

IV. GENERAL APPRAISAL OF PAST YEAR

The agents feel that the total Extension program in the county is making progress in meeting the needs of the county people both rural and urban. Extension is being called upon for organizational leadership in many county programs.

Homemakers, farmers, and industry are showing an increasing interest in better management, decision making, resource development, outlook information, and family planning. More emphasis has been placed on planned county programs which will best meet the needs of the county people and help them to help themselves in developing their resources to the fullest potential.

School to be held in 1965. He also is enrolled in the VPI Mail-in-Record program and keeps accurate records which he uses to evaluate the various enterprises in the farming operation.

He has recently helped the Farm Management Agent in Isle of Wight County to linear program his farm operation. The results from this detailed farm analysis will be used by Joe to further improve his present operation. The first analysis or program of his farm showed that returns to management could be increased by about \$7,300.00. This program will receive additional study before a farm plan for next year is made. Joe and Margaret realize the importance of this plan and future plans since they must repay the remainder of the debt against the farm and educate their three children in addition to operating and maintaining the farm.

The agents in Isle of Wight feel that they are justified in using the story of Joe and Margaret Barlow even though this farm family has not had time to make full use of one of Extension's newest farm aids - linear programming or whole farm planning. It is anticipated that results of this whole farm planning will make good success stories in future years.

III. SUCCESS STORY

Joseph H. Barlow - Isle of Wight Farmer

Joe, as he is called by his friends, is an outstanding example of the Agricultural College graduate that chose to return to farming rather than seek his fortune in some related field of agri-business.

Joe was born in 1928 and reared on a 200 acre crop and livestock farm near Smithfield in Isle of Wight County. His father was and still is, a respected farmer, and Joe inherited much of his ability and desire to succeed from him. He was graduated from VPI in 1950 with a B.S. degree in Agricultural Engineering and soon found himself back on his father's farm. He and his wife, Margaret, were married in 1952 and in 1959, they purchased a 500 acre farm on the Nansemond - Isle of Wight County line.

In may 1960, Joe and Margaret moved to their new farm and into a new home which they had built after purchasing the farm. They built a beef herd of 75 brood cows and presently keeps 100 gilts to farrow each year. In addition to the livestock, Joe has 68 acres of peanuts, 100 acres of corn for grain and silage, 50 acres of small grain and 10 acres of soybeans. He is very interested in improving his farming operation. He attended the Unit I Farm Management School held for Isle of Wight farmers in 1964 and plans to attend the Unit II

4-H AND OTHER EXTENSION YOUTH PROGRAMS

Other Areas of Work:

The following events not covered here before were educational to all those that participated:

4-H Camp - Jr. Camp - 31 (21 girls and 10 boys); 6 junior leaders

Sr. Camp - 14 (5 girls and 9 boys)

County Contest - 51 participated (includes Share the Fun)

125 attended

Achievement Program - held following County Contest

District Contest - 5 contestants

4 blue ribbon winners

Short Course - 5 girls, 6 boys

All-Star Key Awards - 2

Livestock Judging - Team 3rd in State

1 member of State team

Electric Demonstration - 1 girl, blue ribbon State contest

community clubs. These will help fill gaps so all clubs can be taken out of school next year.

II. REPORT ON PROJECT AREAS

D. 4-H and Other Extension Youth Programs

Phase: 4-H COMMUNITY CLUB ORGANIZATION

Situation:

Extension Agents are working with twelve 4-H clubs in Isle of Wight County, six of which are still in-school clubs. The in-school clubs have members who are just enrolled. Often there is not enough time in the meetings to complete the program. Parents have little knowledge of what a 4-H Club does in school.

Specific Problem:

Lack of proper environment and atmosphere for in-school 4-H Club members

Program Objective:

To increase the effectiveness of the 4-H Program in Isle of Wight County by making all clubs community clubs.

Organizational Objectives:

1. To provide community junior clubs
2. To secure adult leaders for new clubs

Progress:

1. One (1) school club was converted to a community club during the year with no loss in membership. Several parents attend at each meeting which indicates parent's support.
2. The parents were contacted before the community club was formed. Most parents attended the organizational meeting.
3. Initial steps have been taken to organize two (2) more

2. Two (2) leader training meetings were held during the year at which time the leaders received information that would be helpful in conducting their respective program in 4-H. Most leaders realize the need for additional training.
3. Several persons have been contacted with regards to assisting with the 4-H Club program.
4. Assistance of key persons in communities have been used to locate potential leaders within the community.
5. Leaders were assisted with their individual club programs throughout the year. Close contact was maintained between leaders and county staff in order to ensure an affective program.

