

## SUCCESS STORIES OF AGENTS

### Agriculture

A panic reaction from a local informal committee caused California to place a quarantine against Western Colorado fruit crops in 1985 when four (4) apple maggot flies were caught during routine monitoring. No infested fruit however, was ever found. Then resident Colorado State University Cooperative Extension entomologist cautioned the committee about drawing too strong a conclusion from too little data and that C.S.U. Entomology should be given an opportunity to research the subject. The suggestion fell on deaf ears and the California Commissioner of Agriculture was notified by the Chairman of the Committee which resulted in the present quarantine.

Subsequent investigations by the C.S.U. Entomology Department and the local extension entomologist have resulted in obtaining good evidence that the apple maggot flies found in 1985 were probably part of a native species and has never been known to infest local fruit crops.

✓ The economic impact of these finds is that fruit growers may not be required by quarantine restrictions to spray an additional 2 times each year for apple maggots. Each spray application costs Western Colorado fruit growers about one half million dollars; therefore, there could be a cost savings to area growers of about one-million dollars each year.

Eugene Nelson - Tri River Area, Mesa County

The value of high quality alfalfa hay has long been recognized as a protein substance for soybean or cottonseed meal. Hay producers in the Tri River Area give their alfalfa hay second rate management because buyers have not paid more for high quality hay. Several producers have started to core test their hay and consider buying on specified quality. The fairness of this approach of both buyer and seller was emphasized at a dairy nutrition program. A positive economic impact of keeping dollars in the local agricultural economy is very encouraging.

Herman Soderquist - Tri River Area, Delta County

An additional \$457,956 in gross income was realized by 49 certified seed growers of Tri River Area in 1985. This added income was received because the crops were sold as seed rather than as a feed product or for human consumption. The annual seed school concentrated on new potential seed crops for the area and 24 people received this information.

Tom Doherty - Tri River Area, Montrose County

In 1985, farmers on the Western Slope were involved in a commercial broccoli project. This project involved growing transplants in a greenhouse and transplanting them to grower fields.

At the start of the 1985 project, I contacted the project coordinator and offered our assistance. This offer was made several times and each time was rejected. Late in the 1985 growing season, I was called by the coordinator to look at problems the project was experiencing in the greenhouse transplant production and in the field. These problems were mostly cultural and could have been avoided. At the time I was called, there was no way of correcting the problems.

Tom Doherty and I attended every truck farm meeting possible that fall and winter and held several of our own. We made a concerted effort to make the point that we (the CSU Cooperative Extension) were here to help and would respond with variety trials, field visits and grower programs.

As a result of our visibility and persistence, a number of things<sup>96</sup> happened:

1. The vegetable production workshop held in February was very well attended, with excellent reviews from the attendees.
2. We were asked to write and submit a proposal for variety tests throughout the area. This proposal was approved by a grower committee to the tune of \$4500.
3. Growers call on a regular basis for field visits, cultural and insect/disease information.

During 1985, it is estimated that growers lost \$1200/acre in production costs. During 1986, several growers have stated that of all the crops grown, broccoli is the only one that is making them money.

In addition to helping provide a monetary improvement, our efforts have resulted in a behavior change among the growers. During 1985, the general feeling was that CSU Cooperative Extension was not needed. During 1986, the growers are working closely with us in an effort to use Cooperative Extension abilities. Several growers have indicated in public meetings the need to work closely with CSU Cooperative Extension personnel to avoid the problems that happened in 1985.

Curt Swift - Tri River Area, Mesa County

Marketing Information (CO 103) was the most outstanding program. On May 9, 1986, we told 74 corn producers, "producers might seriously consider pricing at least some of their anticipated production or current inventories". If each had priced the average production of 100 acres (130 bushels/acre), they would have realized \$48.75 more per acre than at current prices. That would have resulted in \$360.75 additional revenue, if all 74 had taken that action.

William Harriman - Tri River Area, Delta County



Organization of Rio Blanco Weed Association and a Weed Awareness program in 1985 brought about the purchase of a County weed spray truck and equipment. A full time weed supervisor was hired. Fifteen new ranchers and farmers are controlling their weeds. Colorado Department of Wildlife has sprayed 200 acres of land with Leafy Spurge to open up more area of grass for wildlife to feed on (especially deer and elk).

