

SECTION III: COOPERATION WITH OTHER PUBLIC AGENCIES

(Read instructions before completing.)

	Days Devoted By	
	County Staff A	State Staff B
FEDERAL AGENCIES		
67. Agricultural Research Service		
68. Agricultural Stabilization and Conservation Service	20	
69. Bureau of Indian Affairs		
70. Bureau of Land Management; Bureau of Reclamation		
71. Department of Commerce (Area Redevelopment)		
72. Economic Research Service		
73. Farm Credit Administration	1	
74. Farmer Cooperative Service	2	
75. Farmers Home Administration	5	
76. Fish and Wildlife Service		
77. Food and Drug Administration		
78. Forest Service		
79. Housing and Home Finance Agency		
80. Rural Electrification Administration	3	
81. Selective Service		
82. Social Security Administration; Internal Revenue Service	1	
83. Soil Conservation Service	19	
84. Area Authorities (TVA, etc.)		
85. USDA Defense Board		
STATE AGENCIES		
86. Civil Defense (at both state and county level)	4	
87. Health Department		
88. Highway Department		
89. Commissions on: Children and Youth; Juvenile Delinquency; Aging .		
90. State Departments of Agriculture and Forestry	10	
91. State Department of Education (schools in general)	4	
92. State Employment Service		
93. Welfare Department	1	
94. State RAD Committee		
COUNTY AGENCIES		
95. Soil Conservation Districts	10	
96. Vocational Agricultural and Home Economics Departments	6	
97. County or area RAD Committees	14	

WORK WITH OTHER YOUTH

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

4-H CLUB WORK

60. Number of 4-H Clubs 19

61. Different 4-H Club members enrolled:

a. Boys	<u>273</u>	63. Four-H Club members by years in club work:	
b. Girls	<u>371</u>	a. 1st year	<u>292</u>
c. Total	<u>644</u>	b. 2nd year	<u>125</u>
		c. 3rd year	<u>111</u>
		d. 4th year	<u>36</u>
		e. 5th year	<u>33</u>
		f. 6th year and over	<u>47</u>

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

a. Farm	<u>386</u>	64. Four-H Club members by age groups:	
b. Rural non-farm	<u>258</u>	a. 12 years and under	<u>449</u>
c. Urban	<u>--</u>	b. 13-15 years inclusive ..	<u>137</u>
		c. 16-20 years inclusive ..	<u>38</u>

65. Four-H enrollment in projects and activities:

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

a. Agronomy (crops and soils)	<u>0</u>
b. Horticulture (fruits, vegetables, landscaping)	<u>72</u>
c. Entomology and plant pathology	<u>46</u>
d. Conservation (soil, water, forest, wildlife)	<u>49</u>
e. Poultry	<u>42</u>
f. Dairy	<u>58</u>
g. Beef	<u>41</u>
h. Swine	<u>25</u>
i. Other livestock	<u>43</u>
j. Engineering (include electricity, tractor, automotive)	<u>81</u>
k. Management on the farm	<u>0</u>
l. Marketing and business	<u>0</u>
m. Management in the home	<u>7</u>
n. Clothing	<u>213</u>
o. Food and nutrition	<u>319</u>
p. Home improvement and furnishings	<u>31</u>
q. Family life education	<u>0</u>
r. Personal development (public speaking, grooming)	<u>0</u>
s. Health	<u>3</u>
t. Safety	<u>14</u>
u. Recreation (include crafts)	<u>0</u>
v. Community and public affairs	<u>0</u>
w. Career exploration	<u>1</u>
x. Total enrollment in projects and activities	<u>1,045</u>

66. Junior 4-H Club leaders:

a. Boys	<u>1</u>
b. Girls	<u>8</u>

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

	Men A	Women B
a. In overall county-wide extension councils or committees, community improvement work and other work not covered below		
b. In adult agricultural and related fields		
c. In adult home economics and related fields		145
d. In work with young adults		
e. In 4-H Club work: (Different leaders only)		
(1) Organizational leaders	4	21
(2) Project or subject-matter leaders	4	21
(3) Other adult leaders	1	1
f. Total DIFFERENT adult leaders	9	148

HOME ECONOMICS EXTENSION WORK

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

a. Number of groups	14
b. Number of members	300

56. Special audience and specific interest groups:

a. Organized by extension and worked with in home economics extension work:	
(1) Number of such groups worked with	3
(2) Attendance at meetings held with these groups	114
b. Not organized by extension:	
(1) Number of such groups worked with	1
(2) Attendance at meetings held with these groups	6
(3) Number of leaders in non-extension organized groups trained by extension during the year	

WORK WITH YOUNG ADULTS

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

57. Extension sponsored groups of young adults:

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

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

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

	Days Devoted By	
	County	State
	Staff	Staff
	A	B
11. Planning and management of the farm business	41	
12. Field crops, pasture, range (production and on-farm marketing)..	47	
13. Soil management	5	
14. Horticulture (production and on-farm marketing)	--	
15. Forestry (production and on-farm marketing)	13	
16. Soil and water conservation, wildlife	8	
17. Plant pathology	7	
18. Entomology	6	
19. Agricultural chemicals (pesticides, additives, etc.)	3	
20. Dairy (production and on-farm marketing)	131	
21. Poultry (production and on-farm marketing)	11	
22. Livestock (production and on-farm marketing)	119	
23. Animal and poultry health	7	
24. Marketing and utilization	15	
25. Consumer education in use of agricultural products	2	
26. Agricultural engineering	14	
27. Dwellings and equipment	5	
28. Home grounds improvement	10	
29. Planning and management in the home	6	
30. Family economics	7	
31. Home furnishings	7	
32. Clothing selection and care	10	
33. Clothing construction	18	
34. Food preparation and selection	9	
35. Food preservation	2	
36. Nutrition	15	
37. Human relations, child development	9	
38. Health	--	
39. Safety	--	
40. Recreation	18	
41. Outlook	2	
42. Community development and resource adjustment	15	
43. Manpower development, employment information	--	
44. Public affairs	19	
45. Rural defense	5	
46. Leadership development	41	
47. Extension administration, organization	72	
48. Program planning	59	
49. Supervision of extension personnel	XXXXX	
50. Inservice training received	47	
51. Miscellaneous (cannot be charged to above items)	38 56	
52. Total days worked (items 11-51)	861	✓
Of total days reported in item 52, how many were devoted to:		
53. a. Adult work	545	
b. Young adult work (ages 18-25)	--	
c. 4-H Club work	311	
d. Work with other youth and youth serving groups (within 4-H age)	5	✓