II. REPORT ON PROJECT AREAS

D. 4-H and Other Extension Youth Programs

Phase: 4-H ADULT LEADERSHIP

Situation:

There are twelve 4-H clubs in Isle of Wight County. Six are in-school junior clubs and six are community clubs. Of this number, one in-school club and four community clubs have adult leaders. Because of the community locations and occupational activities of leaders, organized leader training meetings have not been successful.

Specific Problem:

Lack of sufficient and effective leadership

Program Objective:

To strengthen the county 4-H club program through increased adult leadership

Teaching Objectives:

1. To stimulate interest within the communities to provide assistance for the 4-H club program
2. To provide training for leaders so that they can carry out their roles

Progress:

1. Interest in 4-H Club work was stimulated in the communities by participation of the local club members. As much publicity as possible was given the club members in order to inform the public of what they were doing.

with an emphasis on nutritious snacks. Demonstrations were given by members, adult leaders or the agent each month. The 4-H'ers attended a workshop which was held at the Virginia Electric and Power Company and conducted by the home economist.

A method demonstration was held in each home demonstration club on "Nutritious Snacks and Simple Refreshments" with a stress on low-calorie ideas.

FAMILY LIFE

Outlook information was used throughout the year whenever opportunities arose. A home demonstration club program and a program for the Senior Woman's Club in Smithfield were given by the agent on family living trends.

The County Family Life chairman made arrangements to have a variety of family life references available through the book-mobile for women to read. Information on mental health furnished by the State Department of Mental Hygiene was read and discussed.

PROGRESS MADE IN OTHER PHASES OF HOME ECONOMICS:FOODS AND NUTRITION

Included in the Home Economics program for 1964, was a study of meat cookery. Eighty-two (82) women and men participated in a conducted tour of the processing division of a pork packing plant. Following the tour a demonstration was given by Mr. W. R. Backus, VPI. His presentation included which cuts for which use, tenderness characteristics, grades of meat, how to have greater variety as well as economy and how to bone a ham.

A leader training meeting on "New Ideas for Meat Dishes" was conducted by the agent and leaders. The following was discussed: Nutritive contribution of meat, meat tenderizers, new processes used - such as Pro-Ten Beef and recommended methods of meat cookery.

Representatives from each club group demonstrated how to prepare one meat dish. The recipe was selected from those submitted by each club group the previous month. The following was discussed: Which foods to use to complete the meal, evaluation in terms of cost and time involved. The leaders were most enthusiastic towards this type of training. Method demonstrations and/or luncheon meetings followed.

Requests have been made for additional study of pork cookery in 1965.

Nutritious snacks and refreshments was included in the program. Approximately 70 4-H members completed the Today's Girl project

5. As a result of 2 years of work in the rural arts program, a county-wide Home Arts Show was held. It actually was planned to include those tangible results in phases of clothing, house furnishings and foods. Visitors commented on the good quality workmanship and design. Ninty to ninty-five (90 - 95) percent of all Home Demonstration Club members participated in the event, with as high as twenty (20) articles being shown by some people. Attendance by non-club members was extremely good. The initiative and leadership shown by committee members made the Home Arts show most successful.

6. Through a survey, a list of homemakers interested in some type of training for additional income is being compiled. This will be followed up in the future by studies of opportunities and talents.

Wall Plaques Using Native Materials" and "Arrangements for the Holiday" with 95 people participating. Training in the basic art principles and better standards relating to workmanship, design, creativeness, and usefulness were stressed.

2. Method demonstrations were given by local leaders on the principles of flower arranging.

3. Community workshops on needlework were organized and taught by leaders. These included crewel embroidery, knitting, smocking and rug making.

3. A committee on the Effective Use of Leisure Time was formed. The purposes are:

(a) To encourage middle age and older women to use leisure time for worthwhile and creative activities.

(b) To teach others the skills needed to make useful wearing apparel and household articles of good design

(c) To provide opportunities to meet together for an exchange of ideas and for fellowship

Wednesday afternoons have been devoted to the work of this committee. Their meetings are very informal where they teach others those things in which there is interest. A hatmaking and remodeling workshop was sponsored by them for six Wednesdays in the fall. A request for basic clothing construction has been made for early 1965. Leaders and the home demonstration agent will be instructors. The Extension program had not previously been reaching the homemakers in this area.

