

VIRGINIA

DISTRICT SUPERVISORS,
COUNTY AGENTS.

Annual Report

1939

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FCL-19

REPORT FILES
EXTENSION WORK

Original

ANNUAL NARRATIVE
REPORT
OF
J. G. BRUCE, DISTRICT AGENT

Page 1-21

1939

*FA Farrar 22-25
ABD Beckelford 26-49
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I. PROGRAM PLANNING AND ORGANIZATION.

Regional meetings by districts composed of Bruce's district and territories contiguous from W. S. Shackelford, J. H. Quisenberry, F. S. Farrer and B. A. Warriner.

CULPEPER
FARMVILLE
DANVILLE

Regional meetings were held prior to the Christmas holidays of 1938. All of these meetings were opened by Dr. John R. Hutcheson with reference to Land Use Program, followed by organization specialists, B. L. Hummel and Eure, and others. After fixing this idea in the minds of the agents, specialists and members of the Agricultural Advisory Boards, who were present, tentative plans were worked up by the county agents and the several specialists of the College with reference to the projects for which plans were being made.

The subject matter specialists, who headed the committee of county agents, worked up all of their plans and brought them back before the meeting where they were discussed, corrected and adopted.

After this the district agent and the county agent together with the agricultural advisory board for the several counties held a meeting in each county and went over the tentative plans of work, making further corrections and adopted the plan for their county.

Immediately after setting up these plans of work, a majority of the counties proceeded to hold discussion meetings with reference to a land use program for their county, discussing the projects which had been outlined by the county agricultural advisory board. Two hundred forty-two discussion meetings were held with an attendance of 5,187 people. This number represented the total number recorded at each discussion meeting.

Two hundred seventeen other educational meetings were held throughout the year in my district with a total attendance of 14,611 people.

Organization.

Amherst County

O. B. Ross, Co. Agt.
N. C. Terry, Asst. Co. Agt.
doing 4-H Club work
County provides office space
for all agricultural agencies
in good building.

County Agricultural
Board

(Member of Lynchburg Farm
Show.
Horticultural Association
Livestock Association
Co. 4-H Club
Co. AAA Association
Wool Pooling Asso.
Co. T.V.A. Association or
Farm Unit Association
Co. Co-op. Tobacco Market-
ing Asso.
Co. Fair Association

Appomattox County

R. B. Hudgins, Co. Agt.
F. T. Blair, Asst. Co.
Agt. doing 4-H
Club work
New office building pro-
vided by county for all
agricultural agencies.

County Agricultural
Board

(Co. A. A. A. Association
Co. T. V. A. Association
or Farm Unit Asso.
Co. 4-H Club Asso.
Co. Wool Pooling Asso.
Co. Co-op. Tobacco Market-
ing Association
County Grange
Ruitan Club
Member of Lynchburg Farm
Show & 5-County Fair Asso.
District Soil Conservation
working toward a unified
program

Buckingham County

R. S. Ellis, Co. Agt.
N. C. Terry, Asst. Co.
agt. doing 4-H
club work
New office building
provided by county for
all agricultural agencies

County Agricultural
Board

(Co. Co-op. Livestock
Shipping Association
Co. Co-op. Wool Pooling
Association
Co. 4-H Club Asso.
Co. Co-op. Tobacco Market-
ing Association
Co. A. A. A. Asso.
Co. Terracing Asso.
Ruitan Club
T.V.A. or Farm Unit Asso.
Member Lynchburg Farm Show
and 5-County Fair

Campbell County

Charles Ellis, Co. Agt.
C. L. Tune, asst. co. agt.
in chg. of terracing
F. T. Blair, asst. co. agt.
doing 4-H Club work
New office building provided
for all agricultural agencies.

County Agricultural
Board

(Co. A. A. A. Asso.
Co. Co-op. Wool Pooling
Asso.
Co. Terracing Asso.
Co. 4-H Club Asso.
Co. Co-op. Tobacco Asso.
Co. Co-op Farm Bureau
Ruitan Club
Co. Herd Improvement Asso.
(Member Lynchburg Farm Show

Charlotte County

H. E. McSwain, Co. agt.
C. W. Henry, Asst. Co. agt.
doing 4-H Club work
and agronomy work
District Soil Conservation
Association at work, taking
care of Terracing Unit.
New \$20,000.00 office building
donated to Charlotte County as
county agent building, housing
all agricultural agencies.

County Agricultural
Board

(Co. A. A. A. Asso.
Co. Terracing Asso.
Co. Wool Pooling Asso.
Co. 4-H Club Asso.
Co. Co-op. Tobacco
Marketing Asso.
T.V.A. or Farm Unit Asso
A Unified Program of
all agricultural agen-
cies
Ruitan Club
Setting up a County
Co-operative
Member 5-county fair
at Farmville
Member Lynchburg Farm
Show

Culpeper County

J. C. Eller, Co. Agt.
A part time asst. agt.
doing 4-H Club work.
County provides office to
house all agricultural
workers at a cost of
\$1000.00 per year.

County Agricultural
Board

(A unified agricultural
program for Culpeper Co.
A single county Soil
Conservation District
T.V.A. or Farm Unit
Association
Co. A.A.A. Association
Co. Dairymen's Asso.
Co. Pure Bred Livestock
Breeders' Asso.
Co. Wool Pooling Asso.
Co. 4-H Club Asso.
Co. Co-op Farm Bureau
Co. Co-op Livestock
Marketing Asso.
Co. Egg Grading Asso.
Maryland-Virginia Co-op.
Milk Producers Asso.
Co. Herd Improvement
Asso.
Private seed cleaning
machine and pure bred
seed association

Cumberland County

E. W. Carson, Co. agt.
F. T. Blair, asst. co. agt.
doing 4-H Club work
Office in Courthouse Building

County Agricultural
Board

(Co. A. A. A. Asso.
Co. Co-op. Asso. of
Tobacco growers
Co. 4-H Club Asso.
Ruitan Club
T.V.A. or Farm Unit
Asso.

Fluvanna County

J. A. Coffey, Co. Agt.
N. C. Terry, Asst. Co. Agt.
doing 4-H Club work
County provided office space
in old school building

County Agricultural
Board

{ Co. A. A. A. Asso.
Co. 4-H Club Asso.
Co. Sheep Growers Asso.
Co. Wool Pooling Asso.
Co. Grange

Franklin County

C. G. Turner, Co. Agt.
F. L. Price, Asst. Agt.
doing 4-H Club work
Good office space provided
by county.

County Agricultural
Board

{ T.V.A. or Farm Unit
Association
Co. A.A.A. Asso.
Co. 4-H Club Asso.
Co. Fruit Growers Asso.
Co. Pure Bred Sire Asso.
Soil Conservation Dist.
Pure Bred Bull Asso.
Herd Improvement Asso.

Geochland County

R. D. Sears, Co. Agt.
(C.D. Thomas, Co. Agt.
most of year)
N. C. Terry, asst. agt.
doing 4-H Club work
Geochland County & A.A.A.
provide fair office space for
all agricultural agencies

County Agricultural
Board

{ Co. A.A.A. Association
Co. 4-H Club Asso.
Co. Co-op. Farm Bureau
T.V.A. or Farm Unit
Association
Soil Conservation Dist.
Co. Herd Improvement
Association

Halifax County

C. L. Hall, Co. Agt.
W. W. Wilkins, asst.
co. agt.
At present poor office space
for workers, but the County
has voted an appropriation of
\$3000.00 to put old school bldg.
in order to house all agricultural
agencies. This has been blocked by
School Board, but hope to get them
to S. K. it.

County Agricultural
Board

{ Co. A. A. A. Asso.
Co. Terracing Asso.
Co. Livestock Breeders
Association
Co. Co-op. Livestock
Shipping Association
16 Men's Social Clubs
cooperating with Lions
Club.
Co. Fair Association
Co-op. Farm Bureau
Co-op. Fertilizer Pur-
chasing Association
Dist. Soil Conservation
Area; Setting up unified
program of work for all
agricultural agencies

Henry County

Wm. R. Carr, Co. Agt.
A. R. Porterfield, asst.
co. agt. doing 4-H Club
work.
Henry Co. has built an excellent
co. agt's office with room for all
agricultural agencies

County Agricultural
Board

{ Co. A.A.A. Association
Co. 4-H Club Association
They have voted a Soil
Conservation District

Nelson County

J. B. Whitehead, Co. Agt.
N. C. Terry, asst. co. agt.
doing 4-H Club work
Poor office space for agricultural workers furnished by County and A.A.A. Program

County Agricultural Board

{ Co. A. A. A. Asso.
{ Fruit Growers Asso.
{ 2 Farmers Cold Storage
plants - 1 a co-op.
{ Co. Co-op. Tobacco
Marketing Association
{ Co. Co-op. Livestock
Marketing Asso.
{ Co. Co-op. Wool Pooling
Asso.
{ Co. 4-H Club Asso.
{ Co. Fair Association

Patrick County

J. C. C. Price, Co. Agt.
A. R. Porterfield, Asst.
co. agt.
At present office space furnished by County. Plans have been made for new office space in new Post-Office Building

County Agricultural Board

{ T.V.A. or Farm Unit Asso.
{ Co. A. A. A. Asso.
{ Fruit Growers Asso.
{ Co. Cream Shippers Asso.
{ Co. Sheep Growers Asso.
{ Co. Co-op. Wool Pooling
Association
{ Co-op. Fair Association
{ Co. 4-H Club

Pittsylvania County

J. E. Stone, Co. Agt.
F. L. Price, asst. co. agt.
doing 4-H Club work
T. M. Jackson, asst. agt.
doing terracing
A new County office for all agricultural agencies

County Agricultural Board

{ Co. A. A. A. Asso.
{ Co. Co-op. Wool Pooling
Association
{ Co. 4-H Club Asso.
{ Co. Terracing Asso.
{ Co. Co-op. Poultry Asso.
{ Co. Co-op. Purchasing
Association
{ 14 men's Social Clubs
{ Co. Co-op Fertilizer
Purchasing Association
{ Co. Co-op Farm Bureau

Prince Edward County

E. F. Striplin, co. agt.
F. T. Blair, asst. co.
agt. doing club work
County built new office for county agent in the new Courthouse

County Agricultural Board

{ Co. A. A. A. Asso.
{ Co. Grange
{ Co. Co-op. Tobacco
Marketing Asso.
{ Co. 4-H Club Asso.
{ Co. Co-op. Egg Grading
Association
{ Co. Terracing Association
{ Co. Co-op Wool Pooling
Association
{ Co-op Dairy Association
{ Member 5-CO. Fair Asso.
{ Part time Dairy Herd
Improvement Association

Appropriations

Amherst - - - - -	\$1,000.00
Appomattox - - - - -	1,500.00
Buckingham - - - - -	1,200.00
Campbell - - - - -	1,000.00 for co. agent 500.00 for asst. co. agent
Charlotte - - - - -	-1,200.00 for co. agent 300.00 for asst. co. agent
Culpeper - - - - -	1,200.00
Cumberland - - - - -	800.00
Fluvanna - - - - -	1,000.00
Franklin - - - - -	1,200.00
Goochland - - - - -	720.00
Halifax - - - - -	-1,500.00
Henry - - - - -	1,000.00
Nelson - - - - -	1,080.00
Patrick - - - - -	-1,000.00 for co. agent 300.00 for asst. co. agent
Pittsylvania - - - - -	1,500.00 for co. agent
(The Terracing Association appropriates doing terracing)	300.00 for asst. agent
Prince Edward - - - - -	1,680.00

NOTE: We have been working for an increase of \$300.00 in Franklin County, and a \$300.00 appropriation for assistant agent in Henry County, also, to get the Nelson County appropriation raised \$120.00; on all of which we have had very favorable comments.

II. AGRONOMY.

We have waged the most intensive agronomy program in the history of extension work and have reached more farmers in a personal way, getting the largest number of demonstrations made on record. One thousand six hundred fifty (1,650) people set up a rotation for their farms suitable to be used according to topography, soils, kinds of crops to be grown and the livestock to be used in the farm practice.

Good seeds were discussed with all of these farmers, getting something over seventy farmers to growing certified seed, including ten or twelve varieties, and from four to six thousand others using good re-cleaned seed of known origin. There were two individually owned seed cleaning plants, which were set up two or more years ago, which ran in full speed for several months of the year, and one co-operative seed cleaning plant in Halifax, which specialized in cleaning lespedeza and clover seeds. Other seedsmen cleaned seeds for the farmers. In addition to this the tobacco seeds were cleaned by the county agents throughout the tobacco territory.

The saving of red clover seed made favorable progress during the year, our farmers saving about nine hundred seventy-one (971) bushels of home-grown seed. It would be hard to estimate the number of bushels of Korean lespedeza saved by the farmers.

Three hundred twenty-seven (327) farmers terraced 3,900 acres of land with an estimated value of improvement of around \$12,000.00. One hundred forty-one (141) farmers did strip cropping in cooperation with the Soil Conservation Service and the extension work, and about

seventy-one (71) practiced contour furrows on pasture lands.

Large numbers of acres of pasture have been improved by the use of lime and phosphate.