SECTION I: SUMMARY OF SELECTED EXTENSION TEACHING ACTIVITIES

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

Teaching Activities	Work Done By --				
	Home Agents	Youth Agents	Agricultural Agents	County Total	State Staff
	A	B	C	D	E
1. Farm, home, firm and other out-of-office visits	221	301	565	1,087	
2. Office calls	409	253	2,594	3,256	
3. Telephone calls (received or made)	681	477	7,311	8,469	
4. Newspaper articles or stories:					
a. Prepared and released directly to newspapers or magazines	18	13	60	91	
b. Prepared by state office and released through county extension offices	--	1	112	113	XXXXX
5. Broadcasts made:					
a. Radio	13	6	299	318	
b. Television	--	--	--	--	
6. Publications distributed directly to the public	3,559	3,404	10,759	17,722	
7. Circular and commodity letters written	53	11	92	156	
8. Training meetings held for local leaders:					
a. Adult work (1) Number	22	--	5	27	
(2) Attendance	384	--	32	416	
b. Youth work (1) Number	13	3	11	27	
(2) Attendance	730	94	170	994	
9. Other meetings at which agents or specialists presented educational information:					
a. Adult work (1) Number	73	--	59	132	
(2) Attendance	1,951	--	2,934	4,885	
b. Youth work (1) Number	114	68	73	255	
(2) Attendance	4,571	2,103	5,546	12,220	
10. Meetings held by local leaders:					
a. Adult work (1) Number	105	5	57	167	
(2) Attendance	1,643	38	1,593	3,274	
b. Youth Work (1) Number	93	47	26	166	
(2) Attendance	2,393	1,225	769	4,387	

1963

ANNUAL STATISTICAL REPORT

OF

COUNTY EXTENSION WORKERS

January 1, 1963 - December 31, 1963

County Loudoun

Submitted By:

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County Agent

Name

Title

William H. Harrison

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Telia L. Martin

Home Demonstration Agent

Approved By:

Date

State Extension Director

Issued in furtherance of cooperative extension work in agriculture and home economics, acts of May 8 and June 30, 1914, in cooperation with the U. S. Department of Agriculture. W. H. Daughtrey, Director of Extension Service, Virginia Polytechnic Institute, Blacksburg, Virginia.

WES:ap June 1963

with information on recommended control measures for controlling parasites and foot rot.

A Foot Rot Control Demonstration was held in October.

When a change was made by the Extension entomologist in the recommended control of alfalfa weevil, the agent informed all alfalfa producers in the county of this change through letters, news articles and radio programs. Numerous field inspections were made by the agents to identify pests damaging alfalfa and to recommend proper controls. Information was also supplied all alfalfa producers on control measures to take for pea aphids and leaf hoppers.

Mimeographed letters were sent to beef cow and calf producers on recommended control measures to use for face flies.

Over fifty home owners were supplied with information on Japanese Beetle Control as well as other insects damaging ornamentals. Over twenty-five home visits were made and over one hundred pieces of literature were mailed out or otherwise given to county residents concerning control of insects damaging ornamentals. Over fifty persons were assisted with insect problems on vegetable gardens.

Three radio programs and two news articles were devoted to recommended control measures to be used for stored grain pests. Approximately twenty-five pieces of literature were distributed to farmers on the same subject.

An estimated thirty home owners were assisted with insect problems in the home.

A special effort was made this fall to get cattle feeders to worm calves and yearlings going into feedlots. Radio and news articles were the main teaching methods used in addition to bulletins.

PHASE: ENTOMOLOGY--IDENTIFICATION AND CONTROL

Insects and parasites impose a serious potential threat to our farmers and when uncontrolled they result in significant reduction in yields of crops, and sometimes crop failures. Milk production is decreased and rates of gain in livestock are reduced when livestock parasites are improperly controlled.

Our objective was to assist farmers in increasing their net income by informing them of recommended insect and parasite control measures and of safety precautions to be followed in using agricultural chemicals.

A Livestock Management School was held in February, at which time the Extension Veterinarian informed beef cattlemen concerning the latest recommended methods to use in controlling internal and external parasites.

A herd and flock management calendar were prepared and mailed to all cow and calf and sheep owners on our mailing list. The calendar included recommended parasite control measures to be used all during the year.

The agents worked closely with the area veterinarian and Extension veterinarian on operation "All Go" held in February. This was a joint effort to have the county and state declared free of sheep scabies. The agent secured 5 local men who inspected all sheep in the county. Information was given each owner on recommended parasite and foot rot control. Two flocks were diagnosed positive for scabies, and in December the agent again worked with the area veterinarian and local inspectors with another inspection of all sheep in the county. Information was also gotten from flock owners on drenching procedures being used to control internal parasites, and the sheep were inspected for foot rot. Flocks found to have lice or keds were also reported. These flock owners were supplied

areas have been installed and widely accepted because of the saving of bedding and labor that are involved. The agent has helped in planning for these stalls in complete new set-ups and has helped plan stalls in existing barns.

Because of the large number of Holsteins that are in Loudoun, it is only good public relations that the agent assist with the activities that the organization puts on. Activities last year included the Black and White Show where thirty-one exhibitors showed a total of 114 head, the Twilight Meeting, where the agent presented educational material on judging (68 people attended this meeting). Other activities included classification and the annual field day.

Several marginal dairy farms dispersed this year, but the herds that continue are getting larger and becoming more efficient. Total milk output was almost as great as last year and that is with less cows and farms.

In order to keep the dairy farmers better informed on current events, a monthly newsletter was started in September. This has been well received by the farmers.

to the fact that Maryland and Virginia Milk Producers Association wanted a program on this early in the year, it was decided that the Extension Program would be repetitious.

The agent cooperated with Maryland and Virginia Milk Producers Association and during the demonstrations, served as moderator. Four meetings were held throughout the county on March 5, 6, 12 and 13. Farms with pipe lines and buckets were selected. Company representatives and local service men from both Surge and DeLaval took part at farms where their products were used. A local veterinarian that has taken an active part in the fight against mastitis gave a talk at each meeting on mastitis prevention and the Maryland and Virginia fieldman discussed the Health Department's stand on mastitis. At each farm the host demonstrated correct milking techniques. Seventy-five dairymen and their helpers attended the four meetings. The agent distributed information on mastitis prevention and control to those who attended.

With the facilities that are available for testing forage, the farmers are able to do a much better job of feeding their cattle than ever before. By having the hay and silage analyzed and with the increased use of the EDPM record keeping system of D.H.I.A. a lot of the guess work has been eliminated in feeding cows. In addition to the work with dairy farmers, the agent has worked closely with the D.H.I.A. Supervisors in trying to get them to assist with the taking of the forage samples. The agent also helped plan the forage meeting at the Middleburg Experimental Station and attended Northern Virginia Forage Conference.

Farmers continued to use more efficient labor saving devices in order to realize a greater net profit. With the increased use of silage several mechanical feeding arrangements have been added. More free stall lounging

PHASE: DAIRY--FEEDING FOR INCREASED PRODUCTION AND EFFICIENCY

There are 175 grade A dairymen shipping milk to the Baltimore and Washington milk shed. About sixty per cent of the herds are in four D.H.I.A. Associations with over 6,500 cows bred artificially by four breeding organizations.

Major emphasis was placed on the proper way of feeding dairy cattle, particularly under drought conditions. Since Loudoun dairymen are eligible for corn through the Commodity Credit Corporation, a different type of feeding has evolved. Conditions brought about by the drought have caused dairymen to feed more grain in order to compensate for the shortage of roughage. The greatest shortage of roughage is hay. Corn that would have normally been picked was put into silage and as a result silos are full, but grain bins and hay mows are hurting.