II. REPORT ON PROJECT AREAS

C. Extension Home Economics

Phase: RURAL ARTSSituation:

Homemakers are seeking creative outlets for self-expression and relief from mental strain and tension. The percentage of adults 65 years of age and over has increased. In general, their home responsibilities have diminished. Requests have been made for opportunities to participate in wholesome and productive activities.

Specific Problem:

Inability to use leisure time for worthwhile and wholesome activities

Program Objective:

To have more people participate in satisfying and creative activities which will help them in being useful, happy family members

Teaching Objectives:

1. To encourage more people to choose activities which are worthwhile and meaningful
2. To provide training in basic art principles
3. To encourage more people to share their knowledge and experience with others

Progress:

1. County-wide special interest workshops held were; "Making

clothing construction

Progress:

1. The agent met with members of the clothing committee to review progress and study the county situation. Tentative plans were made for two committee groups with 5 members each. One for the Smithfield - Isle of Wight - area and one for the Windsor - carrsville - area. These groups have not met to date, however, personal contacts have been made.
2. A follow - up study was made on those people who have previously indicated interest in being trained to teach others. Because of conflicts and distances among people an Extension training session for adults who will teach adults has not yet been held.
3. In 1964, there has been better adult leader response in teaching 4-H'ers.

II. REPORT ON PROJECT AREAS

C. Extension Home Economics

Phase: CLOTHING - COMMITTEE REORGANIZATION AND LEADERSHIP
TRAINING

Situation:

The agent can not meet all the increasing requests for clothing construction. The results of a recent questionnaire showed there are some people interested in receiving intensive training and will teach others in the future. The Isle of Wight County Clothing Committee has five (5) members. These people live a good distance apart, and are not representative of the total county interest.

Specific Problem:

Lack of county-wide leadership in clothing to carry out an effective program

Program Objective:

To increase the effectiveness of the county clothing program through the re-organization of the clothing committee and through training people to teach.

Organizational Objectives:

1. To establish two groups of people serving on clothing committees
2. To stimulate interest and encourage more active participation of committee members
3. To find and train leaders who will teach some phases of

3. The agent and leaders, have taught phases of construction through individual contact with adults and youth.
4. Unorganized groups of neighbors and friends meet together to help and to share information.
5. A 4-H Make or Re-make project workshop was held during the summer. Eighteen senior 4-H members from Isle of Wight and Nansemond counties enrolled in the five day workshop. Agents and clothing leaders from both counties assisted with the instructions.

On the last day, each girl modeled the shift she had made for about 40 parents and friends.

Resulting project work indicated an increased number of garments made or remodeled by those participating.

4. To help women develop and use management practices in relation to time, space and equipment

Progress and Evaluation:

1. Clothing construction is a continuous study in the Home Economics program. Requests are being met whenever they can be scheduled. One request from homemakers for a basic dress clothing construction was conducted in April.

The workshop was set up for ~ six full day sessions. Sixteen (16) homemakers were enrolled and completed the classes.

A planning meeting was held two weeks prior to the workshop. Participants arrived at a mutual agreement as to details of garments to be constructed. Patterns used varied according to companies, but had similar construction problems. A major problem of women in each group was the inability to fit them - selves. One session was devoted to this as well as a continuous study throughout the classes.

The demonstration method of teaching was used. Each step was demonstrated and also given in printed form. Following the demonstration, those participating had a choice of returning home to sew or stay for supervision. Young women with small children could work best at home.

2. A special interest tour of a fabric shop was held. Women had the opportunity to see the new fabrics and finishes which are available, the new trimmings and notions as well as trends for fall.

II. REPORT ON PROJECT AREAS

C. Extension Home Economics

Phase: CLOTHING CONSTRUCTION

Situation:

Basic dress construction workshops were held in five communities in the county in 1963. Other communities have requested this training, as well as, additional requests for advanced training in those groups previously reached.

The women want to know how to construct professional looking garmets for themselves and for family members.

Why do they sew? Seventy-one (71) percent said for economical reasons. Their families can have more clothing and have better constructed clothing for the money.

