

VIRGINIA

DISTRICT CO. AGTS.
Bruce-Quisenberry-
Shackelford

ANNUAL REPORT

1927

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NARRATIVE REPORT

OF

J. G. BRUCE, DISTRICT AGENT

FOR

1927.

COUNTY AGENT WORK

I. ORGANIZATION OF EXTENSION WORK IN COUNTIES.

1. With reference to organization, we have made but few changes since last year. Those which we have made have been an increase in the 4-H Club organizations, County Rallies, etc., and we have started Community Organizations in two counties; have practically completed four Organizations in Halifax County, and partially started two in Pittsylvania.
2. We have received the usual amount of assistance from the State Club Agent and his assistant in the Club work, but our Community Organization work has largely been sponsored by the local people and the County Agent.
3. With reference to the development of the community program of Extension work, will say that we were making some headway in Albermarle County in the beginning of the year, and I guess that work is going on better, since we have appointed a young, aggressive agent in that county and the job of the District Agent has been changed over to Mr. W. C. Shackelford, whose home is in that county.

Nelson County has made considerable progress in two or three places, especially at Montaballa, which probably has done the most outstanding work of any of the communities, while something has been accomplished at Fleetwood, Nellie's Ford, and two or three other points. The work has not developed as much with reference to a community center in Amherst as we had hoped for it to do, however, they have made some progress. Campbell County, having lost its agent, has not kept up its community work in some particulars, but the community idea that had gotten on foot in that county continues to prevail, most especially in the use of pure bred dairy sires, eleven (11) or twelve (12) of which are placed in community centers. The unified program of work, which Mr. C. L. Chambers of the Washington Office, the District Home Demonstration Agent, the District Agent, the Home Demonstration Agent, and the County Agent got on foot in Campbell County had the ear marks of making considerable progress, but after the Board of Supervisors failed to make the appropriation of course, the county agent work lagged behind.

Prince Edward County got started in well with the unified program of work for each community, but this got a set back, first, by the Home Demonstration Agent having a nervous breakdown just about the time they got started, and losing out for a good while, and the next drawback was the resignation of the County Agent, Mr. R. B. Crawford, who has engaged in commercial business in Farmville, however, we are making some progress with the present County Agent, Mr. Striplin, and Miss Alverson, the Home Demonstration Agent, and we are hopeful of getting the community idea going good in that county. Mr. C. L. Chambers of the Washington Office

gave us some very helpful instruction, and spent several days in helping to set up the plan of work in Prince Edward County.

Appomattox, Buckingham, Charlotte, Fluvanna, Goochland and Culpeper have made some starts in this line of work, but the County Agents have had to serve along so many lines and have done such enormous amount of personal service work that they have not developed any community organizations to the extent that they would continue the work if the County Agent were to drop out, and another drawback for this, is that there are no Home Demonstration Agents in these counties. Henry County has made some progress with three or four communities, but they are seriously handicapped there on account of the large percent of the best people, who own the lands of Henry County, have moved into town and left the farms in the hands of very poor tenants. Not only is it true that the best people, who own the lands have moved into the towns, but, also, the very best laboring people have moved into Martinsville and Schoolfield to work in the factories rather than continue to work as tenants, because owing to the prices that they have received, most especially for their tobacco for a number of years, and other farm crops, they could make at least double as much working in the factories, and could, also, find jobs for the greater part of their families. Notwithstanding all of these handicaps, I believe we will get some very good work done in two or three communities in Henry County.

