JUNIOR PARTNERSHIPS FOR RURAL YOUTH

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Junior Partnerships

For Rural Youth

THERE ARE two kinds of farm family partnerships. The type selected depends on the farm and on the family situation. If the parents are actively farming and one or more unmarried children live at home, the junior partnership plan described in this bulletin may be the best choice. Under this plan the junior partner has charge of one or more farm jobs or enterprises and shares the income from them. The success of many families in Minnesota indicates that others could also profit from a planned sharing of income and responsibilities between parents and children.

If two or more families are to share the income from a single farming unit the problem is more complicated and is treated in Extension Bulletin 188, Farm Tenancy and Leasing, and Bulletin 207, 50-50 Livestock Share Lease.

Suggestions in this bulletin are especially designed for members of 4-H clubs and Rural Youth Groups, sponsored by county agricultural agents of the Minnesota Agricultural Extension Service. However, anyone interested in partnership agreements will find them helpful.

Why Partnerships?

Good partnerships are sound investments. They develop character, ability, and family teamwork. Both parents and junior partners profit from a division of jobs and from proper recognition of each member's contribution to the whole farm business. Some specific benefits of partnerships are:

1. Farm youth have a chance to accumulate livestock, equipment, or cash.
2. A larger farm income may result from adding new enterprises or adopting more intensive practices.
3. A greater interest is taken in farming by junior partners who enjoy planning, operating, and managing specialized jobs of their own.
4. Junior partners secure good managerial training for later life by earning and handling money and by being responsible for a specific job.
5. After a partnership experience, it is easier to decide for or against farming as a life vocation.
6. The partner learns to use credit wisely.
7. Partnerships help keep the young folks interested in farming and homemaking. On some farms there is not enough work to keep everyone productively occupied the year round. The addition of a partnership enterprise may make it worth-while for a young man or woman to stay at home and thus be available for rush seasons.

Planning Your Partnership

SINCE ONE of the most important reasons for a partnership is to give the junior partner a direct and personal income, the size and scope of the partnership-plan should be adjusted to yield a fair return. If the junior partner is to pay all of his own personal, clothing, and recreation expenses, the partnership plan should be large enough to bring in an annual net income of at least \$100 to \$300 plus an interest in some property, such as livestock or equipment.

It is well to recognize frankly and squarely that the income or property the junior partner receives from his enterprise is payment not only for work on that particular job but also for other farm work. Every youth must spend some money. It is better to have this money come as earned income from a special job rather than as periodic "handouts."

A partnership plan may be adjusted to return a larger income to the junior partner in three ways. First, productive units may be added to the particular enterprise (cows, acres, hours, etc.). Second, more efficient practices may be followed so that each unit brings a larger net return. Third, a larger share of the total receipts may be turned over to the junior partner.

Should Increase Farm Income

One logical objection frequently raised by parents against partnership arrangements is that "there simply isn't enough money to go around now, to say nothing of handing part of it over to John or Mary." Partnership plans that increase present farm income, therefore, have many advantages.

Often further diversification would be desirable on many Minnesota farms. Diversification helps protect the family against crop failures, price fluctuations, and other risks that are present when "all the eggs are in one basket."

Income on some farms might be increased by raising sheep, poultry, or special crops. Others may need more cleared land. Whenever a change from present farming methods might increase total income, a good opportunity for a partnership exists. The junior partner, with the counsel and encouragement of parents, county agents, agricultural instructors, or others, can probably afford to invest some study and labor for a chance to earn money of his own.

A farm with only a small or average poultry or hog program might benefit from the addition or increase in size of a swine herd or poultry flock managed by the junior partner.

On one Mower County farm, a junior partner took over a previously unprofitable poultry flock in a junior partnership arrangement. He studied Extension Service bulletins, used balanced rations, kept production records, and for four years he averaged about \$300 net income from a flock of 150 hens. His brother earned money for an agricultural college education under a swine partnership arrangement.

A farm in northern Minnesota may need more cleared acres before income can be increased. If so, the junior partner, using the farm horses and equipment, might clear and break a field and secure all returns for a specified number of seasons. Or if stumps interfere, the junior partner may prefer to clear off trees and brush and pasture lambs on the tract for a few years until it is ready for crop production.

Many farm girls might earn extra money by selling vegetables, flowers, fruit, or baked goods at a village or roadside stand. One such enterprise has been successfully organized on a cooperative basis with about ten young people sharing work and income.