Specific Problem:

Lack of knowledge, skills and convenience of equipment to construct professional looking garments

Program Objectives:

To improve the techniques and increase knowledge of more homemakers in order that they may construct professional looking and well fitting garments

Teaching Objectives:

1. To help women develop higher standards in onstruction
2. To provide women with training in the selection and manipulation of fabric in order to achieve desirable results
3. To help women acquire basic skills and procedures in construction

use of family income in 1965. A continuous study of new products will be made and information passed on from one homemaker to another.

for use in the care and maintenance of furnishings

4. To encourage women to evaluate on the basis of cost, durability, application and care involved

Progress:

1. Leader training sessions were conducted by an Extension Farm and Home Unit Specialist. Information was given on the care of household metals and glass and on the care of woods and metals in furniture. The characteristics of metals, woods and finishes used in furniture were studied, also what is available in supplies for the care of these.
2. Method demonstrations were given by leaders for two monthly club meetings. Information was given throughout the year which would better qualify homemakers in sound decision making.
3. Leader training and method demonstrations were given on New Products - Their Value to the Homemaker. This study gave women an opportunity to make a detailed study of products they were seeing and hearing about through daily advertising media. An evaluation of cost, ease of use or convenience features, and end results was made.
4. Method demonstrations were given on trends in interior wall finishes. A study of what is available, evaluation of cost and results was made.
5. News releases were used in a local paper.
6. Because of the interest shown and the desire of homemakers to increase shopping skills, emphasis is being placed on the better

II. REPORT ON PROJECT AREAS

C. Extension Home Economics

Phase: HOME MANAGEMENT - MANAGEMENT IN RELATION TO EQUIPMENT,
SUPPLIES AND METHODS

Situation:

Women have requested factual information on products and methods which are safe and effective to use in the care of furnishings. Available supplies and equipment are changing rapidly, (as well as the finishes being used). Over a two year period women are studying how to make the most of their furnishings through proper care. In 1963 they studied how to care for floors, carpets and upholstered furniture.

Specific Problem:

Lack of sufficient information to make sound decisions on what to use for cleaning furnishings to give satisfactory results

Program Objectives:

To have more homemakers use safe, effective methods requiring minimum effort for the care and maintenance of furnishings

Teaching Objectives:

1. To help women develop the habit of finding out characteristics of materials used in furnishings - such as woods, metals, glass, wall finishes
2. To help women understand the ingredients and chemicals manufacturers use in supplies and why these are used.
3. To assist women in becoming familiar with what is available

Cooperation with State Department of Agriculture

Cooperation with Chemical Industries

Other fields of work that agents worked in during the year, but not to the extent as the ones in which detailed plans were submitted:

Pathology
Entomology
Agricultural Engineering
Soil and Water Conservation
Rural Civil Defense
Rural and Urban Resource Development
Agricultural Planning
Agricultural Economics
Horticultural Products
Farm Labor
Meat Packing Industry
Lumber and Wood Working Industry
Cooperation with Farmers Home Administration
Cooperation with Production Credit Administration
Cooperation with Local County Farm Organizations
Cooperation with County Cooperatives
Cooperation with Agricultural Stabilization Conservation Service
Cooperation with Soil Conservation Service
Cooperation with Soil Conservation Peanut District
Cooperation with Peanut and Hog Growers Association
Cooperation with Commodity Credit Corporation
Cooperation with Division of Forestry
Cooperation with United States Department of Agriculture

4. Follow through and make sure farmers apply these practices in the correct way.
5. Work closely with the Extension Livestock Committee and other Agricultural workers in an effort to promote and carry out a program that would best meet program objective

Progress:

1. County meetings were held to explain the program in general.
2. A county baby beef show and sale was held.
3. The use of balanced rations was stressed to promote this project.
4. The development of improved marketing facilities and fat cattle sales were stressed.
5. The use of corn crops, corn stalks, and peanut hay as a means to market waste products and silage as a cheap source of forage was stressed.
6. There is a great deal of interest in this project and farmers, demonstrators, and livestock committees plan to continue work in this area.
7. The development of feed rations for many farmers encouraged this project and has shown good results.
8. Farm visits, office visits, circular letters, young farmers meetings, news articles, culling demonstrations, and bulletins as well as other means of the communication media were used to stress the importance of this project.
9. A county farm management school was held to further focus attention on this project and explain the economic principles involved.