4. With reference to the development of the work of county projects of special committees in dairying, poultry, etc., will say that we have a Cow Testing Association in Culpeper County doing fairly good work. The County Agent, the dairy committees and the Cow Testing Association have succeeded in placing quite a number of pure bred dairy sires. The County Agent and the State Department of Agriculture have given excellent service in co-operation with the two creameries in the Town of Culpeper and the two cream receiving stations in getting the dairymen to produce a higher grade of cream, and the agent has done a good deal in helping to get the dairymen to feed better. The Maryland-Virginia Milk Producer's Association, to which four-fifths of the milk shippers of Culpeper County belong, in co-operation with the County Agent have done a great deal of educational work for the general benefit of those connected with the dairy business. The Cow Testing Association in Campbell County has lost out, or lost out at one time, but it could have been reinstated again this fall, but for the fact that no agent was on the job. The Cow Testing Association in Southside Virginia, which had members in Charlotte, Prince Edward, Buckingham, Cumberland and a few counties in Mr. Farrar's territory, also, dropped out, which was a great disappointment to our agents and others interested. The meeting of the State Dairy Association at Farmville last February was very educational to those people and their boosting of the dairy business has encouraged those people considerably. They are now producing twice as much milk and butter fat as they were three years ago, and the creamery located at Farmville has steadily grown and is making good. The cow testing work was coming on nicely in Albemarle County last Spring when I discontinued the work in that County, and I feel sure that it has made greater strides this fall, in fact Charlottesville is beginning to be a good milk market, and they are producing a large quantity of butter.

I am sorry to report that the poultry work has never been organized as closely as I feel it should have been, however, I believe that our agents have done more work in introducing pure bred poultry on the farms in my territory and getting the poultry properly housed and fed than in

any other single commodity with which they have worked. I do not have the figures at hand as to the number of modern poultry houses they have planned this year, nor do I have the figures of the number of flocks they have culled, not the number of poultrymen they have influenced to feed balanced rations, look after the sanitary side of the poultry, etc., but I am satisfied that their efforts in this work are far reaching. Just a few years ago there were no hatcheries in my territory, while we now have five or six commercial hatcheries and the agents have been active in assisting those in charge of the hatcheries to purchase their eggs from the very best flocks in their community and in a number of counties the agents have gotten the poultry people to have their flocks certified. More of this work will be done this Fall than ever before.

5. The county program development has not grown sufficiently to enable me to give a typical example that would be satisfactory to me or as I see it, would be of any great value to others in the extension work.

II. SUPERVISORY PROGRAM.

1. So far as has been possible, I have endeavored to work with the Agricultural Advisory Committees in thirteen of my counties. An outline of these Agricultural Advisory Boards was given in my 1926 Narrative Report. It has been very hard to get these Boards to meet as often as it has been necessary, therefore it has necessitated a good deal of effort on the part of the County Agent and the District Agent to get across to these organizations the information that was necessary to be in their hands to enable them to look after their part of the work in the way that they should for the good of their county and communities. Notwithstanding the above difficulties, it is gratifying to say that the members of these Agricultural Advisory Boards have given us reasonably good support when we visited them in person and have not failed at any time to give us their views on the work that we were undertaking to get across and as stated in the 1926 Report, we feel that we have done our utmost to cast the responsibility upon these Boards to that extent that they should realize that they were responsible for the work which we were trying to get done and I cannot say that we have accomplished as much in this line as we felt we were going to accomplish, or in other words we have not accomplished what we should have.

Your District Agent has felt keenly that it was his duty to see that every County Agent had a definite plan, which he can say they had in every county, and then your Agent has felt that he was largely responsible for getting that plan of work carried out and he feels that his agents have in many instances carried out their plan well, and others have far exceeded their plan, and in others have not quite come up to the goal that was set.

With the assistance of Mr. C. L. Chambers from the Washington Office we made an untiring effort to get the unified program of work set up in Campbell and Prince Edward Counties. I believe the work that we have done, although, it has met with many obstacles; in one county Board failed to make the appropriation, in the other, as stated above, the County Agent tendered his resignation, and another was put on to fill his place. Yet, notwithstanding all of this our work will bring forth fruit in the future.