Partnership jobs that supplement the present farm business have four advantages:

1. **They reduce farm risks.**
2. **They may increase the size and income of the entire business.**
3. **The junior partner has a stronger feeling of importance and of the need for "making good" on his opportunity.**
4. **Since no sacrifice is required in living standard, they are more readily accepted by parents.**

Even if it is not possible or desirable to diversify or branch out, very worthwhile partnerships can be arranged. A junior partner responsible for managing one specific part of the farm business acquires good experience and training, and the use of improved practices may increase income.

DIVISION OF RETURNS

The same division of income from all partnership plans would not be fair. Conditions are different on every farm. However, there should be a definite understanding on divisions of returns in the beginning. If a junior partner is to receive only the *net* income from a partnership turkey plan and if bad fortune results in a loss or small profit, the agreement itself is not necessarily at fault. Lack of sanitary precautions, improper rations, or mistakes in marketing may have been responsible. The enterprise should be carefully examined for possible "leaks" in production or management before deciding either that turkeys are unprofitable or that the junior partner deserves a larger share of the receipts.

The junior partner should share the ups and downs of farming and not expect to receive a guaranteed income. This is one of the features of any true partnership.

A junior partner should recognize that there are many hidden expenses in farming. Taxes, interest, and other "overhead" are as much a part of the cost of production as gasoline, feed, or equipment. While his partnership agreement may require him to stand only the cash expenses, he should be aware of the others.

Adequate Records Essential

In order to make a fair division of returns it is absolutely essential that complete records be kept. Without records any business is like a ship without a rudder—productive energy may be completely wasted by traveling in an unprofitable circle. Complicated accounting plans are neither necessary nor desirable, but the use of an account book, with spaces for receipts, expenses, a beginning and closing inventory, and a brief summary, is essential. Such a book is available free to Rural Youth Group members cooperating with parents and the County Extension Service in family partnership-jobs. Ask your county agent for "Record Book for Use of Partnership Members."

The calendar year January 1 to December 31 is a good basis for keeping records. The filing of income tax returns, now required of most Minnesota farmers, is based on the calendar year. Without some type of account system, an income tax form is a serious problem. Filing the income tax return on a partnership basis may prove advantageous in many cases.

Every young farmer or homemaker will realize a feeling of satisfaction if at the end of the year he knows his—

1. Net worth at the beginning and end of the year.
2. Total receipts for the year.
3. "Job" expenses for the year.
4. Personal expenses for the year.

RESPONSIBILITIES

In order to give the junior partner as much experience as possible, he usually should have almost complete management of the partnership-job. Counsel and information should be sought from parents, county extension agents, agricultural or home economics instructors, and credit agencies as well as from bulletins and periodicals. But the final decisions of what and when to plant, what kind of ration to feed, or what breed of poultry to raise can often be left to the junior partner. "Learn by doing" is an important and practical educational adage. Initiative, ability, and good judgment are more often found in adults only because they have had more experience.

An experience was related by a boy in northern Minnesota who, with his father, worked out a junior partnership swine arrangement. The son purchased a purebred gilt from savings. The father furnished all necessary feed while the son managed the job and received half the returns from sales of surplus stock and half the gilt increase. The first year all went well with a litter of seven gilts and six boar pigs providing a splendid return. But the second year most of the pigs were born hairless and with large goiters. Only a few were saved. A lack of iodine in the feeds grown in that area was the trouble. It could have been avoided by feeding the sow small quantities of potassium iodide.

When the last of the gilts had farrowed and the "partners" were leaning silently on the pig-yard fence one Sunday morning, viewing the remains of a son's shattered hopes and ambitions, a wise father finally spoke quietly, "Well, son, we learned something, didn't we? Guess we better get some of this iodine dope so's next year's pigs will be healthy and strong and profitable. By the way, what do you think about getting a purebred boar?" And so, without placing the blame for mismanagement and without any "I told you so" or "I hope you're satisfied" attitude, that father won the everlasting admiration, gratitude, love, and cooperation of one of his junior partners. This true family-partnership spirit is closest when parents and children share in management as well as the work.

A junior partnership is not a release from all other chores or responsibilities. Time should be available for proper planning and care of the partnership-job, but other duties will need to be listed and willingly assumed. The division of income from some partnership plans may take into consideration other farm work performed by the junior partner.

Financing Partnerships

THERE ARE two kinds of credit: production and consumption. The former usually involves borrowing of money for a new business venture or to continue some job already started. Production credit is often a very good thing because it may help start or enlarge a business that will earn far more than the cost of the credit or interest charges. The wise use of production credit may be a valuable experience for a young man or woman and may help establish a good credit reputation. Borrowing money at interest to buy feeder lambs and repaying the loan plus interest when the lambs are sold is an example of this type of credit.