A computer seminar has encouraged ranchers and farmers to purchase computer systems and programs that will allow for better accounting and analysis of their farm or ranching operations. It has improved the efficiency of their operation and saved them 10% on their expenses, or about \$10 per acre.

A Ram testing clinic was held here last fall with Dr. Kimberling of CSU. Over 250 rams were checked for epididymites with 10% or 25 rams cut from the herds that were checked. It increased the percentage of lamb crop by 5% from 135% to 140%, an average of \$350.00/100 sheep per ranch.

Computer programs were written for the Junior Livestock Division of the County Fair. It saved time in organizing the classes and posting the results. It saved 20 hours of work for the secretaries and the rest of the Fair board at \$8.00 per hour for a total savings of \$500.00.

As a member and officer of the Colorado Weed Control Association, a statewide Weed Awareness program has been started. It has resulted in a pamphlet being produced of the worst noxious weeds in Colorado. A draft of a proposed noxious weed law is being reviewed to bring to the 1987 legislative session.

George Senechal - Rio Blanco County

A 1986 Implant Trial on suckling crossbred steer calves at Redd Ranches resulted in one treatment giving twelve hundredths of a pound (.12#) per day increase gain on 82 head of calves. At eighty cents per pound (\$.80/#) selling price on calves and 100 days suckling period, this computes to \$9.00 per head profit in 100 days or \$738 profit for use of this implant.

Bob Bishop - San Miguel-West Montrose Counties

Farm financial management is a high priority in Southwest Colorado. Over 150 farmers and ranchers have benefited from farm management workshops and personal contact through improved management efficiency. Annual cow costs can be reduced from \$20.00 to \$50.00 per head and per acre hay costs by \$15.00 to \$25.00. This translates into an average overall savings of \$275,000.00 to \$625,000.00.

Rick Gruen - La Plata County

Sheep and Wool Production - Steps to educate producers and better prepare wool were taken by Colorado State University Sheep Specialist Jim Butler and County Extension Director Steve LeValley.

A demonstration ranch, Raftopoulos Ranches, was identified. Butler and LeValley individually removed the belly wool and graded over 10,000 separate fleeces, total weight 100,000 pounds. The wool was graded, sorted and bagged in untied lots.

A ten cent premium was paid for the untied, graded wools over other local clips. The ten cent premium and the U.S.D.A. wool incentive showed a \$25,000 advantage to Raftopoulos Ranches, due to Extension leadership and assistance in the preparation of wool.

Elisa Testing (Enzyme Linked Immunoabsorbant Assay) - Over 800 rams were screened for Brucella Ovis, a reproductive infection in rams. The program was well received by Moffat County Sheep producers and sheepmen throughout Northwestern Colorado. Dollar value for disease free rams is +\$300 per head.

Ultrasound Pregnancy Diagnosis - Large scale implementation of ultrasound for early pregnancy diagnosis in sheep was started first in the United States in Moffat County in January 1986.

807 ewes were successfully tested in a twelve hour period. Fifty ewes were diagnosed pregnant. A large majority of the lambs would not have survived the February due date without knowing the pregnancy evaluation. Cost savings of \$2,500 plus.

Steve LeValley - Moffat County

The Fourth Annual Beef Cattle Symposium was held in Cortez on February 25, 1986. Educational material was presented to 62 farmers and ranchers who raise beef cattle. A questionnaire was sent to participants and a very positive reaction about the seminar was obtained. If one rancher will retain ownership of his calves this year and put his yearlings in the feed lot the next year at least an additional \$10 per head can be saved and returned to the ranchers by eliminating the middle man from his marketing program.

Bob Seaton - Montezuma County

Routt County Wool Pool - The Routt County Wool Pool is a marketing organization started by the Extension Service in cooperation with the Routt County Woolgrowers. In the spring of 1985, 51 growers sold 26,882 pounds of wool in a sealed bid sale that averaged 66.59 cents per pound net to the growers. During 1985, the national average price received by growers was 61.3 cents per pound.

There were five valid bids from buyers nationwide for the pool when sold. Later some national leaders of the sheep industry saw the wool at Jamestown, South Carolina at the largest wool mill in the U.S. Management of this wool mill showed this wool to these industry leaders and described it as wool from the best run wool pool in the nation.