2. Just a few words about office organization, records, reports, etc., The offices occupied by the County Agents have been secured by the District Agent and the County Agents in the Counties of Nelson, Amherst, Henry, Pittsylvania, Halifax, Charlotte, Prince Edward, Buckingham,

Goodland and Appomattox. We have steadily made improvements in these offices and office equipment. The counties which have no public offices at this time are Culpeper and Fluvanna, but I am getting the promise of a new office in the near future in Culpeper, either in a part of the annex to the Court House, which is under construction, or in the Municipal Building. The office in Prince Edward has been moved into the Municipal Building. The office in Chatham will be moved from the Court House to the Municipal Building by the first of December. All of these will be better equipped than the old. I am still working on the Fluvanna proposition. We have established a filing system with the assistance of Mr. C. L. Chambers from the Washington Office in Charlotte, Prince Edward, Halifax, Amherst and Appomattox, and I am planning to extend this filing system to Nelson, Pittsylvania and Henry; I am, also, very hopeful of getting it in Culpeper, Fluvanna and Goodland. These filing systems have saved a great deal of time for the County Agents and have been a big help to them in their work. They have, also, helped me a great deal and have enabled me to find little things that I am called upon to look up at any time that I get into their offices. The equipment in the County Agent's office in most places consists of desk, typewriter, the usual amount of government stationery, etc., chairs, filing cases, bulletin filing case, and in some offices a mimeographing machine, and a few other things which belong to the agent individually; some few have moving picture machines, etc.

3. With reference to maintenance and training of personnel, we work steadily on this through the year, going from one thing to another, and we always try to keep from two to three assistant agents in each territory working them where they are most needed, that is working them where the County Agents are most crowded with their work, at the same time keeping an eye to the necessity of having these agents get their training from agents who are capable of giving training. The District Agent calls on them and goes to the field, going from one demonstration to another, tackling one proposition after another and then he goes with them in the office, working there, so as to acquaint them with our views of extension work, both in office and field.

4. As stated in my 1926 report, our Director, Assistant Director, Specialists, District Agents and all other farm leaders in Agricultural work of any kind, together with some of our best business men and bankers have worked out a long time program as a guide for our work and our Director, Assistant Director, Specialists and District Agents are constantly furnishing the County Agents with subject matter relative to their plans and helping them in every way they can to rearrange and replan, so as to meet the changes that naturally arise. After we have done this, the County Agent and the District Agent, have to finally make a definite plan, which is to guide the County Agent in his activities for his individual county, and which plan is largely drawn according to the idea of the Agricultural Advisory Board and the Board of Supervisors. After we have gotten these plans thoroughly before those who are most interested in our work, we endeavor by publication to get them before the general public.

5. Subject matter assistance is furnished to the County Agents by the Director, Assistant Director by first finding out from the District Agents on just what subjects they think the County Agents should have more information; then the District Agent discusses these matters with the County Agent, and when the Director holds the annual meeting at the State College,

where they have a faculty to teach the County Agents, preparing a program to cover the subject matter most generally needed. The agents attend the meeting and each takes the subject which is most necessary for him to have.

6. First, I will say that the Extension Division has its extension editor and the Director, Assistant Director, State Agent and all of the Specialists write articles for the "Extension News" and the daily press. In most cases the County Agent has a column or two in the county news paper, others write articles at different times, sometimes several articles for the same issue. As a general thing the county news papers co-operate nicely. The "Extension News" in addition to the articles written as specified above by the Director, and others carries articles such as clippings from the county news papers, and things of special interest from the weekly field reports; they, also, carry any number of Articles from the 4-H Clubs, about the short courses, club rallies, etc.

IV. PROJECT ACTIVITIES AND RESULTS.

1. We arrange for an intensive campaign on the part of the County Agent on the subject of soil improvement. The County Agent and the District Agent secure the very best information that our State College has and uses the professor of Agronomy in as many places in meetings about over the State as it is practical for him to attend. In addition to this, we use our Extension Agronomist and his assistant throughout the entire year.

