist, while the third is administered by a committee of County Agents and volunteers.

### **...KEN NELSON**

South Dakota Game, Fish, & Parks Department, and the financial support of several sports-minded organizations.

Extension 4-H/Youth Specialist Lowell L. Pierce explains that the camps provide an educational experience for about 2,500 youngsters each summer. Other non-4-H rental groups also use the two state camps a great deal.

Fees and the 4-H Foundation of South Dakota are the main sources of financial support for camp operation and programming. A hired staff provides maintenance, programming, and food services throughout the summer months. All other staffing is either volunteer or Extension professionals.



## WYOMING RESOURCES TRAINING

*[Faded text, likely a list of resources or training details, which is illegible due to blurring.]*

This publication was written, edited, checked, and typeset in justified, 34-character lines on a KayPro II computer using Perfect Writer and Perfect Speller software and an Epson MX-80 dot-matrix printer.

--Larry K. Tennyson, Editor

## SOURCES OF FUNDING

Funding for Cooperative Extension services in your state primarily come from three sources: county, state, and federal appropriations.

### County Funds Support...

- 1) the salaries of county office secretaries and summer work-study students;
- 2) travel expenses for County Agents and Extension Home Economists;
- 3) county office and educational supplies;
- 4) county office operations such as rent, telephone, and equipment;
- 5) part of the salaries of Extension Agents.

### State Funds Support...

- 1) salaries of Specialists, County Agents, Extension Home Economists, and county summer student assistants;
- 2) state and area office secretaries and summer work-study students;
- 3) travel costs for state and area staff;
- 4) state and area office operations including rent, supplies, equipment and telephone;
- 5) publications and other training material including radio and television programs.

### Federal Funds Support...

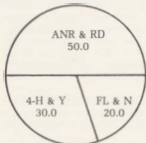
- 1) the same services as state funds, plus;
- 2) salaries and travel expenses of program assistants (i.e., paraprofessionals) and
- 3) postage

The sources and amounts of funding in 1984 for the South Dakota Cooperative Extension Service was as follows:

Source	Amount	% of Total
Federal	2,227,267	50.6
State	2,775,186	43.7
County	47,000	4.4
Others	50,000	1.3
Total	5,509,453	100.0

<sup>1</sup>Does not include \$1,519,000 spent locally by counties in support of County Extension program.

Among the program areas, the following percentages of total budget were spent:



Of these amounts, personnel salaries and benefits totalled 90.7%, travel totalled 3.9%, and supplies and equipment totalled 5.4%.

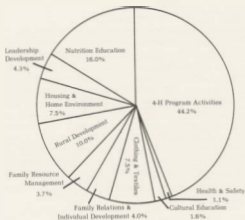
## BUSY PEOPLE

Extension Agents, Home Economists, and Specialists wear many hats, and their talents and fields of knowledge are as wide-ranged as the needs for service among their clients.

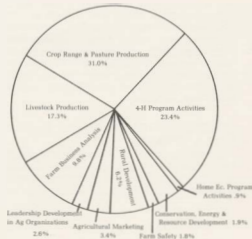
It may not be generally known, but everyone who works in Extension accounts for their time—all of it. These reports enable one to see the exact amounts of time each person spends working in a given area of service.

While the proportions of staffing vary with the demands for service, statewide averages indicate what the "typical" Extension employee does for the people and what portion of the working year is spent in the various areas of service:

### HOW EXTENSION HOME ECONOMICS STAFF TIME IS DIVIDED AMONG ACTIVITIES



### HOW EXTENSION AGRICULTURE STAFF TIME IS DIVIDED AMONG ACTIVITIES





## RESEARCH: THE FOUNDATION OF EXTENSION SERVICES

Land Grant Universities have three basic functions: research, Extension, and teaching. The research of the Agricultural Experiment Station is the base for the Extension, or non-formal educational assistance, provided to the people by the Cooperative Extension Service. Extension has as its mission the dissemination of unbiased, research-proven information to the people through methods which avoid requiring citizens to personally travel to research sites on campus or the various experiment stations across the state.

Extension Specialists and Agents also search out research information from other states and further develop and adapt it for use by the people of South Dakota.

## DECENTRALIZATION: A KEY STAFFING PATTERN

It is not by accident or circumstance that the majority of key Extension personnel are located in the field and not on campus of the University. Extension services are made handy to all citizens of the State through county and reservation offices. There, County Agents and Extension Home Economists provide day-to-day information and cooperation to area citizens as well as conduct workshops, tours and other types of meetings within the county. Specialists, usually located on campus, are a corps of Extension workers whose job is to be in close contact with researchers and quickly disseminate that information to the field staff through area meetings and various in-service educational means on an area or multi-county level.

## PARTNERS: COUNTY, STATE, AND FEDERAL GOVERNMENTS

When the original Smith-Lever Act established the Extension service on the federal level in 1914, it also laid the groundwork for the present partnership between county, state, and federal governments. Funding for Extension comes from these three levels of government, through County Commissioners, the State Legislature, and Congress. This partnership is unique in that it not only assures the stability of the Cooperative Extension Service, but also its programming direction toward county, state, and national needs and concerns.

## CITIZENS INVOLVEMENT: A FACT, NOT A PROMISE

In South Dakota, there are 21,000 citizens who form a corps of volunteers which work hand in hand with the professional staff of 121 County Agents and Home Economists, 50 Specialists, and 27 paraprofes-

sionals. Volunteers work to extend the information or conduct educational activities throughout the counties of the state. Volunteers give their time and resources unselfishly and continue to be an important factor in the successes of the Cooperative Extension Service. These volunteers serve as 4-H leaders, association officers, volunteer teachers, Extension Board members as they cooperate to improve their community.

The Executive committee of the State Extension Advisory Board consists of R. Wayne Hamilton Armour (Pres.); Duane Slunecka, Miller (1st Vice Pres.); Ladell Goodroad, Brandt, (2nd Vice Pres.); Jan Goens, Clear Lake, (Sec.); Alvin Fjeldheim, Pollock (NEAC Delegate).

## CITIZENS PROVIDE DIRECTION

Far-sighted State Legislators established County Extension Boards and the State Extension Advisory Board during the formative years of the Cooperative Extension Service. Their composition and functions remain today much as the Legislature originally envisioned them.

The County Extension Boards are appointed by the County Commissioners in each of the counties where the Cooperative Extension Service is in operation. The County Board includes from five to seven members, including one County Commissioner. Functions include the selection of County Extension Agents, development of a county Extension budget, and the planning and evaluation of county Extension program activities.

Such high level citizen involvement assures that county Extension programs are those which respond to the needs of citizens in that particular county. It further assures that programming will vary from county to county as those needs are expressed and met.

The State Extension Advisory Board is made up of 25 members. Of these, 24 are elected by County Extension Board members at district meetings. One member is appointed by the Director of Extension. The State Advisory Board meets annually to review current educational activities in Extension and to develop long-range Extension educational program thrusts. The State Board also is involved in determining program priorities and establishing the justification for any requests for program expansion. The Board further advises the Extension Administration on fiscal, personnel and programming policies as they affect the future direction of the Extension Service.

Together, the Board members represent a network of some 425 citizens which meet real needs of people Extension seeks to serve—the people of South Dakota.