

PLAN OF WORK

NORTHUMBERLAND COUNTY

1964

BOB M. COGGSDALE, COUNTY AGENT

A. T. POOLE JR., ASST. COUNTY AGENT

OUTLINE

A. AGRICULTURAL PRODUCTION, MANAGEMENT AND NATURAL RESOURCES DEVELOPMENT

1. MAJOR PHASES

Farm Management Education

On Farm Grain Storage and Drying

Ensilage Harvesting, Storing and Feeding

2. OTHER FIELDS OF WORK

Chemical Weed Control

Swine Feeding

Soil Sampling and Crop Fertilization

Crop Varieties

Insect Control

Swine Feeding and Farrowing Facilities

Minimum Tillage

B. MARKETING AND UTILIZATION OF AGRICULTURAL PRODUCTS

1. MAJOR PHASES

Market Hog Quality

2. Other Fields of Work

Feeder Pig Marketing

Market News

Market Outlook

Tomato Marketing

OUTLINE - Continued

C. EXTENSION HOME ECONOMICS

(Nothing planned for this area, as there is no Home Demonstration Agent employed in Northumberland county).

D. 4-H and OTHER EXTENSION YOUTH PROGRAMS

1. MAJOR PHASES

Producing and Training 4-H Leaders

Organizing Community 4-H Clubs

2. Other Fields of Work

Organizing a 4-H Advisory Board

Share-the-Fun Program

Electric Project Workshop

County Council

4-H Junior Camp

4-H Short Course

Contest Participation

OUTLINE - continued

E. COMMUNITY AND PUBLIC AFFAIRS

1. MAJOR PHASES

None

2. Other Fields of Work

R.A.D. (Northern Neck Regional Planning and Economic Development Commission)

Cooperation with county organizations.

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA : AGRICULTURAL PRODUCTION, MANAGEMENT AND NATURAL RESOURCE DEVELOPMENT

PHASE: Farm Management Education - Year 1964

THE SITUATION:

It appears that the past demand for increased efficiency in agriculture will continue at an increased rate. Increased efficiency demands changes, which of course involves decision making. To make wise decisions a farmer must have records to supplement research and then know how to use this information.

The Specific Problem

Most farmers do not have sufficient records or the knowledge required to use them if available in order to make correct decisions. Too many decisions involving large sums of money are made solely on interest:

The Program Objective

To give Farmers tools to use in making decisions and instructions on using these tools. Records are necessary to decision making and will point out areas needing emphasis.

Teaching Objectives	Source of Subject Matter	Methods	When	By Whom
A. To give operators a working knowledge of: 1. Budgeting 2. Figuring fertilizer cost. 3. Determining feed cost.	Materials from Farm Management course	1. Increased enrollment in record program	January	County Agent
	V.F.I. Farm Management Specialist	2. Radio Programs	Periodically	County Agent
	Analysis of Electronic Record Program.	3. Newsletters	Periodically	County Agent
B. To promote the keeping of Records		4. Three day Farm Management School	December	County Agent and Farm Management Specialist
C. To create an understanding of the decision making process.				

EVALUATION: By attendance at Farm Management School and number of new electronic records.

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA: Agricultural Production, Management and Natural Resources Development

PHASE: On Farm Grain Storage and Drying: Year 1964

The Situation

This county produces more than one and one half million bushels of storable products annually. Due to cropping rotations and fall weather conditions early harvest is necessary. Most corn is harvested at a moisture percentage of 18-26%. This corn cannot stay on the farm unless dried. Although storage bins have increased during the past few years it is estimated that total local storage is not sufficient for one third of the annual production.

The Specific Problem

Loss of income to county farmers having to sell grain and soybeans during market gluts along with moisture discounts, instead of holding to take advantage of seasonal price rises. Lack of farm storage also prevents increase of livestock production.

The Program Objective

To bring about an awareness among farmers of opportunities in grain storage and technology regarding storage and drying. To make livestock expansion possible. Increased income to farmers.

Teaching Objective :	Source of Subject Matter :	Methods	When	By Whom
A. Impress upon Farmers Financial opportunities in: 1. Storage of grain to avoid glut marketing, and take advantage of seasonal price rise. 2. Storing grain to use in livestock feeding.	Extension Agricultural Engineering Department. Power Company Representatives Equipment Dealers	1. Grain Handling School 2. Radio Programs 3. Newsletter 4. Facilities tour	January Periodically April Late-Winter	County Agent and Power Company Engineers County Agent County Agent County Staff
B. Provide technical information in reference to: 1. Facility specifications 2. Facility layout 3. Equipment operation				

EVALUATION: By attendance at School and on Tour. By observing increase in facilities and request for assistance.

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA: Agricultural Production, Management, and Natural Resources Development

PHASE: Harvesting, storing and Feeding Ensilage, Year 1964

The Situation

Although several county farmers have started making silage recently, there are many more beef cattle feeders who could possibly cut their feed bill along with improving their ration by using silage. Storage facilities for silage is not available on most farms. Both users and prospective users of silage do not know what is involved in making quality silage.

The Specific Problem

Value of good clover land, low T.D.N. production per acre, rain during hay making time, and cost of hay making equipment make hay almost prohibitive as a feed for beef animals. Lack of experience in making and using ensilage.

The Program Objective

To educate beef producers as to the value of silage as compared to hay. How to make good silage and how to feed it. To increase the use of corn silage in beef operations.

Teaching Objectives	Source of Subject Matter	Methods	When	By Whom
A. To teach that silage is a good feed economically because: 1. High TDN production per acre. 2. Loss of quality at 9 harvest due to weather not as critical 3. Equipment cost less	V.P.I. Agronomy Department V.P.I. Agricultural Engineering Department V.P.I. Animal Husbandry Department V.P.I. Agricultural Economic Department Portland Cement Association Morrison Feeds and Feeding	1. Circular letters 2. Radio Programs 3. Producers meeting	March & July Periodically May	County Agent County Staff
B. To familiarize Farmers as to Feeding requirements.				
C. That to have quality silage: 1. Time of harvest is important. 2. It must be chopped fine and clean				

Teaching Objectives	Source of Subject Matter	Methods	When	By Whom
3. Tightly packed air tight storage is necessary.				