We have made wonderful progress in getting our lands limed and getting the farmers to adopt a systematic rotation of crops with the use of legumes, better and more timely cultivation. I believe that this has been as well demonstrated in our State during the time that we have been connected with the extension work as it was possible for us to have done.

2. Our farm crops have been studied, first, through the Crop Improvement Association we have attempted to get the farmers to use the very best tested seed available, next, we have tried to arrange our crops to suit the soils and markets according to the various localities in which we were working.

3. All of the agents have given considerable attention to horticultural work; all, of course, have had to arrange their horticultural work to fit the counties and localities in which they were laboring. Better gardens, more and better small fruits and home orchards have been stressed in all counties. The counties interested in commercial horticulture have claimed a great deal of the agent's attention and they have endeavored through their connection with the extension horticulturist and the State College to work out plans for cultivation, planting, fertilizing and spraying, and they have arranged a spray calendar which is figured out by the extension and college horticulturists and sent directly to the County Agents, who in turn mail them out, notifying the people of the kind of spray to use and the time for it to be applied. In addition to this through the co-operation of the Bureau of Markets of this State, we have established State grading and packing of apples and we have made a very satisfactory beginning in this work.

4. We are, also, doing some forestry work in co-operation with the State Forestry Department and their District and local workers. They have taught forestry among the club members and to as many of the adults as felt interested and gave them an opportunity to assist them in that work. A large part of their effort has been care of the coming forest, thinning

out, and trying to work the fire wardens and by connected efforts as to reduce the forest fires, however, in some instances we have done a little re-forestation work by planting out some forest on land that needed to be re-forested.

5. Animal husbandry in some of our counties has claimed much of the attention of the agents and they have done good work in the introduction of pure bred sires, some pure bred dams, grading and culling of many of the grade dams, better feed and housing and introducing of more permanent pastures. This work has been largely confined to the dairy, beef cattle, sheep, swine and poultry, though a little has been done in the introduction of pure bred stallions and jacks.

6. Rural engineering work has been pushed in four or five of the counties in my territory, namely, Charlotte, Halifax, Pittsylvania, Henry, Campbell, and Prince Edward, and their efforts have been largely confined to terracing and drawing plans for buildings, also, in making surveys to put water into houses and barns, etc.

A detailed report of this and many other of the activities of rural engineering can be gathered from the County Agents' reports.

9. Rodents, predatory animals and birds. - A little work has been done along these lines, but I will not attempt to make any note of it, because I am not thoroughly posted as to what has been accomplished.

10. Agricultural economics; including farm management, marketing, etc. - We have heard a great deal about this, have talked a great deal about it, have attended meetings where agricultural economics has been explained, have studied the farm account books, which have been gotten out by the Department of Agricultural Economics, have talked with many of those who have tried to keep them and to make a frank statement about these farm account books, I will say that they are too complicated for our farmers to keep with any degree of satisfaction to them and they have to blunder along in the dark, and finally get an expert to check them up. I am prone to believe that if we ever get farmers to keep books on their farm operations that they will have to be made equally as simple as the merchant's account books are, or but little will be accomplished from their farm accounts.

With reference to marketing, I might say that the biggest thing that has been done in this line has been that of standardization and I think the Department of Agricultural Economics and Marketing is doing a considerable amount on the subject of grading and standardization.

IV. OUTLOOK.

1. As I study the work of the past and review the developments which have been made through the efforts of the County Agents, I am more favorably impressed with the demonstrations which have been given through the club boys and girls and the men and women of the farms in the way of real demonstrations. I am annoyed very much by the County Agents suffering themselves to devote too much time to personal service work, but on the other hand, I can see more accomplishments from the definite demonstrations given on the farm through the club members or the adult demonstrators, where they work in such a way as to show the real results by demonstration, then for the agent to take the accomplishment of the said demonstrator and carry it to

others. The outlook for real demonstration work in my judgment is better now than it ever has been, but I am strongly of the opinion that notwithstanding the number of meetings and the multiplicity of things that are thrust upon the agent, he must stick to the demonstration idea and locate demonstrators all about over his county in such a way as to add strength to every project that he has attempted to work in that county.