II. REPORT ON PROJECT AREAS

B. Marketing and Utilization of Agricultural Products

Phase: MARKETING BEEF CATTLE - MARKETING LOW COSTS AND WASTE FORAGE

Situation:

Isle of Wight County is an excellent grain producing county. Yields are high and cost of production is relatively low. However, some forage is presently being produced and is not marketable such as peanut vines, corn stalks, and cover crops. Excellent markets exist for fed cattle. Feeding out some cattle would better balance the livestock economy in the county.

Specific Problem:

There is a need for better culling practices, better herd sires, disease control, better sanitation and management practices. Farmers lack knowledge and skills in cattle feeding operations.

Program Objective:

To encourage farmers to eradicate diseases, practice a rigid culling program, select better type herd sires, follow recommended sanitation and management practices. Assist farmers in marketing corn and forage through livestock.

Teaching Objectives:

1. Increase awareness among farmers that they can market low cost, low value and waste forage through cattle.
2. To teach farmers in developing knowledge and skills for breeding cattle.
3. To assist farmers in acquiring a better understanding of the recommended management practices to be followed.

3. The circular was distributed to all dealers.
4. A tour in the county was held of some existing facilities.
5. Dealers and farmers were informed of services and programs available such as Market News, loans and grading.
6. Extension Agricultural Engineers and Commercial Engineers worked with commercial facilities and farmers with curing and drying problems.
7. Held 9 county meetings to explain Aflatoxin Situation and use of Pneumatic Sampler. These were educational meetings to explain in detail the new method of sampling.
8. Cooperated with ASCS on field day tour and explained the educational aspects of new marketing system this year.

II. REPORT ON PROJECT AREAS

B. Marketing and Utilization of Agricultural Products

Phase: PEANUTS - COMMERCIAL CURING AND MARKETING

Situation:

Approximately 40 percent of the peanuts in the county are cured artificially either commercially or on the farm. More than 50 percent would be cured if facilities were available. Many farmers indicate that they prefer having peanuts artificially cured in a commercial drier rather than invest in drying facilities themselves. Business men and business concerns are reluctant to expand or construct sufficient facilities for curing all of the peanuts farmers wish to have cured artificially.

Specific Problem:

Not enough commercial drying facilities to meet the demands

Program Objective:

To increase artificial peanut curing facilities available to farmers for commercial custom curing by at least two commercial driers

Teaching Objectives:

Assist farm supply dealers and business men; 1. To understand farmers needs in processing and distributing peanuts
2. To assist farm supply dealers and business men in increasing curing facilities

Progress:

1. A county survey was conducted throughout the county to determine just how many combines and drying facilities existed.
2. Guides were distributed to dealers with driers and the cost of drying facilities was explained.

Progress:

1. Since the intensified Mastitis program has been initiated in the State and County, dairymen have been visited and the agent feels that the control and prevention of Mastitis is better than it has been in this area.
2. Circular letters, news articles, news releases, farm visits, office visits, telephone and other means of the communication media were used to promote the Mastitis Prevention and Control Program.
3. The dairy calendar was distributed to all dairymen and displayed in a very conspicuous place where the laborer that actually does the milking can see it.
4. All dairymen in the county received the monthly mastitis control circulars.
5. The Extension dairy committee worked as a team to reduce the percentage of mastitis infected cows in their own herds and personally contacted other dairymen in an effort to reduce mastitis.
6. All dairymen were visited periodically and the material on mastitis control was reviewed.
7. The proper management practices to prevent mastitis in a herd was presented by the agent to young farmer's groups and at every other available opportunity.
8. The proper recognition to the entire dairy program was given during National Dairy Week in the county.

II. REPORT ON PROJECT AREAS

A. Agricultural Production, Management and Natural Resource Development

Phase: DAIRY - MASTITIS CONTROL

Situation:

At the present time we have seven (7) farmers selling Grade A Milk in Isle of Wight County. The number of cows are increasing in the herds in the county. However, many of the Grade A producers should concentrate on reducing their total number of head in the milking herd and replace low producing cows in order to improve their efficiency. It is estimated that Mastitis is costing the dairymen of the county a great low per year in milk, drugs, veterinary service and damaged animals.

Specific Problem:

Better dairy management, proper culling of cow herds, improve quality of milk, the use of better herd sires, and Mastitis control and problems in the area.

Program Objectives:

To raise the production of milk per cow, reduce Mastitis and make the farmer more efficient to insure a greater return on his investment.

Teaching Objectives:

Assist dairymen and those who milk the cows:

1. Proper culling of herd
2. Acquire a better understanding of the recommended milk practices.
3. To acquire skill in applying these practices.
4. To assist and follow through to be sure dairymen are applying these practices skillfully and in the right manner to achieve or obtain the best results.