With the increased use of shelled corn, dairymen are feeding their cattle a cheaper feed with a higher net energy content. Because the shelled corn was making the feed so much heavier, the dairymen became concerned that it might cause more swelling in udders at calving time, cause more mastitis, breeding trouble, etc., but most of these ideas were dispelled at a meeting conducted here in the county where two top Culpeper dairymen and a Loudoun dairyman that had been feeding 1500 - 1700 lbs. of shelled corn per ton for the last two and half years discussed their results. At this meeting, Dr. Baldwin discussed vitamin and mineral needs and how to combat forage shortage with increased grain feeding. This meeting was well received by dairymen, feed dealers, and D.H.I.A. Supervisors.

Realizing that mastitis prevention and control should receive top priority during 1963, the plan of work was geared to the problem. Due

Market news and outlook information is constantly supplied county farmers through regular radio programs and news articles and through information kept at the office.

The agents assist numerous purebred breeders in the county with placement of breeding stock which they have for sale. We have also helped a number of county farmers place cows, swine and sheep.

We assisted several farmers in placing grain and hay and when the drought hit this summer, all farmers were supplied with a list of hay dealers obtained from the Virginia Division of Markets.

marketed early due to the drought. The 609 county calves and yearlings marketed in the spring sale represented a 25% increase over the previous year. Part of this increase can be directly attributed to Extension influence in getting producers to winter late calves which lose money when marketed in the fall as had been previously done. Despite a drought year, the quality of county consignments to special fall sales was higher than in 1962, indicating better breeding stock.

I definitely feel that Extension teaching has made county producers conscious of the necessity of using better bulls and of constantly improving the breeding herd through rigid culling and regular replacements with better heifers.

The county inspection committee, of which the agent is a member, has been a big help to calf producers by offering suggestions when on the farm inspections are made of calves consigned to special sales.

The agent kept county producers informed of dates, sale requirements, delivery schedules, etc. for the special sales and assisted with the receiving of calves at the sales and marketing of same.

The agents worked closely with local 4-H leaders in the marketing of 41 4-H baby beeves, lambs and swine at a special 4-H Fat Stock Sale for a total of \$8,787.00. The agents also worked closely with local Angus breeders in the preparation for and conducting of a consignment sale of 46 purebred heifers and bulls for a total of \$12,210.00.

The agents worked closely with the Loudoun County Wool Pool in the marketing of 16,921 lbs. of wool for a total of \$9,529.10. The price received by consignors was 5¢ to 10¢ more per lb. than local buyers were paying.

PHASE: MARKETING OF LIVESTOCK AND LIVESTOCK PRODUCTS

Reliable figures prepared by the Extension Beef Cattle Marketing Specialist show that producers get better prices for cattle marketed through organized state graded sales than through weekly auctions or other conventional marketing methods. Also, the producer is made much more aware of the quality of his produce as a result of the Division of Markets grading of consignments to the organized sales.

Our objective was to increase the number of consignments to state graded sales and to make maximum use of information obtained from the sales as a method of demonstrating the advantages of early calving, improved type and ability to put on rapid gains.

A special effort was made to get potential consignors to the organized sales in attendance at a Beef Cattle Meeting held in March. At this meeting, the Extension Marketing Specialist presented factual information clearly showing the price advantage of marketing calves and yearlings through state graded sales. He also presented information on comparative gross income derived from the different grades and weights of calves marketed through organized sales, clearly showing the advantages of early calving and higher grading calves. He pointed out the price advantage in carrying over late calves and marketing them in state graded spring sales. Essentially the same information was presented at Beef Cattle Day during the December Forage Conference at Middleburg. This information was used by the agents in news articles, radio programs and personal contacts.

A total of 1,955 feeder calves and yearlings from Loudoun were marketed through five state graded sales sponsored by the Northern Virginia Livestock Producers Association for a total of \$278,530.85. The number would have been higher except for a number of calves and a few yearlings

Approximately fifty copies of a mimeographed sheet on face fly control were distributed to cattle feeders this year.

Results of the Middleburg experiment with corn silage in cattle feeding was presented at a Twilight Forage Meeting held in April, and at the Northern Virginia Forage Conference in December.

The Extension Beef Cattle Marketing Specialist discussed "Purchasing and Selling Feeder Calves and Steers Profitably" at the December Forage Conference held at Middleburg.

Roy Hammes of the Middleburg Station discussed "Corn Silage and High Forage Rations for Fast Steer Gains" at the December Forage Conference.

Methods of making high quality corn silage were discussed at two "corn" meetings held in the late winter, and over numerous copies of Leaflet 153, "Here's When to Harvest Corn For Silage" were distributed through meetings and also mailed out.

We were very successful in getting producers to consign stocker and feeder cattle to the state graded spring sale. A total of 24 producers consigned 609 head to the sale for a total of \$104,817.84. For the most part, there were late calves carried over, but a considerable number of them were small feeders purchased the preceeding fall.

I sincerely feel that we have, through meetings, bulletins, radio, newspaper as well as personal contact, gotten our message over very well to our feeders with fair results. We still have a long, long way to go, however.

At a beef cattle meeting held in March at the Middleburg Community Center, the Extension marketing specialist discussed the relative economic advantages and disadvantages of the various systems of buying and selling market cattle. He also discussed degrees of management skill required for the various system of feeder, stocker and slaughter cattle production.

Results of research at Middleburg comparing corn silage and corn cob meal for slaughter cattle production were discussed and showed clearly that the job could be done much cheaper with high quality corn silage. Advantages of stilbesterol and antibiotics in stocker and slaughter cattle production was discussed.

The Extension veterinarian discussed latest research on external and internal parasite control as well as pink eye and face fly control.

Information presented at the school was mailed to several cattlemen unable to attend and was used by the agents on radio programs, news articles and office and farm visits. The school was well attended, and many of the farmers personally stated that they intended to put into practice some of the information presented.

Over 150 copies of Circular 624, "Feed Steers on Your Farm" were mailed or otherwise distributed to cattle feeders or persons interested in feeding steers. A similar number of leaflets giving the results of the aforementioned Middleburg experiment with corn silage in slaughter cattle production were distributed.

Over 25 copies of cost analysis estimates on various systems of feeder, stocker and slaughter cattle production were supplied to county producers and the agents worked with several producers in budgeting the various systems.

PHASE: MARKET CATTLE FEEDING AND MANAGEMENT

Many of our cattle feeders need to consider alternative systems of purchasing, feeding and marketing cattle intended for slaughter. Through established custom, many of them purchase yearling cattle in the fall, winter them to put on minimum gains and then feed them out for 120-190 days the following fall and winter on comparatively expensive concentrate feeds. Frequently, these cattle will weigh 1,200 lbs. or more when marketed. There is a limited market for these heavier steers and gains are more expensive at these heavy finished weights. Corn and cob meal supplemented with protein and some hay is the basic ration used.

Research indicates a divided advantage in purchasing lighter animals in the fall, wintering them good and selling in organized spring sales, or where the farmer has grass to use, wintering them lightly on cheap roughage properly supplemented to gain slightly and then finished to top grade or low choice grades on corn silage and supplement the following fall and early winter. Generally speaking, it does not pay our feeders to attempt to produce high choice and prime cattle.

We feel that our feeders should become familiar with the comparative merits of the various system of feeding cattle and make adjustments when economic and other considerations prove it to be advisable.

Most of our feeders are not using stilbesterol, either on grass or in the feedlot. Research has proven beyond a doubt that stilbesterol, used according to V.P.I. recommendations, results in faster and more economical gains without any depreciation in carcass quality.