2. I am planning to go strong for club work in my supervisory program for 1928, and in addition to that to go strong for adult demonstrations, to have the agents to assist in as many ways as they possibly can the work of grading and standardization of the various farm commodities, which are to be marketed and then to help the marketing specialists in the way of getting the necessary information with reference to the markets, time of shipping, how to ship, and so on.

3. We are planning to stress the community organization in just as many counties as we can, and while we feel that a great deal of this work must be drawn from the leaders in their various communities, and that they must feel that it is their organization and that they have fostered it, and are devising plans by which it can be worked in a more satisfactory way; at the same time we will appreciate all of the assistance that we can get from the Federal Extension Office and from the specialists in rural organization in helping us to lead the people of the several communities up to a place of organizing and getting them to work together.

4. This community plan of organization will be pushed during the year 1928 in the following counties: Halifax, Henry, Pittsylvania, Charlotte, Prince Edward, Appomattox, Fluvanna, Nelson, and Amherst, and we may be able to do something in the balance of the counties, but we have enough interested in the above named counties to justify us in saying that we shall accomplish something in the community organization work in the year 1928 in the counties mentioned above.

Statistical Report of J. B. Bruce, District Agent.

December 1, 1926 - November 30, 1927.

1. Number of agents in territory 14 (had 16 in beginning of year)
2. Number of visits to agents 161
3. Number of visits to demonstrators and club members 291
4. Number of visits to other farmers 38
5. Number of visits to business or professional men 53
6. Number of visits to schools 0
7. Number of visits to counties where there are no agents 7
8. Number of boards of supervisors met 17 for appropriation & conference
9. Number of new counties making appropriations 0
10. Number of old counties which failed to make appropriations 1
11. Number of farmers meetings addressed 34
12. Attendance at above meetings 4193
13. Number of fairs judged 11
14. Number of official letters written 677
15. Number of miles travelled by rail 12,027
16. Number of miles travelled by auto or team 7,517
17. Number of Agricultural Advisory Boards in your territory 13
18. Number organized this year 0
19. Number of visits to each county in your territory: Amherst 11 ;
Appomattox 10 ; Buckingham 10 ; Campbell 10 ; Charlotte 5 ;
Culpeper 18 ; Fluvanna 12 ; Gloucester 8 ; Halifax 12 ;
Henry 8 ; Nelson 11 ; Pittsylvania 15 ; Prince Edward 12 ;
20. Counties without agents visited: Cumberland, 2 visits; Madison, 3 visits;
Franklin, 2 visits.
21. Number of days spent in office 72
22. Number of days spent in field 230
23. Number of days sick leave 7
24. Number of days annual leave 23
25. Legal holidays 1

J. B. Bruce
District Agent.

COUNTY AGENT WORK

ANNUAL NARRATIVE REPORT

OF

JAS. H. QUINNEMAN, DISTRICT AGENT.

STATE OF VIRGINIA.

December 1, 1926 November 30, 1927.

While the year 1927 has brought some disappointments and while we have failed to attain some goals set we believe that the Agricultural Extension work in our district has made reasonably gratifying progress. First, we have added two new counties, Louisa and Matthews. In Louisa a most unusual thing occurred when there were two memorial, welcoming, or 'get acquainted' meetings held in honor of the incoming agent. This county has been without an agent now for several years, hence was in good humor to appreciate one. Mr. McInaney has made an excellent start as is evidenced by a club enrollment of 161 members to date, which is far in excess, I believe, of any previous enrollment here. The agent now contemplates the appointment of an agricultural council at an early date.