Operation Hay Test - During the fall and winter months of 1985-86 Sam Haslem, Routt County Extension Director, collected 30 hay samples from cooperating ranchers. Haslem went to each rancher's haystack and pulled at least 12 sub samples from the stack to make up each sample with a portable coring tool. When the results came back the average protein of Routt County hay was 7.59 which does not meet the nutritional requirement of breeding livestock at parturition. Each rancher was written a personal letter about each respective hay analysis, with a set of nutritional standards included, so that each rancher could add proper supplementation to meet the needs of the livestock, thus preventing a serious and expensive loss of production.

Sam Haslem - Routt County



#### 4-H

In February, 1986 the Tri River Area 4-H Citizenship Training program, involving 30 youth from sub-district 10, taught youth and adult chaperones about how the Colorado State government operates.

Youth successfully demonstrated how a bill becomes law and understand how citizens can become involved in local government.

These youth report their learning to local service organizations who continue to financially support the program because they feel it is important.

Lance Earley - Tri River Area, Delta County

4-H Horse Program - (Tri River) Enrollment includes 170 members and 30 leaders in four counties. 94 members have completed Advancement Level II, 12 members have completed Level III and four have completed Level IV. The horse program builds confidence in members through clinics and competitive events as well as returning over \$340,000 to the economy through the sale of horses, feed, tack, gasoline and supplies.

Dave McManus - Tri River Area, Montrose County

In September of 1985, cooperative efforts among four businesses in the area along with the Rangely Community 4-H Club, combined resources to sponsor a free barbecue for the residents of the community. Meat for the barbecue was furnished by local businesses who purchased beef at the Rio Blanco County Fair.

Teamwork was experienced as 800 people participated in the festivities bringing the community together, which is a vital part of 4-H work and Cooperative Extension.

Rita Reich - Rio Blanco County

The Voter Awareness Program, sponsored by Garfield County 4-H, promotes an awareness of the responsibilities and privileges of a citizen. The 1986 program brought together an audience of 400 high school seniors from high schools in three counties, and in an informal give-and-take atmosphere, these future "first-time voters" were able to talk with elected officials and representatives of national, state, and county governmental systems, the judicial system, and political parties. The purpose of this seminar was to help the audience become more knowledgeable about the job responsibilities of the speakers, the necessity of being informed on issues, and the importance of the individual vote.

"Colorado State and Local Government", a comprehensive overview of Colorado governmental entities printed in booklet form, was given to each member of the audience. This booklet, now being used as resource material in several of the participating schools, was prepared by Garfield County 4-H and paid for by local business contributions.

Citizenship is an important concept of 4-H programming, and Garfield County feels this program has a positive impact in the community.

Judy Pugh - Garfield County

National 4-H Council spokesman, "David, the final question I need to ask you regarding your acceptance of the Asian International Exchange Program to Thailand is: Do you have any experience in international travel, as international travel is a prerequisite?"

David, "Gosh, I guess not. No wait. In 1979, when I was 14, I went on a 4-H Exchange to Canada. Does that count?"

National 4-H Council spokesman, "that's acceptable. You just have to have been out of the Continental United States. I think that will do it. We can process your application right away."

Who would have thought that a 4-H Exchange trip to Canada would turn out to be the deciding factor whether a young man from Garfield County, Colorado, would be one of ten youth selected to represent the United States for six weeks in Thailand through the Asian International program. It did make a difference and today David Nieslanik, a Colorado State University student from Glenwood Springs, Colorado, has experienced a meaningful international moment telling Thai youth about 4-H. 4-H, whether at the club, county, state, national or international level, provides meaningful life experiences for youth preparing them for future leadership and citizenship roles in society.

Keith Mikesell - Garfield County

Since many people in the Grand Junction area thought the Mesa County Fair involved only 4-H'ers with livestock, there had been little community support and interest in the fair. Through the efforts and coordination of a good fair board, Grand Junction area residents will know the fair is going on and will have more reason to attend this year. The amount of dollars spent on publicity has nearly doubled. The Fair Board has also secured sponsorship from local media and organizations for activities such as a greased pig contest, 60's concert, 100 foot Banana Split, watermelon eating contest, and a van give-away. Other additions include a lounge for media representatives, local entertainers performing in the pavilion, and a "Dial-a-Fair" phone line with a pre-taped schedule updated daily.

