

COOPERATIVE EXTENSION SERVICE WORK
IN
AGRICULTURE AND HOME ECONOMICS

Virginia Polytechnic Institute &
U. S. Department of Agriculture,
Cooperating

EXTENSION SERVICE
County Agent Work

PLAN OF WORK

COUNTY FRANKLIN

YEAR 1958

Name A. A. HICKS
(Local Farm Agent)

Date Mailed 12/24/57

COUNTY SITUATION:

Franklin County is a part of South West Virginia and is located in a part of the mountainous region of the state. It has a total of 3,122 farms of which 384 are operated by Negroes. It has an area of 698 square miles or in terms of acres, 459,520 acres. It has a total of 319,720 acres in farms. The average size of a farm is 102 acres.

The main cash crop for Franklin County remains that of bright tobacco. There is a steady increase shown in dairying and a lesser degree in beef cattle production. An appreciative number of small farmers are working part time on public jobs. This will remain a need in the county for several families because of the small tobacco allotment.

There is a good local market for most farm products grown in Franklin County. The best tobacco market for the first time in recent history was in Rocky Mount.

Other products are sold on the Roanoke markets and to much smaller degree on the Martinsville market. There is a growing business in the Road Side market, especially for fruits and vegetables.

ORGANIZATION

1. Situation

Some of our best work is done through committees. There are active committees set up for most of the important enterprises. This same procedure will be followed this year.

This will consist of committees in agronomy, dairying, gardening, composed of men and women. Forestry, farm machinery and poultry. There will also be a 4-H club committee and an executive committee that will assist in the total extension program.

2. Objective

- a. To have as its aim reaching all people in the various class fields in all commodities.
- b. To have the committees to plan a great part in developing and carrying out the county program of work.

- c. Keep all groups informed on matters pertaining to the subjects they are working with.

3. Plan of Work

- a. Have on hand at all times up to date information for farm people and a place conducive to pleasant environment for people seeking this information.
- b. Hold regular meetings, carried by the heads of the various groups for assembling and the studying of the wise use of such information.
- c. Hold at least one meeting of each group during the year.
- e. The close work with other agencies will continue to be a part of the agents' work.
- f. Conduct necessary leader training meetings of all committees.

TOBACCO

1. Situation

Bright tobacco is the number one source of cash for most farmers in Franklin County. The acreage is very limited, it is therefore most important that every possible consideration be given to the most efficient production.

In my last year's plan of work was mentioned that the recent enacted laws providing for the taking of acreage out of production was bound to have its disappointing effect. This has proven to be correct. This has added to the problem of the small farmers in the county.

2. Objectives

- a. To raise the rate of production for each acre of tobacco planted, not inconsistent with the principle of diminishing return.

1. By getting farmers to stay strictly to varieties recommended by the experimental stations.
 2. By the proper use of fertilizer.
 3. By planting tobacco only on land where soil test shows is better suited for tobacco.
 4. Encourage the production of better quality tobacco.
3. Plan of Work
- a. Continue to rely strongly upon the assistance of the agronomy committees.
 - b. Continue to hold Soil Clinics.
 - c. Stress the importance of proper use of fertilizer.
 - d. Follow the plan of conducting tours at intervals to farms where better practices are carried on.

DAIRYING

1. Situation

While dairying in Franklin County is yet way down the line of most farmers, it has been in the plan of the extension program for some time to bring dairying near the top for more farmers. We do not look forward to increase in higher crossification of dairying but rather an increase in numbers of "C" grade producers.

2. Objectives

1. Lower feed cost per cow
2. More milk per man
3. More efficient building arrangement and management.

3. Plan of Work

1. Encourage farmers to study marketing problems by visits, letters and meetings.
2. Rely very heavily on the help of the dairy committee for designating of dairy information.

YEAR ROUND GRAZING

As in previous years, in order to cut down on production cost of both livestock and livestock products year round grazing will be emphasized by planting such crops that will furnish grazing the year round as nearly as possible.

FORAGE CROP PRODUCTION

1. Situation

The production of forage for dairy cows remain to be the number one problem in the production of cheaper milk.

Not enough high producing pastures, not enough high quality hay is produced on the small farms of the county.

