

SOWER



American
Farm School

Thessaloniki
Greece

Spring 1982

Number 107



ANNUAL REPORT

Director's Report

Dear Friends:

On March 22 the Ford Motor Company and Ford Condellis launched the new "Series 10" tractors at the American Farm School. (See box below.) The highlight of the occasion was the presentation of two tractors to the School for the training of the students. In Greek, the "Series 10" has been translated to "Theka Arista," or "Perfect 10" the top grade given to elementary school students.

Following the presentation a group of us was asked to speak to the dealers from all over Greece. Our subject was "Training the 'Perfect 10' Manager for Greek Agriculture."

This was an easy subject for anyone associated with the Farm School, for it has been to the training of "Perfect 10 Farm Managers" that the Farm School has been dedicated for almost eighty years.

What are the qualities of the "Perfect 10 Manager," the "Master Farmer"?

1. Knowledge — not just knowing facts, but knowing what facts you need to know, knowing that there is much you don't know, and knowing where you can get the information when you need it.
2. Competencies — the variety of basic skills that any Master Farmer must acquire. At the Farm School we have defined this as the 250 basic skills.
3. Attitude — a big open heart which is willing to welcome the other person's new ideas and ways of looking at life.
4. Management — the capacity to accomplish what you want with what you've got.

On the cover: top: The students of the American Farm School entertain many visitors to the School with a large repertoire of traditional Greek dances; bottom: The American Farm School is the home of the finest dairy herd in Greece.

5. Planning — the foresight to look ahead not just for a week or a month, but for long periods of time which eliminates many of the surprises in management.
6. Organization — developing the capacity to relate land, equipment, money and people into an efficient, effective totality.
7. Leadership — the ability to inspire others to follow you while knowing also when it is time to follow others.
8. Control — the development of a system which provides for continual review so that the manager is on top of his operation at all times.
9. Adjustment — the flexibility necessary to relate the operation to changing internal and external conditions which require new directions from the original plans.
10. "Know Thyself" — the Socratic concept which instills in the young people confidence and pride in being a farmer, in contributing to the development of the land, of helping to build a better and more satisfying life.

Following the two day seminar, Paul Condellis wrote, "... I think (the School) was able to give a new dimension, a new outlook to people who are most of the time used to "Nuts and Bolts" talk. I feel it was... important that you could open the kind of new road to them, to give them the opportunity to have a new look at old values — an experience they will cherish as much as anything else from that seminar."

"A new look at old values" is what the Farm School is really all about. Farming methods and life in the village may have changed considerably over the years, but the goals of the School and the dreams of the graduates continue to be the same — more than anything they want to be "Perfect 10 Master Farmers."

Bruce M. Lansdale
Director

SPECIAL GIFT

The tractor division of the Ford Motor Co. introduced its new line of tractors the "Arista 10" (the Perfect 10) at the American Farm School on

March 22. The Theo Litsas athletic field was the site for the exhibition and the students of the vocational school drove the new line of tractors



Standing at front: Bruce M. Lansdale, Director of the American Farm School, is accompanied by Mervyn H. Manning, Vice-President and General Manager of Ford Tractor Operations and J. Condellis, Managing Director of P. J. Condellis S.A.

From Left: American Farm School Students: George Fountas, Rania Savva, Demetra Hatsaktis and Christos Koutmourides displaying tractors donated to the School during the Show.

Chairman's Message

Dear Friends of the Farm School:

There are many ways to tell the story of what the American Farm School is and what it means to its students — past and future. In the following pages we will give a summary description of what it does. I would like here to report, by way of example, what the School has meant to one graduate — one who speaks in the name of untold others.

Christos Grigoriadis, who graduated from the Farm School in 1949, was in New York for medical treatment at the time of the last Trustees' meeting. In an impromptu statement to a number of trustees and other friends of the School, he expressed his feelings about the School in moving terms:

"I feel very emotional, and I am very honored to be among you because people like you helped me to be what I am today."



Mr. and Mrs. Labouisse with student Ranya Savva during their most recent visit to the Farm School campus.

"In 1945, 37 years ago, I was a child of 13 years of age, orphaned and penniless. Greece, my country, destroyed during the German occupation, was then facing a civil war. Opportunities for children of my status were practically nil. A friend of our family introduced me to Mr. and Mrs. Charles House. I explained to them my situation, and I pleaded with them to give me a chance to study at the Farm School. I told them that it was my first and last chance to study at the Farm School. I won't forget that moment for the rest of my lifetime."