The agronomy program will be carried into the AAA program, showing the number of tons of lime and phosphate used, acres seeded to alfalfa, clover, lespedeza and all other grasses. However, something must be said with reference to the improved yields of corn, wheat, barley, rye, and oats which have been brought about by better farm practices.

A DESCRIPTION OF THE T. V. A. UNIT DEMONSTRATIONS

Thirty-three thousand one hundred seventy-six (33,176) acres are included in the one hundred twenty-seven (127) unit demonstrations put on in co-operation with the TVA, which is represented in this State by Mr. David Painter. Five hundred twenty-seven (527) tons of triple phosphate has been used to date on six thousand one hundred eight (6,108) acres on which nine thousand two hundred twenty-three (9,223) tons of lime have also been used. These demonstrations have shown up well. Of the one hundred twenty-seven unit demonstrations nearly one hundred have built pens and clipped the grasses on the treated and untreated plots and weighed at intervals, which have shown increased yields all the way from 35% to 100%. Others have seeded grasses on sods after having limed and phosphated them, some of which are showing favorable results, which should continue over a term of years.

356 farmers have limed and fertilized 3700 acres of land other than that limed and phosphated in cooperation with the TVA, owing to the demonstrations which were made in cooperation with the TVA.

In conclusion of the TVA report, I will say that ten counties in my district have set up a TVA program, but only seven have carried these demonstrations out to the extent of getting a complete record of the farm operation in the form of a farm account. The high per cent of the demonstrators have completed their account books and turned them in. These records plus the freight paid on the phosphate is the work which is required of the TVA Association to pay for the phosphate furnished. We hope to get the other three counties going good in 1940 and to get at least four out of the six other counties started in the TVA demonstrations.

III. A. A. A. PROGRAM.

32,780 work sheets were signed agreeing to cooperate with the AAA Program. 17,863 carried out all or a part of the compliances with reference to this program, and in so doing it appears that 6,958 of these men used 73,267 tons of lime and limed 51,937 acres. A part of this lime was received in lieu of payments for carrying out compliances, but just how much I am unable to say. However, 1,444 tons of triple phosphate were used in lieu of payments for compliances carried out by the farmers. It would be impossible to state the number of tons of other fertilizers used on clovers, lespedeza, grasses and other crops.

37,800 acres of red clover were sown; 76,000 acres of lespedeza; 32,336 acres of other grasses, except alfalfa; 2,195 acres of alfalfa. One can see at a glance that notwithstanding the large tonnage of

lime which has been used, that the farmers have not used anything like half as much as they should have used in accordance with the number of acres, which they have seeded to alfalfa, clover, lespedeza, and other grasses. But, this program has done more to open the eyes of the general public and the farmers than anyone could have conceived of its doing six years ago.

The progress of the AAA Program has been retarded by a very great desire on the part of the bright tobacco growers to increase their allotted acreage to the extent that the penalty for so doing absorbed the compliance payments. Therefore, we estimate of the 32,782 work sheets signed, that only about 17,863 farmers carried out even a part of the compliance of this program, and only 14,399 will be able to qualify for a check for any part of their compliance. This is the most distressing thing that has happened to the tobacco growers since the inauguration of the AAA Program. Our bright tobacco growing farmers increased their acreage fifty or more per cent and probably their poundage by fifty-five or fifty-seven per cent, and sold the crop for something like a million dollars less money than the 1938 crop, and will lose at least \$500,000.00, which they could have earned through the AAA Program, had they stuck to the allotted number of acres set up for them for 1939, but they voted the abtment down in the early part of this year.

The dark fired tobacco growers did not increase anything like to the extent that the bright tobacco growers did, however, their increase will probably amount ~~to~~ to twenty per cent, however, since there does not appear to be an over production of dark fired tobacco in other states, it is selling for a fair price. A much larger part of the dark fired tobacco farmers have carried out compliance in the program reasonably well and will receive better payments through this program.

IV. LIVESTOCK.

It is natural when a farmer has plenty of good grass, good yields of cereal crops and legume hay for him to turn his attention toward livestock, so it appears that 220 farmers in this district purchased pure bred sires with a number of others buying pure bred dams and about 87 farmers starting cow herds where they expect to use good grade cows headed by a pure bred sire and raise feeders for farmers, who have richer grass than they. Through the cooperation of the livestock specialists a number of pure bred bull, ram and swine sales have been held, where a large part of our pure bred were bought. However, some were bought individually on the farms where they were raised.

It appears that the county agents have vaccinated 2,067 calves for 308 farmers, and other beef cattle have been treated for lesser diseases.

Some pure bred stallions and jacks have been selected by the agents and the livestock specialists. They have been bought and placed in counties where needed. The county agents and specialists have gotten the farmers to assemble horses and secure a veterinarian to treat about 517 horses to eliminate bots. The agents in cooperation with the veterinarians have treated about 3,000 other animals for the farmers with an estimated value of \$4,000.00.

Our agents have made a desperate effort to get a pure bred ram at the head of every flock of sheep in their counties, but have not accomplished this thus far. However, they have treated 7,893 sheep to eliminate stomach worm with an estimated value of \$2,521.00. 423 farmers with the assistance of the county agents have docked and castrated 8,000 lambs at an estimated value of \$5,000.00. They have

taught the farmers how to make creep pens to feed the lambs and urged them to change the ewes' pasture frequently, and by all means try to have as much green pasture during the winter season as possible.

Quite a few pure bred boars and some pure bred sows have been placed during the year.

V. DAIRYING.

The dairy work has made unusual progress in some of the counties in my district, namely, Culpeper, Campbell, Prince Edward, Franklin, Goochland and Patrick, with a small amount of dairying in every county in the territory. Our dairy program has been closely worked in cooperation with the extension specialist and his assistants in dairying. They have placed a lot of pure bred bulls and quite a few pure bred dams. The herd improvement association has gone good in the counties of Culpeper and Franklin, but only fair in Campbell, Pittsylvania, Prince Edward and Cumberland. A dairy bull association was organized in Franklin County four years ago and it has accomplished a long desired record. They have made the third exchange of bulls since the organization of this association, and have some pure bred and many high grade heifers coming into service. Proper feeding and the best of grazing have been stressed at all times. A few boys and girls in the 4-H Clubs are producing some nice dairy calves.

Through the cooperation of the State and Federal Departments of Agriculture and the Federal and State Veterinarians, every county in my territory has tested the cattle to eliminate T. B., also every dairy herd has been constantly tested to eliminate Bangs disease, and a large per cent of our dairy herds are on the accredited list.

We are very fortunate that our State Legislature has provided laws for the enforcement of the T. B. and Bangs tests, which have proved most profitable to us and the ones who have had to enforce these laws have served with firm decision without partiality in a very constructive way.

VI. R. E. A.

The county agents have cooperated in doing the educational work for the establishment of the 663 miles of R. E. A. lines in this district, and they are serving 2,173 users of lights, with other lines in progress.

This program has stimulated a large number of people and has been hailed with great joy by this goodly number of rural people, who without the assistance of the R. E. A. would have been left in darkness probably for another quarter of a century.

VII. HORTICULTURE.

The horticultural industry has suffered severely for the last three years, and owing to a limited market in the foreign countries, they have practically been unable to sell their apples at a living profit. However, the peach industry has grown by leaps and bounds and at least twice as many people have planted peach orchards as will give them the proper care to make them return a profit. A few of the peach growers had fair crops this year and sold for a small profit.

The extension horticulturist and the county agents have been very

persistent in teaching the proper sites for planting both peach and apple trees and trying to get the farmers to eliminate the unprofitable ones, giving due attention to pruning, fertilizing and spraying. Spray notices have been sent to 6,838 farmers and there have been some 27 horticultural meetings held in an educational way and at times making definite demonstrations.

Some twenty-five cars of apples have been shipped through Southern Commodity Corporation from the various apple growing counties, and everything else has been done that could be done, and still the plight of the apple growers is serious at this time.

VIII. FORESTRY.

Our Extension Forester, Mr. Wilbur O'Byrne, has worked with the county agents in every county in my territory, and has been able to secure demonstrations in thinning and caring for the forests, in planting forests on badly eroded lands, and some work has been done with reference to trying to retard the growth of diseases in certain forest areas. They have also cooperated with the fire wardens in trying to keep down the destructive fires, which have been so injurious to the forests. A great deal of instruction has been given in cutting pulp wood by removing the inferior trees and giving room for the better ones. Much instruction has been given to the timber growers with reference to market value and how to calculate the number of feet per tree.

IX. INSECT PESTS AND PLANT DISEASE CONTROL.

Through the cooperation of S. B. Finney, the State Experiment Station, Dr. Pinkard and many others, considerable work has been done to keep down the blue mold in the tobacco plant bed and to eliminate flea beetle and other serious pests, which are ever present with the tobacco grower. The Experiment Station, the plant pathologist and others have labored untiringly and much has been accomplished in a preventive way for the eradication of blue mold, insect pests and other diseases. Also, S. B. Finney and Dan Kite have worked faithfully with owners of homes who have been annoyed with termites.

X. 4-H CLUB WORK.

The 4-H Club work in my district has made a steady improvement both from an educational and a financial standpoint, but there is still an ideal opportunity to put extension work on the map and on the farms of Virginia through the proper handling of the 4-H Club work in a way that is hard for the average man or woman to comprehend.

We have six assistant county agents who give a great part of their time to 4-H Club work, although one of these assistants has done a big livestock work, another has rendered a valuable service to the T. V. A. program and other agronomy work, and another has done considerable agricultural engineering work. But for these six assistant agents doing club work in my district, it would not have been touched, because of the many different kinds of work the county agents have to carry on at this time.

However, we are reporting 2,893 club members organized into 158 4-H Clubs with about fourteen county club councils. They have carried over 3,000 projects in their program. The estimated profits made by these boys in this 4-H club work appears to be as much as \$21,818.00, and this estimate which I am giving is less than half of the amount turned into me by the assistant county agents and the 4-H club members. They won over \$650.00 in prizes for projects, which they produced.

There was a marked improvement in the educational value of the 4-H club organizations, the county councils, the district short courses and the State short course. It is encouraging to see the improvement of the 4-H club boy in the selection of seeds, the judging of farm crops and the selection of livestock and the judging teams for the many livestock projects.

The boys engaged in the 4-H club work have not only learned from the State Club agents, the county agents and others, but have actually learned by doing things themselves, and are far more capable of presiding over meetings in a parliamentary way than ninety per cent of their parents are at this time.

To my mind this is the greatest work that the Extension Division is doing, and because of this great work, which was inaugurated by the late Dr. Seaman A. Knapp and has continued to grow with the Extension Division, our boys and girls are receiving valuable training which will be of great help to them all their lives. The head of our State Public School system has severely criticized this to some of his division superintendents, who in turn have objected to some of their teachers being 4-H club leaders, and when pressed as to why the division superintendent objected to teachers being club leaders,

he frankly stated that the head of the public school system has consistently told him that the 4-H club work was nothing but a plaything for the Extension Division. Since we are confronted with this criticism thrown into our faces, it seems to me that it behooves us to strengthen this department by at least giving this district two more assistant county agents to do 4-H club work, after which I believe our work would become so outstanding that public criticism would prove a help rather than a hindrance.

XI. POULTRY.

Our efficient Poultry Specialist, Harry L. Moore, and his assistants have certainly done faithful work in making the poultry business more profitable.

It is a known fact that for the last three years the poultry prices have ^{not} been on parity with the feed prices, therefore, many of the poor poultrymen have been run out of the business and the ones who have stuck were compelled to adopt the very best methods that could be acquired to enable them to make a living out of the business.

The turkey industry has grown rapidly and the knowledge gained in the raising and marketing of the turkeys has increased in the same proportion, and still it is hard for one to make much money out of this business.

The extension specialist and the county agents have persistently worked with the farmers who own farm flocks and done their best to introduce the use of the very best and most economical poultry houses, and feed as many of the home grown feeds as possible by balancing with other nitrogenous feeds, and marketing to the very best advantage.

Egg grading has been established in many places and first grade eggs have sold at a premium.

Turkeys and chickens properly fed and dressed in the most attractive way have proven to be helpful to those who have engaged in this business.

The 4-H club boys and girls have probably been easier to get to adopt the modern methods than the fathers and mothers, but only those who are following the most improved methods and in the most economical way are really making a profit out of the business.

XII. MARKETING.

The Maryland-Virginia Milk Producers Association and the Cooperative Dairy Milk Association in Richmond, Roanoke and other cities have served their people in the sale of their milk in a very helpful way, and the cooperative creameries have also come in for a fair share of cooperative service.

The livestock shipping associations, which have been made possible through the livestock specialists in our State, have also done much to increase the price received for livestock and best of all to teach the farmers how to breed, feed, graze and grade livestock for the markets. In my district, which is largely tobacco, 163 farmers have shipped 2,304 head of livestock cooperatively, at what must have been from the prices received an increase of about \$2,000.00. 259 men in this tobacco district seem to have pooled 38025 pounds of wool, which was graded and sold at an increase of at least \$700.00. The

grading of all of these commodities is done very largely by the State Department of Agriculture in cooperation with our livestock specialists. The State graders have also performed a good service in grading apples, peaches, potatoes and many vegetables, which after having been properly graded have sold to a better advantage. The graders of turkeys, chickens and eggs have also come in for their share of the educational work, which was largely done through the marketing bureau of the State Department of Agriculture.