Internal and external parasites result in a significant decrease in potential profits to our cattle feeders, and an effort was made to inform them of recommended control measures.

Advantages of adequate internal and external parasite control in beef cattle was emphasized during the year through county and area meetings, bulletins and mimeographed herd management calenders.

Efficient and economical feeding of cow herds was discussed at the Northern Virginia Forage Conference held in December. Advantages and disadvantages of various feeding and marketing systems were discussed at the conference.

This being a drought year, forage is in extremely short supply for most of our producers. The agents worked closely with A.S.C.S. Committee-men and the Office Manager in getting the county included among other Virginia counties as a drought disaster county eligible for surplus commodity credit held corn, available at a reduced price. Corn being a cheaper source of T.D.N. than hay this year, the agents made this fact known to farmers through special information prepared by V.P.I. and mailed to farmers, through numerous news articles and radio programs, and office and farm visits. The agents worked directly with a substantial number of producers in balancing rations for them using least cost ingredients.

In spite of a drought year, feeder calves consigned to graded sales were of better quality than in any previous year and also B.C.I.A. calves graded higher than ever in most herds, indicating better management practices being used.

agents to demonstrate the advantages of high quality, fast gaining breeding animals.

A Beef Cattle Management School was held at the Middleburg Community Center on March 6. Extension specialists from V.P.I. and our feeder calf sale manager presented information to a large number of producers on comparative results of state graded sales versus regular weekly auctions. These results pointed out price advantages of marketing through state graded sales. Also at this meeting, Extension specialists discussed the advantages of B.C.I.A. membership, economical feeding of beef cattle, disease and parasite control and the comparative advantages of and resources necessary for the various systems of beef cattle production.

Loudoun County is one of the leading counties in the state in B.C.I.A. membership.

The number of light calves kept over last winter and marketed in the spring sale totaled 609 from 24 consignors. This was an increase of approximately 45% in the number of producers consigning to this sale and an increase of approximately 50% in the number of animals sold in the sale.

The availability of production tested B.C.I.A. bulls and heifers was made known to producers in the county. In addition to several B.C.I.A. bulls and heifers purchased by county producers from consignment to production sales held in the area, the agent placed five bulls and over fifty heifers and cows from county purebred producers which went directly from the farms to commercial breeders in the county.

The agents kept producers advised on area purebred sales and assisted several commercial producers with the selection of good quality purebred heifers and high quality, fast gaining bulls which were consigned to these area sales.

PHASE: BEEF CATTLE PRODUCTION--LOW RETURNS FOR COW-CALF PRODUCERS

While vast improvements have been made in recent years by our cow-calf producers in weaning larger and better quality calves and in sounder culling and replacement practices, records and cost-analysis information reveals that many of them are not making money. We still have too many small calves sold in the fall due to late calving and slow gains. We still have producers keeping unprofitable cows, and who are not replacing them with good quality replacement heifers. Many of them fail to recognize the advantages of using a good type, fast gaining bull. Many producers are overfeeding cows with high priced forages. We know that some producers should consider adjustments such as feeding light calves through the winter and selling them in spring sales or carrying them to fall on grass and selling them; or in a few instances, feeding them to slaughter weights. Some need to budget other enterprises to replace or supplement their beef cow herds.

Our objective was to increase returns to county feeder calf producers by guiding them toward making necessary adjustments in their management practices.

The advantages of using fast gaining, high quality bulls was stressed and demonstrated in our teaching this year. The weighing and grading of nearly 2,000 county calves marketed through state graded sales was one of the most convincing demonstrations we could possibly have used in showing farmers the economic advantages of marketing higher grading and heavier calves.

The B.C.I.A. Program was a convincing demonstration to our twenty county members of our teaching objective. Information obtained from state graded sales and from the B.C.I.A. Program was used extensively by the

differences in forages harvested at different stages of maturity and under various harvesting and storage methods. As a result of this service and numerous other teaching methods, most of our farmers are wilting grass silage and waiting to harvest corn silage at the proper stage for maximum quality.

Between 70% and 80% of Loudoun County farmers are using Extension prepared recommended crop varieties lists to some degree. Over 50% of Loudoun County farmers submit soil samples through the county agent's office for analysis and lime and fertilizer recommendations.

During the extreme drought this year, the county agents mailed information to all farmers, professional agricultural workers and farm supply dealers in the county concerning emergency crops to be used for extra feed. The local newspaper and radio station were a tremendous aid to the agents in getting drought emergency information out to farmers. The agents during farm and office visits discussed recommended drought emergency actions with over 75 farmers this year.

Being a drought year, it was difficult to determine quality improvements in forages made by county farmers. I feel however, that our farmers are largely aware of the advantages of harvesting forages at the proper stage of maturity for maximum quality and also with recommended harvesting and curing methods.

and fertilization rates for corn on various soils at a corn meeting held in March.

Cost analysis information on relative economic merits of various crops was discussed at all the meetings previously mentioned, and at several others. Emphasis was placed on advantages of corn silage. Acreage devoted to corn silage production was up an estimated 20% this year with part of the increase due to the drought.

Farmers were assisted in acquiring a more thorough understanding of proper seedbed preparation, recommended fertilization rates for various crops, recommended weed control methods and proper harvesting methods to increase yields and improve quality of forage and grain crops. Teaching methods used included two meetings co-sponsored by chemical companies on chemical weed control and use of nitrogen on corn. A corn production meeting, conducted by the agents and members of the V.F.I. Agronomy Department, was held in March and a Twilight Forage Meeting was held in May. Also a Beef Cattle School, conducted by the agents and V.F.I. Animal Science Department, was held in March. At all these meetings, fertilization rates, seeding rates, recommended varieties, chemical weed control, and proper harvesting and storing methods were discussed.

The county agent made lime and fertilizer recommendations on 1,658 samples submitted by Loudoun County farmers during the year.

In an effort to assist farmers in knowing the quality of their silage and hay, 87 forage samples were sent to V.F.I. this year for chemical analysis. Many of these were taken by the agents during farm visits. Results were discussed with the farmer and the service has done much toward helping farmers and D.H.I.A. Supervisors better recognize quality

PHASE: AGRONOMY--QUALITY AND ECONOMY IN FEED PRODUCTION

Land values continue to increase at a rapid pace in Loudoun County. This, coupled with a continuing cost-price squeeze on farmers, makes it imperative that they make each acre produce to its maximum economic potential within the bounds of sound land use management. At present, yields of forage and grain crops are lower than they should be, and quality of forage crops, especially hay and grass silage, is not as good as it should be.

Our objective this year was to get our farmers to better understand the production potentials of soils on their farms and to choose those crops and properly manage same, which will economically produce the highest yields of quality forage and grain per acre, and to harvest and store these crops at the proper time and in the recommended manner.

A recommended varieties lists of crops for this area was mailed to all farmers and farm supply dealers on our mailing list. The list was published at timely intervals in the county newspaper and discussed on numerous radio programs during the year. In addition, the agents discussed recommended varieties with over fifty farmers during office and farm visits.

Results of corn hybrid tests were discussed and distributed at two corn production meetings held in March and at a Twilight Forage Meeting, held at the Northern Virginia Pasture Research Station on May 10.