Consumption credit usually involves borrowing money to pay for some article or service used for pleasure or living purposes only. In itself, this type of credit is not productive. It increases the cost of living by the amount of the interest and carrying charges and is actually a "mortgage" on future income. Unlike production credit, where the money is expected to "earn more than its own weight," consumption credit always *costs* more than its own weight.

An example of consumption credit is purchasing a pleasure car on the installment plan. Including interest, carrying charges, and other items, loans of this kind cost 12 to 16 per cent and more per year. Actually, therefore, a person using consumption credit enjoys only $84 to $88 of every $100 that he receives. He may have more things *today*, but over a period of years his living standard is reduced to only about 85 per cent of what it would be otherwise.

Junior partners should be discouraged from borrowing money for pleasure or consumption purposes with the expectation of repayment out of a partnership plan income in the future.

Sources of Credit

Young farmers are usually considered good credit risks by both private and governmental agencies. Junior partners should not hesitate to lay before a banker or credit manager a plan of borrowing and repayment for a partnership enterprise. Before asking for a loan, however, the junior partner should carefully consider the following:

1. How much money do I need?
2. How long will I need it?
3. Will this investment return principal, plus interest and a return for other expenses, including my labor?
4. What have I done in the past to build up a good credit rating? Have I been ambitious? Saved money? Do I have a good reputation for character and dependability?

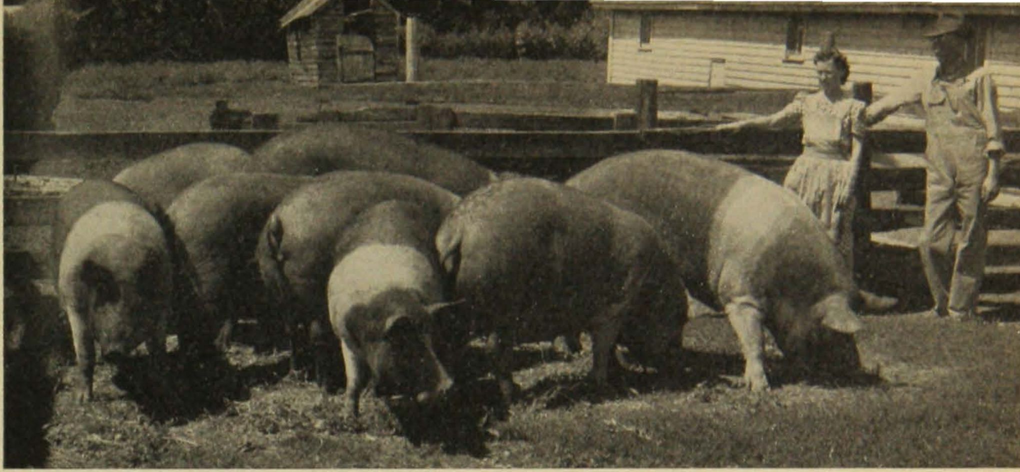
Local Banks—Most banks welcome an opportunity to make small loans to reputable young men or women. They have wide latitude in the type of loans they can accept. Interest rates vary, sometimes running up to 8 per cent.

Frequently bankers may rely on character of the applicant and family as "security" for a loan rather than investigate fully the merits of a particular loan request. For this reason a junior partner must himself weigh carefully his chances of earning money through borrowing.

Production Credit Associations—Cooperatively controlled Production Credit Associations are now located in practically all agricultural sections of the state. Loans of $50 or more are granted at modest interest rates and may be repaid by the month or in a lump sum. Loans for feeding livestock, purchasing foundation animals, or financing crop enterprises are most acceptable to this agency. The 5 per cent stock-purchase requirement is one of the cooperative features that gives P.C.A. borrowers a greater interest in the association's welfare and also a chance to share in any savings or earnings. Borrowers vote on directors of their local P.C.A. and have an indirect voice in its affairs.

Farm Security Administration—This agency makes production-type loans to farmers who are unable to secure credit elsewhere. County Farm Security supervisors in many counties are especially interested in helping young couples get a start. Loans for livestock and machinery are most common. Counsel and supervision by trained and experienced workers is a valuable feature of these loans. In some cases it has been possible for F.S.A. to help finance partnership arrangements, particularly where such a plan would increase the total farm income.

Application should be made at the County Farm Security Office.



Hogs offer a wide range of possible partnership plans

Hog Partnerships

HOGS OFFER one of the best chances for a junior partnership. Many possible arrangements can be worked out, and most of these require no great amount of initial capital or equipment. It is possible to get into or go out of the hog business quickly. For this reason, it may not be necessary for the junior partner to acquire ownership of a personal herd in anticipation of the day when he will start farming "on his own."