In Matthews, Mr. Booker seems to have popularized the work, as the prospect seems certain for reappropriation. The agent has done some good work, especially in helping the poultrymen in their disease problems, and has also rendered good service to hog owners, in treating for hog cholera. He has also rendered service to the sheep owners in treating sheep for stomach worms.

In Northumberland, Mr. Hubbard has, it seems, lost no time, as is witnessed by the reformation of the Coan River Tomato Grower's Association, under very great discouragements. He has also held one very successful field meeting and has done a very great deal of hog cholera work.

There is no question of good work done in Westmoreland by Mr. Dawson. He, like every other agent in the Northern Neck and along the coastal plain, has been compelled to do much personal service work in treating sheep and hogs. He has also had some cattle disease work to do.

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In King George things have not gone as we should have liked them to do, but the appropriation was made for three years instead of one.

In Stafford, Mr. Browning seems to have matters in good shape. The club work there has especially strengthened.

In Spotsylvania, Mr. Linthicum seems to be more than holding his own. The club work is particularly strong and is rendering an excellent service. This county has made a board term appropriation.

In Caroline, after making us a definite promise to continue the work through the year, the board without notice, met and discontinued the appropriation. These people seem to think that with three vocational schools in the county they do not need the county agent.

In Essex, Mr. Crosby seems to have had a most successful year. His county fair was the best ever, and he has made real progress in getting the farmers to hog off corn instead of selling it, and in introducing quite a lot of dairy stock. He has got at least one silo erected.

In King and Queen and King William, Jno. B. Hutchinson has had quite a lot of hog disease work to do and has pushed forward the interests of his people in growing dairy cattle. His fairs were successful.

In Gloucester, I am sure the work is strong but Thompson has had so much personal service work in treating hogs for cholera, chickens for internal parasites, and sheep for stomach worms, as to seriously handicap his other work. Through failure of the Superintendent of Public Instruction to cooperate with him he is unable to do practically any work with the children.

In Warwick, Elizabeth City and York, Lippincott seems to have made progress in that all criticism seems to have subsided and the people meet him cordially.

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In Accomac there is no question but that the excellent work done by Mr. Gillette with the children and Mr. Strong with the adult population has increased in popularity.

In Manover things seem to be in better shape than usual. We have had so many contests there over the matter of the appropriation that to have it made, as was the case recently, without contest or any audible objection, is a condition worthy of comment. The audible opposition to Mr. Stiles which has been rather persistent, seems to have wholly subsided. Mr. Stiles' other field work, like that of quite a number of the agents has been seriously handicapped by his having had a vast deal of personal service work in treating sick animals, especially hogs against cholera.

In Henrico, under Mr. Walker's very efficient and faithful leadership, has very materially strengthened. Mr. Walker not only seems to be fully meeting the demands of the farmers but is, I believe, almost equally popular with the Chamber of Commerce people and the other urban people with whom he forms contracts.

For the year's work as a whole, I believe we have real occasion for gratification and encouragement as we face the future. Now for the year 1928 I am suggesting that each agent secure a definite number of well defined field demonstrations in each district and upon these demonstration-plots hold several field meetings. I believe that to do this will render far more successful any drives for general application of agricultural extension principles that we may wish to put on.

Jac. E. Quisenberry.

District Agent.