Extensive use was made of the county soil survey in counseling with individual farmers concerning most profitable use of land resources. The agents worked with the S.C.S. Work Unit Conservationist in developing land use plans. Seeding and fertilization rates for various crops grown on various soils was emphasized during the year. George Hawkins and G. R. Epperson of the V.F.I. Agronomy Department, discussed recommended planting

storing quality corn silage were shown and dicussed.

At a Beef Cattle Management School, held at the Middleburg Community Center in March, recommended methods of harvesting, storing and feeding quality corn silage as the most economical nutrient source were discussed by members of the V.P.I. Animal Husbandry Department.

A corn meeting was held in April. Members of the V.P.I. Agronomy Department presented a slide discussion on recommended harvesting methods, processing and storage of quality corn silage. Emphasis was placed on the advantage of finely chopping corn for silage in the late dough stage for maximum quality.

Methods of harvesting and storing quality corn and grass silage and hay were discussed at a two-day forage conference held at Middleburg in December.

D.H.I.A. Supervisors were asked to take forage samples from dairymen to be sent to V.P.I. for analysis. This helps the supervisors and farmers to recognize quality differences.

The agents, often with the assistance of the Extension Agricultural Engineer from V.P.I., visited over twenty farmers in the county to advise them on improved methods of forage and grain storage and handling. Most of these were dairy farmers wanting advice on location and arrangement of additional silage storage and feeding facilities. Eight news articles and ten radio programs were devoted to discussions on crop processing, storage and handling.

Over 25 plans for temporary and permanent silage storage facilities were supplied to farmers this year.

PHASE: AGRICULTURAL ENGINEERING, CROP PROCESSING, STORAGE AND HANDLING

Results of chemical forage analysis on numerous forage samples sent to V.P.I. from the county revealed that quality was lower than it should be due to improper harvesting and storage methods being used.

With labor both scarce and expensive, we felt it necessary to advise farmers on substituting mechanized grain and forage handling equipment and facilities for labor when economic evaluation deemed it advisable.

The Extension teaching objectives were:

1. To assist farmers in acquiring a better understanding of research proven and recommended methods of harvesting, storing and handling and feeding forage and grain crops.
2. To assist farmers, D.H.I.A. Supervisors, farm suppliers and professional agricultural workers recognize grades of forages and quality differences.

The agents attended an area Mechanized Grain Handling Meeting in April conducted by members of the V.P.I. Agricultural Economics and Agricultural Engineering Departments. Information gathered at the meeting on grain and forage handling methods and economic considerations involved was passed on to farmers in meetings and farm visits and by radio and newspaper articles as well as office calls.

A Twilight Forage Meeting was held at the Northern Virginia Pasture Research Station in the spring. Wilting and storage methods used at the station for making high quality grass silage were demonstrated and discussed. Quality advantages of wilted over direct cut grass silage were demonstrated, based on research at the station. Economical storage and feeding facilities used at the station were shown and discussed. Methods for harvesting and

PHASE: HOUSE FURNISHING

The homemakers in Loudoun expressed an interest in learning the good qualities of good furniture and how to invest for the best arrangements to suit family and individual likes and dislikes. They also wanted to know how to care for furniture they already had, how to make it wear well, and how to preserve its appearance.

Our main objective was to guide the homemaker to sound and logical thinking in buying furniture and in caring for it.

Miss Katherine Habel, House Furnishings Specialist, V.P.I., trained Home Demonstration Club leaders in May on the topics "What We Need to Know in Buying Furniture" and "Cleaning Upholstery and Wooden Parts of Furniture." She presented very fine illustrated sessions with much valuable information. The economics and selection information was quite valuable to both young homemakers and to older ones, and the information on cleaning was both surprising and practical.

An Adult Education Workshop Committee, appointed by the County H. D. Chairman at the fall meeting in December, 1962, presented its program in May. Excellent committee work was done for the workshop day headed by Mrs. George Turner, Lovettsville. The all day meeting offered a social atmosphere as well as a learning experience through a choice of classes including the following: Chair Caning, Smocked Pillows, Hooked Rugs, Lampshade Making and Furniture Refinishing. The homemakers could choose 2 classes for the day, each class lasting two hours. Each group selected a chairman and if interest prevailed, they were notified by the chairman of a second work day. The workshop day was successful in its purpose even though attendance wasn't as good as had been expected. At the spring county meeting, the members evaluated the workshop and many felt that it was a failure.

PHASE: HOUSING

The homemakers in Loudoun needed information about proper and efficient lighting. They especially wanted information concerning bulbs, color, sizes, etc. They, too, are often asked to select building materials according to their likes and dislikes. They wanted to learn which ones required the least amount of care and which ones would give the longest service.

Therefore, it was our objective to provide information suitable for the homemaker on lighting and on building materials and to provide information that was easily accessible to them for use.

The objective was accomplished through several methods. A leader training meeting was conducted in March by Miss Louise McKinley, VEPCO Home Economist, and agent for the Loudoun Home Demonstration Clubs on the subject "Light for Reading and Study With Emphasis on Bulbs." The training included the importance of assisting the eyes with good light; a demonstration of various light bulbs (sizes and shapes), and where each should be used; adequate lampshades, and "Recipes for Good Lighting."

Miss Mary Settle, House Improvement Specialist, V.P.I., trained Home Demonstration Club leaders in May for the topic "Selecting Practical and Easy to Care for Building Materials for the Interior." In this training she included materials and finishes for interior walls, floors, entrances, and halls, etc. It was realized by the women and by the agent that this topic was too broad to do justice to any one phase of it in a short period of time. Miss Settle did a very fine job of relating this resource material in such a way as to introduce new materials and ideas. This program stimulated thinking and created an awareness of the need for more programs on this and similar topics, especially for this area, evident to a building explosion.

this meeting went back to their clubs and presented the information. It really turned out to be an accidental leader training meeting.

PHASE: HOME MANAGEMENT AND FAMILY ECONOMICS

With women being designated or left the very complicated and technical job of family bookkeeping, family economics, and family management, it was felt necessary to stay informed of new changes in laws, improve methods of bookkeeping, and ways to avoid loss of money through lack of knowledge.

Our major objective was to create in the women, an interest and a working knowledge of the above mentioned topics.

Miss Amelia Fuller, Farm and Home Unit Specialist, V.P.I., trained leaders of the Home Demonstration Clubs on "What Women Should Know About Family Business Matters" in July. This training included a very valuable discussion on vital statistics, bank accounts, correct procedure in making out checks, location of all business papers, stocks, bonds, social security, and other family business papers. The attention and importance given this matter was more significant than leaders had realized before.

The second session of the training was devoted to information on "Health and Hospitalization Plans." This discussion included attention which should be given to policies as to favorable and unfavorable aspects of them. Several pointers were stressed for investigation; for example, the cancellation and the renewability of clauses of each policy. The precautions and the significance of a clear understanding of the policies and plans were most welcome from Miss Fuller. All of the trained leaders did an excellent job of presenting this information to their clubs.

In November, the H. D. Clubs studied "Wills, Deeds, and Right of Property." We had a county-wide H. D. meeting with Mr. Carleton Penn, a local lawyer, to speak on this topic and to answer questions. Forty-eight people, including 8 husbands, attended this meeting. Those who attended

for Economy and Efficiency." Within the demonstrations presented by the trained leaders, it was noted from the inventory of members that the homemakers' diets were lacking in milk and green vegetables.