2. Objectives

1. To have a greater production of hay in proportion to number of cows on farm.
2. To have at least 4 acres of good producing land per milk cow on farms with six producing cows or more.

3. Plan of Work

1. Establish fertilization demonstration plots in strategic points in the county.
2. Conduct soil test clinics and encourage complete soil analysis.
3. Encourage insect control measures by farm visits, letters, meetings and news articles.
4. Encourage the use of grass silage to conserve quantity of good hay.
5. Encourage the construction of pit and other cheaply constructed silos.
6. Maintain good public relations with all groups interested in agriculture in Franklin County.

FARM MANAGEMENT

For the purpose of clarification and emphasis, we are including this special problem of farm management. These problems are and have been handled as a part of the program in which the type of farming fill. Especially in the case of young farmers starting in (but also with any established farmers who are interested) a rather detailed farm plan is worked out - usually in cooperation with one or more of the other Agricultural Agencies - either on the basis of available land, or size of operation desired. These plans start at different points with different individuals. Frequently the plan starts with a financial statement to enable him to secure credit. In some cases it is obvious that a complete plan would not be carried out, and in these cases a particular project is outlined which would fit into any future plan.

This same individual service will be maintained for any interested person, especially the young farmers. The meetings and activities outlined are all planned for the specific purpose of giving assistance in carrying out the individual farm plan.

An additional meeting will be scheduled to assist the individual in summarizing or evaluating his progress.

In the coming year we will endeavor to relate the individual activities and projects more positively to the overall farm management.

2. Objectives

1. Make planning a definite part of the farm business.
2. Help farmers to decide their own needs.
3. Encourage more and better record keeping on the farms.
4. Continue to keep farmers informed of their tax situation and how it affects their whole business.

3. Plan of Work

1. Continue to work in groups with farmers who are interested in record keeping.

2. Work with farm management specialist as in the past years.
3. Write letters and news articles at intervals.
4. Work especially with farmers in relation to the following subjects.
 - a. The wise use of farm credit
 - b. Making a will and planning your estate.
 - c. How and where can I best use life insurance.

LIVESTOCK

The agent will continue to work with farmers to increase their livestock production for beef, either by producing beef cattle as a beef herd, or by breeding beef bulls on milk cows where calves are to be sold as veals, or for grade steers. Beef cattle production is not a big business in Franklin County.

There will be an increased interest in the production of hogs as a result of the few hogs sold on the Lynchburg market by 4-H boys. More parents will be interested in their boys growing pigs as a 4-H project.

This will be followed through and as far as practical boys and girls will be encouraged to select a pig for his or her 4-H project.

To encourage more efficient production of grain, especially corn, a few selected farmers will be encouraged to join in the growing of 100 bushels of corn on one acre of land.

Grain is used mainly as a feed for livestock.

POULTRY

Except in rare cases, broilers will continue to be grown for home use. However, efficiency in production for home use will be stressed and on the few farms where commercial poultry production is carried on all means of efficiency will be emphasized.

FORESTRY

1. Situation

Farmers who are harvesting wood lot products are some time running into the problem of selling products at prices far under their value. There is a definite lack of reliable market information gotten to the farmers at the time of harvesting and bargaining. In the future

as more farmers realize their wood lot assets, these situations will be intensified.

2. Objectives

1. To establish greater utilization of farm wood lands through proper incorporation with the total farm business by proper management.
2. To have all forests better managed for maximum production.
3. Work in conjunction with district foresters in all phases of woodland management.
4. Teach small farmers better forest land management.

3. Plan of Work

1. Put all available forestry information in the reach of all farmers.
2. Hold meetings in production and management in cooperation with State Forest Service.

YOUNG FARMERS

This group has not changed materially from previous years and therefore, many problems will continue to be of an individual nature. It is quite probable that credit may become a problem to part of this group during the coming year.

Meetings will be held with a Soil Conservationist on problems of Soil and Water Management and land use. A specialist in agricultural engineering will be used at a meeting on adjustment of farm machinery. This group will be included in other Extension activities on a part with older and more experienced farmers. They will be given individual assistance to any extent required to solve their problems.

