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## Exhibits and Demonstrations for Junior Farm Management Clubs

H. D. McCullough

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EXHIBITS AND DEMONSTRATIONS  
for  
JUNIOR FARM MANAGEMENT CLUBS  
by  
H. D. McCullough,  
Farm Management Demonstrator  
South Dakota State College.

EXTENSION SERVICE  
South Dakota State College  
W. F. Kumlien, Director  
Brookings, S. Dak.

Cooperative Extension Work in Agriculture and Home Economics, South Dakota State College and United States Department of Agriculture Cooperating.

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## EXHIBITS AND DEMONSTRATIONS FOR JUNIOR FARM MANAGEMENT CLUBS

The State Fair Board offers attractive cash premiums for exhibits made by members of Farm Management Clubs. These exhibits consist of two sketches of the member's farm showing location and arrangement of fields and buildings and a copy of their account book with entries complete to August 15 or later. One sketch should picture the farm as it is now and the other as it would appear after any changes had been made. These sketches should be on cardboard 11 by 22 inches or 22 by 28 inches in size. Additional account books will be furnished by the Extension Service to members desiring to exhibit at the State Fair. These books will be numbered so that members need not put their names on their exhibits.

Gold, silver and bronze medals will be awarded to the farm management demonstration teams placing first, second and third, respectively, in the demonstration contest at the State Fair. The winning team will compete with some other teams for a trip to the Inter-State Fair at Sioux City. Club teams also often demonstrate before community gatherings, at county club achievement programs and at county fairs. When more than one team demonstrates at these meetings local prizes are often awarded.

A demonstration team consists of two club members who are in good standing. They may demonstrate any phase of farm management. Any member MAY exhibit at the State Fair, but members of demonstration teams who compete at the fair MUST exhibit.

Additional rules are given in the State Fair Club Premium List which will be sent to all members of farm management clubs.

### Suggested Demonstrations:

1. Demonstration to teach good arrangement of fields and buildings. Two large sketches of a farm layout are

prepared. They should be three feet square or larger. One sketch shows a farm that is poorly planned. The other shows the same farm as it would appear after changes had been made in the location and arrangement of fields and buildings so as to save time in doing chores and in going to and from the fields. The demonstrators contrast the two sketches in their dialogue and point out the features of a well-planned farm and farmstead.

2. To demonstrate farm record keeping by filling out a LARGE account book before the audience. Demonstrators dress and conduct themselves as father and son. An enlarged account book about 32 inches by 44 inches in size should be prepared. Entries could be made with a heavy blue crayon. The demonstrators should also stress the value and importance of farm records.

3. To demonstrate the method of using cost data by estimating the cost of producing an acre of wheat in 1924. Substitute probable 1924 costs for the items in the following table which is based upon studies of 20 farms near Oldham in Kingsbury County:

Man labor, 8 hours  
Horse labor, 23 hours  
Seed, (amount and value used on your farm)  
Twine, 2.5 pounds at price you pay  
Threshing, (average yield and price charged per bushel)  
Machinery charge, \$1.50  
Land rent, (local cash rent or 6% on acre value)

The cost of man and horse labor may also be estimated. Demonstrators use a blackboard and keep up a running flow of conversation while they are working.

#### Demonstration Showing Method of Estimating Costs

(It is not intended that this demonstration will be followed closely by any team. It is given here merely to show what a demonstration is like. To make it occupy 30 minutes several parts would have to be expanded).

Demonstrator #1 "Ladies and gentlemen: My name is \_\_\_\_\_ . My teammate here is \_\_\_\_\_ . We are both from \_\_\_\_\_ County and are members of the \_\_\_\_\_ Farm Management Club. There are \_\_\_\_\_ members in our club and we are all eighth graders in the \_\_\_\_\_ consolidated school. Once a week we study farm accounts in our arithmetic class. It is part of the regular course of study and takes the place of the cube root and compound interest that was formerly taught. Each member helps his father keep a farm account record on his farm business. This is not hard because we have all had practice in doing the same thing at school. Once a month we have a club meeting at which we discuss one of the "Monthly Programs in Farm Management" which were prepared by the Extension Service and which are sent out to each of us a week before the meetings.

"For our demonstration this afternoon we want to show you one use that may be made of cost of production figures by estimating the cost of producing an acre of wheat in 1924. The State Department of Agriculture, cooperating with the U. S. Department of Agriculture and the State College has kept accurate records of the business on 20 farms near Oldham in Kingsbury County. A study of these records shows that in 1922 the items of expense in producing an acre of wheat were:

Man labor, 8 hours  
Horse labor, 23 hours  
Seed  
Twine  
Threshing  
Machinery charge, \$1.50  
Land rent

(While Dem. #1 is giving above statement, Dem. #2 writes the table on the blackboard or tacks up a chart on which the table is printed).

"Now, of course, these figures are for only one year and costs and conditions vary on different farms and in different parts of the State, but if we put after each of these items its probable cost in our locality next year, we will have the approximate cost of growing an acre of wheat.

" \_\_\_\_\_, Dem. #2, will now do the figuring on the blackboard, - he writes better than I do, - while I help him decide on the proper amounts to place after each of the 7 items of cost."

Dem. #2. "Well, \_\_\_\_\_, what is man labor going to be worth out our way next year?"

Dem. #1. "We paid \$4 a day in harvest last year, but of course, not all of the work on wheat comes at harvest time. I heard Dad say the other day that he thought we'd have to pay \$40 a month for a man next summer."