EVALUATION: By Surveying Increased use of silage.

A MAJOR PHASE - EDUCATIONAL PLAN

PROJECT AREA: Marketing and Utilization of Agricultural Products

PHASE: Quality of Slaughter Hogs; Year 1964

The Situation

Although hog quality has improved greatly during the past two years, it is still lower than should be. Quality is low mainly due to boar quality and gilt selection. Percent number one pigs in the local feeder pig sale is about ten per cent lower than some other sales in the state. Hogs sold thru local auction are grouped according to weight and sold as a lot regardless of quality. Although not widely publicized bargaining power can get an extra 25 - 50 cents per hundred. Richmond buyers will also pay an unannounced premium for quality. Farmers of this county who have quality hogs are selling hogs at a premium without the buyer ever seeing them.

The Specific Problem

Buyers base market on poor quality hogs making quality premium difficult to obtain. Producers are not taking advantage of possible premiums for quality.

The Program Objective

To encourage improvement of quality of county produced hogs. Quality improvement in turn would increase demand for county raised animals, thereby increasing income.

Teaching Objectives	Source of Subject Matter	Methods	When	By Whom
A. Teach farmers: 1. How to select for quality 2. Quality can demand a premium 3. Quality increases demand 4. That quality is not costly.	V.P.I. Animal Husbandry Department V.P.I. Swine Specialist	1. Radio Programs 2. Circular letters 3. Market Hog Show	Periodically April April	County Staff County Staff County Staff and Live-stock Specialist

EVALUATION: By noting demand for better breeding stock and observing quality of market hogs.

A MAJOR EMPHASIS - ORGANIZATIONAL PLAN

PROJECT AREA: 4-H and Other Extension Youth Programs

PHASE: Procuring and Training 4-H Leaders - 1964

The Situation

The Assistant Agent annually works with approximately 285 4-H members. Except for a small number of organizational and project leaders, most of the organizing and instructing has been done by the Assistant Agent. Since he works in two counties this limits the accomplishments with these 4-H members. The members need and deserve more than one person can give them, especially since this person is on a half time basis with them.

The Specific Problem

Lack of leaders to help organize and educate 4-H members in Northumberland county.

The Program Objective

To procure and train volunteer leaders for 4-H clubs in Northumberland county.

Organizational Objectives :	Source of Assistance	Methods	When	By Whom
1. To stimulate interest and desire to become 4-H leaders	4-H Fact Circular 724 State Staff	1. Personal contact 2. Personal Contact	1. February and Aug.	Asst. Agent County Agent Present Leaders
2. To procure enough leaders to have at least one organizational leader for each club and one project leader for all major projects.	Club Leaders Handbook Bulletin 270 Community 4-H Clubs Circular 877	3 (a) Series of Training meetings on organization and maintenance of 4-H clubs. (b) Hold follow up meetings as needed	2. June- and August 3. June- Aug.	Asst. Agent County Agent Present Leaders County Staff
3. To train organizational leaders to organize clubs and conduct meetings in the absence of an Extension Agent	Leaders Report Card- Form 83 Project Material	4. (a) Series of Training meetings on Projects (b) Hold follow-up meetings as needed	September and December June- Aug. Sept.-Dec	County Staff County Staff Specialist County Staff Specialist
4. To train project leaders to instruct club members in all major projects				

- EVALUATION:
1. Tabulate Increase in Number of Leaders
 2. Tabulate number of meetings held entirely by leaders
 3. Survey to determine if training needs were met.

A MAJOR EMPHASIS - ORGANIZATIONAL PLAN

PROJECT AREA: 4-H and Other Extension Youth Programs

PHASE: Organizing Community 4-H Clubs - 1964

The Situation

For two years, there has been no home demonstration agent in Northumberland county. It is very difficult to get leader to go into school classrooms and work with 4-H members. As a consequence, many of the 4-H members have not been receiving all or even a good part of what they should have been receiving, for this reason and others the decision was reached to take 4-H clubs out of classrooms and organize community 4-H clubs to provide these young people with an opportunity to continue in 4-H work.

The Specific Problem

Lack of Community 4-H clubs to provide 4-H club age young people a chance to continue in 4-H work.

The Program Objective

To provide more learning experiences for 4-H members through leader led 4-H clubs on a community basis.

Organizational Objectives	Source of Assistance	Methods	When	By Whom
1. To stimulate interest in young people to become 4-H members	Volunteer Leaders Present community club members. 4-H Specialists	1. Personal Contact Letters to all young people 10 - 19 years of age	June - Dec.	Volunteer Leaders Asst. Agent
2. To provide a community club in all communities which need one.	Community 4-H Club Circular 687	2. Determine approximate number of potential members and organize as needed	June	Asst. Agent
3. To provide learning experience for young people that they would not receive otherwise	Join a 4-H club Today Circular 677	3. Giving members responsibilities in clubs and teaching project material in special interest groups	June- Dec. Aug. - Dec.	Volunteer Leaders Asst. Agent Volunteer Leaders Asst. Agent

EVALUATION: 1. Tabulate and compare enrollment, completions, participation in various events from year to year.

ANNUAL NARRATIVE REPORT

COUNTY EXTENSION WORK

Virginia Agricultural Extension Service

BOB H. COGGSDALE

Extension Agent

Extension Agent

Assistant Agent

Assistant Agent

Assistant Agent



1964

NORTHUMBERLAND

County

I. INVOLVEMENT OF LOCAL LEADERSHIP

A. PLANNING COMMITTEES

The Northern Neck has a central Rural Areas Development Committee in conjunction with the Northern Neck Regional Planning and Economic Development Commission. As well as having several outstanding leaders serving on the area committee there are sub-committees in each county on Youth, Agriculture, Forestry and some counties have one on Family Living.

The county agents of the area are represented on the area committee by R. A. Farmer, who serves as chairman of the Agricultural Committee. This Agricultural Committee also concerns itself with Forestry and Water Resources.

This agent meets with various sub-committees, but contributes mostly to Youth, Agriculture and Forestry sub-committees.