"Mrs. House embraced me with tears in her eyes, and Mr. House told me that I could study at the School under a scholarship given to me by the Board of Trustees. In the beautiful compound of the American Farm School I was clothed and educated . . . The efforts which helped our revered founder Doctor John Henry House to bring his dream into reality continued to help Mr. and Mrs. Charles House run the School for almost four decades, and continues today to help the present Director and his wife, Mr. and Mrs. Bruce Lansdale, carry on with the same love and interest."

"Ladies and Gentlemen, you must be very proud for what you have done and for what you are still

doing. Among the American Farm School graduates are scientists, professors, bankers, successful businessmen and many farmers who are very proud to be graduates of the American Farm School. They are also very proud of you and people like you who without personal interest and with the blessing of God have helped them to be what they are."

"I assure you that any penny you are collecting for the Farm School adds a stone to the foundation of a better human community which will live in love and peace and for a better future life in the whole world."

"Thank you. Thank you."

The Farm School has grown enormously since 1949, and it has maintained a position of leadership in the training of Greek youth for more fruitful lives in agriculture and related pursuits. In one important way it has not changed — its compassionate spirit and its dedication to the highest moral values are as strong as ever.

I want to join Christos Grigoriadis in expressing profound thanks to the many friends — volunteer workers and contributors — who make the great work of the Farm School possible.

Henry R. Labouisse
Chairman of the Board

and demonstrated their various features. They executed technical and synchronized maneuvers with 9 tractors for an audience of 400 which included 200 Ford dealers from throughout Greece and the Farm School student body.

During the ceremony P. J. Condelis S.A. and Ford Motor Co. each donated a tractor to the American Farm School. They were the first models of the new line of tractors to find their homes in Greece. That same afternoon Ford technicians briefed the School's instructors and the field crops staff on the engineering, uses and maintenance of the new tractors. The tractor launch was part of a two-day seminar for the dealers from all parts of Greece which included lectures and discussions on farm management by members of the Farm School staff. A special lecture for wives of the dealers was organized by the Committee for Student Services.

The American Farm School is a private, independent agricultural training center in Northern Greece, founded in 1904 by an American missionary, Dr. John Henry House. Beginning with 13 students in one building on 50 acres of barren, uncultivated land, it has grown in harmony with the changing needs of rural Greece and remains a thriving institution today.

The American Farm School offers a number of programs for Greek villagers and international youth. At the heart of the School is a three-year secondary-level program in horticulture and farm machinery and a two year trade school in mechanized agriculture.

The campus, which now includes 375 acres and 50 buildings, serves as an agricultural demonstration and training center for approximately 10,000 visitors a year. It is also the home for many of the Farm School staff. All but a few of the 97 full-time staff members are Greek and many are Farm School graduates who have received advanced training in the United States.

Over the years the Farm School has worked closely with the Greek Ministries of Agriculture and Education. Together we have developed many innovative programs, agricultural demonstrations and new approaches to education in farming.

Operating support and scholarship assistance for the students who attend the Farm School comes from the Greek Ministry of Agriculture and private donors in the United States and Greece. The Farm School also receives grants from the United States Government for special capital projects. In 1982 the cost to educate and to provide a home for each student was 200,000 drachmas (\$3650) per year. Of that amount, the School requires each student to pay 30,000 drachmas (one-half of the room and board fee) to conform with the School's philosophy of self-help. The balance is covered by scholarship assistance.

The School's goal is to teach the students to appreciate the dignity of manual labor and to carry back to their villages the knowledge and skills acquired at the Farm School.

Rural Greek Youth

The 200 secondary students who attend the American Farm School receive an education which prepares them to begin a career in agriculture. The curriculum provides a sound base in Math, Physics, Greek, English, Religion and a variety of theoretical courses which focus on horticulture, farm management, and farm machinery.

Each day the students work in practical labs where they receive hands-on skills training to complement their classroom learning. They develop skills in engine repair, maintenance, electricity, metal working, and crop and flower production.

Students apply their classroom knowledge to actual farm projects. These profit-oriented projects include raising and marketing animals and producing garden vegetables which give the students the opportunity to develop farming skills, keep financial records and gain valuable experience in "private enterprise."



The Omada Techni (Art Club) puts on various plays and musical evenings throughout the year. Here they are practicing for a music show.



From Left: Demetris Tsoufis, Michalis Ballis, Christos Tsatsaris and Tasos Ioannides harvest and clean cabbage as part of their student projects.

Farm School Offer?

Extra-curricular activities play a vital role at the Farm School in helping to develop well-rounded students. Sports, theater, lectures, dances, discussions, and field trips, as well as weekend electives in English, Art, Ceramics, Bee Keeping and Electricity, are all components of the School's extra-curricular program.