In addition to the above service, several hundred feeder calves and a few yearlings have been assembled by the county agents and with the assistance of the livestock specialists graded and sold cooperatively to an advantage.

XIII. CORRELATION OF ALL FARM AGENCIES.

More and more as time goes on our Extension Director, his assistant and the district and county agents have realized that all of these various agricultural programs^{which} are being carried on by the extension forces should be correlated; and we have been working to do that for several years. During this year considerable work has been done on what we call a "Land Use Program". We have worked consistently to establish a land use program in the counties of Halifax, Charlotte and Culpeper, probably meeting with a little more success in Culpeper up to this time than elsewhere. We had also selected about three or four other counties, but thus far have been unable to make a great deal of impression upon the people of the necessity for such a program, but it will come. In Halifax our work has been delay-

ed more seriously on account of office space than any other one thing; this we hope to overcome in the near future. We are laying plans there to correlate the activities of the extension work, vocational agriculture, Federal Farm Loan, Production Credit, Emergency Crop Loan, Farm Security, and home demonstration work. We have held four or five meetings on this specific problem, and I feel have made some success as a start.

Perhaps in Charlotte where they have a new county agent office, the correlation of these things has gone a little better, and they seem to be getting a better understanding of all working together.

In Culpeper where the county agent and a majority of other agricultural agencies are all officed in one building, this county being the only county in the State set up as a Soil Conservation District, it appears that a better start has been made than elsewhere. This idea of correlating the agricultural agencies has been given a permanent place in all of the counties, but naturally some will take to it a little faster than others, and probably some may never realize the necessity of doing so.

XIV. MISCELLANEOUS.

The district agent is steadily contacting farmers, business people and every existing agricultural agency working in his territory and is trying his best to sell the idea that all agricultural work is first to teach the boys and girls through the 4-H club work and other agencies, stressing a fertile soil, timely operations, good seeds, lime, fertilizer, rotations, and through these boys and girls get closer to the fathers and mothers of the farm people.

Again, we are trying to show the business man that the farmer's problem is his problem and that the farmer's success is his success, and the farmer's failure is his failure, and doing our best to get a feeling of cooperation to exist among all the people. In a large percent of the cases we find if we can sell the business people on a progressive work that they in turn will help us to sell this to the farmer. I feel sure if we can sell the business people of the cities and towns in my district on a large percent of the work we are doing, that we could sell it to our farmers with much less effort than we are selling it to them at the present time.

I have been working in this way for sometime, and through this method have gotten increased appropriations, inspired supervisors and others to work up a desire to have better county officers, and have succeeded in getting backing for establishing soil conservation districts, and various other things.

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NARRATIVE REPORT

of

F. S. Farrar. 1939.

This report is for the purpose of telling what the farmers are thinking regarding their lands, forests, streams, crops, and livestock. In the first place, they are becoming much more conservation minded regarding the nation's natural resources, because they realize that preserving this natural wealth means safe guarding the future standards of living. Erosion of our land and destruction of our forests has progressed so far that it has already caused poverty in almost every community.

Most of the crops in my territory have been good. Of course, there are exceptions every year, and this time it is the cotton crop. It was late getting started and the boll weevil played destruction over a large part of the cotton territory. The price of cotton has been low and but for the government parity payments, the farmers would have had little money for their crop.

The peanut crop has been spotted. In some sections of every county the yield has been below the average, but the crop as a whole has been good, and the yield above the average. The price while not as high as the farmers want is fair. On the whole the peanut grower is better off than last year. The growers in Virginia have cooperated in every way with the government. They have felt for several years that acreage control was the next step, but the growers farther south were opposed to this until now. This fall a meeting was held in Washington with representatives from nearly all the peanut states, and they were trying to devise a plan for some form of control in the near future. The growers in Virginia have bought a fine warehouse with all the equipment for shelling and grading peanuts to sell in the open market.

This year there is a bumper crop of flue tobacco. In 1938 with government control, this tobacco averaged 22¢ per pound. The high price was too great a temptation to the growers so they voted against control. Then, this fall when they were faced with the biggest crop in tobacco history, the European war broke out and England withdrew her buyers from the market. The farmers became panicky, and voted to curtail the crop 20% in 1940, if the government would help market this crop. The tobacco was raised from a probable 10¢ average to 16¢.

The dark fired crop is a little below the average, but the price is fair. Since the flue crop will be under control, the dark growers are afraid of an increase in the dark acreage next year.

The truck and potato growers in Norfolk and Princess Anne have had nearly an average year. While there were failures in some crops, others were above the average. Marshall Clark, agent at large, works out from the Norfolk Experiment Station among the truck and potato farmers. He keeps them well posted on the new problems the station is working on, and carries back to the station the things that are troubling the grower. This keeps them in constant contact. The station is trying out new varieties of disease resistant plants, and he is seeing how they develop under field trial. He works entirely through the county agents.

The corn crop in my territory is above the ten year average. This has been a great season for corn. The rain always came about the time the crop needed it. Then it was helped by the fact that lespedeza has been grown so much in the last few years, and when corn is planted on a lespedeza fallow, and lime and phosphate applied, the yield will be doubled.

The small grain crops have been good, especially oats, barley, and rye; wheat not so good. These crops are on the increase, especially barley. This is replacing corn to some extent. I feel that this is a good change. Barley has about the same feeding value, is seeded in the fall, takes less labor, and leaves the land in better condition, especially when grasses and lespedeza are seeded in it in the spring. We have an expanding dairy industry in many of these counties, and these crops should be grown for milk production.

The poultry business belongs to this part of the state and could be a great industry if the feed were grown on the farm.

Hogs are now a part of the economy of eastern Virginia, because they are raised by the pasture system. They don't pen the hogs and feed them corn but rotate the pastures and let them rustle for their feed. In Suffolk a carload of pure bred bears has been brought in and sold to the adjoining counties.

There is some interest in beef cattle in some sections, and they are placed on some farms in many of these counties.

Since the farmers are using lime and phosphate on their pastures they are having more feed than ever before, and cattle in some form will follow the increase in feed. Several car loads of beef cattle have been brought into my territory and sold to the farmers.

For a long time the counties have had Agricultural Advisory Boards to work with the county agent. Now, representatives from all the other agricultural agencies in the county are being added to this board, thus coordinating their work and making a common program. This should be of incalculable help in formulating a program that will really meet the farmer's needs. Mr. Wallace is trying through these agencies to meet the great needs of conservation, not only of natural resources but of human life as well. This coordination of their work with that of the county agent will be of the greatest help to both.

Through the conservation program the agents have brought over 43,000 tons of lime into the counties which has been applied on over 58,000 acres of pasture. Many thousands of tons of superphosphate has also been applied.

A great deal of terracing has been done by the county agents much of this in connection with the C.C.Camps. They have also encouraged contour cultivation among the farmers.

There is an awakening interest in forestry, and demonstrations have been held by the county agents, the C.C.Camps, and the extension forester, Mr. O'Byrne.

In some of my counties there have been some farm unit demonstrations of T.V.A.

In the past year a great deal of work has been done with the R.E.A. Over one thousand miles of line serving nearly three thousand homes have been built in my territory, and a great deal more is under construction.

The Grange and Farm Bureau have cooperated splendidly in this important work, as well as in every other vital interest of the farmer.

Representatives of the money lending agencies of the government consult constantly with the county agents in regard to placing loans. The state agencies for health and relief also come to them for advice. There seems to be a very fine spirit of cooperation existing among them all. In several counties, the agents are calling monthly conferences of all the agencies for a free discussion of their work.

Two soil conservation districts have been organized partly in my territory; Mecklenburg, Lunenburg, and Brunswick Counties are in one, and Nettoway and Amelia in the other. The Board of Control of these districts consists of farmers, one from each county, elected by the people. These board members will belong to their county board of agriculture, and will be thoroughly conversant with the recommendations of that board. They will work on the problems that are common to the district, and will have the assistance of specialists. It can be clearly seen, that with all these new agencies in the field, there must be planning for greater cooperation and for policy making.

The 4 H Club work has increased throughout my territory. We have 40 more clubs, and 500 more members., and profits made by club members total \$ 40,822.00. The drawback of club work this year has been having to change agents so often, and this will probably hinder a great deal the collection of final reports. The agent of Chesterfield placed 20 baby beeves among his club members, and they were fed under his instructions. They were exhibited at the state and Petersburg fairs and won high honors at both places. Then they were brought to the Chesterfield fair and judged while the races were on, and the crowd was divided equally between the races and the exhibition of baby beeves. The agent had made arrangements with the buyers in Petersburg and Richmond and they all brought top prices.

Mr. Jones will place baby beeves with his clubmembers again, and another agent has secured them for his boys. from Dinwiddie & Lunenburg

The dairy and poultry judging teams won high honors at the state fair, 3rd

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state fair, and the dairy team was sent to Chicago.

The project work among club members has been up to the average, and showed a profit. Project work is still emphasized as of chief importance, but the social features are greatly on the increase.

The attendance at the short courses was much larger than usual, and great interest was shown in the educational and social features.

The club members exhibit their products and win their prizes at the local, district, and state fairs, and these prizes are usually delivered on achievement days.

The agents doing club work have quarterly meetings, and Mr. Elean usually meets with them and advises them regarding their program. This is a great help to the new men.

There seems to be a much better understanding between the high school principals and the agents than formerly, and they try to make their meetings fit in with the school schedule.

On the whole this has been an average year. While there may not be as much money from the cash crops, the farmers have an abundance of feed for the family and feed for the livestock, which is the best security that farm people can have. The gardens have been excellent, and much canning of vegetables, and also meats has been done by the house wives.

The county agents have been diligent and faithful in all of their work, and I wish to commend them most heartily. I am greatly indebted to the specialists who worked in my territory, and to Mr. Gordon Elean, who has answered every call made on him for club work.


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THE NARRATIVE REPORT OF W.C. SHACKELFORD, DISTRICT AGENT.

FROM DECEMBER 1, 1938 to NOVEMBER 30th, 1939.

In making this report, I have just given a brief sketch of the work in each county in my territory, which includes part of the Piedmont and all of the Valley counties, extending from Craig county in the western part of the state to Frederick and Clarke in the northern part of the valley. I have all of the counties from Albemarle to Loudoun in northern Virginia.

Signed



W. C. Shackelford,
District Agent.

Loudoun County

Loudoun County is located in the extreme northern part of the state and is one of the most fertile counties in the state of Virginia. Its agriculture is very diversified and is also quite a livestock county, both dairy and beef cattle. Few counties produce as many good horses as Loudoun County. Some 1100 farmers are engaged in improved agricultural practices.

Two hundred farmers docked and castrated 6,000 lambs, increasing the value some \$3,000. Three hundred farmers treated 11,000 sheep for stomach worms and dipped them for external parasites, increasing the value of the flocks \$5,000. Twenty-six farmers pooled their wool (36,000 lbs) at an increase of 5¢ per pound at the time of sale. Fifty farmers vaccinated 6,000 calves for blackleg, saving 10% to 25% from loss.

Lime was used on some 40,000 acres - 700 farmers utilizing 40,000 tons. Four thousand tons of fertilizer were used in lieu of conservation payments.

Twelve 4-H clubs are organized in the county and have membership of 121 boys - their various projects brought in \$1,550 in profits.

The number of work sheets amounted to 1292 and returned to the county the sum of \$110,000; the program cost \$7,100 to administer. Thirty program planning meetings were held during the year and an attendance of 339 people was reported.

Five emergency crop and livestock loans were made in the sum of \$1200.00. Pasture improvement work other than TVA phosphate was carried on by 25 farmers - 400 tons of lime were spread on 400 acres for this purpose.

For relief, the Federal Surplus Commodities Division bought 6 cars of apples paying \$2,800 for them.

As District Agent, I visited this county 12 times, rendering supervision to the agent and meeting with the farmers, supervisors, and other business men in the county.

Alleghany County

28

Alleghany County is located in the western part of the state and is very mountainous county. Only in the small valleys between the many mountains is there much farming done. It raises quite a few sheep and cattle - poultry is also quite an industry, particularly with the club members. Some three hundred farmers are carrying on improved agricultural practices.

One hundred men docked and castrated 3500 lambs, increasing the value of them \$1500; 140 farmers treated 4,000 sheep for stomach worms, increasing the value of the flocks \$2,000. Two hundred farmers vaccinated 600 calves, saving 10% to 25% from loss. Forty-five men purchased 56 pure-bred animals during the year.

Two hundred and fifty farmers used 3600 tons of lime on 2600 acres. Twenty 4-H clubs are in existence in the county with a membership of 445 and considerable activity was shown by the members during the year.

Four hundred and twenty-five work sheets were signed in the county, amounting to \$10,000 - the administrative cost was \$1,248.00. Ten program planning meetings were held during the year - 250 people having attended.