As in the past sub-committees concern themselves with county matters and where problems are found to be area wide are tackled by area committees.

There are many committees during a year that receive aid besides the Rural Areas Development Planning Commission group. At some time-or-other during each year the Extension Service helps most local organizations, particularly with program planning. This agent helps annually with program planning with the Garden Club, Farm Bureau, Vocational Agriculture, ASCS and other organizations and associations. Committees contribute greatly determining Extension programs.

B. CONTRIBUTIONS MADE BY LOCAL LEADERS

The contributions of local leaders in recognizing needs, making plans, and carrying out plans is increasing and becoming more useful each year. Value of contributions of local leaders were not fully recognized until the preparation of this report. Upon evaluating the past years activities it is recognized that many of Extension activities were dependent upon local leadership. The Agricultural committee was responsible for showing the need of on-farm grain storage education. Although the program was not executed as planned by the committee a one-day school was held on the topic during January.

The County Forestry Committee was very active during 1964; meeting twice. The committee originally made plans for a tour and barbecue to be held in the fall. Committee members re-evaluated the situation and made plans for a series of newspaper advertisement-articles to be presented in early 1965. They felt that more could be accomplished for the available money in this manner.

The most involved and helpful committee during the past year was the R.A.D. Agricultural Committee. During April this group met and set up long time and immediate objectives. Their long time goals were: (1) hog quality improvement; (2) sounder feeder calf production; (3) encourage and exccellerate soybean research program; (4) more orderly marketing of tomatoes.

A meeting was held in late spring with members, Extension workers, tomato producers, and tomato processors in attendance. Mutual problems were discussed and it was the general feeling of the group that much understanding was accomplished. Improved understanding and lack of **anticipated** quantity together results in a year of more orderly marketing.

In the early spring meeting the group decided to endorse and encourage the formation of a swine promotion board. A letter of approval and encouragement was sent to The Virginia Pork Industries Federation. At a October meeting preliminary plans were made for two swine tours in January 1965 and for the second annual Northeast Market Hog Show and Sale. The show is now tentatively set for July.

Also at it's October meeting the committee set tentative dates for a beef cattle tour in February.

C. WORK IN LEADER TRAINING

This counties 4-H club program consists of in-school clubs, therefore does not lend itself to volunteer leaders as would community clubs. Although most teachers are involved with organizational leadership, program planning, and officer training, project instruction is conducted by out-of-school personnel. This system does not require the training of leaders as much as in other situations.

The extent of leader training during the past year has been with Power Company representatives, who give electric project instructions, and with the orientation of committee members.

The possibility of forming a horse and pony group has been discussed with two local people and they have volunteered to serve as leaders if and when a pony group is organized.

D. APPRAISAL OF LEADERSHIP

Committee members and school teachers involved have done a more than adequate job during 1964. As mentioned in previous years' reports the number of leaders and committeemen are limited here due to somewhat sparse population. Care is taken not to over-organize due to the demands on those willing leaders.

The diligent leadership of the committees and 4-H leaders have been most helpful in executing the educational responsibility of the Northumberland Extension Service during the past year.

In this agent's opinion leadership has been adequate for the present. Need for more leadership is visualized for future programs.

II. REPORT ON PROJECT AREAS

A. MAJOR EMPHASIS AREAS

1. PHASE: FARM MANAGEMENT EDUCATION

2. WHY THIS PHASE?

Past demands for increased efficiency in agriculture will continue at an increasing rate. Cost of agricultural inputs are rising annually while price of products produced are decreasing or remaining stable. To stay in business the farmer must constantly improve efficiency. Efficiency in agriculture seems to depend on reducing unit cost. Seemingly the only possibility is reducing cost and increasing volume.

In the past, management decisions have been made mostly thru trial and error. Modern agriculture does not allow for this luxury. Decisions will have to be based on cost of inputs versus value of outputs in years to come.

At the present time economic units are not limited by county lines or even rivers. If our present farmers cannot stay competitive, operators from beyond county lines and rivers will be glad to replace them, as is the case at present with many Northumberland farmers operating across county lines and across toll bridges. Success will depend on good decisions.

3. OBJECTIVES

To give farmers tools to use in making decisions and directions for using these tools.

4. PROGRESS AND ACTIVITIES

Making decisions is merely predicting the future. Future predictions must be based on something and this is normally on history, or past records. Therefore the first objective in farm management education was to place emphasis on adequate farm records. Another purpose of promoting farm records is because comparisons from year to year as well as with similar operations is important. Comparisons are made by the use of indices. Records are the farmers only source of these indices.

As a result of letters and a meeting, Northumberland had four new participants in the mail-in-record program in 1964. The one program participant in past years was dropped due to un-appropriateness of the operation. The four new participants have been faithful in keeping and submitting timely and accurate monthly records.

As well as promoting record keeping thru the mail-in program, radio and day-to-day personal contacts were used in preaching the importance of records.

A series of three farm management classes was held for the first time during December 1964. Five county agents cooperated with the school beginning in Richmond county, Monday, November 30, Tuesday, December 1st was the first days classes for Northumberland, Wednesday, December 2nd for King George, Thursday, December 3rd for Lancaster, and the first weeks instruction was concluded in Westmoreland on Friday December 4th. For the next two weeks

classes followed the same county rotation until the three day school for the five counties was finished on December 18th. Instructors for the school were those Extension Agents that have received intensive farm management training at V. P. I. They were H. C. McSwain, Lancaster county; George Hall; King George; Bob Coggsdale, Northumberland and Agents-at-Large C. B. Lanford and Charles Perkins. It was felt to be most desirable with the ten to twenty students in each class. Northumberland had thirteen to enroll, but only eleven attended.

The program began by H.C. McSwain presenting, the "Decision Making Process"; Coggsdale, then followed by discussing, "How Use of Resources Effect Farm Profit"; George Hall presented "The Economics of Fertilizer Buying", the first day program was concluded by C. B. Lanford and Charles Perkins leading a discussion and classroom work on figuring machinery cost.

