

Santiago, January 15th, 1986

R-25-86.

Dr. Norman Brown
Program Director, Agriculture
W.K. Kellogg Foundation
P.O. Box 3425
Battle Creek, Michigan 49016-3425
U. S. A.

Dear Dr. Brown:

Our University, through its Department of Agricultural Economics, Faculty of Agriculture is presently engaged in an effort to expand its outreach towards the Chilean rural community, so as to help make modern knowhow accessible to small farmers. As part of this effort the Department has developed the project proposal "A Cooperative Extension Program in Farm Management for Small Producers in a Developing Market Economy" which I hereby submit to your consideration for support by the W.K. Kellogg Foundation.

The proposed program is of great interest to the University. It represents a significant further step in the direction of projecting the University beyond the classroom, laboratory, or experimental station and into the actual development tasks of the nation. Our Faculty of Agriculture has a good tradition and reputation in undergraduate and graduate teaching, and in research. However, its extension activities are largely limited to publications, seminars and specialized courses which reach mostly the better commercial farmers, but have little impact on the majority of small and medium farmers. The national extension picture suffers from the same bias. Hence we view the present project as an extremely important venture, which should show to policy makers and other interested parties that new approaches to extension, stressing the improvement of farm management capacity, are feasible in our country and can produce strong positive results among the less-privileged farming community.

This role of the University in conceiving, testing and demonstrating new extension methods, applicable under Chilean conditions, we deem as a very appropriate and relevant task for our institution today. Therefore, the initiative of the Department of Agricultural Economics described in the proposed project has the wholehearted support of the University administration.

If the attached proposal meets with your approval, I request the Kellogg Foundation to grant funding for this project in the amount of US\$ 464.500, over a four-year period. The University will provide the balance of funds estimated in the proposed budget, and will make every effort to insure the success and continuation of this activity beyond the initial four-year period.

Sincerely yours,



JUAN DE DIOS VIAL C.

Rector

Universidad Católica de Chile

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