Greek Adults

Since 1946 the American Farm School, in cooperation with the Greek Ministry of Agriculture, has been offering Short Courses to Greek farmers and their families in various aspects of agrarian living. Today, the Farm School Short Course program hosts over 3500 Greek Adults each year. Construction has just been completed on the program's first permanent home on the Farm School campus. These beautiful new facilities, built by the Greek Government with a loan from the World Bank, include classrooms, an auditorium, and dining and sleeping areas.



Students working on Student Projects with Nicolas Savvides, teacher.

International Youth

Greek Summer is a six-week program for American high school students which provides participants with an unusual opportunity to discover Greece while living and working at the School and with families in a rural village nearby. Participants also travel throughout Classical Greece, camp on an Aegean island, and climb Mt. Olympus.

The Summer Work Activities Program (SWAP) is a six-week work program on the Farm School campus for college age students. During the week, participants work in either farming or maintenance, and on the weekends they visit rural villages, islands, and climb Mt. Olympus.

Model Farm

The American Farm School campus serves as a model farm and demonstration center. The 10,000 people who visit the School each year are exposed to a variety of agricultural and educational issues by the Farm School staff. The School also serves as the home for many special fairs and events held in Northern Greece each year.

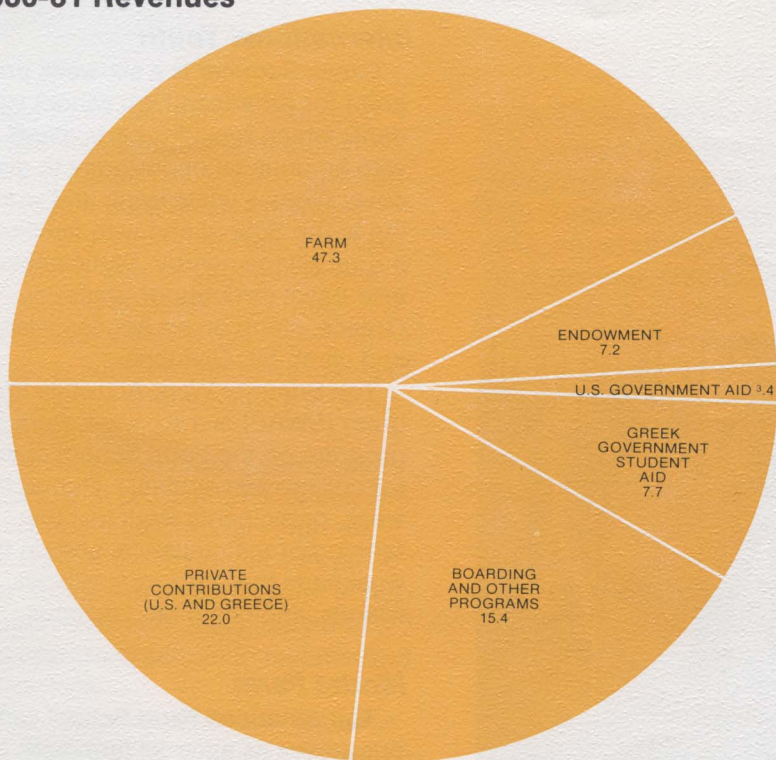


From left Demetra Hatsakti and Asimenia Kemeroglou weaving on table looms in the Art Center.



Christos Spanos feeds a hungry pig as part of the Students Projects. Victor Theodorides looks on.

1980-81 Revenues



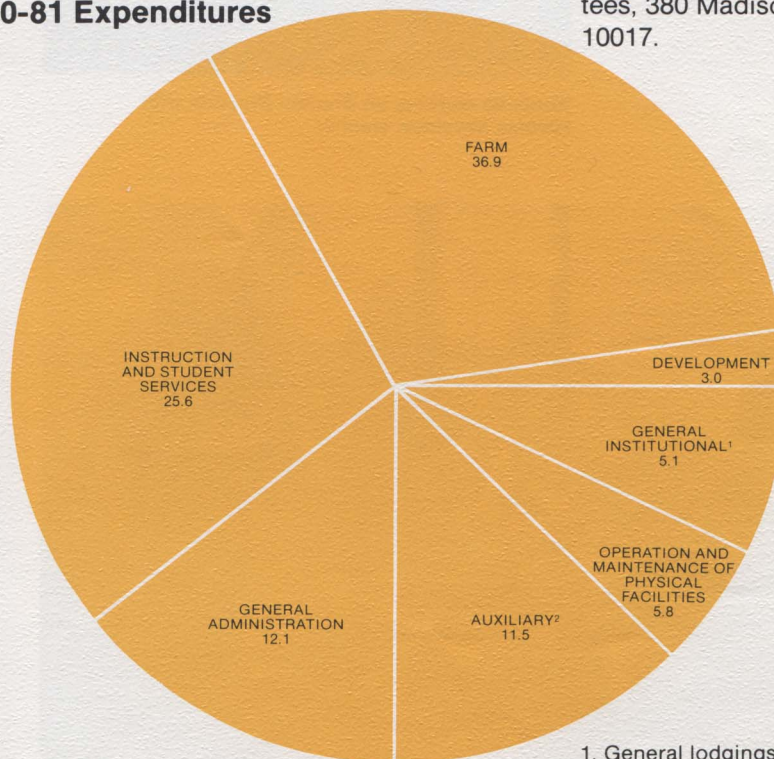
Contributions and Planned Giving

Contributions to the Farm School are deductible for income tax purposes.