The second days topics were: "Actual Labor Cost", by McSwain; "The Budgeting Process and Partial Budgets" by Coggsdale; "Complete Budgets" by Hall. Closing the program was Lanford conducting instruction and class work on "Crop Budgets". The third and final days class included: "Figuring Feed Cost When Considering TDN", by Perkins; "Livestock Budgets" by Lanford; "Beef Cattle Budgets" by Hall; and "Swine Budgets" by Coggsdale.

At the close of the third day of school each participant was asked to objectively evaluate the course. The first question on the evaluation sheet was the students comments on subject matter covered as to the usefulness, timeliness, and appropriateness to his farm situation. Some of the comments were: (1) very useful; (2) useful in determining some of the reasons for profit or loss; timeliness fits in with planning for coming year to produce a more profitable enterprise. Fits my operation, I believe I should do a better job of farm management as a result of this school; (3) The subject matter covered was very useful and appropriate for my situation; (4) I think it will be very useful to me in my planning at this time; (5) this school has impressed me as to how important it is to keep records, so I may determine the cost to produce crops and livestock at the minimum cost; (6) very helpful on machinery cost, and useful in planning crops and rotation; (7) useful in figuring machinery cost; (8) very helpful, I never figured the amount of fixed cost that went with farming operation. I learned I have to keep a better set of farming records.

The next question on the questionnaire was: What is Your opinion as to the quality of the instruction, visual aids, etc? The comments were: (1) Nothing wrong with the quality of the instruction; (2) very good; (3) there has been a great deal

of time spent by each instructor in these instructions and has been put over in a very impressive manner; (4) good, (5) the instruction and visual aids were very well done; (6) the instruction has been of high quality but not hard to understand. The use of visual aids have been a lot of help in explaining the subject matter.

The eight filling out evaluation sheets farmed a total of 3533 acres for an average of 442 acres, they had 306 acres of pasture an average of 38 acres, and the eight had 350 animal units averaging 44 each. One participant represented 750 acres of crops, 150 acres of pasture and 133 animal units which included 450 market hogs.

Although tiring and time demanding the farm management school was very much of a success.

II. REPORT ON PROJECT AREAS - Continued

A. MAJOR EMPHASIS AREA - Continued

1. PHASE: ON FARM GRAIN STORAGE AND DRYING
2. WHY THIS PHASE?

This county produces more than one and one half million bushels of grain annually. Due to cropping rotations and fall weather conditions early harvest is necessary. Most corn is harvested at a moisture content of 18-26%. This corn cannot stay on the farm unless dried. Storage bins have increased tremendously during the past few years, but total local storage is not available for as much as one third of production. Most years farmers suffer economically from moisture discounts as well as having to sell during market gluts. On farm storage and drying would not only eliminate some of these losses, but would allow for livestock expansion.

3. OBJECTIVE:

To bring about an awareness among Northumberland farmers of opportunities in grain storage and technology regarding storage and drying. To make livestock expansion possible.

4. PROGRESS AND ACTIVITIES

A one day grain handling school was conducted on January 28. The school was taught by neighboring county agents. Participating on the program along with this agent were Robert

Eager of Caroline County, Harold Little of Essex, H. C. McSwain of Lancaster, and two power company representatives. The January 28 meeting was held at Wicomico Church for Northumberland and Lancaster counties. This agent also participated on the program for Richmond and Westmoreland counties on January 27 and for Caroline and Essex counties on January 29. This agent's topic was "Economics of On-Farm Feed Processing and Automatic Feeding". Twelve county farmers attended the Wicomico Church meeting and gave very favorable comments regarding this type program. Other topics discussed were: "Why Mechanical Grain Handling is Important"; "Should I Sell or Feed My Grain"; "Storage Facilities and Equipment for Moving Grain Into and Out of Storage"; "Grain Drying and Moving Equipment"; and "Principles of Operation"; "Economics of On-the-Farm Grain Drying and Storage"; "Farm Feed Processing and Mechanical Feeding Equipment"; and "Utilization of Grain Through Swine".

A circular letter and several radio programs were utilized to further inform farmers on this subject.

Grain storage and drying equipment continued to increase during 1964. There was considerable activity in drying and storage for local livestock use. Storage to take advantage of

price increase was limited due to the good price of wet corn during the fall. Many producers sold fifty six pounds of 22 - 26% moisture corn for \$1.00.

Due to involvement in Farm Management schools and 4-H club work a fall tour was not conducted as planned.

II. REPORT ON PROJECT AREAS - CONTINUED

A. MAJOR EMPHASIS AREA - Continued

1. PHASE: HARVESTING, STORING AND FEEDING ENSILAGE

2. WHY THIS PHASE?

Value of good clover land, comparatively low TDN per acre, frequent undesirable curing weather, and cost of hay making equipment especially for small acreages make hay an expensive feed for beef cattle. Most county farmers are not skilled or educated in making quality silage and in feeding silage.

3. OBJECTIVE

To educate beef producers as to the value of silage as compared to hay. How to make quality silage and how to feed it. To increase the use of corn silage in beef operations.

4. PROGRESS AND ACTIVITIES

Radio and circular letters were used during mid-late summer to emphasize the importance of quality silage and details of making and storing ensilage. V.P.I. Leaflet 153 "Harvesting Corn for Silage" was distributed to all know beef producers. Radio was also used to prompt timely harvest, proper chopping, and storage of silage. Farmers were also advised as to the feeding value of silage and needed supplements in a silage feeding program.

It was planned silage would be emphasized thru a tour during the fall of 1964, but the tour which included three other Northern Neck counties was postponed until February 1965. At

This time farmers will have the opportunity to visit farms feeding silage to steers and to beef cow herds.

Silage storing and moving equipment was discussed during a grain handling meeting in January 1964. The cost of silage per 100 pounds of TDN were compared to other forages thru budgeting during the farm management school in December.

Several farm visits and office visits dealt with the subject during the year as more people are making silage each year and are becoming more conscious of quality.

OTHER PHASES PLANNED FOR

(a) CHEMICAL WEED CONTROL

A meeting was offered pertaining to weed control during the spring with Weed Specialist, Allan Kates, as speaker. Kates thoroughly discussed most all phases of weed control, although attendance was poor due to other scheduled events on that night.

