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**Attached is the terminal report of Mr. F. Dale Hoecker,
Extension Advisor, ANR Division.**

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**Attachment: Pages 2 through 7 of
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AUTHORIZING OFFICER DRAFTED BY OFFICE PHONE NO. DATE

William J. Vanzocco, Deputy Dir.

Hoecker

Program

2/7/58

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ANNUAL REPORT OF F. DALE HUNTER
EXTENSION ADVISOR
JANUARY 21, 1956 TO JANUARY 1, 1957

I. INTRODUCTION

a) Background and qualifying experiences.

Grew up on a diversified Willamette Valley, Oregon farm and participated actively in 4-H club work and Vocational Agriculture. Graduated from Oregon State College 1946 in school of Agriculture. Employed 1946 until coming to Brazil as County Extension Agent, with Oregon State Extension Service handling the 4-H club program and doing adult Extension work. Attended the University of Wisconsin Summer School for Extension workers in 1953.

b) Arrival and Orientation in Brazil.

On arrival in Brazil we were met and assisted through customs and to Hotel by Acting Agricultural Director, Mr. Ralph Hyman. We passed five weeks in Hotel Ipanema in Rio before transfer to Sao Paulo. In Sao Paulo after another Hotel experience we moved into a house on April 15, 1956. My wife and our 4 children adjusted to living conditions and life with no particular difficulties, but with many memorable experiences. December 19, 1956 we were transferred to Recife and moved into a house immediately. There was no English speaking School in Recife. Six families faced with teaching by home study course cooperated in starting an American School in Recife.

c) Orientation in Job.

On arrival I immediately made trips to Fazenda Ipanema to teach Extension Methods, first to the special course for Padres and later to the Extension training course. While in Sao Paulo I frequently assisted in the teaching and demonstrations at Fazenda Ipanema. I made trips to Minas Gerais and Rio Grande do Sul to acquaint myself with Agriculture and Extension methods as being practiced in Brazil. This was particularly helpful in making it possible to improve my participation at Fazenda Ipanema, and later my work with ANUAR. I studied Portuguese off and on from private teachers but have found it difficult to master since I had no previous language training, also the continuous travel made regular lessons impossible. To date I speak a very poor Portuguese, but understand practically all in both conversation and meetings.

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II. ASSIGNMENT TO DUTIES

- a) My first assignment was to São Paulo as District Extension Advisor. Since the State of São Paulo had no Extension programs I devoted myself to these main tasks.
- 1) Assisting in the training program at Fazenda Ipanema.
 - 2) Assisting the municipio of Araraquara plan and operate a Municipio Fomento (Extension) program.
 - 3) Studying and assisting the ACAR 4-S program, Taubaté project and the AIA experimental programs in São Paulo and studying and observing the ETA Extension projects in Brazil.

The above opportunities gave me a good understanding of Brazilian programs and problems which has been very helpful to me in my assignment with ANCAR in Recife.

- b) Assignment to Recife as Extension Advisor to ANCAR, ETA Project Nº 2 (Associação Nordestina de Crédito e Assistência Rural). Project 2 was in its third year of existence when I arrived. It was founded in February 1954 by the Ministry of Agriculture, American International Association, Bank of Brazil, Bank of the Northeast, Ministry of Education and Foundation for Popular Housing.

The objective of the Organization was to establish an Extension and Supervised Credit program among the small farmers of the nine states in the Northeast of Brazil. In November 1954 an agreement was signed with ETA for technical aid. An American technician was assigned to ANCAR in November 1955. The relations between the first USOM Advisor and ANCAR were strained and distant, therefore, the program suffered from lack of assistance in Extension methods and lack of understanding of objectives of USOM assistance. The Food and Agriculture Organization of the United Nations has had a Paraguayan technician as advisor to ANCAR on Credit Assistance since January 1955.

My job on arrival in January 1957 was two fold, one to gain the confidence and friendship of the Brazilians and two, render technical assistance. On the arrival of the Advisor, approximately 80% of the time and efforts of the ANCAR program were devoted to Supervised Credit work.

The ANCAR program as of December 31, 1957 is working in six states with 31 local offices and 6 regional offices. Four local offices are temporarily closed due to lack of "agronomes". Each office, when fully manned, has an agrônomo, home economist and secretary. The agronomes are all University

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graduates in Agriculture, but the home economists generally have an equivalent of an high school education with 2 months training in home economists by ANCAR.

As a general practice each five local offices have a regional office with an agronomist and home economist who are called Regional Supervisors. These Regional Supervisors are primarily concerned with carrying out the Credit program. The Central Office has a staff of 14 technicians and administrators.

The Advisor was requested by the Project Director to work with the Extension Division which is staffed by two young 1976 USSR trainees in the U.S. Both have been excellent to work with and thorough. There has been a notable improvement and change in attitude toward accepting and utilizing the assistance and advice of both the Extension Division and the Advisor in the ANCAR program.

The Advisor has found it very difficult to get the Administrators to look at the program objectively in terms of work accomplished in the field. The Advisor has traveled extensively in the field with the Extension co-workers. Detailed reports and observations about the field programs were made to the administrators. These observations when backed by details were accepted by the administrators, even though they frequently differed from their concepts of the program, and were generally used as the basis to plan improved orientation and training.

e) Functional Objectives:

The functional objectives of the Advisor are to assist the ANCAR program in the improvement and expansion of its program of Extension and Supervised Credit.