For those who are interested in remembering the School in their wills, the following form is suggested: "I give and bequeath to the American Farm School, incorporated in 1904 under the laws of the State of New York, having an office at 380 Madison Avenue, New York, New York, 10017, the sum of \$ for its uses and purposes."

Information regarding other planned giving opportunities, such as unitrusts and pooled income funds which allow the donor to retain income during his/her lifetime while making a tax-deductible capital gift to the Farm School, is available. Please write to: Office of the Trustees, 380 Madison Ave., NY, NY 10017.

1980-81 Expenditures



1. General lodgings, Greek public relations, retirement indemnities, audit, etc.
2. Self-service shop, Greek Summer, Energy Study, etc.
3. Additional funds received from United States Government for special capital projects.

CURRENT FUNDS BALANCE SHEET AUGUST 31, 1981

ASSETS

• <i>Unrestricted</i>		
Cash and equivalents		\$153,051
Accounts and Grants Receivable		581,380
Inventories		271,567
Prepaid expense		7,294
<i>Total unrestricted assets</i>		<u>1,013,292</u>
• <i>Restricted</i>		
Cash		73,332
Inventories		6,029
<i>Total restricted assets</i>		<u>79,361</u>
<i>Total current fund assets</i>		<u>1,092,653</u>

LIABILITIES AND FUND BALANCES

• <i>Unrestricted</i>		
Accounts payable and accrued expenses		283,667
Bank loans		117,347
Reserve for severance indemnity		8,033
Deferred revenue		11,066
Due to plant funds		453,014
<i>Total unrestricted liabilities</i>		<u>873,127</u>
Fund balance		
Unappropriated (deficit)	(19,835)	
Appropriated for working capital	<u>160,000</u>	<u>140,165</u>
<i>Total unrestricted liabilities and fund balance</i>		<u>1,013,292</u>
• <i>Restricted</i>		
Accounts payable		1,280
Funds balances		78,081
<i>Total restricted liabilities and fund balance</i>		<u>79,361</u>
<i>Total current fund liabilities and fund balances</i>		<u>1,092,653</u>

CURRENT FUNDS AND EXPENDITURES YEAR ENDED AUGUST 31, 1981

REVENUES AND SUPPORT

• Private Gifts and Grants (U.S. and Greece)		\$612,963
• Government Grants		
Greece	\$215,662	
United States	<u>10,821</u>	<u>226,483</u>
• Endowment and other income		199,647
• Auxiliary Enterprises		
Farm and related activities		1,318,826
Boarding and other programs		430,224
<i>Total Revenue and Support</i>		<u>2,788,143</u>

EXPENDITURES

• Instruction		457,623
• Operation and Maintenance of Plant		156,970
• General Administration (Greece and New York)		324,626
• Development (Greece and New York)		79,803
• General Institutional		136,219
• Student Aid (boarding, infirmary, and other costs)		228,581
• Auxiliary Enterprises		
Farm and related activities		990,409
Other		309,668
<i>Total Expenditures</i>		<u>\$2,683,899¹</u>

1. Not reflected in this figure is a foreign currency translation loss of \$58,051.00.

NOTE: A copy of the latest annual financial report filed with the New York State Board of Social Welfare may be obtained upon request in writing to: New York Department of State, Office of Charities Registration, 162 Washington Avenue, Albany, N.Y., or American Farm School, 380 Madison Avenue, N.Y., N.Y. 10017.

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THE MISSION

The primary mission of the American Farm School is to provide vocational training for young Greek men and women, as well as adult farmers and their families, on a highly specialized basis. In essence, the purpose of that training is to equip them to manage agricultural enterprises or otherwise assume positions of leadership in Greek agriculture.

As in the past, the School is committed to playing a constructive role in the furtherance of understanding and friendship between the Greek and American people. The School intends to maintain its traditional identity as a non-profit educational institution with support from the private sector ensuring its independence.

SOVER

AMERICAN FARM SCHOOL
OFFICE OF THE TRUSTEES
380 MADISON AVENUE
NEW YORK, N.Y. 10017
(212 490-8745)
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