Highlighting the 4-H Club year for the girls was the County 4-H Demonstration Contests. The demonstrations were divided into 2 days this year, which proved very satisfactory as it provided for better participation and better organization.

March 16 was devoted to all foods contests including Food and Nutrition, Breads, Dairy Foods, Poultry Foods, Frozen Foods and Canning.

The food and nutrition phase of the Extension Home Economics Program this year proved very valuable to all who participated. The interest in the subject was partially displayed through the large number and fine quality of food exhibits at the 4-H Fair.

PHASE: FOOD AND NUTRITION

The chief interest this year for the 14 Home Demonstration Clubs and the 19 4-H Clubs was Food and Nutrition. There were 274 girls enrolled in the "Food and Nutrition" project, 18 in "Food Preservation" and 27 in Breadmaking." "Meal Planning for Economy and Efficiency" and "Balanced Meal Planning for the Family" were studied by the 290 H. D. women.

The basic objectives of the food and nutrition phase were to help train girls to appreciate the "whys" as well as the "hows" of food preparation; to present new and approved methods of food preservation; to present a practical and useable method of menu planning; and to change some family food patterns.

Two good project meetings were carried out for the Lincoln Senior 4-H girls in Food and Nutrition. The club leader, Mrs. John Terminella, received training from the agent and in turn solicited help from Mrs. Philip Boepple, and the girls gained much help and inspiration from them. Similar project groups were carried out in the county in which the leaders, who had been trained by the agent, conducted the project meetings.

Miss Janet Cameron, Food and Nutrition Specialist, trained 30 H. D. leaders on the subject of "Meal Planning for Economy and Efficiency" in January. She also trained the agent for the subject "Balanced Meal Planning for the Family." Miss Cameron was a great help to bring new and up-to-date information to the women. The information was presented in such a manner as to make it easy for the leaders to present the information to the clubmembers. In February, the H. D. members studied "Planning Meals

time the classes were scheduled. Various reasons were submitted for non-attendance with competition for time and inclement weather being the chief reasons.

"Planning a Coordinated Basic Wardrobe" received much appreciation from the H. D. Club members.

Special interest sewing classes were conducted by agent in the Ryan-Ashburn Area. These classes were for homemakers who had very little knowledge and skill in sewing and they were very helpful. The Farmwell Home Demonstration Club presented a fashion show at the Ashburn Fire Hall in April. Eight homemakers modeled 10 garments that they had made at the special interest classes.

Valuable results were obtained from the phase of clothing this year as exemplified in the improved personal appearances at meetings, shopping, etc. and as exemplified in the very nice garments that the girls and women made and exhibited at the 4-H Fair.

Interest is being expressed to learn more about clothing in next year's program and agent has already attended two clothing workshops to prepare for this.

PHASE: CLOTHING AND TEXTILES

Clothing was the second highest interest subject matter for the 4-H girls. There were 55 enrolled in "Looking Your Best;" 101 in "So You'd Like to Sew;" and 57 in "Make or Remake." The H. D. members studied "Planning the Coordinated Basic Wardrobe" and sponsored a special interest program on hat making.

The women and girls expressed interest in receiving training in basic clothing construction, wardrobe building, color planning, choosing accessories, and in good grooming.

Our main objective was to provide information and inspiration for developing a well groomed, well dressed girl and woman in the Loudoun 4-H and Home Demonstration Clubs.

Special programs in clothing this year have received valuable emphasis. Special sewing project work was done with 14 Lincoln Senior 4-H girls with Mrs. Robert P. James and agent assisting with the instruction. The classes were held in the Home Economics Department of Loudoun Valley High School with special permission from the School Board.

The County 4-H Dress Revue was held in March and Carol Stowers of the Leesburg Senior 4-H Club represented Loudoun in the Northern District Contest. Carol received a blue ribbon and was second district alternate in the district contest.

In conjunction with the Junior Woman's Club of Loudoun, agent conducted a hat making course. The classes were held January 8, 15, 22 and 29; and a total of 6 women attended at least one of the classes. This was only 25% of the number requesting this type of information, and it was the second

There was an increase in the number of projects taken as well as an increase in quality in projects this year. This increase was due to the assistance of junior leaders to junior 4-H members.

We feel that we have made marked improvement in leadership this past year. This was demonstrated in the almost double increase in the projects that junior leaders were involved in this year.

PHASE: JUNIOR LEADERSHIP

Leadership training was needed not only to strengthen the leadership in the county, but also to develop leadership potential which club members can use all through life.

It was our objective to make full use of junior leaders in order to strengthen the 4-H Club Program in the county and also to broaden the leadership abilities of club members.

Members were secured and trained as officers, advisors, and superintendents of the 4-H Fair. In addition to adult officers and superintendents, it was felt necessary to have junior superintendents and officers to work with adults to gain experience so they could take on responsibility in the future. Each Honor Club Member pledged at the beginning of the year to work with 4-H Clubs either as organizational or project leaders.

Four-H leaders are used as counselors, instructors, and in other capacities in assisting with 4-H camp, 4-H Sunday Service, 4-H Picnic, and numerous activities.

The greatest single accomplishment was the personal development of junior leaders. Through active participation as leaders, a sense of responsibility and accomplishment that they could not have gained elsewhere was developed.

As achievement records stress leadership, the Loudoun County 4-H County Council chose a goal for each senior club to submit a minimum of 2 boys and 2 girls records in the State Achievement Contest. The number of achievement records this year was doubled over any previous year. As a result of this, we had a state winner in the Leadership Achievement Contest.

sixteen years of age. The team was narrowed down to six and finally to the required four. The team worked hard and as a result they won third in the district contest and missed second place by five points. Ann Cockerill was fifth high individual in the contest. In state competition, the team placed seventh. This was a commendable showing, considering that the team was composed of 4-H'ers who were all first year team members.

Twenty-seven members exhibited forty-two animals at the Loudoun Fair, twelve showed eighteen entries at the Northern Virginia District Dairy Show, twelve members entered sixteen animals in the Loudoun-Fairfax Holstein Black and White Show, three 4-H'ers with dairy projects showed four animals at the Prince William County Fair, two members took four animals to the Clark County Fair, and five 4-H'ers showed six animals at the State Fair.

Bill Cole had an outstanding Holstein senior calf that was undefeated in the state. The calf was shown at five big shows here in the state where she won junior champion three times and grand champion once. He also showed this heifer at the Maryland State Fair, where she placed high in her class.

Major emphasis was placed on involving more 4-H'ers in the program and demonstrations in order to let them develop their talents and to make them feel that they are important to the success of the over-all 4-H program.

Fair in West Virginia.

The Light Horse and Pony Club held a Showdeo in July and participated in the 4-H Fair at which time they demonstrated their grooming and horsemanship abilities. There are approximately 55 members in the club.

Two days were devoted to the girls 4-H demonstration contests in March. Ten girls represented Loudoun in the Northern District Contests in April.

Seven Loudoun County All-Stars attended the All-Star Weekend at Powell's Fort Valley in August and six attended the All-Star Weekend Conference at Blacksburg in conjunction with the 4-H Short Course.