- 1) Assist in planning and execution of a program that would bring Extension and Credit Supervision in balance.
- 2) Assist in developing and directing the program toward concrete objectives rather than abstract.
- 3) Develop an understanding of "Extension Methods" as tools to be used in conducting an Extension program and carrying out a Supervised Credit program.
- 4) Inaugurate and assist in conducting in-service training for field staff.
- 5) Assist in establishing a program of training through workshops.
- 6) Change the attitude and thinking that the program can be administered from the central office.

- 7) Assist the Central Staff in learning the value of close contact and observation of the field program.
- 8) Assist in establishing result demonstrations and training personnel how to use results.
- 9) Assist in training personnel in philosophy of cooperation and service.
- 10) Assist in decentralization of ANCAR into state programs with State financing and management.
- 11) Help develop training courses for new Extension workers.
- 12) Develop attitude that the strength of the program is based on the strength of the local county program.

d) Operational achievements.

As a result of assistance from the advisor the program has developed the following trends.

- 1) Utilization of Extension Methods to improve the Credit Supervision work.
- 2) Utilization of technical assistance as a foundation to plan and develop improved programs and work.
- 3) Utilization of the result demonstration as basis to build concrete programs.
- 4) An acceptance of Extension work on a more equal basis with Supervised Credit.
- 5) A plan for a series of in-service training meetings and workshops.
- 6) Utilization of UGM and other technicians in conducting training.
- 7) The acceptance of the advisor as a part of the ANCAR staff.
- 8) A program of decentralization into state programs.

e) Summary & Evaluation

It is easy to think back on what should have been done, but due to circumstances that existed at the time, there seemed to be little other choice. Had the Rio office been fully staffed with a Chief Extension Advisor and able to provide assistance, I am positive that progress could have been made faster. There was a definite need for better understanding of the

objectives of IIA and the place of the USOM Advisor among the "second in Command" who developed the policy and program of ANCAR. Likewise the Advisor should have been assigned to work with the total of ANCAR rather than the Ribeirao Division. A better foundation has been built which will support new growth and improved work.

ANCAR has a good staff of dedicated technicians and Supervisors who are capable of giving a far greater service in the future through better orientation, a system of in-service-training and more concentrated effort at the field level. Both the situation and "climate" are now favorable for effective assistance and progress.

III CONTACT WITH OTHERS

a) Brazilian agencies and individuals.

The Advisors have had the opportunity to work with and meet people from many areas of Brazil. Most important are those which have had direct influence upon the objectives of the USOM program.

- (1) Directors of the Federal Experiment Stations in the area; (2) State Experiment Stations; (3) Agriculture Universities; (4) Governors and Secretaries of Agriculture; (5) SESP (Health and Sanitation); (6) Municipal Prefectures; (7) Bank of the Northeast and its correspondents (8) The 70 ANCAR technicians and Supervisors.

b) Land Reclamation Agencies.

- (1) Food and Agriculture technician G. Rufino Serrano; (2) American International Association technicians and experimental areas in Sao Paulo.
- (3) Presbyterian mission program and Agriculture training farm in Pernambuco; (4) SAR - Gabinete Servico Assistencia Rural.

c) Other Agencies

- (1) Contact with all personnel in USOM; (2) American Embassy; (3) Agriculture Attache; (4) American Consulate in each region traveled.
- (5) Church missionaries; (6) Americans in Private Business representing more than 20 different companies; (7) USIS; (8) US Air Force.

One very interesting contact has been with various American tourists passing through Recife. Even though contacts were brief, numerous tourists were encountered. The Advisor was able to give these people an understanding "why, how, and what" of the IIA program that they generally had not received and observed as tourist in the typical "tourist office" of the South.

During our assignment in Recife, the Americans in Government, Private Industry and Missionaries have cooperatively organized both an American

School with 21 students and English speaking Sunday School. The Advisor particularly wants to emphasize the assistance that Mr. Hugh Whitaker, American Consul, has rendered to the Advisor and family and toward the promotion of the USOM program.

IV RECOMMENDATIONS

- a) For continuation of Project: It is recommended that the position of District Extension Advisor to ETA Project 2 be continued. ANCAR is currently undergoing a decentralization program which will involve state financial assistance as well as a new ANCAR Director. This will present many problems, but will also provide programs and Directors that will be closer to the field and rural problems. Renewed effort should be made by the Advisor, and new USOM Home Economist to be assigned to ANCAR, to assist in the planning and development of sound state programs. New emphasis should be placed on securing the assistance of USOM specialists to assist the new state programs. Renewed effort should be made to get trainees for study grants in the U.S. The functional objectives reported should be continued and revised in light of the structural changes in the ANCAR program.
- b) For closer coordination of Division and Mission Activities. There is good cooperation within the mission in utilizing technicians in carrying out an oriented program. Additional work needs to be done in the field to get the projects under Brazilian leadership to utilize the services of other programs and agencies. There is an ever increasing need for a Chief Extension Advisor to coordinate the Extension programs and assist in top-level planning and consultation with projects.

V. CONCLUSIONS

A short, impromptu testimonial speech of one of the low-income farmers with which the Advisor and ANCAR has worked summarizes the acceptance of the work by the rural farmer.

(English translation) "Ladies and Gentlemen: If what this man and our ANCAR friends are trying to teach us, is what made the United States the country it is, then lets listen and practise what he says. I don't know much about the world, but I've heard many promises. This man has made no promises, but he has come and worked and lived with us and what he has demonstrated to us makes sense. "

The Advisor has considered it a privilege and honor to serve in the USOM program. It has provided him and his family with many satisfying and rewarding experiences. The Advisor has elected to continue with the USOM program and return to the Recife post following home leave.