If the junior partner does own all or part of the swine herd, a definite plan must be worked out in advance. It will be necessary to state how large the herd is to be and how much feed may be used for it. Avoid purchasing expensive equipment or making high building outlays.

PLAN I—BREEDING HERD

Acquire a breeding swine herd.

Feed and manage in accordance with the sanitation plan.

Keep an accurate record of expenses and income.

Study methods and advisability of crossbreeding, crisscrossing, and sow testing.

Possible Returns

All income above feed cost and cash expenses.

PLAN II—FEEDER PIGS

Purchase feeder pigs.

Feed and manage on sanitation plan, possibly "hogging off" a few acres of corn.

Receive income as in Plan I.

PLAN III—MANAGING PRESENT HERD

Take over management and care of the present swine herd.

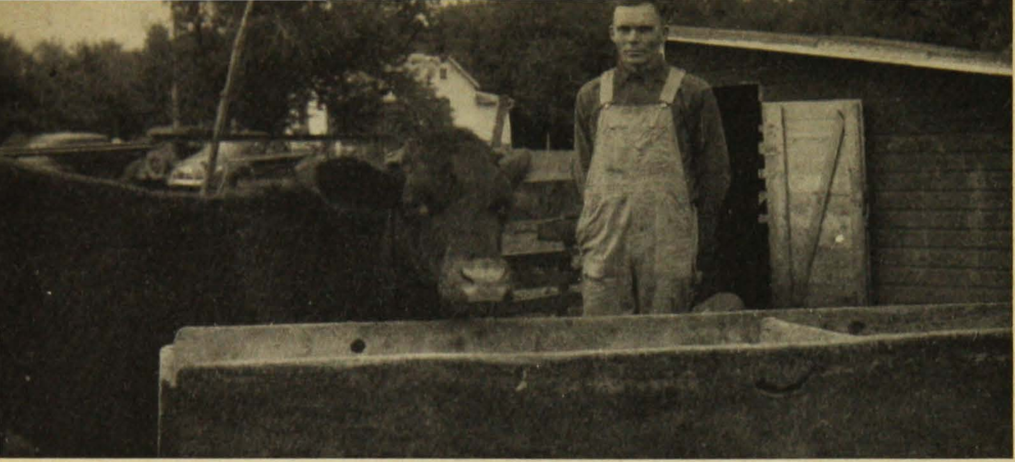
Feed and keep records as in Plans I and II.

Possible Returns

A share of the income from the entire herd or all of the income from a specified number of pigs or litters.

Your county agricultural agent or the Bulletin Office, University Farm, St. Paul 8, can supply you with many valuable extension bulletins which will help you with your partnership plan. Among these are:

Bulletin 74—Care and Feeding of Pigs
Bulletin 119—Hog Health Makes Wealth
Bulletin 180—Crossbred Swine
Folder 46—Control of Hog Lice and Mange
Folder 87—Hog Cholera
Folder 90—Care and Feeding of Brood Sows



Five feeder steers netted Ernest Larson, Morris, a neat partnership profit

Beef Partnerships

BEEF FEEDING partnerships are especially well suited to the surplus feed areas of western and southwestern Minnesota. They should not be attempted, except in special cases, in areas where dairy cows or hogs are more profitable.

Do not plunge into a beef feeding partnership without thoroughly studying the possibilities of success. Beef feeding requires a large investment and considerable skill. Watch the practices of successful beef men in your community for tips on your herd.

PLAN I—FEEDER CATTLE

Finance the purchase of five or more feeder beeves.

Supply needed equipment.

Feed and manage in accordance with good practices.

Keep an accurate record of expenses, including feed and materials used.

Pay for feed and other expenses.

Possible Returns

Three alternative returns are possible in a beef feeding plan.

1. *All proceeds above actual cash expenses including feed. This is the recommended arrangement.*
2. *A specified per cent of total receipts.*
3. *All income from a certain number of feeders.*

PLAN II—MANAGING PRESENT HERD

Feed and manage the farm beef herd.

Study good beef practices of successful breeders and the results of experiments.

Keep an accurate record of herd expenses and income.

Keep up to date on market information including production and price outlook.

Possible Returns

1. *A specified per cent of all steer and/or heifer calves each year. These may be fed out or sold according to your own plan.*
2. *A specified number of calves which may be fed, sold, or used as the foundation of a herd.*

Some bulletins published by the Agricultural Extension Service, University of Minnesota may be valuable in your beef partnership arrangement. Among those available through the Bulletin Office, University Farm, St. Paul 8, or through your county agricultural agent are the following:

Bulletin 146—Beef Production
Bulletin 203—Dual Purpose Cattle
Annual Minnesota Livestock Outlook Pamphlets

Arnold Olson and his father, Albert, of Wells, built up a flock of 50 sheep in three years under a junior partnership arrangement

Sheep Partnerships

WITH LITTLE capital necessary, sheep offer a fine chance for many farms to diversify and increase income. Special care and attention are needed at lambing and shearing times, but otherwise sheep require comparatively little labor. Often the breeding flock will nearly subsist on feed that would be wasted otherwise.