Dem. #2. "Let's take \$40 a month than as a fair wage for the crop season. Now, what will it cost to board a man for a month next summer?"

Dem. #1. "Well, it costs about a dollar a day in town, but you remember that Program we had in June on 'Home Supplies Furnished by the Farm'? It showed that quite a large part of the food on a farmer's table is produced on the farm itself. I think \$20 a month would be about right for board."

Dem. #2. (Adds \$40 and \$20 on the blackboard)  
"Now, then, how many hours does a man work in a month?"

Dem. #1. "In the summer we often work 12 or 14 hours a day and then in the winter on some days we only do the chores that have to be done. Unless one kept track of the time actually worked I think he would have to use 26 days a month and 10 hours a day."

Dem. #2. "All right, let's do that. (Divides \$60 by 260 and gets 23¢ per hour). Eight hours at 23¢ is \$1.84. Now, horse labor,- what does that cost?"

Dem. #1. "It will probably vary from 8¢ to 18¢ depending upon the cost of keeping the horses and the number of hours they work per year. The cost of keeping a horse will vary from \$40 to \$100 per year and the number of hours worked will range from 500 to 1200. The man who keeps as few horses as he can get along with and provides fairly continuous work for them thruout the year, is the man who has the low cost per hour. Perhaps we may as well take the average figure for the men on the cost route last year which is 10 ¢ per hour."

Dem. #2. "That makes \$2.30 for horse labor. How much seed do we sow to the acre at home?"

Dem. #1. "A bushel and a peck."

Dem. #2. "What will seed wheat probably be worth a bushel next spring?"

Dem. #1. "It ought to be worth at least a dollar a bushel, let's say \$1.20."

Dem. #2. "That makes \$1.50 for seed. And what will twine be worth next summer?"

Dem. #1. "Let's take last year's price of 12¢."

Dem. #2. "That makes 30¢ for twine. And we paid 12¢ a bushel for threshing last year and it will probably be about the same next year. But what is the average yield of wheat in \_\_\_\_\_ County?"

Dem. #1. "I guess about 12 bushels. It ought to be higher and I don't see how we're going to make any money raising wheat until we do get better yields or else a better price."

Dem. #2. "That makes \$1.44 for threshing cost. The charge for the use of machinery has been figured on a good many farms and averages pretty closely to \$1.50 per acre. Now the last item is the charge for the use of the land. What is good wheat land renting for around here?"

Dem. #1. "There are not any farms rented for cash that I know of. Most of the land is rented on shares."

Dem. #2. "How would it be if we took 6% of the value of the land?"

Dem. #1. "That would be all right. Land is selling for about \$60 an acre at home now. It was much higher than that in 1919, but I think \$60 is a fair price now."

Dem. #2. "Six percent of \$60 is \$3.60. Now let us add up and see about what it will cost us to grow an acre of wheat in \_\_\_\_\_ County next year. \$12.48. At 12 bushels per acre that would be \$1.04 per bushel."

Dem. #1. "Of course if one got 18 bushels per acre it would cost another 72¢ for threshing, making a total cost of \$13.20 per acre, but the cost per bushel would be less. Just divide thru and see what it would be.

(#2 divides \$13.20 by 18 and gets 73¢)

"Since the yield per acre has such an important effect on cost, it seems to me that we should do all that we can to increase the yield."

Dem. #2. "Of course there are lots of things which affect our yield over which we have little or no control, such things as blight, scab, rust, hail, drought, hot winds, frost, too much rain, grasshoppers, chinch bugs, hessian flies, crinkle joint, etc. "

Dem. #1. "That's all true, but there are some things we can do that will increase our chances of getting a good yield.



As I mention some of them you write them on the blackboard.


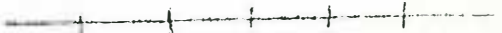






Good seed bed.  
Standard variety  
Clean seed  
Seed testing  
Seed treatment against smut  
Early seeding  
Insect control

"Now, ladies and gentlemen, we have shown one way of using cost figures to estimate next year's acre costs, we have shown the relation that exists between yield per acre and cost per bushel, and we have indicated some things which will increase one's chances of getting high yields. We don't pretend to be expert farm managers, but when we do start farming in a few years we will know a lot more about farm management and the factors which make for success at farming than our fathers did when they started. For this we must thank our Public Schools, the Extension Service of the State College and the State Fair Board. We also want to thank you for your kind and considerate attention during our demonstration.

Demonstration Maxims

1. Don't bluff. If you can't answer a question, say so.
2. Avoid argument. Be as diplomatic as possible.
3. Be careful to avoid grammatical errors.
4. One member of the team should always be talking.
5. Make the dialogue "snappy" and interesting.
6. Face your audience throughout the demonstration; let them see what you are doing.
7. Be dignified and courteous.
8. Emphasize clubwork in your county -- tell some of your club's interesting experiences.
9. Repeat questions asked so that every one in the room may hear them.
10. Quit when you get thru.

In making the maps for exhibiting at the State Fair  
use the following legends:

- Farm or field boundary unfenced ..... 
- Woven wire fence..... 
- Barbed wire fence..... 
- Drainage ditch, covered ..... 
- Drainage ditch, uncovered ..... 
- Creek or river..... 
- Marsh or swampy land..... 
- Woods ..... 
- Railroad line ..... 