Janene Lewis - Tri River Area, Mesa County



One 4-H Program which has proven to be both educational and financially beneficial has been our ongoing 4-H steer, hog and sheep carcass contest. The top 24 steers, 20 hogs and 20 sheep selected at the county fair are used in the carcass contests. The supreme awards are then selected using records, on-hoof placings, carcass placings and rate of gain information. All members are encouraged to attend the carcass evaluation training session in order to learn more about breed selection, feeding programs, carcass desirability, etc. In evaluating this program through record book interview judging and returning buyer satisfaction, we've seen better quality animals going through our auction; selling for better overall prices; and with our 4-H'ers doing a better job of feeding their animal for a profit. Records show that our selling prices have increased, therefore our 4-H'ers have been able to see an average \$50.00 per animal increase over an 8 year period. This equates to an estimated increase of \$5,000.00 for the 105 4-H'ers who sold each year.

Robert Salzer - La Plata County

During the 1986 4-H Enrollment period, we had four (4) Moffat County School teachers who recommended the 4-H program to under-privileged children. The teachers felt strongly enough about the benefits of the program, that they themselves took the responsibility of enrolling the child (with parents permission) and also they either provided the funds needed for the projects themselves or contacted Social Services to request the funding through them. The children did enroll and became very active within their individual clubs.

This year we began a Senior Citizens adopt a 4-H'er program with our 4-H Crocheting club. The program was established to accomplish two (2) goals. The first was to have senior citizens work with 4-H'ers to pass on their knowledge and leadership. The second goal was to get the Senior Citizens more actively involved in the community by displaying their own projects they have made.

We had four Senior Citizens who worked with the 4-H club on a weekly basis and three Senior Citizens who helped on a part time basis. The program went extremely well with the program being planned to continue in 1987. We also had a large attendance of Senior Citizens who exhibited their wares at the 1986 Moffat County Fair. We established a complete Senior Citizens division in the Open Department at the fair for 1986. Due to this, our total number of exhibits were increased in the open department of the fair.

DeLaine Brown - Moffat County



In an effort to help 4-H market beef project members learn how to produce quality meat for the consumer, the Delta County 4-H program successfully completed its first beef carcass evaluation and carcass contest August 21, 1986.

Cooperation between multiple slaughter houses and financial support for awards was arranged through the county market livestock committee.

After youth observed their projects hanging on the rail, some learned they had not fed their steer properly to get it to red meat quality standards. The carcass data gathered is designed to help you do a better job of selecting and feeding feeder steers for the consumer.

Lance Earley - Tri River Area, Delta County

## Home Ec

DARE To Be You has been a major program in the education of life skills to youth and adults in the area. Emphasis is placed on decision making, assertiveness (communications), responsibility, and esteem through use of a variety of activities and discussions. From December, 1985 through May, 1986, the agent worked with a core committee in developing a program packet for teacher use in the classroom, she gave programs to 1359 youth and 219 adults, wrote a series of six news articles, and developed a series of six radio talk shows.

### Jan High - Montezuma County

In three sewing machine repair classes in Rio Blanco County, 26 people cleaned and oiled their machines at a total savings to themselves of approximately \$1040.

Nine families completed upholstery projects (100% completion) in a class in Rio Blanco County, saving approximately \$1,940 by doing the work themselves and learning a new skill. This represents a savings of at least 1/3 of the cost of commercial upholstery or a new purchase.

The Extension Home Economist led three churches through upholstery projects. In the most extensive project, involving upholstering the pews, one church saved at least \$1600 by doing the work themselves.

In stress management classes, the home economist has reached approximately 125 youths and adults. Fifty of them have made written commitments as to how they will work on reducing stress in their lives. In September, these people will be contacted to determine progress being made on their stated goals.