Before starting a sheep partnership, the matter of fences should be agreed upon. If the flock is to be useful in clearing brush and waste around the farmstead, the father may well afford to supply the fence, but for special pastures the son should own and pay for the fence. An adjustment must also be worked out for rent on rotation pastures for a breeding flock. Sheep sheds need not be elaborate and usually will be some building or shelter already constructed. Straw sheds are excellent protection if dry.

PLAN I—PERSONAL BREEDING FLOCK

Purchase at least five ewes for a breeding flock.

Feed and manage, using the rotation pasture system.

Keep a record of income and expenses, including feed costs and efficiency measures (lambs per ewe and wool per sheep).

Possible Returns

1. *All receipts above costs, including feed.*
2. *All or a share of the wool.*
3. *All or a share of the lambs.*
4. *All receipts from a specified number of ewes or lambs.*
5. *If used for brushing land, the junior partner may receive all income.*

PLAN II—MANAGING PRESENT FLOCK

Manage the present farm flock.

Receive income as in Plan I.

PLAN III—LAMB FEEDING

Purchase and feed western lambs.

Force-feed until prime or choice.

Keep cost and income records.

Possible Returns

All receipts above feed and cash expenses.

Several extension bulletins, available through your county agent or the Bulletin Office, University Farm, St. Paul 8, may help you with your sheep problems. Among these are:

Bulletin 141—Sheep on Minnesota Farms

Bulletin 215—Sheep Equipment

Folder 37—Fattening Lambs

Folder 42—Stomach Worms in Sheep

Gerald Bebler and his father shared all cost and income, 50-50, from their 600 broad-breasted turkeys

Poultry Partnerships

LABOR AND MANAGEMENT are important items in a profitable farm poultry enterprise. On many farms poultry is a losing proposition. Here is a fine chance for a junior partner to study and follow up-to-date methods and secure a sizable personal income.

A word of caution about overinvesting in houses or equipment applies especially to a poultry enterprise. Expensive houses are not always good houses. Some of the best flocks in the state have been housed in frame and straw structures. Consult unbiased authorities before building poultry quarters or equipment.

PLAN I—PERSONAL FLOCK

Finance the purchase of a flock of turkeys or chickens including necessary equipment.

Feed and manage in accordance with the sanitation plan.

Keep production and feed records.

Possible Returns

1. *All returns from the sale of eggs and poultry after paying for feed and cash expenses.*
2. *A specified share of all receipts from the poultry.*

PLAN II—MANAGING PRESENT FLOCK

Take over and manage the farm flock. Receive income as in Plan I.

PLAN III—MARKET POULTRY

Take over all cockerels and feed for marketing as broilers, fryers, or roasters.

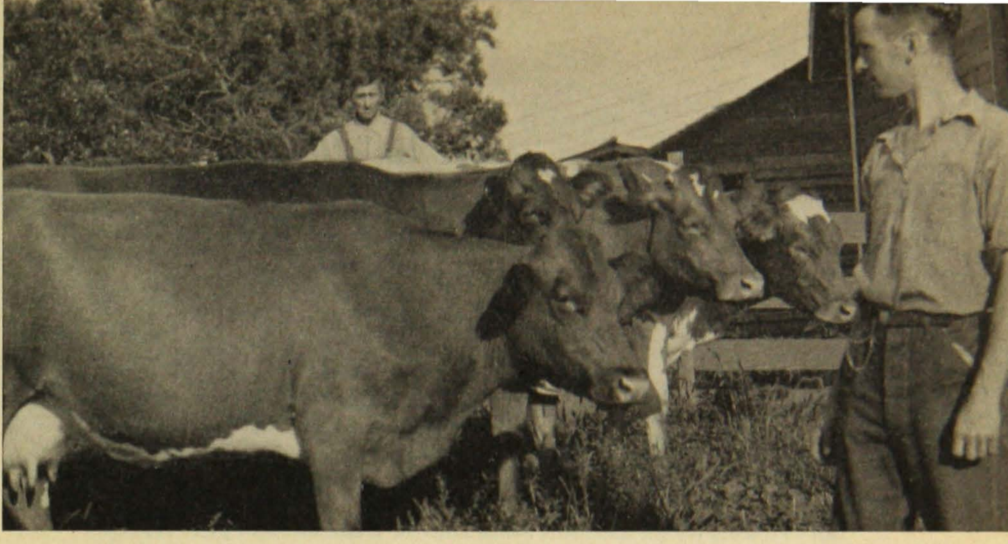
Possible Returns

At least two different return arrangements are possible. These are:

1. *All returns from the sale of eggs and poultry after paying for feed and cash expenses.*
2. *Receipts from the sale of cockerels.*

Several bulletins containing the latest and best methods used in poultry enterprise may be obtained through your county agent or the Bulletin Office, University Farm, St. Paul 8. These include:

Bulletin 121—Poultry Housing
Bulletin 124—Talking Turkey
Bulletin 150—Culling for Production
Bulletin 176—A.B.C. of Chicks
Bulletin 186—Let's Look Into This Chicken Business
Bulletin 198—Brooder Houses
Folder 80—More Money for Eggs
Folder 103—Feed Makes Eggs



Everett Rathbun of Elk River managed the dairy herd as a junior partner, but now he is in full partnership with his father, Vernon Rathbun

Dairy Partnerships

IT IS BEST to plan a dairy partnership on a long-time basis. This is especially true if the junior partner expects to build a personal herd. Livestock multiply rapidly and the junior partner's herd may "crowd out" other farm livestock unless the plan is carefully thought out in advance.

It has been said that the average dairy herd in the state could, with proper care and management, return to the owner a 100 per cent larger net income. If a junior partner is able to bring about this larger return, the entire family will be able to enjoy a good income from his study and labor.

PLAN I—MANAGING PRESENT HERD

Assume management of dairy herd.
Keep records of production, feed, and income.
Study profitable dairy methods.
Keep herd registry book, if purebred.

Possible Returns

Which of the following possible returns you select will depend on your own personal situation:

1. *Receive a specified per cent of total milk and calf crop.*
2. *Receive all bull calves for vealing.*
3. *Receive a specified per cent of the value of all milk produced above feed cost, if accurate production records are kept.*
4. *Receive a share of the skim milk byproduct for use in feeding personal swine herd.*

PLAN II—BUILDING A PERSONAL HERD

Arrange for the purchase of one or more heifers as the foundation of a personal herd.
Use a purebred sire of proven ability to transmit good production.

Possible Returns

Receive a specified per cent of total milk check and calf crop.

Several extension publications are available through the Bulletin Office, University Farm, St. Paul 8, or your county extension agent. These include:

Bulletin 209—Bang's Disease
Bulletin 218—Feeding the Dairy Herd
Bulletin 241—Well Managed Pastures
Folder 92—Mastitis or Garget
Folder 119—Faster Milking


Left—Partners Joseph and Louis Sendelbach, of Wells, discuss hybrid seed corn
Right—Alan Stevermer, Easton, raised cherries on a junior partnership basis

Special Crops Partnerships

SPECIAL CROPS like canning peas or corn, hybrid seed corn, potatoes, grass seed, fruit or nut trees, grains, or field corn might provide a personal income for the junior partner.

It will usually be best to rent or clear an additional tract of land for this purpose rather than take over a part of the present farm, except for orchards.

In northern cutover areas, some boys have worked out land-clearing partnerships. The junior partner cuts trees and brush, removes stones, and breaks the land, using the regular farm power and equipment. In return he has free use of the land for a specified number of crop seasons, depending on how difficult the clearing was.

The pure-seed business offers some chance for partnership development but should be planned on a long-time basis in order to benefit from an established reputation for reliable products. By keeping up-to-date on introductions of new and recommended varieties, it is often possible to get in on the ground floor with seed that will later be in popular demand at premium prices.

The plan for sharing expenses and income will depend on the crop to be grown, the size of the job, and the amount of extra labor involved in growing, processing, or selling.

When planning a partnership involving special crops, an agreement should be reached on such items as:

1. Who furnishes the land or pays the rent? Usually the junior partner should stand this cost, especially if he receives all income from the crop.
2. Who pays cash expenses such as gasoline, seed, and spraying materials? The junior partner usually pays for these especially if he uses farm machinery and power.
3. A record or estimate should be made of the value of the senior partner's contributions such as: machinery, repairs, depreciation, labor contributions, and storage facilities.
4. How will the crop be stored, sold, or fed? If stored, how will it be kept separate from regular farm supplies? If fed, how will the returns from livestock be divided?
5. When filing income tax returns, how will this income be reported—personal for one of the partners or on partnership basis?