Cooperation was give Kates in establishing demonstration plots using Dicamba on wheat and barley to control German Moss. Demonstration plots were also established using Diphenamid to control weeds in tomatoes. All demonstrations were very effective with control being satisfactory.

This agent presented a program to the Ruritan Club on pesticides around the homegrounds which was dominated by information on weed control.

Work in chemical weed control continues to increase annually with numerous farm visits and office visits being take care of. Aided several farmers in adjusting sprayers and helping them otherwise to launch spray program on soybean weeds.

Three radio programs were also devoted to this topic.

OTHER AREAS PLANNED FOR

(b) SWINE FEEDING

Planned teaching programs on swine feeding emphasized the economics of proper protein level, cost of mixing and grinding and comparative values of feeds. A portion of this agents part on the January grain handling program dealt with economics of on-farm feed processing and automatic feeding equipment. One of the topics discussed in farm management school covered budgeting swine. Feeding information dealt with here concerned efficiency thru good feed and feeding as food cost is over half the cost in producing market hogs. Farmers were taught how to balance rations when weight of gain was known, how to balance rations making a predetermined quality using only one grain, and how to balance rations when two or more grains were to be used.

As in most areas, swine feeding information was disseminated thru the use of radio programs as well as giving individual assistance to numerous swine producers.

OTHER AREA PLANNED FOR

(c) SOIL SAMPLING AND CROP FERTILIZATION

Soil sampling has been given a good amount of publicity thru news media and thru personal contact. Soil samples processed have increased from 621 in 1961, to 752 in 1962, staying about constant in 1963, and jumping to over 900 during the past year. Although time is more limited now samples are still discussed personally with farmers when possible. The county soil survey maps have been a tremendous aid in making better recommendations, particularly dealing with lime.

This agent participated on programs for two fertilizer dealers during the past year. The county also had farmers attend a fertilization meeting presented in Warsaw by the Agronomy Department.

High analysis and bulk handling is progressing rapidly in this county.

The economics of fertilization was one of the topics covered during the recent farm management school.

OTHER AREAS PLANNED FOR

(d) CROP VARIETIES

A circular letter in late winter announced recommended varieties of corn, soybeans, and sorghum. A late summer letter informed farmers and dealers of small grain varieties. During the year four radio programs were devoted to crop varieties.

OTHER AREAS PLANNED FOR

(e) INSECT CONTROL

This office does not accept direct request for aerial spraying any more, but the agent makes sure that sufficient spray equipment is available thru agencies to meet request. To the knowledge of this office, spray equipment has been available to all farmers needing such during the past two years.

Infestation of corn earworm on soybeans was not as severe as in the past, but infestation was general over the entire county with a tremendous amount of spraying being done. This agent surveyed many fields and made recommendations.

Request for insect identification and control recommendations is increasing yearly with an increasing percent of calls pertaining to garden and homegrounds problems.

OTHER AREAS PLANNED FOR

(f) SWINE FEEDING AND FARROWING FACILITIES

Although no formal programs were conducted during the year aid was given several swine producers in planning for facilities. During the year a self cleaning-partial slatted feeding floor was constructed and put into operation. Another automatic mix-mill was also installed in conjunction with overhead storage. The Extension Service advised on both of these additions. This office has and is still advising another hog producer who hopes to construct a partial-slatted farrowing house.

It is felt that hog and corn prices have somewhat prevented more new facilities this year than in the past.

A tour of swine facilities on an area basis is planned for January 15, 1965. All places to be visited are located in Northumberland county.

OTHER AREAS PLANNED FOR

(g) MINIMUM TILLAGE

Emphasis was put on minimum tillage during fertilizer meetings to a degree. Two radio programs also were devoted to the topic with reduced production cost and timeliness being main points for argument. It was intended that minimum tillage demonstrations be established, but time did not allow.

UNEXPECTED WORK

(a) SOYBEAN DISEASES

A disease new to this agent was discovered in several fields of soybeans in Northumberland during the spring. The disease affected seedlings just prior or immediately after emergence by rotting the seedling stem. Thru correspondence with Extension Plant Pathologist and submitting of specimen it was determined to be a disease similar to damping-off. Because of succulence of seedlings it was impossible to have a specimen arrive at the laboratory in good condition. It was requested that a specialist visit the area, but none was available which was regrettable.

Approximately one week was used dealing with this malady.

II. REPORT ON PROJECT AREAS - Continued

B. MAJOR EMPHASIS AREA

1. PHASE: SLAUGHTER HOG QUALITY

2. WHY THIS PHASE?

Due to intensive grain production and little pasture land this county is more suited for swine production than most other type of livestock. Mostly due to inferior quality boars and lack of concern when selecting gilts, hog quality is not what it should be. Hog markets in the area pay no announced premium for quality and apparently pay for quality only under bargaining pressure.

To improve hog quality would increase growth efficiency, increase demand for area hogs, and increase bargaining power of farmers.

3. OBJECTIVE

To encourage improvement of quality of county produced hogs. Quality improvement in turn would increase demand for county raised animals, thereby increasing income.

4. PROGRESS AND ACTIVITIES

The first annual Northeast Virginia Market Hog Show and Sale was held in Tappahannock during April 1964. The show was a huge success with about 140 hogs being exhibited. Approximately twenty of these were shown by Northumberland farmers and 4-H members. One county 4-H boy, Paul Van Lewis,

exhibited the reserve champion single and reserve champion pen of three. He also was named most outstanding 4-H exhibitor. Three county farmers placed well in the show having two second, one third and one fifth place entries.

The quality of animals exhibited was outstandingly surprising to everyone. A competitive spirit was generated among producers exhibiting and observing. The show was very satisfactory as a quality demonstration.

This agent assisted several farmers during the year in selecting breeding stock, while helping to select both gilts and boars, strong and weak points of individuals were emphasized. Several groups of gilts selected were visited recently, and quality near farrowing time was pleasing. Aid was given several farmers in selecting boars. This resulted in the top three or four boars offered at the Tappahannock sale being placed in Northumberland.