2. Seven (7) method and result demonstrations were conducted throughout the county.

3. Personal contacts, circular letters, news articles, publications, and bulletins as well as other means of communication were used to promote this program.

4. A tour was held in the county and one out of the county to give farmers a chance to see the proper management and recommended practices in actual use. This was very successful.

5. There is a definite increase in the number of feeding floors, farrowing facilities, and lagoons in the county as a result of work being done on this program. There is also an improvement in efficiency among swine producers in that larger litters are being weaned and better feed conversion ratios are being used.

6. Talks to young farmers groups were used to stress the need for improvement in management practices on this project.

II. REPORT ON PROJECT AREAS

A. Agricultural Production, Management and Natural Resource Development

Phase: SWINE - FARROWING AND FEEDING FACILITIESSituation:

In 1960 there was a total of 40,000 hogs on farms in Isle of Wight county. The number of sows is estimated to be 4,800. The average number of pigs raised per litter is about six. The average feed conversion is about 4.8. There are 51 improved farrowing facilities and 39 feeding floors in the county. The remainder of sows farrow in make-shift farrowing pens, in the woods, etc. There are two lagoons now in the county.

Specific Problem:

Lack of adequate farrowing facilities, proper feeding floors and lagoons

Program Objective:

To improve hog farrowing and feeding facilities in the county, thereby increasing the number of pigs raised per litter and reducing the feed conversion figure, also to establish lagoons where needed

Teaching Objectives:

1. To teach farmers the value of proper housing for hogs
2. To assist farmers in acquiring knowledge in proper construction of farrowing facilities, feeding plans, and lagoons

Progress:

1. A county farm management school was held to present educational information and data relating to the swine enterprise in general and to further focus attention on the project. The economics of feeding, marketing, and management were explained.

improved efficiency as well as being good conservation measures where erosion was a problem. Also it was observed that farmers could plant earlier and conserve moisture by the use of minimum tillage practices.

4. Talks at young farmer's meetings were given to stress this project.

5. A county tour was held to observe and evaluate this practice and provide educational training for county people.

6. News letters, news articles, farm visits, office visits, and circular letters as well as other means of the communication media were used to encourage farmers to use cultural practices involving minimum and reduced tillage on corn and soybeans.

7. Color slides were developed to be used at other educational meetings to provide training on this method of cultural practices on corn and soybeans.

II. REPORT ON PROJECT AREAS

A. Agricultural Production, Management and Natural Resource Development

Phase: CULTURAL PRACTICES FOR CORN

Situation:

Farmers in many areas are over-tilling their soil causing soil erosion, compaction, additional weed problems, and unnecessary operations. The adoption of improved practices will reduce production cost and aid in improving production efficiency.

Specific Problem:

Excessive tillage in seed bed preparation and crop production

Program Objectives:

To increase the use of cultural practices involving reduced tillage and wheel-track planting of corn.

Teaching Objectives:

1. To make machinery and chemical suppliers and farmers aware of the cultural practices involving reduced tillage and wheel-track planting of corn.
2. To train farmers in procedures for reduced tillage and wheel-track planting of corn and the advantages and problems involved with the adoption of this practice.

Progress:

1. A county field day demonstration was held to introduce minimum and non-tillage to further focus attention on this project.
2. Seven planting demonstration and result demonstrations were conducted this year to carry out the program.
3. A survey was conducted to find out how many farmers used this new practice and it was found that production cost was decreased by this

3. Worked with six (6) farmers who wanted to start or expand drying facilities.
4. Circular letters were written and sent to farmers giving pertinent information about the peanut drying program and announcing events occurring during the year.
5. News stories, articles and releases were written and released to the local papers.
6. The Agronomy Committee assisted in developing plans for the peanut drying program.
7. Farm visits, office visits, and other means of the communication media were used to explain the program and to accomplish designated goals and objectives.
8. A team of cooperators, implement dealers, Extension Engineers, Agents, and key demonstrators was organized to better promote the program.
9. A survey of dealers, loan agencies, and buyers has been completed to determine the number of artificial curing facilities that have been established and farmers with large acreages are convinced that this is an improvement and it is an economically justified method over the stack pole method.
10. Educational emphasis was placed on this program at County Farm Management Schools and young farmer's meetings and also County Peanut Meeting and every other available opportunity.

