

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

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C o u n t y      A g e n t

Santa Cruz County

ARIZONA.

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October 10, 1922-November 30, 1922

ARRANGEMENT  
O f  
M A T E R I A L.

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## ORGANIZATION:

**PRELIMINARY STATEMENT**-The County Farm Bureau organization in Santa Cruz County, Arizona was little more than a shell, when the present agent arrived in the county. This, it seems, was due to the fact that no agent had stayed in the county long enough to carry out the projects that he had started. Mr. A. Z. Smith, the agent just preceding the present agent had a very valuable list of projects started and under way but when he left the county and during the lapse of time between his leaving and the arrival of the present agent interest in the projects has died out to a great extent.

Only one of the projects outlined by Mr. Smith has developed to the extent that the farmers of the county have been benefitted financially as a result of the work. The Livestock Marketing Project with Mr. A. D. Benjamin of Sonoita as Project Leader has developed into a very valuable piece of work. In the past, in this section of the state of Arizona, it has been the custom among the range cattle men to sell by the head, rather than by the pound. In this way the man with a poor bunch of cattle used his neighbor's good cattle to assist him in disposing of his poorer cattle, thus there was little inducement to improve the quality of the cattle for the reason that the scrub range cattle brought the same price per head as the better stuff. Due to the activities of Mr. Smith, with Mr. Benjamin as leader, the cattle in the east end of the county were sold this year by the pound, giving each man a price according to the quality and size of his cattle.

One incident in this connection will show the value of this piece of work. Cattle buyers came into the community this fall and tried to buy the cattle by the head as in former years. He succeeded in buying a few bunches in the old way but Mr. Benjamin refused to sell his three year old steers at \$33.00 a head, the price offered and incidentally the price at which some of his neighbors sold theirs. A short time later this same buyer agreed to buy Mr. Benjamin's steers by weight and the steers brought a little more than \$50.00 a head by weight, bringing Mr. Benjamin a little more than \$17.00 a head more than they would if he had sold by the head. This opened the eyes of the people of the east end of the county and all the cattle that have been marketed since that time, in the community, have been sold by ~~xxxxxx~~ weight. When it is brought to mind that the county of Santa Cruz markets 7,000 to 10,000 head of cattle a year this piece

of demonstration work has saved the cattle men of the county quite a sum of money and it is the ambition of the present agent to carry this work on until the county has an organization of cattle men that will serve the entire county, not only selling by the pound but marketing its own member's cattle and thus eliminating the buyer's profit.

**FARM BUREAU CLUBS:** As a means of forming an acquaintance with the people of the rural communities of the county but more especially for the purpose of getting the people of the rural communities to come together at regular times for meetings and thus forming the habit of getting together and working together for the good of the community and the people in it, the present county agent has outlined a program for the winter that calls for the organization of five Farm Bureau Clubs in the county. It is the intention to organize clubs in the communities of Elgin, Sonoita, Patagonia, San Rafael and Tubac. Arrangements have been made for the meetings necessary for the organizations at Elgin and Sonoita and these two communities will have their organizations going within the next two weeks. The Agent has talked the proposition over with some of the people of the other communities and all are very enthusiastic over the proposition.

In connection with the preliminary work at Elgin a local orchestra of five pieces has been organized and one practice has been held for the purpose of filling in on the program at the organization meeting. It is the intention to make this a permanent organization to assist in the entertainment feature of the Club meetings. Also, at Sonoita, during the preliminary work relative to the organization of the club enough local musicians were found to make the foundation of another local orchestra.

It is not the intention to make these clubs an entertainment proposition entirely. It is the intention to get the organizations together for entertainment as well as instruction, connecting the work of the University with the people of the rural communities by bringing the Extension Specialists to these meetings for lectures along their various lines that will apply to conditions in the county. After all the five communities are well organized the aim is to bring them together into one strong county organization. When this has been accomplished the rural population of the county will have a common meeting place for the discussion of the problems of the county from an agricultural standpoint and will have formed the habit of working together and thus will be in a position to solve their problems as they appear.

**SALES ASSOCIATION FOR RANGE CATTLE MEN:** As a result of the work done in connection with the marketing of cattle at Sonoita the past year the cattle men are talking a marketing association that will include the entire county. On learning of this sentiment the present agent offered his assistance and the leaders of the movement have asked him to assist them in the organization of this selling organization. The matter has been talked pretty generally in the community and most of the cattle men are very anxious that the organization may be worked out. The agent has obtained copies of Constitutions and By-Laws from the U. S. Department of Agriculture, Bureau of Markets, all the various organizations in Arizona, some from New Mexico and three from Kansas and one from Florida and is of the opinion that he has the necessary material for working out the organization. A preliminary meeting will be held in the near future at which a temporary organization will, in all probability be effected.

**SALES ASSOCIATION FOR DAIRYMEN:** One meeting has been held for the purpose of discussing the possibility of organizing a creamery at Nogales. The attendance was small and it is doubtful if the time is ripe for the organization of a co-operative creamery at this time. However it is possible that a local organization may be arranged among the retail milk men in and around Nogales. If this can be effected it will eliminate a lot of unnecessary duplication of effort, give the people of the town better milk for the same money they are paying now and give the dairyman a better return for his milk.

**STATE FAIR EXHIBIT:** The county agent in co-operation with the Chamber of Commerce of Nogales, gathered the products for a state fair exhibit at Phoenix. Due to the short time the agent had been in the county the time for this work was of necessity limited, however the county won three first prizes and two second prizes on the products exhibited.