The Sears purebred pig chain gilts were erratic in farrowing this year. The first three gilts which were on schedule did not produce but two desirable eligible pigs. By waiting about six weeks until the last two farrowed we selected five of the best gilts we have had the opportunity of having. Boar pigs were scarce and the one selected was not ideal, but the best boar possible was purchased.

The Sears chain is contributing to quality improvement each year as local farmers are purchasing gilts and sows from the chain. About half the herd of one of our top hog producers goes back to a pig chain sow he purchased from a 4-H boy.

Several radio programs were used to discuss hog quality during the year. Circular letters also dealt with hog quality.

The local hog buying station is visited periodically on buying day for the purpose of public relations, as a source of general hog information, and to observe quality. Thy observation of this buying point the observation of hog quality improvement has been pleasing. The buyer at the station informed this agent and the District Livestock Specialist recently that this area has made more improvement during the past two years than any other area in the state he gets hogs from.

OTHER AREAS PLANNED FOR

(a) FEEDER PIG MARKETING

This office continued to aid and encourage the sale of feeder pigs thru this areas' Feeder Pig Sale Association. The reason being to insure the producer the highest price.

We continued to remind producers of sale dates, regulations, and delivery schedule so that the high number pigs marketed would be done orderly. Inspection of each lot consigned is made by accompanying the Veterinarian during vaccination.

Figs consigned increased from this county during 1964 with each sale having a very sufficient quantity and prices were very satisfactory.

OTHER AREAS PLANNED FOR

(b) MARKET NEWS AND MARKET OUTLOOK

The Extension agent made a point of keeping abreast of prices and informing the public mostly by way of radio of market conditions. Many farmers requested market information from time to time.

OTHER AREAS PLANNED FOR

(c) TOMATO MARKETING

During May it was apparent that tomato acreages were up and the new crop looked very promising. This agent in cooperation with the Agricultural Committee of the Northern Neck Regional Planning and Economic Commission called a meeting of key producers, Extension Agents, and Cannerymen to encourage orderly marketing of an expected glut. A good understanding was brought about by this meeting.

Fruit set was light and a glut never occurred during 1964.

II. REPORT ON PROJECT AREAS - Continued

C. MAJOR EMPHASIS AREA

1. PHASE: PROCURING AND TRAINING 4-H LEADERS

2. WHY THIS PHASE?

There is a lack of leaders necessary to organize and lead 4-H members in Northumberland county. More trained leaders are needed to organize and conduct community clubs.

3. OBJECTIVE

To recruit and train volunteer 4-H club leaders in Northumberland county.

4. PROGRESS AND ACTIVITIES

At the time the 1964 plan of work was drafted this county had an Assistant County Agent who planned this phase. The Assistant County Agent left as of April 1, 1964 to accept a job as County Agent of another county leaving the entire Extension program in the hands of this agent. The necessity of leaders was intensified due to intentions of organizing community 4-H clubs. Due to entire work load being placed on one agent organizing community clubs was not attempted. The opinion was to sustain clubs now in existance until time was available to do an adequate job of organizing new ones.

Due to decision not to organize community clubs and lack of time in general, little leader training was accomplished.

School teachers who have and are serving ably as organizational leaders received some training thru a conference

with them. They are conferred with monthly also.

Two new leaders were recruited and given some training during the year as project leaders for a proposed light horse and pony project group.

II. REPORT ON PROJECT AREAS - Continued

D. MAJOR EMPHASIS AREA

1. PHASE: ORGANIZING COMMUNITY 4-H CLUBS

2. WHY THIS PHASE?

The 4-H club program in the past has consisted mainly of work with elementary school pupils thru school clubs. The county has no Home Demonstration Agent. Is more than difficult to obtain leaders that will involve themselves with school clubs should allow more and better project work particularly among girls, and a better continuation of work while in high school.

3. OBJECTIVE

To provide more learning experiences for club members through leader led 4-H community clubs.

4. PROGRESS AND ACTIVITIES

As previously mentioned, work load left by loss of Assistant Agent did not permit intended work in this area. although no new community clubs were organized much ground work was laid for future organization of such.

OTHER AREAS PLANNED FOR

(a) ORGANIZING A 4-H ADVISORY BOARD

This area was not attempted due to loss of Assistant Agent.

(b) SHARE-THE-FUN PROGRAM

After the Assistant Agent left at the end of March this agent realized that no plans had been made to that point. The program date was set and place for contest lined up. 4-H clubs were advised to prepare. During 4-H club meetings talent was previewed, but quality and quantity of participants resulted in the program being cancelled. A contest was conducted among three clubs in the Callao School.

(c) ELECTRIC PROJECT WORKSHOP

This area was not attempted due to loss of Assistant Agent.

(d) COUNTY COUNCIL

This area was also not attempted due to loss of Assistant and the decision to postpone organization of Community Clubs.

(e) 4-H JUNIOR CAMP

Early in the year the school board advised that school buses would not be available, due to a ruling by the Attorney General for transportation of 4-H'ers to camp. Although this was known 28 boys and girls registered to attend camp. Six parents were recruited to furnish cars for transportation, but by camp time the Attorney Generals ruling was re-interpreted and a bus was provided. Although mode of transportation was not

certain and another last minute situation arose twenty youngsters attended camp. The camp was certainly nothing but success.

(f) 4-H SHORT COURSE

This county had three delegates, which included a talent act, committed to attend 4-H Short Course, but summer jobs prevented attendance.

(g) CONTEST PARTICIPATION

After the departure of the assistant agent the county agent managed to spend some time coaching a girl for the electric demonstration contest. This 4-H'er competed and did well for her experience.

OTHER 4-H AREAS NOT PLANNED FOR

(a) 4-H ELECTRIC CONGRESS

This agent along with the boy and girl placing first in the 4-H Electric project attended 4-H Electric Congress at the Jefferson Hotel in Richmond.