II. REPORT ON PROJECT AREAS

A. Agricultural Production, Management and Natural Resource Development

Phase: PEANUTS - ARTIFICIAL CURING ON THE FARM

Situation:

There is not sufficient competent labor available at harvest time to harvest the peanuts for stack pole curing at prices the farmer can afford. Many farmers can harvest more economically with the use of mechanical equipment such as combines. With the artificial curing methods farmers can save time, and often increase yields substantially by not handling the peanuts as often or exposing them to blackbirds for so long a time.

Specific Problem:

Excessive labor requirements and high cost in harvesting peanuts by the stack pole method

Program Objective:

Reduce the cost of harvesting peanuts and at the same time maintain quality

Teaching Objectives:

- Assist peanut farmers: 1. To better understand economic advantages and all the facts involved in harvesting and curing peanuts artificially
2. To acquire knowledge and skill in artificial curing

Progress:

1. Peanut guides were distributed to every farmer in the county who operated drying facilities.
2. A county survey was conducted to determine how many farmers owned combines and drying facilities.

demonstrators to discuss and encourage them strongly to advocate rootworm control at every available opportunity.

8. The agent made talks at young farmer's clubs throughout the county and used bulletins, publications, news articles, news releases, farm visits and office visits to stress the importance of the control of the rootworm.

9. As a result of the emphasis placed on the control of the southern corn rootworm 12 farmers (selected at random), peanut buyers and commercial driers were contacted and questioned to determine and compare damage due to rootworm infestation. There is conclusive proof that the damage is less severe this year over last year. The objectives of this project have been carried out and farmers net income higher.

Teaching Objectives:

Give assistance to peanut farmers, both landlords and tenants:

1. To acquire a better understanding of recommendations for controlling rootworm and nematodes
2. To learn the methods of applying chemicals (pesticides and insecticides)

Progress:

1. All peanut growers in the county received the latest information available on corn rootworm control.
2. News articles and news releases were written and run in local papers to emphasize the importance and value of controlling the rootworm.
3. An agronomy school was held for farmers, dealers and professional workers in the county and the control of the rootworm was emphasized.
4. A pesticide school was held jointly with another county for chemical dealers, custom operators and professional workers to emphasize the importance of the proper management practices to eradicate and control the rootworm.
5. Four (4) circular letters to all farmers and dealers in the county were written to urge them to control the southern corn rootworm.
6. The agronomy committee planned a well rounded program that would control the rootworm if farmers would follow recommendations and practices set forth.
7. Individual contacts were made with farmers dealers and last year

II. REPORT ON PROJECT AREAS

A. Agricultural Production, Management and Natural Resource Development

Phase: PEANUTS - CONTROL OF THE SOUTHERN CORN ROOTWORM

Situation:

Peanut acreage in Isle of Wight County in 1940 was 20,604 acres with a yield of 1,297 lbs. The yield trends have increased continuously and since 1950 county yields have been 2,000 lbs. average and above, except for the year 1954, which was an unfavorable season. The corn rootworm began to show it's toll in 1959 when it knocked the yield down to 2,143 lbs. which was quite a drop from the previous high yield in 1952 of 2,490 lbs. Each 100 lbs. reduction in yield reduces the farmer's income of \$10.00 at 10 cents per lb. In two years the yield has dropped about 450 lbs. which is a \$45 reduction per acre. The county acreage of 16,000 would amount to the total of \$720,000. The county agronomy committee was concerned about this loss to county peanut farmers. The committee suggested the agents give this project high priority. At the time this plan was written 1963 accurate yields were not known.

Specific Problem:

A high degree of rootworm and nematode injury on peanut farms in the county

Program Objective:

To reduce infestation and control the rootworm and nematode in peanuts in the county, thereby increasing the net income over 90% of the farmers in the county.

Program in the county.

10. Talks were given at young farmer's meetings, field days, and tours to emphasize this project.

secretaries and farmers in Isle of Wight, Surry, Nansemond, Brunswick, and Sussex Counties this year. Instruction and training was given in setting up beginning inventories, closing out records, coding, and analyzing the farm records and business, linear programming, and budgeting all in an effort to strengthen the Farm Management Phase and the total Extension Program in those counties named above.

6. Two (2) farms in Isle of Wight County were completely linear programmed this year in an effort to make adjustments to make maximum efficient use of all resources.