FOUR-H WORK - ITS PURPOSE

1. Situation

Our Suggestion

Something of their own
Something they can grow
Something they can make

Something they can HELP
Some return - SOON

Beyond the first year the projects in these fields are much alike. They just grow and develop and enlarge as the boys develops or to put it the other way around, the boy develops only as he broadens his program and works to attain higher goals.

4-H Charter

One of the letters in the emblem of the 4-H clubs stand for Heart. It is symbolic of the spiritual things of life. The 4-H clubs aim to do more than teach agriculture and home making. They aim to help in the development of a better and more satisfying life in the county. They aim to develop manhood and womanhood and the desirable qualities of character. Some of these qualities of characters are responsibility, interest in home and community, truth, fullness, integrity, a spirit of service and unselfishness and good sportsmanship, self control, cooperation and neighborness.

Immediate Objectives

1. Detect and aid in the development of building interest when they are apparent.
2. Keep hands and minds active in a controlled direction.
3. Work at something where there will be some ready cash.
4. Develop some way to have some fun.
5. Learn the fundamentals of parliamentary usages.
6. Do something to help in the development of a community, however small.

LONG TIME OBJECTIVES

1. Develop lasting skills and abilities.
2. Let much of the work done go to improve the standards of living of the families.
3. Have as a goal the training of lecture leaders and citizens.

4. Improve neighborhoods and communities on a county-wide basis.
4. Teach cleanliness in every respect, with the idea of an overall appreciation of having everything clean and beautiful.

3. Plan of Work

1. Have every boy and girl of 4-H age engaged in some kind of 4-H program.
2. Meet each club at least once every six weeks.
3. Have demonstrations in such enterprises that the boys will carry as a project.
4. Have outstanding projects in strategic locations and use as objective lessons.
5. Boys and girls will be sent to the Annual Short Course and Wild Life Conferences in larger numbers than in previous years.

FRANKLIN COUNTY 4-H CLUB CALENDAR OF WORK - 1958

December - 1957

Re-organize all 4-H clubs where necessary. Send in mailing list to "Head, Heart, Hands, Health".

January - 1958

Train all 4-H officers in their respective positions.

February

Demonstration work to start in various projects.

March

National 4-H Week's program activities carried out - Have one radio broadcast.

April

Sponsor tree planting program; have at least 25 boys to plant 100 seedlings each.

May

Continue demonstration work; observe 4-H Club Sunday program.

June
Continue demonstrations; send 4-H'ers to State Short Course.

July
Have judging demonstrations in various enterprises.

August
Leader Training Meetings, outings for 4-H'ers and leaders.

September
Have at least two tours; sponsor community fairs; participate in Annual Hog Show and Sale; visit projects and parents.

October
Annual Achievement Day; collect all records; close out annual projects; continue lessons in various activities.

November
National Achievement Week; window display in various public places.

December
Share with schools and churches the Christmas programs.

FOOD AND FEED FOR HOME CONSUMPTION

1. Situation

There remains a problem among many small families of not having sufficient food for the home and feed for the livestock. More educational work must be done in this if we are to have healthier people, both parents and growing children.

This is not a dark situation, however, when one views the tremendous progress already made in this over a period of a few years.

2. Objectives

1. To emphasize the importance of better health by growing and storing plenty of vegetables, fruits and meats.
2. Stress the financial savings gained from such practices.

3. Plan of Work

Demonstrations will be conducted with

- a. an increasing number of families
- b. information will be supplied by sending circular letters, through news paper articles, farm and home visits and by tours and demonstrations.

COOPERATION WITH OTHER AGENCIES

1. Situation

Some of the most important work done through extension is by close cooperation with other agricultural agencies. The major ones being Soil Conservation Service, the A.S.C. and all credit agencies. The relationship between extension and these groups is of mutual benefit to all concern. The greatest amount of work in this connection will be with Soil Conservation District and A.S.C.

2. Program of Work

1. Encourage greater attendance in county meetings to provide them with knowledge of current trends.
2. Continue to assist with evaluation of farms and home loans where needed.
3. Continue to encourage strict educational and business-like procedure in all private and public affairs.

FARM AND HOME DEVELOPMENT

1. Situation

There are five families in the county who are farm and home development cooperators. The farm and home agent work closely with these families with the goals set for a specific improvement.

The work with these families will continue with a slight change of families.