The Loudoun 4-H Dairy Club, composed of 51 members, met six times during the year to discuss, transact and take part in the business and educational programs that were of mutual interest to them. Specialized programs on calf and heifer raising were conducted in addition to the annual demonstrations on showing and fitting. Eight 4-H'ers took part in this year's demonstrations. A tour to the Maryland and Virginia Milk Producers Manufacturing Plant at Only, Maryland was one of the highlights of the year. Thirty-five 4-H'ers and leaders took in the all day tour of the most modern plant of its kind in the United States. One other event that the dairy club took a major role in was the promotion of June as "Dairy Month." Five window displays showing the value of milk were exhibited throughout the county.

Loudoun's dairy judging team got off to a slow start because of the shortage of Extension personnel in the county in the early part of the year. Once practice judging sessions were started, competition for a spot on the team became very competitive. Several of the first workouts had fourteen to twenty 4-H'ers judging, that ran between eleven to

sixth.

The State 4-H Livestock Judging Team, composed of 2 Loudoun County 4-H'ers, participated in 4 contests, earning the following placings:

4th Place -- Atlantic Rural Exposition

1st " -- Pennsylvania Livestock Exposition

1st " -- Eastern National Livestock Exposition

4th " -- International Livestock Exposition

In the National Contest Walter Dickson of Loudoun was the high individual in cattle judging. Tommy Hoff, another Loudoun 4-H'er, was high individual at the Eastern National Livestock Exposition and was 5th high individual at the International Livestock Exposition in Chicago. George Pulley was high individual at Pennsylvania Livestock Exposition, and Paul Rogers was 3rd high individual in cattle judging at Eastern National.

Each club in the county completed a worthwhile community project this year. These projects varied from the development of the community picnic grounds to the beautification of school properties.

Twenty-six Loudoun County beef club members exhibited 40 animals at the Glenwood Park Cattle Show this year. Ronnie Blake, Waterford Junior 4-H Club member, exhibited his Grand Champion Baby Beef at the following shows:

Loudoun County 4-H Fair

Prince William County Fair

Clarke County Fair

Ronnie also exhibited the Grand Champion in the junior division at the Richmond State Fair and was Reserve Champion at the State Fair.

Judy Paylor had the Grand Champion Steer at the Jefferson County

members participating. Carol Stowers and Tommy Herndon represented Loudoun County in the district contest.

The County 4-H Council banquet was held in April at Sykes Hall with the Lovettsville Senior 4-H Club as host. The guest speaker was Dr. Melton Wright, Director of Instruction, Frederick County Schools, Winchester. There were 150 4-H'ers attending the banquet.

In August, 42 girls and 22 boys from Loudoun attended Powell's Fort Valley 4-H Camp. Ellen Brown, of the Lincoln Senior 4-H Club, represented Loudoun at Conservation Camp. Eleven girls and nine boys from Loudoun attended the State 4-H Short Course.

In May, many of the 4-H'ers attended the 4-H Club Sunday Service at the Purcellville Baptist Church. This program was planned and conducted by the Loudoun County 4-H Honor Club.

Over 300 4-H Club members attended the county picnic in June at Braddock Heights. The large attendance at this recreation activity indicated great joy at the end of a school year of 4-H Club work.

The 28th Annual Loudoun County 4-H Fair, held August 24-25, was one of the highlights of Loudoun's 1963 4-H activities. A new system was oriented in which the youth had greater responsibility through serving as Division Superintendents with adults as advisors. Despite a drought year, the number of exhibits was larger than any in the 28 years of the fair. The fair was an outstanding educational event for the youth of Loudoun.

Three judging teams were trained this year: Livestock, Poultry and Dairy. The livestock team placed first in the district, with the poultry and dairy teams each placing third. The dairy and livestock teams participated in the state contest--livestock placing first and dairy placing

conducting of the meetings. Members, along with the leaders, plan the programs for their club for the entire club year, and each member participates in one or more programs during the year.

By actively participating in the planning and conducting of their own programs, the club members and leaders show more interest and feel that it is their program and not that of the Extension agent.

The local business firms show great interest in the overall county 4-H program as evidenced by their loyal support. Local business firms support the 4-H program by donations of calendars, ribbons for our fair, conducting tractor maintenance projects, 4-H electric program, support of 4-H livestock sales, and numerous other 4-H activities.

The news media in the county render valuable services through the vast amount of publicity they gladly give the 4-H program.

In November, an officers training meeting was conducted by the County 4-H Council, in which junior leaders as well as adult volunteer leaders, helped train the officers in the junior and senior 4-H Clubs. Approximately 77 officers attended this training meeting.

Leaders received recognition and club members who did outstanding work in their projects received county medals at the Annual 4-H Achievement Night in December. Rosalie Leigh, an IFYE delegate to Sweden, gave an interesting talk and showed slides she had brought from Sweden.

Diana Blake, a Waterford Senior 4-H Club member, won a trip to State 4-H Short Course in the Share-the-Fun Contest, using as her vocal selection, "Honey Bun" from South Pacific.

A Public Speaking Contest was held in May with nine senior 4-H Club

II. REPORT ON PROJECT AREAS

PHASE: FOUR-H ADULT LEADER TRAINING

With an increase in 4-H Club members coupled with an increase in projects, it has become increasingly more important to secure additional leaders and to give them adequate training in the duties and responsibilities of 4-H leadership.

It was our objective to improve the overall 4-H program by training leaders and having them realize their responsibilities as leaders as they prepare to improve the four-fold development of 4-H members.

Miss Margaret Gulley, Associate State 4-H Club Agent, came to Loudoun County in January to train two agents and nine 4-H leaders. The training involved 4-H program planning as well as procedures for working more effectively as leaders. Much helpful information was received and the agents and leaders felt inspired toward improving the 4-H leader program and the 4-H youth program in Loudoun.

Special efforts were made to secure additional adult volunteer 4-H leaders by sending questionnaires to parents of members of each club asking for leaders. Favorable results were obtained from this as shown in an increase of 16 leaders. Personal contacts by club members, leaders, and agents were made to secure leaders. So far, we have only one club out of 22 without a leader, which is indeed an improvement over last year's record.

As a result of the procurement of additional leaders and the proper training of same, we have secured fifty additional 4-H Club members.

Considerable improvement has been made this year through leaders getting 4-H members actively engaged in the actual planning and

Local leaders were involved in the planning and conducting of seven livestock sales which grossed over \$300,000. to county farmers. These sales were county sponsored by the Extension Service.

At the request of the R.A.D. Tax Study Committee, a hearing was held by the County Board of Supervisors on January 7 to consider tax relief for farmers. It was felt by the group of local leaders that something should be done to spread the tax burden more equitably among all county taxpayers. Support was given the group by the County Retail Merchants Association. As a result of the hearing, the assessment on livestock was reduced to one cent per \$100 evaluation. The supervisors also agreed to consider reducing the assessment on farm machinery at a later date.

Scientist to interpret the Soil Survey engineering data and to advise county officials and citizens concerning the location of buildings, highways, etc. on various soils. The counsel of the Soil Scientists in these two adjoining counties has resulted in a savings of many thousands of dollars to the taxpayers. Convinced that a part-time Soil Scientist was needed in Loudoun County, the local leaders set out to convince the County Board of Supervisors and others that such a person should be hired. With the assistance of the Fairfax County Agent and Soil Scientist, the Prince William County Executive Secretary, Soil Scientist, and Planning Director and members of the V.P.I. Agronomy Department, the County Supervisors were convinced of the need for a part-time Soil Scientist. The Prince William County Soil Scientist is currently employed one day a week to work in Loudoun County and in the six months he has worked here his services have been of tremendous value to the county.