E. COMMUNITY AND PUBLIC AFFAIRS

1. MAJOR PHASE - None

2. OTHER AREAS PLANNED

(a) R.A.D. (NORTHERN NECK REGIONAL PLANNING AND ECONOMIC
DEVELOPMENT COMMISSION)

This Agent attended as many overall Commission meetings as possible, but was mostly involved with the Agricultural Committee of which this agent serves as secretary. A county farmer Mr. James Garland was also obtained this year to head-up this Northern Neck Area Committee. The Committee had two planning meetings during the year. Areas of work set up by the Committee were: (1) Encourage increase in hog numbers and quality; (2) encourage an accelerated research program for soybeans; (3) to promote more orderly marketing of tomatoes; (4) to encourage sounder feeder calf production.

As mentioned previously in this report two tomato marketing meeting was held during 1964. Specific activities planned are: (1) a swine tour on January 15, 1965; (2) a tour of Holland swine facilities on January 29; (3) a beef tour on February 12; and (4) a market hog show and sale during July.

The county R.A.D. Forestry sub-committee also met twice during 1964. Preliminary plans for a tour followed by a barbecue during September 1964 were made. At a later meeting it was decided that the money available could be better spent

by sponsoring a series of newspaper ad-articles during early 1965.

(b) COOPERATION WITH COUNTY ORGANIZATIONS

This office aided many local organizations during the year. This office helped select the Farm Bureau Farm Family of the Year, and attended their annual banquet, helped select the Young Farmers Farm Family of the Year and attended their banquet. Programs were presented to the local Garden Club, the Ruritan Club, and to a Garden Club in an adjoining county at the request of that Agent.

Numerous request for information from school pupils was received and help given.

III. SUCCESS STORY

A. PROGRAM SUSTAINED

Although several programs planned for this year were not attempted due to loss of the assistant county agent. The work load of past years was basically completed successfully with work accomplished in most areas being greater.

The one agent available finished last years club program successfully with a high percentage of record completions, had four new farmers on record program, had an excellent number of 4-H'ers attending camp under conditions prevailing; attended a two weeks farm management course, and spent over four weeks, preparing and presenting parts on area farm management schools.

The quality and quantity of 4-H work is also being sustained with all clubs being organized in October 1964 with 305 members enrolled.

Soil samples increased by 150 and request from non-farmers are increasing.

B. FARM MANAGEMENT SCHOOL

All details of this project are mentioned previously in this report.

This agent feels that the manner conducted and attitudes of those attending make this project one of the most satisfying ventures ever involved in.

When a group of farmers are encouraged to participate in three full days of detailed instruction with homework assigned

and about one hundred percent attendance state that they would like to participate in future schools of this nature, this agent considers it quite a success.

IV. APPRAISAL OF PAST YEAR

It is regretted that so many areas with educational opportunities could not be tapped.

This has been the busiest year this agent has had since starting in Extension in 1957, not that the past years have not fully occupied time available. This agent feels that time has been better spent than in any other year. In other words, more accomplished for time spent.

This agent does sincerely regret late reports that has resulted and advises that anyone never working in a county alone heed the saying "If you haven't tried it don't knock it". Working alone is quite an experience. The help given by the office secretary on work that normally would not be hers has been commendable during 1964.

SECTION I: SUMMARY OF SELECTED EXTENSION TEACHING ACTIVITIES

(See instructions in Section I for columns A-B-C-D-E-F.)

Teaching Activities	Work Done By --					
	Home Agents A	Youth Agents B	Agricultural Agents C	County Total D	State Staff E	Grand Total F
1. Farm, home, firm and other out-of-office visits	0	53	473	526	✓	
2. Office calls	0	31	810	841	✓	
3. Telephone calls (received or made)	0	32	1227	1259	✓	
4. Newspaper articles or stories:						
a. Prepared and released directly to newspapers or magazines	0	2	10	12	✓	
b. Prepared by state office and released through county extension offices	0	1	37	38	✓	KRUCK
5. Broadcasts made:						
a. Radio	0	2	27	29	✓	
b. Television	0	0	0	0	✓	
6. Publications distributed directly to the public	0	349	1617	1966	✓	
7. Circular and commodity letters written	0	0	15	15	✓	
8. Training meetings held for local leaders:						
a. Adult work (1) Number	0	4	3	7	✓	
(2) Attendance	0	79	27	106	✓	
b. Youth work (1) Number	0	28	2	30	✓	
(2) Attendance	0	832	14	846	✓	
9. Other meetings at which agents or specialists presented educational information:						
a. Adult work (1) Number	0	0	33	33	✓	
(2) Attendance	0	0	416	416	✓	
b. Youth work (1) Number	0	0	43	43	✓	
(2) Attendance	0	0	1233	1233	✓	
10. Meetings held by local leaders:						
a. Adult work (1) Number	0	0	5	5	✓	
(2) Attendance	0	0	60	60	✓	
b. Youth Work (1) Number	0	9	9	18	✓	
(2) Attendance	0	117	354	471	✓	

SECTION II: PROGRAM EMPHASIS
 (See instructions for Section II.)

	Days Devoted By	
	County	State
	Staff	Staff
	A	B
11. Planning and management of the farm business	53	
12. Field crops, pasture, range (production and on-farm marketing)..	20	
13. Soil management	16	
14. Horticulture (production and on-farm marketing)	11	
15. Forestry (production and on-farm marketing)	6	
16. Soil and water conservation, wildlife	8	
17. Plant pathology	4	
18. Entomology	9	
19. Agricultural chemicals (pesticides, additives, etc.)	0	
20. Dairy (production and on-farm marketing)	1	
21. Poultry (production and on-farm marketing)	1	
22. Livestock (production and on-farm marketing)	38	
23. Animal and poultry health	4	
24. Marketing and utilization	9	
25. Consumer education in use of agricultural products	0	
26. Agricultural engineering	8	
27. Dwellings and equipment	0	
28. Home grounds improvement	1	
29. Planning and management in the home	0	
30. Family economics	0	
31. Home furnishings	0	
32. Clothing selection and care	0	
33. Clothing construction	0	
34. Food preparation and selection	0	
35. Food preservation	0	
36. Nutrition	0	
37. Human relations, child development	0	
38. Health	0	
39. Safety	1	
40. Recreation	1	
41. Outlook	1	
42. Community development and resource adjustment	2	
43. Manpower development, employment information	0	
44. Public affairs	1	
45. Rural defense	4	
46. Leadership development	3	
47. Extension administration, organization	0	
48. Program planning	34	
49. Supervision of extension personnel	XXXXX	
50. Inservice training received	29	
51. Miscellaneous (cannot be charged to above items)	9	
52. Total days worked (items 11-51)	274	
Of total days reported in item 52, how many were devoted to:		
53. a. Adult work	212	
b. Young adult work (ages 18-25)	0	
c. 4-H Club work	62	
d. Work with other youth and youth serving groups (within 4-H age)	0	

54. Adult voluntary local leaders assisting in the conduct of county extension work.
(Read instructions before completing.)