I have visited this county several times during 1939, conferring with the agent, business men, and farmers. Mr. Surber, the county agent, was in an automobile accident early in November and could not get in a very complete report of the work in the county.

Fairfax County

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Fairfax County is situated in northern Virginia, just across the Potomac river from Washington, DC. Much of the county is urban and what farms the county does have are small. Some 754 farmers are engaged in improved agricultural practices.

The agent treated about 120 sheep for stomach worms, which increased the value of these flocks considerably - he also vaccinated some 20 calves. Thirteen farmers bought 43 pure-bred animals.

Three hundred and twenty-nine men used 4,565.2 tons of lime on 5,467 acres - also 150 tons of fertilizer were used in lieu of conservation payments.

There are 12 4-H clubs in the county with a membership of 173 - their profits for the year amounted to \$1,450.07. There were 1,069 work sheets signed - the revenue brought in from these was \$23,724.08 - the program cost \$2,039 to administer. The county had 32 program planning meetings during the year - an attendance of 574 people was recorded.

Twelve farmers grew small fruits (raspberries and strawberries) on 16.8 acres. Twenty-six emergency crop and livestock loans were made and approved, amounting to \$6,420.00.

Twelve TVA unit demonstrations were in operation on an estimated 581.2 acres - all of these demonstrations kept records - an estimated increase of 65% was noted.

Pasture improvement other than TVA phosphate was engaged in by 317 farmers - 4,205 tons of lime were used for this purpose.

I have visited Fairfax County ten times during the year, rendering general supervision to the agent, attending meetings, and conferring with farmers and the business men in the county.

Greene County

30

Greene County is a very small mountainous county - most of the farmers are very poor. Four hundred and twenty-six farmers are engaged in improved agricultural practices.

Forty-two farmers castrated and docked 800 lambs, increasing the value \$400. Twenty men treated 400 sheep for stomach worms and dipped for external parasites, increasing the value of the flocks \$400.00. One hundred farmers vaccinated 850 calves, saving 10% to 25% from loss. Forty farmers purchased 46 pure-bred animals.

One hundred and six farmers used 1800 tons of lime on 1500 acres - triple superphosphate was used by some in lieu of conservation payments.

There were 475 work sheets in the county, signed and approved, bringing in revenue to the amount of \$16,000 - the cost to administer was \$2,300. Six program planning meetings were held during the year - 68 people attended these meetings.

Eighty-three farmers were doing pasture improvement work other than TVA phosphate, using 175 tons of lime on 175 acres.

Fifty miles of R.E. lines were constructed under survey, and I think the lines will be built very soon. As I stated in the beginning, Greene is a poor county with many poor people and the agent has to do considerable personal service work.

I have visited this county nine times during the year, conferring with the agent and giving general supervision to the work.

Page County

31

Page County, very much like Warren County, is not as fertile as most of the valley counties - it has a general diversified agriculture, with grain, poultry and livestock the chief source of income. Some 750 farmers are carrying on improved agricultural practices.

There were 110 farmers who docked and castrated 3,000 lambs, giving an increased value of \$1500 - 50 farmers treated 1800 sheep for stomach worms and external parasites, increasing the value of the flocks some \$250. Eighty farmers pooled 12,407 lbs of wool at an increase of 4¢ per pound at time of sale. One hundred and fifty men vaccinated 1500 calves for blackleg, saving 10% to 25% from loss. Thirty-seven farmers bought 40 pure-bred animals.

2,000 tons of lime were used on 5,000 acres. There is a cooperative lime grinding plant in the county, and until this put in not over 100 tons of lime were used. 150 tons of fertilizer were used in lieu of conservation payments.

There are five 4-H clubs in the county having a membership of 104 - these clubs made a profit of \$1,200.00 from their projects.

Eight hundred and twenty-eight work sheets were signed in the county, amounting to \$40,000 - the program cost 4.5% to put over. Twenty-four program planning meetings were held, with an attendance of 1464 people.

Fourteen TVA demonstration farms were in operation in the county with an estimated acreage of 2,100 acres - all of these farms keep records, but have not been going long enough to show results. About 14 farmers are doing pasture improvement work to improve their land, using 1000 tons of lime on 1,000 acres.

Federal Surplus Commodities Division for relief purchased 4 cars of apples for \$1,478.00. There are only two or three orchards in the county.

I have made eight visits to Page County during the year, giving general supervision to the agent, attending meetings, and conferring with the business men and farmers.

Fauquier County

32

Fauquier County is situated in the northern part of the state, and is one of the good agricultural counties of that section. It has a diversified agriculture with many dairy and beef cattle farms - in addition it boasts of an excellent sheep industry. Some 1250 farmers are engaged in improved agricultural practices.

Fifty farmers docked and castrated 1600 lambs, increasing the value of the flock some \$800.00. Sixty farmers treated 1800 sheep for stomach worms and dipped for external parasites, increasing the value of these flocks \$1500.00. Fifty-eight farmers pooled 10,367 lbs. of wool at an increase in price of \$628.00 due to pooling. Seven hundred farmers vaccinated 2600 calves, saving 10% to 25% from loss. Some 3,000 other animals were treated for various disorders, saving the farmers about \$1800. Thirty-five farmers purchased 70 pure-bred animals.

Seven hundred farmers used 15,000 tons of lime on 20,000 acres. Three hundred tons of fertilizer were used in lieu of conservation payments.

There are five 4-H clubs in the county, having a membership of 94 - the various projects of these clubs brought in a net profit of \$133.85.

There were 2509 work sheets in the county bringing in revenue amounting to \$94,322.39 - the cost to put over the program was \$10,336.08. Four program planning sessions were held in the county with an attendance of 108 people.

There are 15 TVA demonstration farms with an estimated acreage of 5,515 acres - all of these farms are keeping records, but were started too late to manifest results this year. There are 100 farmers doing pasture improvement work other than TVA, using 5,000 tons of lime on 4,000 acres.

The Federal Surplus Commodities Division bought \$7,500 worth of apples for relief. Four farmers are growing certified corn and barley.

I have visited this county fifteen times during the year, giving general supervision, attending meetings, and conferring with farmers and business men.

Craig County

33

Craig County is a very mountainous county and a rather poor county. Sheep and cattle comprise the main sources of revenue for the county farmers. Some 40 farmers are engaged in improved agricultural practices.

Seventy-five farmers docked and castrated 5,000 lambs, increasing the value of the lambs \$1500.00. Ninety farmers treated 2500 sheep for stomach worms, increasing the value of the flocks some \$350. One hundred and twenty farmers pooled 19,500 lbs of wool receiving 7¢ per pound more than market price at time of sale. Thirteen hundred and eighty livestock were shipped cooperatively, saving the farmers \$300.00. Eighty-five farmers vaccinated 950 calves resulting in a saving of from 10% to 25% of the animals from loss. Fourteen farmers purchased 19 purebred animals.

One hundred farmers made use of 24,600 tons of lime on about 2,000 acres.

Four 4-H clubs are organized in the county having membership of 56 - the results of their projects amounted to \$818.13 in profits.

The number of work sheets amounted to 528 and returned to the county the sum of \$9,500 in revenue - the cost for administration was \$800. Eighteen program planning meetings were held in the county and an attendance of 350 people was recorded. Six emergency crop and livestock loans were made, amounting to \$450 in all.

There are 8 TVA demonstration farms operating in the county using 20 tons of fertilizer. Eleven farmers are doing pasture improvement work other than TVA and they made use of 250 tons of lime.

One hundred and twenty-five miles of R2E. lines were built in the county serving 275 homes.

I have visited this county sixteen times rendering general supervision - the agents only work three days a week; however since the A.A.A. he has been devoting all of his time to the work.

Rappahannock County

34

Rappahannock County is located in the Piedmont section of Virginia and possesses a rather diversified agriculture. However, the chief source of income comes from fruit and livestock. Some 500 farmers are engaged in improved agricultural practices.

Some 100 farmers docked and castrated 2500 lambs, increasing their value \$1,000. Some 50 farmers treated their sheep for stomach worms and dipped for external parasites. Sixty-five pooled their wool (9676 lbs) at an increase over the market price of 5¢ per lb. Of course, could they have seen ahead and held their wool till now they could have got much more. Most of the calves are vaccinated against blackleg - some 1800 calves received this protection. Possibly 10% to 25% are saved from loss by this procedure.

The number of tons of lime used was 3,177.9 - this amount was put on 4,227.5 acres by 119 farmers. Four hundred and thirty tons of fertilizer were used in lieu of conservation payments.

There are five 4-H clubs organized in the county and have a membership of 120 - profits made by club members amounted to \$564.06.

Eight hundred and four men signed work sheets bringing in revenue to the county of \$26,223.56 - the cost to put across this project was 6.7%. Eight program planning meetings were held with an attendance of 187 people. One fruit and marketing association is organized in the county with 11 members and doing a business of 50,648 bushels of apples packed. There are 15 TVA demonstration farms in the county with an estimated acreage of 7,161 acres - all of these farms keep records; increased growth on treated pastures checked with untreated was 23.3%. Three farmers are using lime and fertilizer on pasture other than TVA.

Twenty miles of R. E. lines were built in the county, giving service to 40 homes. The Federal Surplus Commodities Division bought 15,360 bushels of apples for relief, the amount of the purchase was \$11,679.20.

I have made 10 visits to this county, rendering general supervision to the agent, attending meetings and conferring with the farmers and business men.

Shenandoah County

35

Shenandoah County is one of the fertile counties of the valley, situated just north of Rockingham. General farming, livestock, poultry and fruit comprise the chief sources of revenue. Some 1600 farmers are engaged in improved agricultural practices.

Some 275 farmers docked and castrated 5,000 lambs, increasing their value some \$1500. Some 225 farmers treated 6,000 sheep for stomach worms and dipped 3106 more for external parasites, increasing their value some \$1575. Four hundred farmers pooled 40,000 lbs of wool, receiving \$800 more than could have been got at time of sale. There were 18 farmers who vaccinated their calves [180], saving from loss from 10% to 25%. Forty-five farmers purchased 84 pure-bred animals.

Four hundred and eight farmers used 3500 tons of lime on 3500 acres. Three hundred and four tons of fertilizer (triple superphosphate) were used in lieu of conservation payments.

Eight 4-H clubs are organized in the county with an enrollment of 233 boys - these clubs made a profit of \$5,566.42 on their projects. The number of work sheets signed in the county figured 1542, bringing in revenue of \$60,000 - the cost to administer was \$6,000. Eight program planning meetings were held with an attendance of 36. Fifteen farmers are growing small fruits (raspberries & strawberries) making a yield of \$200 per acre. There are 13 TVA unit demonstrations in the county with an estimated acreage of 2,000 acres - all of these units keep records which show a 32% increase on check plots. 365 farmers are doing improved pasture work other than TVA phosphate - 1300 tons of lime were used for this purpose.

Forty miles of R. E. lines were built in the county rendering service to 125 homes.

The Federal Surplus Commodities Division for relief purchased 35 cars of apples for \$37,5000

Three farmers grew certified seed (corn, wheat and barley).

I made many visits to this county doing the usual routine supervision to the agent, attending meetings, and conferring with farmers and business men.

Madison County

36

Madison County is in the Piedmont section of Virginia and has a general diversified agricultural program - it is very similar to Orange county. Some nine hundred farmers are engaged in improved agricultural practices.

One hundred farmers docked and castrated and dipped (for external parasites) some 1500 sheep, increasing the value of the flocks \$800.00. Wool (7260 lbs in all) was pooled by 75 farmers at a saving of 4¢ per pound at time of sale. Ninety farmers vaccinated 1000 calves saving 10% to 25% from loss. Forty farmers purchased 48 pure-bred animals.

Seven hundred farmers used 450 tons of lime on 400 acres. Four hundred farmers were doing pasture improvement work other than TVA phosphate - 1000 tons of lime were used for this purpose.

Fifty-two miles of R.E. lines were constructed during the year, serving 165 homes.

Nine 4-H clubs exists in the county having a membership of 72 boys - profits made by these clubs totaled \$680.44. Eight hundred and thirty-five work sheets were signed in the county amounting to \$45,000 - the cost to administer was \$4423.00. Twenty program planning meetings were held with an attendance of 539 people. Eight emergency crop and livestock loans were made amounting to \$760. Fifteen unit demonstration farms were operating in the county with an estimated acreage of 4462.1 acres. All of these farms are keeping records - increased growth on plots compared with check of 30%.

The Federal Surplus Commodities Division bought apples for relief, the purchase amounting to \$14939.00. Twelve farmers grew certified corn, wheat and red clover in the county.

I made fifteen visits to this county during 1939, attending meetings and holding conferences with business men and farmers.

Clarke County

37

Clarke County is situated in the northern part of the state and is a very rich little county - possibly one of the most fertile counties in the state. The agricultural interest is very diversified, and the farmers seem to be very thrifty and industrious. It is one of the smallest counties in my territory. Some 300 farmers are carrying on improved agricultural practices.