Publications available through the Bulletin Office, University Farm, St. Paul 8, or county extension agents are:

Folder 22—Improved Varieties of Farm Crops

Folder 125—Growing Potatoes

Fruits and vegetables sold at a roadside stand provide many farm girls with a profitable market for their labor

Garden and Fruit Partnerships

GIRLS AND YOUNG MEN considering this type of partnership-job should carefully study bulletins on spraying and disease control as well as recommended varieties for the area. Highly specialized skills and techniques are needed by successful gardeners and fruit growers.

Marketing will also be one of the most important problems. Attractive display and packaging of the product is important.

PLAN I—VEGETABLE GARDEN

Care for a large vegetable garden using regular farm cultivating equipment.

Market products at stand or in towns.

Package attractively and emphasize vitamin values.

Possible Returns

Because of the large amount of labor required by special fruit and garden crops, the junior partner should receive all or a large share of gross receipts. Needs of the home family should be met before any products are sold, but surplus products should probably belong to the junior partner.

If the junior partner furnishes all seed, fertilizer, and spray materials, as well as canning or processing equipment, he may, in some cases, be entitled to a larger income than could be realized from the sale of only surplus products.

PLAN II—SMALL FRUITS

Raise small fruits, strawberries, raspberries, or vine crops, marketing and processing as above.

Receive income as in Plan I.

PLAN III—FRUITS

Plant and raise a tract of berries or tree fruits (plums, apples, cherries).

Market on "pick-em-yourself" plan.

Receive income as in Plan I.

PLAN IV—PRODUCE MARKET

Dry or can fruits or vegetables and market to special village customers.

Receive income as in Plan I.

Several extension bulletins useful in these projects are listed below.

Bulletin 72—Growing Strawberries
Bulletin 174—Vegetable Gardening
Bulletin 199—Growing Red Raspberries for Market
Bulletin 205—Growing Tree Fruits
Bulletin 224—Fruit Varieties
Bulletin 243—Home Orchard Pests
Folder 86—Vegetable Insects
Folder 105—Berry Picking
Pamphlet 122—Victory Garden

A well-thinned and trimmed woodlot can be a steady source of income for an enterprising junior partner

Forestry or Woodlot Partnerships

IF PLANNED on a long-time basis, a farm forest or woodlot can be a source of income and can save cash outlays for wood, posts, and lumber. Especially in northern cutover areas, the idea of a forestry partnership has real possibilities.

During slack seasons, the woodlot should be thinned of weed trees to give valuable timber a chance to grow. Bad crotches and low branches should be pruned off to prevent split trunks and to develop tall, straight-growing trees that have a commercial value. If selection cutting is practiced and cattle are kept out, a 40-acre woodlot should provide all the fuel and posts needed for the farm and some lumber and posts for sale in addition.

A junior partner who takes over the woodlot should study good forest management, should learn to scale and evaluate timber, and should find out what trees have commercial value in the community.

If the partnership forest yields fuel, posts, and some lumber for the farm, any surplus above these needs should belong to the junior partner.

In some cases where a tract is to be cleared of trees and plowed for agricultural purposes, this work has been done by junior partners who receive the income from the wood or lumber for their work.

There is an inexpensive zinc chloride method of treating poplar, elm, pine, or other fence posts that greatly lengthens their useful life. Using this method is one way of securing durable posts from a small cash outlay.

A planned management schedule by years might run as follows:

First year—Remove all dead, down, and diseased trees.

Second year—Survey your timber resources including a careful estimate of number of posts, cords of fuel, and board feet of the various kinds of lumber. Possibly start improvement cuttings.

Third year—Start or continue thinning, pruning, and weeding operations. Use or sell cull material for fuel, posts, or lumber.

Fourth year—Start harvesting mature timber, replacing with seedlings or encourage natural restocking.

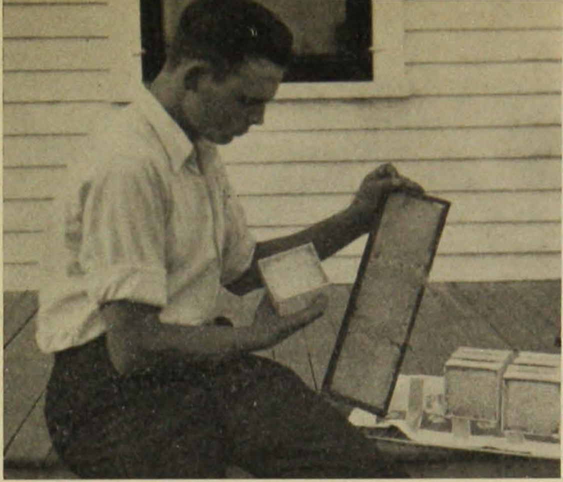
Fifth and following years—Continue "perpetual management" practices. Harvest only the mature and the weed trees, keep out fires and livestock, and encourage new growth.

