

Mr. BELL. As I get what you are saying, there would be no attempt to force somebody to do something he did not want to do but perhaps you would use a persuader on the basis of economics and say, "Well, now, you can't possibly make a living on this piece of land here, and you are fairly young, why don't you go to school?" Would that be the approach?

Mr. GRAHAM. That would be my approach.

Mr. BELL. In other words, you would have someone representative of either the Federal Government or the State, or whoever it may be, to have a discussion with the person to try to talk to him about changing his line of work?

Mr. GRAHAM. I think the Farmers Home Administration is in a good position to do this because the man probably would be coming to them for credit or for the long-term loan or this type of thing. If, in their judgment, and these men have some experience in farm management, that what the man is trying to do simply does not make any economic sense whatsoever, then we ought to be able to give this man an alternative from what he wants to do to something that he can do.

Mr. BELL. Thank you.

Mr. PERKINS. Mr. Gibbons.

Mr. GIBBONS. My farm problem in Florida is probably a little different in my particular part of Florida than most of the ones you are familiar with. I do not know whether you have had any experience in it or not, but I have a lot of people who are farmers and I have a lot of people who are in rural areas who are poor. It has been my observation that the successful farmers in my particular area of the United States are the people who left the farm, went into the city, gained some skills, then came back and had a little capital, and could go into successful farming.

The most unsuccessful farmers I have had are the people who never gained the skills or gained the capital.

I do not know how this program would really help them at all other than maybe a little barbiturate to keep them from suffering quite as much.

Can you explain to me how this thing could really raise these people in it?

Mr. GRAHAM. The fellow who has never left the land, many of those have really insufficient skills and management. They have no knowledge of bookkeeping. Educationally, they are certainly lacking in many of the things that would be needed for modern farming.

The day has passed when, if you don't know anything else, you can be a successful farmer.

Mr. GIBBONS. That is what I am talking about. The most successful farmers I see are those armed with bookkeeping people and CPA and know the tax laws pretty well, probably have some other income to rely upon, and farming is almost a sideline with them. They reap a substantial income from it, but it is their main source of income or principal source of income.

Mr. GRAHAM. There is another group down in Florida, from my observation down there, that is doing a pretty good job, and that is a bunch of the Yankees who have gone down there with Yankee capital and gone into milk production or something of that kind, but they are taking capital and know-how. You have to have both today, both