### Laurel Kubin - Rio Blanco County

Education in food selection, preparation and preservation is rated as a high priority Cooperative Extension program by La Plata County citizens. A total of 1978 families received knowledge and monetary benefits as a direct result of Extension meetings, workshops, 4-H projects and direct personal contacts. Skills learned include high altitude recipe adjustment; basic food preparation skills; correct and safe food preservation methods; detecting and preventing food spoilage and food poisoning and improved shopping techniques. Knowledge and improved skills reduce the number of cooking failures and resulting food waste and spoilage. Immediate monetary savings are more than \$15,000.00. Savings will multiply each year as citizens continue to put "Extension Knowledge to Work!"

### Phyllis Lee - La Plata County

Through one, two-part presentation and follow-up, to a group of 40 Western State College students I presented and taught a program entitled "Good Food/Bad Food". There was special concern by the faculty in the Physical Education Department at WSC about the increased number of students on a vegetarian diet. They feel there is much misunderstanding about good nutrition and weight control and being a vegetarian. The focus of the program emphasized many aspects of good nutrition, healthy weight control and the vegetarian diet. Through follow-up evaluation of the program there was a definite change in the overall understanding of good nutrition in relation to healthy weight control and in knowing both the positive and negative aspects of a vegetarian diet.

Diane Miller - Gunnison County

C. E. Williamson has been successful in teaching farmers and ranchers to use adaptive skills in the agriculture crisis. They develop skills which also enable them to help their friends and neighbors. These results have occurred:

1. Development of a support group.
2. Use of Ag Stress materials with 175 persons on an individualized basis.
3. Basic idea and first draft for a slide presentation was developed by Williamson. This visual aid is now copyright by C.S.U. and available nationwide.
4. Taught a public financial consultant to help people develop a system for individualized decision making. He now uses this system to counsel ranchers and farmers to chart possible alternatives, outcomes and procedures needed at each stage in a PERT chart format. He works directly with those in critical need.

Connie Williamson - Tri River Area, Montrose  
and Ouray Counties

The "It's Your Money" Financial Management five-booklet series was offered through area banks in Garfield county. A total of 455 books were bought by 88 consumers; several purchasing multiple copies as gifts. When contacted about the benefit of using the booklets in planning financial matters, 100% of the respondents who had read the booklets said they felt more in control of their money and could better discuss finances with other family members. Forty-two percent of the same respondents had been able to put into their savings at least an additional \$100.00 within the six month time period since receiving the booklets. If this percentage were applied to the total number of "It's Your Money" purchasers, an additional \$7,392.00 could put into savings within a year's time.

Bonnie Sherman - Garfield County



My outstanding Extension Program in the past four months would be the Self Improvement Week, which was a request from Extension Homemakers as well as other women in the community. A total of 76 women and young girls participated during the week. The evaluation sheets showed a large interest in color and how it can save you money in wardrobe planning as well as make you feel better about yourself. How personalities affect money decisions and the need for communication about money in families. Most in this seminar rated themselves poor to average in money management.

Stress and trauma encouraged participants to review life style and covered trauma and how to handle it. Perhaps the most interesting was the Self Improvement - Etiquette and Manner Session, which included lots of children. It indicated a real need to know how to act socially with poise. A request for a charm school for children was a direct result of this portion of the week.

The Hair and Skin Care session emphasized health habits and routine beauty care.

Throughout the week two areas were emphasized - Money Management in all areas and How Good Nutrition is a base for Self Improvement.

Barbara Pughe - Moffat County

Answering food safety questions prevents mass illness, saves family health care costs, and protects reputable businesses.

For example: The proprietor of a local restaurant asked, "Why is our salsa, made fresh yesterday afternoon and stored in a 5 gallon container in the walk-in cooler overnight, foaming on top this morning?"

The answer given to the proprietor and the cooks at a very teachable moment, was that "room temperature ingredients were mixed at room temperature and stored in such a large quantity that the salsa could not be cooled quickly enough to eliminate bacterial action which causes spoilage."

This type of spoilage (in restaurants and in the home) is not always visibly detectable as in the above case and could easily reoccur when another batch of salsa was made if individuals had not learned why it spoiled.

When food has spoiled under the above conditions and ingested by humans, it can cause illness in varying degrees for a large number of customers who may or may not need hospitalization. Such an incident would definitely damage the reputation of an eating establishment and be costly to families through loss of work time, increased health care or chronic illness.

Lesta Allen - Tri River Area, Mesa County