Extension publications available are:

Bulletin 196—Planting the Windbreak

Folder 85—Tips on Tree Planting

Form RY-70—Forestry in the Family Partnership




Left—Harry Stewart, Elmore, earned a personal income with his bees
Right—Alleen Rathbun sewed for her busy neighbors near Elk River

Miscellaneous and Off-the-Farm Jobs

ALERTNESS and personal initiative will often uncover opportunities for earning some extra cash in the home community. A few ideas are suggested here, but conditions differ widely so a young man or woman had best be on the lookout for others. Some skill or idea properly used may be the start toward a full or part-time business that earns extra money during slack seasons. Income of this kind should go entirely to the junior partner. In return for farm work that the junior partner does during rush periods, it is only fair that he be given a chance to pick up some "extra change" when the regular work is slack. The senior partner's contribution may be the use of some farm machinery and the usual board and lodging.

1. Custom work with tractor, truck, thresher, silo filler, wood sawing outfit, or canning equipment is in demand in every community. Portable outfits to spray fruit trees, grind feed, and clean seed grain are also needed.
2. Girls who can sew find that busy housewives will often pay good prices for fitted slip covers, handmade curtains, children's clothes, towels, or gift articles.
3. A boy who can weld, paint, do a little carpentry work or cabinet-making, pipe fitting, or well drilling will find a good demand for his services by inserting an ad in his local paper. Girls can do inside painting and papering or fix handy cupboards and closets.
4. A few hives of bees might prove profitable if sanitary precautions are observed and if a study is made of their habits and management.
5. With changes in income tax laws many people need to keep records and file returns. This creates an opportunity for a boy or girl to study tax laws and offer services in setting up a simple record keeping system and filing returns. This part-time work comes during the slack season from January to March.
6. Home nursing and housekeeping offer a chance for girls to earn a little extra money.
7. Caponizing chickens, delivering papers, tiling, spraying and pruning fruit trees, picking potatoes or corn, culling poultry, white-washing barns, cleaning furnaces and chimneys, and constructing water supply or sewage disposal systems provide extra income for many alert young men.
8. A well-equipped farm shop makes possible many productive hours of work building cabinets, making farm refrigerators or coolers, constructing trailers, feed trucks, hog equipment, and house furniture.

Tips for the Partners

JUNIOR PARTNER

WHENEVER POSSIBLE, one feature of a junior partnership should be an opportunity to accumulate some property. This may be livestock, personal clothing, linens or home furnishings, a tract of land, machinery, or power equipment. Such tangible property will be a source of personal pride and satisfaction. It also will be a significant aid if the time comes to establish an independent farm or home business. It is a reservoir against depressions or hard times and may serve as security for a loan if the need should arise.

Serious consideration should be given to the investment of surplus partnership earnings into something that is tangible and productive, such as more or better livestock or equipment. Investments in autos depreciate rapidly and create expenses rather than earnings. When possible, earnings should be used for production rather than consumption purposes.

Investment in an education is one of the most productive and lasting methods of saving. An Agricultural or Home Economics School or College education will be a source of increased joy and income for life. A business or teacher's training course is an excellent kind of insurance against an uncertain future.

Wise young people set some worthwhile goals early in life and strive each day, month, and year to reach specific objectives in the general direction of these goals. It is never too early to plan for a useful and independent life to be spent in an enjoyable occupation. Farm family partnerships can help achieve these objectives.

PARENTS

SUCCESS IN FARM family partnerships will depend largely upon how well the members of a family get along together. Careful planning is essential.

The strong affection parents have for their children often makes them sensitive and critical of small faults. Sometimes it is hard for parents to realize that at about 18 years a youth reaches intellectual maturity. Because of this, a wise parent will give children an opportunity to have many vocational experiences as a training for later life.

In some families, the parents may be too lenient with money. If such is the case, a junior partnership arrangement whereby the boy or girl earns his or her own money should teach wise money management and an appreciation of costs and values. In other families, the young folks must ask their parents for every nickel that they spend. Such a condition is undesirable because young folks need to plan their own lives and expenditures. A partnership arrangement develops planning habits.

Even with the increased importance of school life and social experiences in recent years, the farm home can be a wonderful laboratory for practicing what is learned at school and for experimenting with new ideas.

The rural home is a bulwark of democracy. It is the smallest and the most important unit in a great national scheme of living and working together with the individual as the important cog in the machinery. Farm family partnerships tend to develop each small cog to its fullest and greatest potential capacity.

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