About 1000 lambs were docked and castrated, increasing the value some seven or eight hundred dollars. Nearly all the sheep were treated for stomach worms and dipped for external parasites; in fact, Clarke County was the first county in the state to put in county-wide dipping demonstrations which has greatly increased the value of the flocks. Thirty-eight farmers pooled 13,880 lbs. of wool at an increase in price of 4 cents per pound. Twenty-nine farmers shipped 1152 livestock cooperatively, saving about \$1030.00. Most of the men vaccinate their calves against blackleg - about 247 calves were vaccinated by the agent this year. Fifteen farmers bought 21 pure-bred animals during the year.

Lim. was used by 81 men, 4542 tons of it being spread on 4100 acres. Forty-eight tons of fertilizer was used in lieu of conservation payments.

There are three 4-H clubs in the county with a membership of 56 - their projects brought in a profit of \$526.13. Works sheets were signed and approved for 375 men and the revenue brought in from this program amounted to \$41,389.16. The program administrative cost was \$1,583.31. There were 17 program planning meetings held during the year - 274 men attended those meetings.

Twelve TVA unit demonstrations have just started with an estimated acreage of 2813 acres - records are being kept on all of them, however the work has not been going on long enough to show results.

The Federal Surplus Commodities Division for relief purchased 13,344 bushels of apples for \$8927.30.

I have visited the county some 11 or 12 times, conferring with the agent, meeting the business men and farmers, and also attending meetings.

Orange County

38

Orange County is very similar in its agriculture to Albemarle County as it is one of the Piedmont counties. The county is not very large but has a general diversified agriculture. Seven hundred and fifty-six farmers are engaged in improved agricultural practices.

Some 61 farmers docked and castrated 2600 lambs, resulting in an increased value of \$1200. Eighty-nine farmers treated 2500 sheep for stomach worms and dipped for external parasites, increasing the value of the flocks \$1925. Eighty-seven farmers pooled 13,480 lbs of wool at an increase over the market price of 4¢ per lb at the time of sale. Forty-six farmers shipped cooperatively 71,991 turkey eggs, the amount of return being \$12,452.11. One hundred and fifteen farmers vaccinated 1000 calves for blackleg, saving from 10% to 25% from loss. Sixty-five farmers bought 72 pure-bred animals.

About 4,900 tons of lime were used on 4,900 acres. One hundred and seventy seven tons of fertilizer were used in lieu of conservation payments.

There are six 4-H clubs in the county with an enrollment of 76 boys - the net profits resulting from their projects was \$494.45. The number of work sheets amounted to 756 signed, the revenue from this source was \$36,000 - the cost to put over the program was 6.5% per work sheet. Fifteen program planning meetings were held during the year, having an attendance of 325 people.

Fifteen TVA demonstration farms keep records on an estimated 4092 acres. I was told the results were excellent, but they did not get an increased percentage. Some 30 farmers grow small fruits and have had fairly good results. Fifteen farmers built pens and growth on these demonstrations compared with with sheep plots showed an increase of 42.5%. One hundred and sixty-five farmers were doing pasture improvement other than TVA, using some 1500 tons of lime. There were 60 miles of R.E. lines built in the county, serving 200 homes. Four farmers grew certified wheat and red clover.

I have visited this county 12 times, giving general supervision, attending meetings and holding conferences with farmers and business men.

Rockingham County

39

Rockingham County is located in the heart of the valley of Virginia and is considered one of the most fertile sections of the state. Some 3224 farmers are engaged in improved agricultural practices.

Three hundred and seventy-five farmers docked and castrated 8250 lambs, increasing the value \$4,000. The value of the sheep was increased by \$10,000 through treatment for stomach worms and dipping for external parasites, (550 farmers so treated 12,500 sheep). Wool was pooled by 475 men at an increase in price of 4¢ per lb - 61,702 lbs. were thus sold. Livestock (hogs, lambs, cattle, calves) was shipped cooperatively by 1750 farmers, their savings figured \$3,000. Eggs were also shipped cooperatively, the value of which was \$54,606.00. Some 600 men vaccinated 6,000 calves for blackleg, saving 10% to 25% from loss. The poultry was treated for diseases, the number being 325,000 saving about \$40,000. Sixty-five farmers bought 150 animals who were pure-bred.

600 farmers used 15,500 tons of lime on 15,000 acres. Fertilizer was used (426.25 tons super-phosphate) in lieu of conservation payments. 16 TVA farm demonstrations are in operation, keeping records on an estimated 2982 acres. Increased growth on treated pastures given triple super-phosphate in comparison with check of 27%. Improved pasture work was done other than TVA - 475 men using 3000 tons of lime. 350 miles of R.E. lines were built, serving 1300 homes.

The county boasts of 9 4-H clubs with a membership of 195 - \$5960.38 net profits were made during the year. There were 2707 work sheets signed in the county, bringing in revenue amounting to \$145,000.00 - the cost to administer was \$13,789.27. Twenty program planning meetings were held with an attendance of 240.

Sixty farmers grew small fruits on 50 acres with returns of \$75 per acre. The county possesses one Mutual Cold Storage plant with a membership of 68 men - the volume of business for the year was 172,500 bushels.

A total of 20 emergency crop and livestock loans were made for \$2295.

Rockingham County

40

Eighteen cars of apples were purchased by the Federal Surplus Commodities Division for relief purposes, the amount was \$6501.00.

Fourteen farmers were growing certified corn, wheat and barley.

I made sixteen visits to this county during the year, giving general supervision, conferring with farmers and business men, and attending meetings.

Augusta County

41

Located in the heart of the valley of Virginia and the second largest county in the state, Augusta County is very similar to Rockingham in many respects. It produces more wheat and hay than any county, except Rockingham, in the state. It is also a large fruit producing county, as well as all kinds of livestock. There are 3600 farmers carrying on improved agricultural practices.

Eleven hundred farmers docked and castrated 2200 lambs, increasing the value some 10% or more. Some 30% of the sheep are treated for stomach worms and dipped for external parasites, improving the value of the flocks at least 30%. 32,153 lbs. of wool were pooled by 225 men at a saving of 4¢ per lb. at the time of sale, however due to war conditions wool took a big increase in price. 1800 farmers vaccinated 18,000 calves, saving 10% to 25% from loss. One hundred and forty-five men bought 195 pure-bred animals.

1250 farmers used 160,000 tons of lime on 100,000 acres. 281 tons of fertilizer were used in lieu of conservation payments.

There are 14 4-H clubs in the county with a membership of 376 - profits made by these clubs amounted to \$4035.34.

There were 2678 work sheets in the county bringing in a revenue of \$181,254.74 - administrative costs were about 8%. 48 program planning meetings were held with an attendance of 1056 people.

Seventeen men grew small fruits, the report on the returns from this is not available. The Augusta County Fruit Growers Association has a membership of 60 men and realized a volume of business during the year amounting to \$1,000,000. One hundred and eighteen emergency crop and livestock loans were made and approved for \$34,463.00.

Ten TVA unit demonstrations were carried on in the county with an estimated acreage of 741 acres. All of these farmers kept records; increased growth on these treated pastures was 50%. One hundred and fifty-nine farmers were doing improved pasture work other than TVA, using 8000 tons of lime on 4000 acres

Augusta County

42

Sixty-two miles of R. E. lines were built in the county during 1939 serving 310 homes.

The Federal Surplus Commodities Division bought 60 cars of apples to be used for relief for \$35,000.00.

There are eight certified seed growers in the county, growing wheat, barley and corn.

I have visited Augusta County seventeen times during the year, holding conferences with my agents, business men and farmers, and also attending many meetings.

Prince William County

43

Prince William County is situated in the northern part of the state, and though it is a diversified agricultural county, dairying is the chief source of income. In one section, however, beef cattle and grain is the main source of income. Some 700 farmers are engaged in improved agricultural practices.

Some 600 lambs were docked and castrated, giving an increase in value of \$300.00. Five hundred sheep were treated for stomach worms and external parasites, increasing the value of the flocks considerably. Ten farmers pooled 1500 lbs. of wool at an increase price of 5¢ per pound at the time of sale. 750 calves were vaccinated for blackleg, saving from 11% to 25%. Sixty farmers bought 100 pure-bred animals.

Four hundred farmers used 9000 tons of lime on 9000 acres. One hundred and five tons of fertilizer were used in lieu of conservation payments.

There are nine 4-H clubs in the county with a membership of 97 - these club members made a profit of \$815.59 from their projects.

Eight hundred and seventy-seven work sheets were signed and approved in the county amounting to \$44,000 - the administrative cost was \$3206.12. There were 26 program planning meetings held in 1939 and 610 people attended.

Fifteen farmers grew small fruits and a return of \$50 per acre was realized. Forty emergency crop loans were approved for \$4000. Thirty-five men were doing pasture improvement work other than TVA, using 600 tons of lime on 400 acres. Forty miles of R.E. lines were built serving some 120 homes. Fifteen farmers grew certified seed (corn and wheat) in the county.

Fifteen visits were made to this county and general supervision was given to the agent, conferences with business men and farmers were held, and I attended a number of meetings.

44

Warren County

Warren County is one of the small counties in the northern valley section of the state. It boasts of a rather diversified agriculture. Three hundred farmers are engaged in improved agricultural practices.

One hundred farmers docked and castrated their sheep saving about \$1000. Four thousand sheep were dipped and treated for stomach worms and external parasites, increasing the value of the flocks some \$2000.00

One thousand calves were vaccinated for blackleg saving a considerable amount of loss from that disease. The county agent in Warren County does a lot of veterinary work, I expect more than any agent in the state, and he has saved the farmers of that county thousands of dollars. I realize that this work is not the work for an agent to do, but if you stopped it in Warren, the work would be curtailed considerably. Thirty-five men purchased 60 head of pure-bred livestock during the year.

Sixty-five farmers used 1052.4 tons of lime, 82.9 tons of fertilizer in lieu of conservation payments.

There are four 4-H clubs in the county with a membership of 62 - a profit of \$427.18 was realized from their projects.

Six hundred and fourteen work sheets were signed and approved bringing in a revenue of \$22,706.47 - the administration costs being \$3061.38. Six program planning meetings were held with an attendance of 208 people. Sixteen emergency and crop loans were made, amounting to \$5185.00. The Federal Surplus Commodities Division bought 7 cars of apples for relief amounting to \$2772.00.

I made twelve visits to this county giving general supervision to the work. I believe that we have more trouble getting farmers to cooperate in this county than in any county in my territory.

Frederick County

45

This county is located in the extreme northern part of the state and is the largest fruit producing county we have - it is also engaged in general farming, growing considerable grain and livestock. There were 1200 farmers engaged in improved agricultural practices.

Some 50 farmers docked and castrated 1250 lambs during the year with an increased value of \$1250.00. One hundred farmers treated sheep for stomach worms and other troubles. 46 men shipped their livestock cooperatively, amounting to 972 head with benefits derived from shipping cooperatively reaching \$5109.72. 28 men purchased 36 purebred animals.

Lime was used on 3225 acres by 234 farmers, the total amount of lime being 4837.2 tons. There were 328.8 tons of fertilizer and 2227.3 tons of lime used in lieu of conservation payments.

Six 4-H clubs with a membership of 65 made profits of \$1022.85 on their projects.

There are 1400 work sheets in the county - the revenue brought in amounted to \$70,263.66 at a cost for administration of \$6636.00. There were 71 program planning meetings held with an attendance of 1001.

Thirty farmers engaged in growing small fruits (raspberries & strawberries) on 12 acres - the yield and net return amounting to 5104 qts. and \$440.40. 338 crop & livestock loans were made and approved amounting to \$51,851.41. There are 15 TVA demonstrations on an estimated 4799 acres - all 15 keep records. Increased growth on pasture treated with triple superphosphate was estimated at 70%. Sixty farmers are doing pasture improvement work other than TVA and used 392 tons of lime and treated about 414.5 acres. The Federal Surplus Commodities Division for relief bought 45,443 bushels of apples amounting to \$32,321.50. Only one grew certified wheat seed.

Twelve visits were made to this county, making contacts with the farmers, business men and others, and I attended eight meetings.

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Highland County

Highland County is situated in the northwestern part of the state and its agriculture is chiefly livestock, sheep and cattle. There are 525 farmers carrying on improved agricultural practices.

Four hundred and twenty-five farmers docked and castrated 10,500 lambs, increasing the value of them \$4000.00. One hundred and sixty farmers treated 5000 sheep for stomach worms and external parasites thereby increasing the value of the flocks \$1500.00. Only 3 farmers pooled their wool (493 lbs) at an increase in price of 3 cents per pound at time of sale. Livestock was sold cooperatively by 153 farmers, the sale including 2898 animals for a value of \$3500 over market price. 350 farmers vaccinated 2450 calves, saving from 10% to 25% from loss. Fifteen farmers bought 17 head of pure-bred animals.

One hundred and thirty-two farmers made use of 2308.7 tons of lime on 2300 acres. 375 tons of TVA phosphate were used in lieu of conservation payments.

There are six 4-H clubs in Highland with a membership of 42.

Five hundred and eighty-five work sheets were signed and approved during the year amounting to \$10,357.96 - the administrative cost being to December the 1st \$2653.70.

Two farmers are doing pasture improvement work toher than TVA.

Sixty miles of R.E. lines were built serving some 263 homes.