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1. Number of agents in territory 15
2. Number of visits to agents 125
3. Number of visits to demonstrators and club members 23
4. Number of visits to other farmers 40
5. Number of visits to business or professional men 72
6. Number of visits to schools 3
7. Number of visits to counties where there are no agents 2
8. Number of boards of supervisors met 5
9. Number of new counties making appropriations 3
10. Number of old counties which failed to make appropriations 1
11. Number of farmers meetings addressed 24
12. Attendance at above meetings 2403
13. Number of fairs judged 8
14. Number of official letters written 708
15. Number of miles travelled by rail 5565
16. Number of miles travelled by auto or team 10441
17. Number of Agricultural Advisory Boards in your territory 14
18. Number organized this year 1
19. Number of visits to each county in your territory: Accomac 4 ; Essex 4 ;
Caroline 5 ; Elizabeth City 4 ; Gloucester 5 ; Hanover 10 ;
Henrico 24 ; King Geo. 10 ; King & Queen 4 ; King Wm. 4 ;
Lancaster 7 ; Louisa 12 ; Mathews 4 ; Northumberland 5 ;
Spotsylvania 10 ; Stafford 6 ; Warwick 4 ; Westmoreland 5 ;
20. Counties without agents visited: Middlesex and James City
21. Number of days spent in office 272
22. Number of days spent in field 202

District Agent

COUNTY AGENT WORK

ANNUAL NARRATIVE REPORT

OF

W. C. SHACKELFORD, DISTRICT AGENT.

STATE OF VIRGINIA.

December 1, 1926 November 30, 1927.

(1) The work has progressed without any important change during 1927. It is true we have lost two good county agents, one of these going in the commercial field and the other going as a specialist.

(2) It has been my work to assist the agents in my territory in making out their plan of work for the year and try to have them perfect same. I also meet with the Advisory Councils, Club leaders, etc. From time to time we have tried to revise these councils, getting off dead timber and replacing with men who promise to attend and help with planning the work and then see that it is carried to a definite conclusion.

(3) In a few counties we have developed community interest in making out our plans; however, I find it very hard to keep them interested for any length of time. I have about concluded that the only salvation for any real organization is going to be done through the younger people. It is not my purpose to look on the dark side of things, but when you see and know a-thing is true you might as well call a spade a spade. In passing, I must say that a lot depends on the agent, and I regret very much that we are losing some of our best men. In order to make a success with any work it is necessary to have your leader a man whom the people have confidence in. In losing Mr. Wampler from Rockingham and Mr. Preston from Happahannock the work has been given quite a set back. I consider losing Mr. Preston has been the most serious blow, as he had done more to put the work on a permanent basis than any agent in my territory. He was a man peculiarly fitted to work with young people.

(4) All my counties have advisory councils and we have subdivided these councils into project committees, and in most counties these committees are functioning very well. Of course, as in everything, some committees do more

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than others. I would say Hapehammock, Augusta and Rockbridge have really gotten the best results from these councils. We also have a very good council in Albemarle. I have found the best way to get them out is to have a feed; however, this frequently fails on a few.

(5) I always try to meet with the agent at all meetings of the advisory council. As a rule the agent has made out a tentative program and this is taken up by the council and such changes made as are deemed advisable. One of the most important things is to try to select good four-H club leaders. To make a success of club work it is absolutely necessary to have an efficient leader. I have urged the agents to increase membership wherever possible, but under no circumstances take in children who will not keep their records properly and not carry their project through. I have found through long experience that a child who just puts his name down and then does nothing will do more harm than good, and then too we have accomplished nothing with that kind of a child. I think it well to hold a county rally in each county, for in bringing the boys and girls, as well as the grown people, together we will always give strength to the work. I could go on and mention many other things that go to make up a plan of work, but hardly think it necessary as it will make this narrative too long.

(6) I have carried out pretty closely my program for the year. It has been my aim to visit each county as often as I thought necessary. Of course, I go to some counties more frequently than others as some agents call on me more, then some need more help. I always meet the board of supervisors and try to keep them in good humor. Most of my men have pretty good office equipment and their records are kept in good shape. Four of the agents in my territory

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have regular employed stenographic help in their offices, which is equivalent to doubling their efficiency in the county. The board in Rockbridge County made an appropriation for a stenographer and telephone, but failed to make the appropriation for stenographic help this year. However, I hope to get this at a later date. Up to this time Rockbridge has given more than any other county in my territory. However, this is not entirely due to the agent, not that he is not a good man, but is due in part to the fact that they have a good bunch of men on the board. Up to this time Rockbridge has been putting up around \$2100 for Extension work. I would not be surprised if this is not more than any other county in the state. I have another county in which the supervisors are increasing the agent's salary without any one appearing to ask for same. This is a case where you have an agent who really knows how to help from a money angle. By this I do not want to construe the idea that money is all, however, the farmer cannot exist unless he does get his share of this world's goods. We too often give advice without knowing what the outcome is going to be.