2. Objective

1. Work with a few families on complete business and management analysis of the farm operation. Discuss possible alternatives with them. Supply them with enough basic information so they can evaluate their business and make changes for improvements.
2. Keep people informed of progress in this program.
3. Work out with these few families some suggestions for other relative to the value of business analysis, record keeping, family values and living, and the dollar and cents importance of keeping up with the latest and best in agriculture.
4. Secure bench marks to evaluate progress in this method of doing extension work.

3. Plan of Work

1. Hold meetings with more than one farm family to discuss mutual problems of farm and home development.
2. Continue emphasizing good farm management in all of the work with our cooperators.
3. Keep the public informed in this program.

COMMUNITY IMPROVEMENT

The extension service must continue to make its self felt in a total program for community development. This will be done by extension workers making themselves available where and when practicable in programs other than absolute

extension work, and in turn must use all available leadership in the total extension program.

The church and other organized groups still offer a great opportunity for extension personal to show a sense of wanting to be helpful in matters. The leadership of extension must remain with rural people for the most effective program of rural people.

As in the past, one community will be selected through the county advisory board to work towards certain definite goals and will be so represented at the State Advisory Board in the fall.

HUMAN AND PUBLIC RELATION

The extension service shall continue as in the past to have that genuine human interest in the total human development, by being a complete part of the community. This can most effectively be done by having and maintaining a complete knowledge of the needs of the community and assuring ourselves of the proper direction to to - and directing our efforts forth with.

ADULT CALENDAR OF WORK

December

- Organize all adult clubs where necessary.
Re-organize and adjust others.
- a. Select or elect all leaders; including all project leaders.
 - b. Revamp County Advisory Board; 4-H Leaders Council and Junior 4-H Leaders Officers.
2. Hold regular monthly meetings, discuss past year's work, make plans for new years work.
 3. Have Christmas Holiday Programs with 4-H groups.
 4. Hold radio programs to tell of adult work.
 5. Establish all forms to be used during the year for adult clubs.

January

1. Hold regular meetings; introduce hog project to parents.

2. Hold County-wide Outlook meetings and ask for a specialist for this purpose.
3. Plan all annual events for the year; select community for Live at Home Work through Advisory Board.
 - a. Appoint all committees for all activities.

February

1. Launch vigorous campaigns to get pastures going.
 - a. Hold mass meetings.
 - b. Write circular letters.
 - c. Write newspaper articles on alfalfa hay and pasture.
2. Work with Soil Conservation Service on certain farm plans.
 - a. Make complete plans and recommendations for farms.
3. Work with Forestry Service
 - a. Push pasture work
 - b. Marking certain trees for cutting, establishing about two or three forest demonstrations.
4. a. Distribute bulletins
5. Work with Farm and Home Administration
 - a. Recommend certain farmers for purchasing homes.
 - b. Work to convert certain share croppers to renters.
 - c. Work to get certain farmers on long time time lease.
6. Urge farmers to send in soil to be tested.
 - a. Write circular letters
 - b. Write news articles.
7. Work to get trench and other cheap silos on certain farms; close out pig project.

March

1. Hold regular meetings for adults.
2. Send circular letters to flower lovers, urban and rural.
3. Work to install running water in certain homes.

1. Ask for specialist help.
6. Get tobacco demonstrations started
7. Have Leadership Training Meeting.
 - a. Rush fertilizer work.

April

1. Select 100 bushel corn demonstrators
2. Hold adult machinery clinic work with tractor clubs. Ask for specialist.
3. Advise the purchases of additional machinery where practical.
4. Hold adult citizenship meetings.
 - a. Send circular letters
 - b. Write news articles.
5. Hold better health meetings (Adult)

May

1. Do some work with older youth.
2. Work with project committee

June

1. Hold adult demonstrations meetings
2. Check dairy herd feeding demonstrations.
3. Check old and new pastures.
4. Hold field meetings on pastures, if practical.
5. Visit Experimental Stations.
 - a. At least one farmer from each community.
6. Work with special market gardeners

July

1. Hold regular meetings, adults - farm visits
2. Hold Annual Outing
3. Have pasture tour.

August

1. Getting fall gardens started; market, home and urban.
 - a. Send circular letters
 - b. Write news articles