7. Since the production of feeder pigs and cooperative marketing of both feeder pigs and calves is a growing enterprise in our county, all of the farm management principles that apply to these enterprises have been discussed at length and made available to producers through every means possible in an effort to acquaint them with the mechanics involved in these two (2) enterprises to help them become more efficient producers and better managers to stay in business and keep their part of our farming economy growing in our county.

8. Eight (8) soil sample pick up stations were located at strategic points (local county stores, feed and fertilizer dealers) throughout the county to encourage more farmers to use this service and also to facilitate faster service on their samples. There were 639 more samples submitted this year than there were in 1963.

9. Farm visits, office visits, circular letters, bulletins, and publications, news articles and releases as well as all means of the communication media were used to emphasize the Farm Management

program this year. All six (6) of these farmers have been coding their own records since January 1, 1964. All six of these farmers received an individual analysis of their farming operation and many of them made adjustments in their operation based on this analysis in an effort to be better and more efficient managers. Due to quota limitations these 6 farmers will participate in the program for the coming year.

2. Twenty-four (24) farmers in Isle of Wight County received training in Farm Management this year; some a great deal more detailed than others, but the purpose of this training was to make them more aware of the changes that were taking place and aid them in an effort to cope with their particular situation at hand. Many of the principles of farm management were explained and put to use on their farms.

3. A Farm Management School was held for Isle of Wight farmers this year jointly with Surry County farmers who were interested in receiving training and instruction on the various phases of farm management. Seventeen (17) farmers attended this school from Isle of Wight County. The purpose of this type of workshop was to actually give them a chance to apply these principles to their actual situation and receive a better understanding of farm management as a whole and what it could mean to them as a farm operator. The participation and comments from these farmers were excellent and they requested more of this type training in the future.

4. Farm Management work was conducted with Extension Agents, Extension

the county.

2. Have 100% participation in coding their records this year.
3. Analyze and study each farm on the mail in records program and as many others as possible and make suggestions and recommendations that will better use all available resources.
4. Assist with and supervise all phases of Farm Management Program in the county.
5. Assist with instruction on all phases of Farm Management Program in educational school in my county and other counties in my district as requested.
6. Have 15 farmers from all areas of county attend Farm Management Educational School.
7. Have 3 farmers in my county keep detailed enterprise records this year.
8. Have 5 farmers in my county consign feeder pigs and cattle in organized sales this year that have not done so in the past.
9. Work with Rural Area Development Program in every way possible to strengthen the total Extension Program in the county.
10. Encourage all farmers in the county to keep and maintain better farm records and make the best use possible of them.
11. Assist the local farm agent in my county with the total Farm Management Program he is working with and give him specific instructions on coding and closing out and analyzing records.

Progress:

1. Six (6) farmers participated in the VPI Electronic Mail-in Records

II. REPORT ON PROJECT AREAS

A. Agricultural Production, Management and Natural Resource Development

Phase: FARM MANAGEMENT

Situation:

Farm Management will be one of the programs that will receive special emphasis in Isle of Wight County in 1964. The Farm Management program will provide the necessary requirements for making good sound management decisions relative to the farm operation and family life of farm families. The program will be directed toward providing farmers with the information, training, and tools necessary to help them in making and carrying out sound business management decisions for the achievement of designated family goals.

Specific Problem:

Reduced net farm income and also very few farmers have enough accurate information or data relating to their farm business to base a sound farm management decision on.

Program Objective:

Have more farmers keep better records and analyze their present farming operation to determine areas to improve their efficiency in an effort to raise the farm income and improve their standard of living. Help farmers study their situation, determine alternatives, set objectives and goals, formulate a plan of action, make periodic adjustments and follow through to reach objective and goals.

Teaching Objectives:

1. Continue to work with all farmers on the Mail in Records Program in

I. INVOLVEMENT OF LOCAL LEADERSHIP IN PLANNING AND CARRYING OUT THE
EXTENSION PROGRAM

The people of Isle of Wight County have been involved in planning and carrying out the total Extension program for the county.

Special interest committees as well as the regular Extension committees have played a very vital and essential role in developing and carrying out the goals and objectives of the 1964 program. 4-H Club meetings, activities and events were conducted by the assistance of adult volunteer 4-H leaders. Leadership is growing in the county, but continues to need development and training. Leadership in general is good but, there is definite need for more qualified leaders.

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ANNUAL NARRATIVE REPORT

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1964

Isle of Wight

County