(7) Vacancies are generally filled with men who have been put in counties where we have good agents. This is one of the most important things to do, for it is not fair to the man in question to put him in a county unless he has had some training, and then if found unsuited turn him out before he kills the work in that county and often times adjoining counties.

(8) I try and do keep in touch with the general work of the agent in each of my counties. Then, as stated, meet the boards of supervisors and judge at county and community fairs, as well as do many other things that will be too numerous to mention.

(9) The subject matter assistance is given by specialists and collage hands. We have quite a number of specialists who are always ready and willing to help in their respective fields.

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(10) The county paper is the medium through which the most publicity is given. In a few cases we do not get the cooperation of the county papers, but most of them are always ready to line up with any progressive movement.

(11) Five out of the seven high standing counties in the better sire campaign were in my territory. The first county in the state to rid all scrub sires is Craig County. This is a record that any agent should feel justly proud of.

(12) As well as livestock in my counties, poultry, farm crops and horticulture receive the same attention. Of course, some agents are stronger in certain lines than others and in that way do more in one field.

(13) In four or five of my counties we have cooperative livestock shipping associations which have done a very successful business.

(14) The Farmers' Union and Farm Bureau have pretty well died out. Rockingham still has an active farm bureau organization, while Augusta, Rockbridge and Craig have some members in the Farmers' Union, but outside of this in my territory they have all died.

(15) Miscellaneous. Most of my territory lies in the richest part of Virginia, inhabited by a well satisfied people, who have really made farming pay. I was talking with a farmer in Augusta not so long ago and he told me that he was making money all the time, and had made enough in one year to buy a good farm. As I have so often stated, the American dollar is the thing that counts most. When you have this you can build fine schools, have good homes, good churches and all that tends to bring happiness to any people.

We need real leaders if we ever expect to organize the farmer. Not so much talk, but demonstrations. Our organizations have all dropped into oblivion by lack of real leaders.

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In brief, I have tried to narrate in a feeble way a few of the things
we are trying to do in the Valley and Northern Virginia.

W. C. Shackelford.

District Agent,

Proffit, Va.

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1. Number of visits to agents 114
2. Number of visits to demonstrators 290
3. Number of visits to other farmers 60
4. Number of visits to business men 275
5. Number of visits to club members _____
6. Number of visits to schools 31
7. Number of visits to counties where there are no agents 5
8. Number of boards of supervisors met 16
9. Number of new counties making appropriations 0
10. Number of old counties which failed to make appropriations 0
11. Number of farmers' meetings addressed 11
12. Attendance at above meetings 1500
13. Number of fairs judged 17
14. Number of official letters written 590
15. Number of miles travelled by rail 12,790
16. Number of miles travelled by auto or team 8,680
17. Number of visits to each county in your territory : Rockbridge 7 ; Bath 1
Augusta 14 ; Rockingham 10 ; Shenandoah 5 ; Frederick 4 ; Craig 1
Loudoun 3 ; Fairfax 6 ; Prince Wm. 9 ; Orange 5 ; Potomac _____
Albemarle 15 ; Clarke 5 ; Warren 12 ; Others: Culpeper 1 ;
Stafford 1 ; Greene 3 ; Madison 2 ; Fauquier 4 ;
18. Number of visits to counties in other district agents' territory 2
19. Number of days spent in office 66
20. Number of days spent in field 238
21. Number of conferences with agents other than in his county _____

District Agent.