	Men	Women
	A	B
a. In overall county-wide extension councils or committees, community improvement work and other work not covered below	9	0
b. In adult agricultural and related fields	5	0
c. In adult home economics and related fields	0	0
d. In work with young adults	0	0
e. In 4-H Club work: (Different leaders only)		
(1) Organizational leaders	0	9
(2) Project or subject-matter leaders	3	3
(3) Other adult leaders	0	0
f. Total DIFFERENT adult leaders	17	12

HOME ECONOMICS EXTENSION WORK

55. Organized clubs or other groups continuously carrying on adult home economics extension work:

a. Number of groups	0
b. Number of members	0

56. Special audience and specific interest groups:

- a. Organized by extension and worked with in home economics extension work:

(1) Number of such groups worked with	0
(2) Attendance at meetings held with these groups	0

- b. Not organized by extension:

(1) Number of such groups worked with	0
(2) Attendance at meetings held with these groups	0
(3) Number of leaders in non-extension organized groups trained by extension during the year	0

WORK WITH YOUNG ADULTS

Work designed to meet the continuing education needs of men and women, primarily out of school, unmarried, and in the age range of 18-25. Report all worked with of this age group regardless of whether they are also reported elsewhere.

57. Extension sponsored groups of young adults:

a. Number of groups worked with	0
b. Number in such groups	Men: 0
	Women: 0

58. Number worked with through young adult programs (jointly sponsored groups, non-extension groups, and individuals not in groups). Men:

Men:	0
Women:	0

WORK WITH OTHER YOUTH

55. Number of youth (of 4-H Club age) worked with in addition to 4-H Club members 0

4-H CLUB WORK

50. Number of 4-H Clubs 10

61. Different 4-H Club members enrolled:

a. Boys	<u>141</u>
b. Girls	<u>150</u>
c. Total	<u>291</u>

53. Four-H Club members by years in club work:

a. 1st year	<u>88</u>
b. 2nd year	<u>98</u>
c. 3rd year	<u>81</u>
d. 4th year	<u>16</u>
e. 5th year	<u>4</u>
f. 6th year and over	<u>4</u>

52. Four-H Club members enrolled by place of residence:

a. Farm	<u>113</u>
b. Rural non-farm	<u>178</u>
c. Urban	<u>0</u>

54. Four-H Club members by age groups:

a. 12 years and under	<u>250</u>
b. 13-15 years inclusive ..	<u>37</u>
c. 16-20 years inclusive ..	<u>4</u>

55. Four-H enrollment in projects and activities:

(A member may be enrolled in more than one project or activity under each of the following groupings and should be counted each time.)

a. Agronomy (crops and soils)	<u>4</u>
b. Horticulture (fruits, vegetables, landscaping)	<u>33</u>
c. Entomology and plant pathology	<u>4</u>
d. Conservation (soil, water, forest, wildlife)	<u>203</u>
e. Poultry	<u>0</u>
f. Dairy	<u>0</u>
g. Beef	<u>1</u>
h. Swine	<u>12</u>
i. Other livestock	<u>0</u>
j. Engineering (include electricity, tractor, automotive)	<u>128</u>
k. Management on the farm	<u>0</u>
l. Marketing and business	<u>0</u>
m. Management in the home	<u>0</u>
n. Clothing	<u>18</u>
o. Food and nutrition	<u>6</u>
p. Home improvement and furnishings	<u>4</u>
q. Family life education	<u>0</u>
r. Personal development (public speaking, grooming)	<u>0</u>
s. Health	<u>0</u>
t. Safety	<u>25</u>
u. Recreation (include crafts)	<u>0</u>
v. Community and public affairs	<u>0</u>
w. Career exploration	<u>8</u>
x. Total enrollment in projects and activities	<u>446</u>

66. Junior 4-H Club leaders:

a. Boys	<u>9</u>
b. Girls	<u>0</u>

SECTION III: COOPERATION WITH OTHER PUBLIC AGENCIES

(Read instructions before completing.)

	Days Devoted By	
	County Staff	State Staff
	A	B
FEDERAL AGENCIES		
67. Agricultural Research Service	0	
68. Agricultural Stabilization and Conservation Service	21	
69. Bureau of Indian Affairs	0	
70. Bureau of Land Management; Bureau of Reclamation	0	
71. Department of Commerce (Area Redevelopment)	0	
72. Economic Research Service	0	
73. Farm Credit Administration	1	
74. Farmer Cooperative Service	0	
75. Farmers Home Administration	1	
76. Fish and Wildlife Service	0	
77. Food and Drug Administration	0	
78. Forest Service	2	
79. Housing and Home Finance Agency	0	
80. Rural Electrification Administration	0	
81. Selective Service	0	
82. Social Security Administration; Internal Revenue Service	0	
83. Soil Conservation Service	0	
84. Area Authorities (TVA, etc.)	0	
85. USDA Defense Board	5	
STATE AGENCIES		
86. Civil Defense (at both state and county level)	1	
87. Health Department	0	
88. Highway Department	0	
89. Commissions on: Children and Youth; Juvenile Delinquency; Aging ..	0	
90. State Departments of Agriculture and Forestry	2	
91. State Department of Education (schools in general)	0	
92. State Employment Service	0	
93. Welfare Department	0	
94. State RAD Committee	0	
COUNTY AGENCIES		
95. Soil Conservation Districts	4	
96. Vocational Agricultural and Home Economics Departments	12	
97. County or area RAD Committees	4	