I visited Highland County seven times during the year giving general supervision, attending meetings, and calling on supervisors and other business men and farmers.

Bath County

47

Bath County is located in the western part of the state and very much like Highland County is more of a grazing county as it is very mountainous.

Some 300 farmers are carrying on improved agricultural practices. One hundred and eighty farmers docked and castrated 3600 lambs during the year increasing the value \$1500. Thirty farmers treated 4500 sheep for stomach worms and also dipped for external parasites, thereby increasing the value of the flocks \$2000.00. Forty-five farmers pooled 12,000 lbs of wool at an increase over market price of 2 cents per pound. Sixty-three farmers vaccinated 257 calves for blackleg saving from 10% to 25% from loss. Other farm animals were treated for different disorders at a saving of \$150.00. Sixteen pure-bred animals were bought and paid for by 12 farmers.

Lime to the amount of 473 tons was purchased by 27 farmers and put on 160 acres. One community grinds lime cooperatively. 79.6 tons of fertilizer were bought in lieu of conservation payments.

Sixteen members make up the only 4-H club in the county and a profit of \$85.00 was made during the year.

442 work sheets were signed and approved bringing to the county \$9,372.73 - the administrative cost was \$1102.92. One program planning meeting was held with an attendance of 12 people. Two farmers are growing small fruits (raspberries & strawberries) on 3 acres with a net return of \$60. There are 11 TVA demonstrations in the county with an estimated acreage of 1743 acres, including both pasture and crop lands. Nine TVA demonstrators are keeping records, and these demonstrators gave some 60% increase in carrying capacity of livestock. Seventy-five farmers are doing pasture improvement work toher than TVA, using 100 tons of lime.

There were 78 miles of R. E. lines built in the county serving 276 homes. Five farmers are growing certified wheat, corn and red clover.

I visited this county seven times giving general supervision, visiting farmers and business men, and attending meetings.

Albemarle County

48

Albemarle County is located in the Piedmont section of Virginia and its agriculture is rather diversified. The County Agent has an Agricultural Planning Board consisting of ninety-two members which board is divided into 26 committees. The membership is derived from all organizations in the county.

There were three county meetings held in 1939 and definite progress was made toward coordinating the efforts of all agencies working in the county.

There are about nineteen hundred farmers carrying out improved agricultural practices.

About five hundred lambs were docked and castrated resulting in an increased value of \$500 or more. Some 500 sheep were treated for stomach worms and other parasites. An increase in price of \$158.40 was realized in pooling 7920 lbs. of wool. Considerable saving was manifested in vaccinating 250 calves who otherwise may have been lost with blackleg if not treated. 150 purebred animals were bought by 44 farmers during the year.

Lime used amounted to 27,000 tons on about 11,000 acres - 1200 farmers made use of it. 729 tons of fertilizer were used in lieu of payment.

There are eleven organized 4-H clubs in the county with a membership of 127 - a profit of \$1521.44 was made on projects.

There were 1396 work sheets signed bringing to the county a total of \$74,460.00, costing \$7,400.96 to administer. An attendance of 164 was recorded at 22 program planning meetings.

Seventeen farmers are growing small fruits (raspberries, strawberries). 18 emergency crop and livestock applications were made and approved, amounting to \$1740.00. Increased growth on pasture treated with triple super-phosphate amounted to 67%. About 280 farmers were doing pasture improvement work other than TVA phosphate, and about 2500 tons of lime were used on other pastures.

Albemarle County

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There were 48 miles of R.E. lines built in the county serving one hundred and sixty homes, and an additional 35 miles of lines under construction to serve 110 homes.

Thirty-two cars of apples were marketed through the Federal Surplus Commodities Division for relief - about 16,512 bushels thus sold were valued at \$11,228.18.

Only two farmers are growing certified seed - Ried's Yellow Dent corn.

I have the agents in this county some fifteen times and have made many contacts with business men and the farmers. I have also attended quite a few of their meetings.

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COOPERATIVE EXTENSION WORK
IN
AGRICULTURE AND HOME ECONOMICS
STATE OF VIRGINIA

VIRGINIA AGRICULTURAL AND MECHANICAL
COLLEGE AND POLYTECHNIC INSTITUTE
AND UNITED STATES DEPARTMENT OF
AGRICULTURE, COOPERATING

EXTENSION SERVICE
COUNTY AGENT WORK

January 12, 1940

Narrative report of Jno.D.Hutchinson and Jas.H.Quisenberry for the year 1939.

PREAMBLE

While the careful and painstaking historian of the future will, I believe, find very much well worth recording in the fields of political government, of finance, of social science, of education and religion, we believe that it will be to the field of agriculture in the United States that he will turn to find some of our most epoch marking developments.

Having been connected actively with agricultural extension work in this state for a full quarter of a century, and having been rather closely affiliated throughout this time with the multiple agencies operating in the field of Agriculture, I can say without the slightest reservation or qualification that the year 1939 has to its credit evidence of changes both fundamental and farreaching in the fields of rural life and agriculture unparalleled by any previous year in our history.

Retrospect, Aspect, and Prospect

For a very, very long time the fundamentals of a fertile soil have been perfectly obvious to those entrusted with the education of those masses who tilled the soil and equally obvious the fundamental part played by the high productive power of the soil in securing to society at large, the finer things of life; but just how to secure to society a consciousness of these great and underlying and important truths has been the question that has baffled the best minds of the ages.

The first really great movement made toward the solution of this most complex and vexing problem was made, we believe, when Dr. Seaman A.Knap conceived the idea of demonstration, of teaching by showing, and here we learned the wisdom of carrying the college to the farmer instead of carrying the farmer to the college. But as time went on we lived to learn that as good and sound as was the idea of teaching the farmer by doing and showing right on his own land under his own conditions and right under his own eyes and with constant cooperation and aid that, nevertheless, we had not learned how to make the application of these principles sufficiently general to reach any very large majority of the people.

Various and sundry were the ways tried to meet this imperative need. The field meeting and the demonstration was possibly one of the most fruitful things undertaken, but it did not yet nearly reach the desired end.

We had little trouble in persuading the farmer, in many cases, of the wisdom and desirability of certain essential practices but he excused himself by pleading such a degree of poverty, in many cases justified, that he had

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no means to invest for lime or phosphate or maybe seed and so progress was made very difficult, but with the advent of our Triple A program with its cash benefits and grants of aid the picture has almost miraculously changed as is evidenced by certain authentic data which we have in hand.

NEVER BEFORE has there been witnessed such an increase in the use of such basically essential materials as lime and phosphate and in a vast percentage of cases these materials are being applied to soils that have never before been treated with them. It seems that in our district here, comprising some twenty-two counties, many of which are small and poor with a very high percentage of their population engaged largely in such other enterprises as lumbering and fishing with a great number of units with 1 less than six acres, that during the year there has been applied 95,157 tons of lime, and I believe that this aggregate is very incomplete, and with 6,357 tons of this coming as grants in aid.

We find record also of 6,805 tons of triple phosphate coming as grants and besides this the cash benefits have paid for many, many thousands of tons of the fertilizer and grass seed that our farmers have used. And so we seem to have found ways and means to accomplish the ends that we have so long sought, to the extent that there are actively participating now somewhere from 65- 85% of our whole farm population and unquestionably, the program becomes more popular every day. And most probably these tangible benefits of this program are very far overshadowed by the intangibles incidental to it. Of first importance here we would mention the marvelous work of organization and education which the soil conservation program has brought to the rural dwellers. Just to think that within say three short years we have effected an organization county wide which is administering a program so complex and that the technical education required for this job has been acquired within this time, is something to stagger the imagination and to challenge the admiration and wonder of the beholder, and this organization has been effected out of and this education acquired by people so individualistic both by environment and custom that it was possibly very much more difficult for them to unlearn something that they knew than it was to learn those that were desired.

The same fundamental principles are unchanged but the method of approach seems to be where the mighty change has been effected.

The County Agent and the vocational teacher and the specialists have had placed at their disposal and service a mighty handmaid that instead of hazing their existence has fructified it an hundred fold and so the writer sees it the question of soil conservation and of soil enrichment are on the high road to solution as never before, and herein verily we are building a mighty bulwark for our state and national life.

Another Miracle

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Another Miracle

I believe that it is little more than two and a half years since the question of cooperating with the Federal Government's program to secure electric power to our rural homes here began to be agitated.

Up to this time the seemingly fixed policy of the power companies was to extend its lines into such villages and centers as possessed sufficient population and industrial enterprise as would insure satisfactory income from their investment and to utterly neglect all of the sparsely settled rural territory unless there chanced to be some farmer with pretty liberal means who might fancy himself justified in an investment the conditions of which denied it to all save those who were able to afford luxuries. And at the advent of the R.E.A. there was absolutely no sign of any modification of this attitude.

Since that time there seems to have been built, or is in process of building, around eleven hundred miles of power lines by the R.E.A. Administration within our District plus one additional county, that of Orange, and these lines are giving, I believe, a service that compares most favorably with that afforded our cities by the power companies and on terms that are within the reach of the modest income of the rural homes being served.

And most wonderful and gratifying, it seems now that these properties have an excellent prospect of paying out and of remaining solvent at the time that the last dollar of the Government money shall have been paid.

Nothing of which I have knowledge has proven such a joy and boon to the farm as this power and as a rule it is the most economical service rendered.

The county agent, ever a pioneer, seeing the matchless possibilities, energetically took the lead in the educational campaign and rendered yeoman service in the several steps leading up to its realization.

In addition to what we have said above of the soil conservation program we would offer as material evidences of its robust and going condition the fact that there were, in twenty-one of the twenty-two counties comprised in the District some twenty-three thousand worksheets, and the revenue received aggregates \$548,627 plus, and with a pretty well trained community and county organization, with a 1940 program the best ever, we confidently expect better things yet during the current year.

Cooperatives

This year has brought rather satisfactory progress to our cooperatives, very few of those beginning with the year have lagged and many of them have now attained huge proportions. The total of business done in our state dur-

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ing the year seems to have been around twenty million dollars and our District is proud to claim a very liberal share of this business and it gives us a sense of profound security in re our cooperatives to witness the paternal attitude of our national administration.

We personally believe that along the route of cooperative effort amongst our rural dwellers lies their surest way of ultimate relief and security and unless this device is employed extensively our net results from soil conservation and increased efficiency in matters of production will be almost nil for it has been repeatedly demonstrated that the ampler the supply of product when left to others than the farmers, the greater is the opportunity for exploitation.

Almost within the year we have seen the advent of the Soil Conservation District. It strikes me as having wonderful possibilities for our country, and our county agents have left no opportunity unimproved to secure them when they could and we now have several thoroughly organized, with several others just in the offing, and our extension forces are lending every aid to them and are receiving excellent cooperation from the District technicians, and while I suspect that the best of us has much yet to learn about the Soil Conservation District. Nevertheless, this work is making very gratifying progress amongst us and the Soil Conservation District organization officials are finding a most welcome place in our county boards of agriculture.

Community Centers

Our community centers, of which we have three in the District, are making fair progress, it seems, more than at one time, and I believe that they are rendering a worthwhile service in that they are making possible certain services that when taken collectively are entirely practical while they would be unavailable to many of the individuals. Again it seems that through this agency the people are unconsciously being trained to work together and are shedding off just a little bit of the individualistic skin and are thus eliminated, at least in a measure, one of the most serious handicaps to community progress.

Organization

We, at least, have either an agricultural board comprising in its personnel representatives of every agricultural agency within the counties, or an agricultural council in every county within the District save one, and the agent here has just recently begun his work and doubtless he will soon organize an Agricultural Board, and these organizations are doing such to prevent conflict and duplication and to secure efficiency as well as to engender confidence and esteem on the farmer's part.

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I believe that organization in other directions amongst our people has no accomplishment to its credit worthy of special notice here.

4-H Club Work

Notwithstanding the varied and manifold demands made upon the agents I believe that our club work had possibly made some gains during the year. This work is, in my opinion, the most important work that we are doing. From its roster we must draw future leaders, so it seems to me that the future of our rural sections and to a degree much greater than is realized, that of the country at large and if this is the foundation of the structure that we are building we can not bestow too much care and pains in its selection and preparation and yet it is impossible for our county agents cluttered up with the varied and manifold duties devolving upon them, to possibly find very much time for this work and notwithstanding the fact that within the twenty-two counties we have two special club agents, it is utterly impossible for these men while trying to work some four or five counties each, to find any appreciable portion of their time that they can devote to project supervision which, in my judgment, is vitally important, and I am earnestly hoping that in some way, somehow, we may sometime be in position to give this work a greater measure of the attention that its paramount importance justifies.

We have within twenty-one of the twenty-two counties (no report yet from one) 127 ORGANIZED CLUBS with a membership of 3,570 and there are 89 leaders assisting. If we could find sufficient leaders, it would go a long way in making effective this teaching, but again many of the leaders that we have are poorly qualified for project supervision.

While the year's work has not been satisfactory, nevertheless, we feel that it has much of which we should be proud and for which we should thank God and take courage, yes, much to inspire confidence in and hope for the future.

Finis-

Jno. D. Hutchinson
Jas. H. Quisenberry

Jno. D. Hutchinson
Jas. H. Quisenberry

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ANNUAL REPORT
OF
B. A. WARRINER
District Agent
IN
SOUTHWEST VIRGINIA

for the
year

1939

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The outstanding factor affecting the conduct of Extension Work in South-west Virginia territory this year has been the Agricultural Conservation program. Owing to its importance from both the standpoint of soil improvement and the amount of revenue brought into the territory the county agents were compelled to devote a very large percent of their time to the administration of this program. Having been thoroughly convinced early in my experience as an extension worker that the only effective way to do extension work was by demonstration, I naturally have become greatly concerned during the past few years, finding it almost impossible for the county agents to do any field work. Realizing the seriousness of the situation I begun work with the county agents relative to increasing the efficiency of the office force. This has been accomplished with a considerable degree of success and some of the agents are spending approximately fifty percent of their time in the field where they were giving only about ten percent of their time to field work before the change in their offices were made. I selected two major projects this year, the agricultural conservation and domestic allotment program and the cooperative livestock marketing program. I have given conservation first consideration because of its importance and cooperative marketing of livestock second consideration because I thought it was a project that approximately every county in the territory would be interested in. I have considered seriously what might happen in counties where little or no extension work is being done if the agricultural conservation program should be discontinued. I have made every effort to see that the best extension program possible was carried on in each of the counties in the territory. This project has been very successful and has won many friends for the extension division.

I believe one of the greatest contributions made by the agricultural conservation program has been the encouragement given the farmers to adopt more and better farm practices. In 1928 the county agents reported that 1025

farmers were carrying on improved agricultural practices. The agents reports for 1939 show that 27,899 farmers adopted improved agricultural practices. A large percent of this increase in participation was directly due to the agricultural conservation program. Many of the farmers have realized for a long time that the practices advocated by the AAA should be carried out but the money was lacking. This program has been the means of getting a greater number of farmers to do better farming, in other words, we have been able to reach a much larger number of farmers through this program. During the past ten or eleven years we have made considerable progress in cooperative marketing of livestock and livestock products. I believe the figures taken from the county agents reports will tell the story much more convincingly than I can. In 1928 the county agents reported that 822 wool producers pooled their product and marketed cooperatively. The 822 men pooled 102,775 pounds. According to the 1939 reports from the county agents 3,506 producers pooled 463,447 pounds. From 1928 through 1938 we made wonderful progress in cooperative marketing of livestock but unfortunately the Eastern Cooperative Livestock Association ceased doing business early in 1939 and the results are clearly reflected in the county agents reports for 1939. Our reports show that only 192 livestock producers shipped cooperatively in 1928 but in 1938, 2,505 producers shipped cooperatively. These producers shipped 41,566 head of livestock and the benefits derived from cooperative shipping amounted to \$36,016.00, but when the main cooperative shipping organization went out of business the volume took a tumble. The 1939 reports show that only 1,415 livestock producers marketed cooperatively who shipped 19,754 head and the benefits derived amounted to only \$11,512.00. There is a great need for a better marketing system and we hope to see it in the near future.

As every agent in the district worked on the agricultural conservation program, naturally I gave them more assistance with this program than any other. We made an effort to get every one who was eligible to participate in this program

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and get the advantage of its benefits so by concerted action we made every effort to get the proper information to the farmers with the result that there has been a considerable increase in the number of participants as compared with last year. The agents reported that 36,406 farmers participated in the 1938 program, their reports show that 43,232 work sheets were signed up in the 1939 program and the amount of revenue which will be brought into the counties as a result of this program will be \$846,857.00. These men are carrying out a large number of improved practices such as seeding legumes, liming, pasture improvement, using higher analysis fertilizers, improving their livestock, growing certified seed, etc. One of the most outstanding results of the agricultural conservation program has been the increase in the amount of lime and phosphate applied. According to the agents reports 10,199 farmers applied 159,907 tons of lime in 1939 on 87,793 acres of land the the amount of phosphate used in lieu of conservation payments almost doubles that of 1938. The amount used in 1938 was 4,098 tons compared with 8,165 tons in 1939. One fact that I am very proud of is that the Southwest Virginia District has consistently used more phosphate in lieu of conservation payments than any other district in the state. I have just received a copy of the final report on triple superphosphate furnished as grant of aid under the 1939 program and this report shows that of the 16,192 tons requested by Virginia farmers 8,210 tons came to the Southwest Virginia District. In addition to the above the agents reported that 7,666 farmers did pasture improvement work on 63,216 acres other than with TVA phosphate. 26,292 tons of lime and 8,972 tons of fertilizer were used for this purpose.

Nine counties in the Southwest Virginia District are located in the Tennessee Valley Water-shed. In these nine counties there are 2,051 extension TVA demonstration farms on which have been applied 16,605 tons of triple superphosphate. This material was applied to permanent pastures and meadows and has proven to be an outstanding demonstration in erosion control. I regret that I have not been in position to give more time to the Extension TVA program

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but my other duties have been so numerous that it has been impossible for me to give it the attention I would like to have given it. In the limited amount of time I have had to devote to this program I have stressed the importance of keeping accurate records and the agents report that 791 demonstrators are keeping these records. The results of keeping records has brought to the minds of the demonstrators and also their neighbors that practices which do not influence the income of the farm should be discontinued. They have observed that by following recommendations as to adopting better practices they have considerable increase in the size of their farming operations, resulting in more net profit. They are beginning to realize that their farming business can be considerable expanded without the purchase of additional land.

I believe the most outstanding piece of work I have done in connection with the Extension TVA program was to make arrangements for some of the leading farmers of Bedford, Botetourt, Montgomery, Roanoke and Rockbridge counties to tour Southwest Virginia and visit a number of the Extension TVA demonstration farms. Ninety-seven farmers from these five counties made these tours and I never saw farmers seem to enjoy a trip more than they did. They were very much impressed with the business like way in which the demonstration farms were conducted and a number of them took notes with the idea of adopting some of these practices for their own farms. The grazing boundries and the high class beef cattle made quite an impression on them and stimulated them to do much better work on their farms. One member of the party from Botetourt county said to me, "After having seen all these fine cattle in Southwest Virginia I do not want anyone who knows cattle to see mine. One of the first things I am going to do when I get back home is to make arrangements for improving my livestock." Another thing that made a very favorable impression on them was their visit to the Glade Spring Experiment Station. They were very enthusiastic about the results of the three year rotation and a number of them are considering using a three year rotation as a result of being thoroughly convinced of the fact that

they could improve their farms much faster by this method. I have no way of getting a definite check of the number of improved practices that will result from these tours but I feel confident that the time spent was well worth while because a number of the men who made the trip have told me that they intended to make changes in their farming operations as a result of some practice they saw being used on this trip. During the year I have visited the farms of eighty five Extension T. V. A. demonstrators and have discussed crop rotations, livestock, better permanent pastures, higher analysis fertilizers the use of more lime, etc. The thing that has impressed me possibly more than anything else is the willingness with which these farmers cooperate. In most instances they are following instructions carefully and doing a good job. They are doing outstanding demonstration work and I have been so much impressed with the job they are doing that I am trying to work out with the agents plans that will enable us to conduct a greater number of farm management demonstrations. All of us who are charged with the duty of putting on this program fully realize the great need for better business practices in farming and I believe the Extension T. V. A. demonstration farm is doing more to convince farmers of the importance of good farm management than any piece of work that has been done. The results that the demonstrators are getting are much more convincing to the farmers of the community than the same results would be if seen on an experiment station.

As was stated elsewhere in this report, the livestock program was one of the major projects and one that I assisted each agent with. It is impossible for us to succeed with cooperative marketing unless the producers have a good product to offer so for the past ten years we have stressed the importance of better animals, both males and females, treating sheep regularly for stomach worms, docking and castrating lambs, and vaccinating calves for the prevention of blackleg. In order that the reader may get a better idea of how popular this work has become I will give a few comparative figures. According to the agents

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reports in 1929, 884 producers of lambs docked and castrated their lambs. The number of lambs docked and castrated in 1929 was 25,837. In 1939 4,285 producers docked and castrated 74,317 lambs and the increased value due to docking and castrating was \$44,424.00. Back in the early days the small producers were very skeptical, therefore, we had to work largely with the large producers. In a few years, however, the situation changed and at the present time it is difficult to find a producer of lambs who does not dock and castrate. Intestinal parasites caused a tremendous loss to sheep producers, especially back in the early days of extension work and treatment for even a partial control of this trouble was gladly received. As far back as 1926-27 large numbers of sheep were being treated for intestinal parasite control. The agents reported that 44,265 sheep were given this treatment in 1926-27. In checking up on the agents reports for the year 1939 I find that 3,748 sheepmen treated 88,783 sheep for intestinal parasites and the increased value of the flocks due to treatment is reported to be \$48,405.00. The ewes are not only much more healthy but they are producing a much better quality of wool and lambs. We also realized a number of years ago that purebred sires figure very prominently in the production of good marketable animals so we have conducted pure-bred sire campaigns right along during these years. The agents reports show that in 1927, 411 pure-bred animals were purchased. As the off-springs from these pure-bred animals matured and were placed on the market they were so much more uniform and more profitable than the kind they had been producing that the number of purebred animals purchased gradually began to increase and in 1939 the agents reports show that 997 livestock men and farmers purchased 1,474 purebred animals. I think this is one of the most valuable pieces of work we have done because the off springs from these animals will continue to improve the quality of the livestock in the territory. For a number of years the breed associations have given the county agent, who placed the greatest number of purebred sires in any given county in the state a trip to the International Livestock Show in Chicago. I am very proud of the fact

that this trip was won by an agent from the Southwest Virginia District again this year. Another thing that has made a valuable contribution to the livestock industry of the Southwest Virginia District has been the vaccination of calves for the prevention of blackleg. Where calves are not vaccinated for the prevention of blackleg the death rate runs high, so it has been a comparatively easy matter to secure the cooperation of the farmers and cattlemen in this project. During the past decade there has been a tremendous increase in the number of farmers and cattlemen who are having their calves vaccinated. Using the county agents reports as the basis of my information I find that in 1929, 3,388 livestock producers vaccinated 19,990 calves for the prevention of blackleg but by 1939 the producers were so thoroughly sold on this practice that 6,522 producers vaccinated 48,087 calves and the estimated value of the number of calves saved by vaccination was \$63,974.00. In quite a number of the counties the services of trained veterinarians are very limited and consequently the county agents are called upon to treat a large number of sick animals. The number of animals treated by the county agents for diseases of various kinds has increased from 5,988 in 1927 to 9,640 in 1939 which amounted to a saving to the farmers of \$18,594.00. A large part of this saving would have been a total loss had it not been for the service rendered by the county agent because of the fact that the services of veterinarians would have been so expensive that they would have been prohibitive.

4-H club work. I am not at all pleased with the progress we have made in 4-H club work and I am afraid we will never get satisfactory results until we have more time for this work. Since the launching of the AAA program the county agents have been able to give only a very limited amount of their time to this work and the results are that club work has suffered severely. It is not the fault of the county agent that we have not been more successful with club work. With one or two exceptions every county agent in the territory had much rather be doing club work than be confined to their offices so much of their time, but

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to properly administer the AAA program has consumed so much of their time that practically no time was left for club work. There is a time limit for doing nearly everything connected with the AAA program and the work must be done on time. That, of course, means if any time is left the county agent will put on the best club program he can. We have made considerable progress in 4-H club work since 1928 but not as much as we should have made. In 1929 the agents reported 55 4-H clubs in the territory with an enrollment of 1,100, their reports for the year 1939 show that there are 146 clubs in the district with an enrollment of 2,822. One very encouraging thing is that in the counties where we have the heaviest AAA programs, provisions have been made for the employment of chief clerks, this will relieve the county agents of a large amount of detailed work and I am hoping that this will result in better 4-H club and Extension programs.

Of the minor projects undertaken, Program Planning was probably the most outstanding. The agents report that 458 program planning meetings were held with an attendance of 7,989. This program has done more to get both rural and urban people to give serious thought to the proper utilization of land than any program that has been put on. Prior to the launching of this program farmers gave very little thought to the adaptability of the different types of soils to produce certain crops and a great many of them were trying to produce crops profitably on types of soil which were better adapted to the growth of forest trees. On many of the farms these unproductive soils are being taken out of cultivation and allowed to go back to forest. It is impossible to estimate the amount of time labor and money that has been lost trying to grow certain crops profitable on land not adapted to the growth of such crops. I am firmly convinced that the AAA and Program Planning Programs would have been worth all they have cost if they had accomplished nothing more than to get the people of the country to give more serious thought to their erosion problems. The people have become greatly alarmed about the rapidity with which their soils are being washed away and the encouraging part about it is that they are doing something about it. The farmers as a

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whole are practicing the best system of crop rotation I have known since I have been in this section and during the past four years thousands of acres of steep land has been taken out of cultivation and either seeded to permanent pasture or put back in forest trees. They are thoroughly convinced that a thick sod will control erosion and conserve a large percent of the rainfall, therefore, they are making a desperate effort to get good sods on lands inclined to wash away. I think sufficient evidence of this is that during the year 7,666 farmers dug down into their pockets and purchased 8,972 tons of fertilizer and 26,292 tons of lime strictly for pasture improvement work. This was applied on 63,216 acres of pasture land. If these programs continue for a few more years I believe we will have our erosion problems largely solved in the Southwest Virginia District.

Another minor project that will probably be worth as much to the district in the future as anything that has been done is the number of miles of rural electric lines that have been built in the territory. According to the agents reports 1,068 miles of rural electric line were built in 1939 which are serving 5,337 homes. I have always had the deepest sympathy for the farmers wife and I rejoice when I think of what rural electricity is doing to decrease her burdens and add to the comforts of her home. Think what it means to those homes to have electric washing machines, running water, etc. Some of the agents have been criticised for spending too much of their time in the development of rural electric lines but I think it is a well worth while project and I am encouraging them to go ahead with this project.

Our most recent minor project undertaken is the growing of certified seed. This work has been encouraged for a number of years but we have never had as good an opportunity to get this work done as thoroughly as we now have with the Extension T. V. A. demonstrators. In nearly every case they have been picked and they are recognized to be among the most outstanding and most progressive men in their communities. We have 138 farmers in the territory

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growing certified seed. I believe the growing of certified seed will be a profitable business as there is a constantly increasing demand for better seed.

SUPERVISING

The question of supervising has always been one of grave concern to me because of the fact I am unable to give the individual agents as close supervision as I would like. I am sure I could do a much more efficient job of supervising if I could visit the counties more frequently. I have found that in order to supervise with any degree of efficiency, the district agent must be thoroughly familiar with the projects that are being carried on by the agents, therefore, I have made an effort to keep informed on each of these projects. My experience has been that carefully prepared plans of work and a thorough understanding of the plan of both the county agent and the district agent naturally reduces the amount of supervision necessary.

During the past year we have held a large number of field meetings which I believe have done more to increase the volume and improve the quality of extension teaching than anything we have done. The extension T. V. A. demonstration farms are giving us an excellent opportunity to carry this work to a greater number of communities. The Soil Conservation and Domestic Allotment Program and the T. V. A. program are the best agencies we have ever employed for establishing and maintaining extension work in counties.

A. Relations with Counties.

1. No important changes have been made in county extension organizations.
2. The most successful method of creating favorable sentiment toward extension work I have used is to confine our activities to a few practical projects and be sure when completed that they will be profitable from the standpoint of dollars and cents. I ask the agents in our district each year to prepare a report for their boards of supervisors showing as far as possible just what extension work has been worth to the county in dollars and cents and I have found that this information is very effective and convincing. After all the thing that is of greatest concern to those who are charged with the spending of public funds is to be convinced that they invested wisely. Timely newspaper articles, tours and field meetings also play a very important part in creating a more favorable sentiment.
3. All of the counties have county boards of agriculture which have been reorganized so as to include representatives of all federal agencies

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operating in the field. We have realized for sometime that a closer coordination of the federal agencies was not only desirable but necessary. Our plan is to have a representative from each one of the federal agencies operating in the district on this board and have it thoroughly understood that it is not an extension agricultural board but a board organized for the express purpose of taking care of the needs of the general agriculture of the counties. We feel that if they are thoroughly familiar with the program of every other federal agency operating in the county we will be in a position to do more efficient work and also reduce the duplication of effort.

B. Personal Problems

1. Very careful selection has been made in the employment of county agents. The Director and Assistant Director have exercised the greatest precautions in employing first, men who have the necessary training to do the work efficiently and particular attention is given to industry and personality.
2. Most of the agents are good students and have continued reading and studying systematically since graduation. They are so thoroughly convinced that they must keep themselves informed that they asked for a short course for county agents at WPI last year. This short course was held and proved to be so successful that a similar course will be held in 1939. The agents have been compelled to give a great deal of thought and study to their work since the inauguration of the Agricultural Conservation Programs. I believe these programs more than anything else have caused the agents to realize that they need more training. One of the agents took graduate work at Ames last year and another is taking graduate work at the same institution this year. The agents have been provided with the best office and field equipment they have ever had in the history of extension work. This equipment enables them to do their work with much less effort and increases their efficiency tremendously.
4. For the first time during the twenty-seven years I have been connected with the extension division all of the county agents have competent stenographers and most of them have assistant or chief clerks. I often wonder as I visit the offices of the county agents and note the volume of business that is being transacted how they ever managed to get so much done back in the days when they had no clerical assistance.

C. Assisting County Agents to Determine Extension Programs.

1. Since the County Boards of Agriculture came into existence it has been very much easier to determine the kind of extension program that should be conducted in a county. The members of these boards are thoroughly familiar with the extension programs and they do not hesitate to make suggestions as to changes if they believe some project included is of doubtful value or seems impractical. The greatest assistance we have received in determining the kind of extension program we should have has been a direct result of the series of program planning meetings that have been conducted for the past several years. These meetings have been responsible for a very careful consideration of extension programs. During the series of program planning meetings considerable time is given to the discussion of outlook material. Being handled in this way the information is carried to a larger number of farmers than usual because these meetings are held in practically every community in each county of the district. The number of producers making use of outlook material has increased materially and there is still a growing demand for this kind of information.
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3. As previously mentioned the members of the county agricultural advisory boards play a very important part in program building. The Soil Conservation committees have also rendered some very valuable assistance along the line of program determination.

D. Assistance Given Agents in Planning Work.

1. As I visit the agents from time to time during the year we discuss all extension programs thoroughly and try to select projects that are thoroughly practical and also projects that will be a benefit to the greatest number of people. After we have worked out the plans as carefully and thoughtfully as possible it is presented in detail to the county agricultural advisory board before final adoption.
2. Selection of Goals. I have found from years of experience that it is impossible to get satisfactory results unless you have a carefully planned program and then follow it as closely as possible. All of the agents set certain goals and I find they will stick much closer to their plans if they have some definite aim in view. In order that there may be as little deviation as possible from their plans most of the county agents post their plans of work in some conspicuous place in their offices so that they may be referred to constantly.
3. Use of local leaders. We have found and are still finding it quite difficult to secure local leaders for 4-H club work. There we have been successful in finding some one who could give the necessary time to club work the arrangement has been very satisfactory but it is almost impossible to get anyone to serve as local leader without some compensation. In the case of securing local leaders for adult groups it has been much less difficult. If program planning had not accomplished anything else it would have been worth all it has cost in developing rural leadership. I attended a meeting in Marion a short time ago composed of the community committeeman of Smyth county. This meeting was called for the purpose of making arrangements for putting on the series of program planning meetings. Practically all of these people were from rural districts and the majority of them were farmers but they did not hesitate to stand up and express their views. It really was surprising to note how much program planning had accomplished in so short a time.
4. Methods of Evaluating and Checking Results. As soon as the county agents plans of work are sent in to the office I get copies of them and take them with me. I go over these plans carefully and as I visit the agents from time to time during the year we discuss the projects outlined in their plans and make notes relative to the progress made, at the same time I urge them to keep as accurate records as possible. When the agents begin working on their annual reports I get out a questionnaire and send to each agent with the request that it be filled in and returned by a certain time. This questionnaire is based on the agents plans of work and gives me a final check as to how closely they have followed their plans. I have found the information taken from these questionnaires especially valuable when I go before boards of supervisors to ask for renewal of appropriations. I have something practical something to show that extension work has been worth to the county in dollars and cents and I have found that this kind of information goes a long way toward helping the members of the boards to render a favorable decision.

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2. Assistance Given County Agents in More Efficient Use of Means and Agencies.

1. Circular Letter

I have hesitated about encouraging the use of circular letters unless they are gotten up in such a way they will attract and hold the attention of the reader long enough to find out what it is about. I have discussed the question of increasing the attractiveness of circular letters a number of times with the agents and real progress has been made along this line. A good circular letter is a time saver and they have been used to good advantage in the agricultural adjustment programs.

2. News Service

Ever since I have been connected with the extension division I have realized the value and the importance of the right kind of publicity and they have been encouraged to write timely articles for their local papers. The editors of a number of the local papers in the territory recognize the value of the information contained in these articles and in order to encourage the agents to write something each week they have set aside a column exclusively for county agent items.

3. Farm and Home Visits.

The lack of time to do more farm and home visiting is bringing on an increasing amount of criticism from both farmers and members of the boards of supervisors. They realize the most valuable contacts with farmers are made out on their farms and in their homes. No one realizes that fact more forcibly than I do and I am trying hard to find a solution for the problem but I cannot see how the agent can possibly carry his regular extension program and at the same time put on the Soil Conservation program. I hope something can be done to relieve this situation as I am afraid it will become serious if the agents are required to continue spending as much time in their offices as they have during the past few years. The agents who have been most successful in selling the extension program is the Southwest Virginia territory are the agents who spend the greater amount of their time on the farms and in the farm homes.

4. Office Calls.

There has been a tremendous increase in the number of calls at the offices of the county agents since the inauguration of the agricultural adjustment programs. One agent in our territory told me that he had more than five thousand calls this year. Office calls if properly handled can be made a distinct value to both agent and the farmers. In the first place they save the agent time and travel, secondly, if farmers are sufficiently interested in any subject to come to the agents office he will make use of it when he wants to get it.

5. Meetings, Including Tours.

Some of the most successful meetings held during the year were field meetings. Most of these field meetings were held in the counties in which the F. V. A. demonstration farms are located. As the greater part of the Southwest Virginia Territory is primarily a grazing section and too steep for much cultivation these meetings were held for the express purpose of showing how effectively soil erosion could be controlled by growing a good sod, and at the same time greatly increasing the carrying capacity of the pastures. This has been an ideal grass season and the results from the use of phosphates have been outstanding and particularly so where phosphates were used in combination with lime.

SUMMARY OF COUNTY AGENT WORK IN SOUTHWEST VIRGINIA COUNTIES FOR 1939.

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1. Number of farmers carrying on improved agricultural practices.	27,899
2. Kinds of improved practices being carried on (number).	690
3. Number of men docking and castrating lambs.	4,285
4. Number of lambs docked and castrated.	74,317
5. Increased value due to docking and castrating.	\$44,424
6. Number of men treating sheep for stomach worms.	3,748
7. Number of sheep given this treatment.	88,786
8. Increased value of flocks due to treatment (Total).	\$48,405
9. Number of men pooling wool in county.	3,506
10. Number of pounds pooled.	403,447
11. Increased price due to pooling.	\$8,494
12. Number of men shipping livestock cooperatively.	1,415
13. Number of livestock shipped.	19,754
14. Benefits derived from cooperative shipping	\$11,512
15. Number of men vaccinating for prevention of blackleg.	6,522
16. Number of calves vaccinated.	48,087
17. Total value of calves saved by vaccination	\$63,974
18. Number of animals treated for other diseases.	9,640
19. Amount saved farmers by treatment.	18,594
20. Number of men purchasing pure-bred animals.	997
21. Number of animals bought.	1,474
22. Number of men using lime.	10,199
23. Number of tons purchased.	143,499
24. Number of acres limed.	87,793
25. Number of communities manufacturing lime cooperatively.	none
26. Tons of fertilizer used in lieu of conservation payments.	8,165.
27. Tons of lime used in lieu of conservation payments.	16,408
28. Number of 4-H clubs in the county	146
29. Total membership of clubs	2,822

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30. Profits made by club members.	\$15,732
31. Number of work sheets signed in county.	43,232
32. Amount of revenue brought into the county as a result of this program.	\$846,857
33. Administrative cost of program.	\$117,613
34. Number of Program Planning meetings held.	458
35. Attendance at these meetings.	7,989
36. Number of fruit and vegetable marketing associations in county.	37
37. Name of Association.	
38. Number of members in organization.	32
39. Volume of business.	
40. Number of emergency crop and livestock loan applications made and approved.	369
41. Amount of loans granted.	\$38,585
42. Number of T. V. A. demonstration farms.	2,051
43. Amount of T. V. A. fertilizer received todate	16,605
44. Number of area demonstrations.	34
45. Estimated acreage.	430,467
46. Number of T. V. A. demonstrators keeping records.	791
47. State briefly the results of these records (see report)	
48. Number of demonstrators building pens on unfertilized and fertilized pasture to check difference in growth.	339
49. Increased growth on pastures given triple superphosphate treatment in comparison with check plots.	
50. Increased growth on pastures given triple superphosphate and potash treatment in comparison with check plots.	
51. Number of farmers doing pasture improvement work other than with T. V. A. phosphate.	
52. Number of tons of lime used for this purpose.	26,292
53. Number of tons of fertilizer used for this purpose.	8,972
54. Number of acres treated.	63,216
55. Number of miles of R. E. lines built in county	4,068

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| 56. Number of homes served. | 5,337 |
| 57. Give name of commodities and amount of each marketed through Federal Surplus commodities Division for relief. | |
| 58. Total amount received by producers for surplus commodities shipped | \$31.160 |
| 59. Number of farmers growing certified seed in your county. | 138 |
| 60. Kinds of certified seed being grown | 5 |
| 61. Number of agricultural agencies operating in county. | 98 |
| 62. Number of agencies cooperating with agent | 81 |