Other local leaders have been involved in R.A.D. Watershed Study Work Groups in an effort to provide adequate water to growing towns in the county. With the assistance of the Soil Conservation District, possibilities for obtaining water through the Small Watershed Development Act, Public Law 566, were investigated. Numerous meetings were held to explain to county citizens of the possibilities and advantages. Site location and justification studies were made by S.C.S. personnel at the request of the R.A.D. groups and land acquisition was started by the R.A.D. committeemen.

Other leaders were involved in other R.A.D. Sub-Committees, such as the Soil and Water Conservation Ordinances Group and the Recreation Sub-Committee.

Local leaders serve as members of the Livestock, Agronomy and Dairy Sub-Committees.

Through the ardent support of Loudoun 4-H Youth and the ability of Jimmy Biggers, President, Ashburn Senior 4-H Club, Jimmy was elected 2nd Vice-President of the 1964 State 4-H Short Course at V.P.I. in June. Jimmy has been trained and guided by the agents, volunteer 4-H leaders, and his parents to accept responsibility and leadership. He served a second term as Vice-President of the Loudoun 4-H County Council by popular demand. He attended the National 4-H Club Congress in Chicago in December on his Leadership Achievement Record.

There has been greater participation in all areas for leadership of the Extension Program including three leaders for 4-H camp, more interest and leadership in the 4-H Club Fair, and an improved outlook on adult leadership from the H. D. Clubs in leader training programs.

The broadening scope of county Extension work is in itself a major factor resulting in the involvement of more and more local leaders in the planning and conducting of the Extension Program in the county.

The Rural Areas Development Program has involved over fifty local leaders as members of various sub-committees and work groups set up to study existing and potential problems brought on them by rapidly increasing urbanization. The vital part the existing soil survey can play in the future orderly growth of the county was realized by certain county leaders who were familiar with costly problems in nearby counties resulting from a failure of county officials in these counties to use engineering data contained in their soil survey reports. The County R.A. D. Soil Survey Uses Work Groups made a thorough study of problems encountered in Fairfax and Prince William Counties as a result of soils engineering problems brought on by rapid urban development. These counties have each employed a Soil

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

A great many large and small communities are used to carry out the Extension Home Economics of Youth Program in Loudoun. Leadership and responsibility are each developed and have proven to be an effective area of concentration.

One of the most effective pieces of committee work and leadership this year was the re-organization of the 4-H Fair Committee. A new idea for improving the fair was conceived by some small committee of interested persons. The 4-H Fair was oriented into a more concrete organization with both youth and adult officers. Senior 4-H Club members serve as Division Superintendents with adults as advisors. This system initiated the youth into a more responsible position with the fair and trained them for the jobs to be done. It gave them the chance to serve that they had been looking for. The 1963 4-H Fair Officers were:

Presidents - Adult -	Frank Keesling
Youth -	Jimmy Biggers
Vice Presidents - Adult -	Bill Thomas
(Agriculture) Youth -	Tommy Hoff
Vice Presidents - Adult -	Mrs. John Sisk
(Home Economics) Youth -	Carol Stowers
Secretary -	Mrs. Claude Stowers
Treasurer -	Mrs. Betty Jean Hyatt

A system of nine committee members were named to plan, organize, and function for the success of the 1963 4-H Fair. The evaluation committee met after the fair to designate success, failures, and future improvements.

ANNUAL NARRATIVE REPORT

COUNTY EXTENSION WORK

Virginia Agricultural Extension Service

W. J. Brown

Extension Agent

Telia L. Martin

Extension Agent

William H. Harrison

Assistant Agent

R. Donald Meek

Assistant Agent

Assistant Agent



1963

Loudoun

County

EVALUATION:

Home Demonstration Club Accomplishment Sheets will be used to compile information about the number of wills made, available insurance plans, and other items pertaining to what the women should know about the family business matters. Questionnaires and surveys will also be used to formulate evaluation of this subject matter.

A MAJOR EMPHASIS - EDUCATIONAL PLAN
PROJECT AREA: EXTENSION HOME ECONOMICS
PHASE: HOME MANAGEMENT AND FAMILY ECONOMICS

The Situation:

The 14 Home Demonstration Clubs of Loudoun have chosen these topics to study: "What Women Should Know About the Family Business Matters," "Health and Hospitalization Insurance Plans," and "Wills, Deeds, and Right of Property."

The Specific Problem:

With women being designated or left the very complicated and technical job of family bookkeeping, family economics, and family management, it is necessary to stay informed of new changes in laws, improved methods of bookkeeping, and ways to avoid loss of money through lack of knowledge.

The Program Objective:

To provide an opportunity to give free information on the topics mentioned above.

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
(1) To become familiar with the family business matters.	V.P.I. Specialists H. D. Agent	Leader Training Meetings.	Sept.	Leaders
(2) To understand provisions of health and hospitalization plans.	Private Business Firms	Lecture Demonstrations. Group Discussions	Oct.	
(3) To know the values of wills, and deeds.			Nov.	
(4) To know what are family rights of property.				

EVALUATION:

Results of stepped up interest, responsibility cooperation, and long range planning will be used to evaluate the effectiveness of the county-wide organizational work. Greater participation in educational programs, and in Federation programs will be observed for effective programming.

A MAJOR EMPHASIS - ORGANIZATIONAL PLAN
PROJECT AREA: COUNTY HOME DEMONSTRATION COMMITTEE
PHASE: EFFECTIVE COUNTY ORGANIZATION - 1963

The Situation:

Loudoun County Home Demonstration Clubs are organized as 14 individual clubs and as a county unit called the County Committee. The 290 members recognize the committee with the club presidents, program development leaders and county officers as the official delegates.

The Specific Problem:

Some lax in organization has brought about an attitude of irresponsibility for the county, district, and State Federation obligations.

The Program Objectives:

To assist the County Committee in making the clubs aware of their responsibilities as a Federated organization. To help H. D. Clubs realize the obligations to spreading the free educational information to other people who desire it and who request it.

ORGANIZATIONAL OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
(1) To create an awareness of an ineffective County Committee.	(1) County H. D. Chairman	(1) County-wide meetings for business.	Mar.	(1) H. D. Agent
(2) To stimulate interest in Federation projects.	(2) Work Committees made up of H. D. Officers.	(2) Committee meetings.		(2) Co. H. D. Officers.
(3) To increase club responsibility and County Committee responsibility and cooperation.	(3) Home Economics personnel in various fields of education.	(3) County-wide program with emphasis on home economics education.		(3) H. D. Women (4) Professional Home Economists
(4) To have a more effective H. D. program of interest to the members.				

A MAJOR EMPHASIS - EDUCATIONAL PLAN
PROJECT AREA: EXTENSION HOME ECONOMICS
PHASE: HOUSE FURNISHINGS

The Situation:

The 14 Loudoun H. D. Clubs have chosen to study "What We Need to Know in Buying Furniture" and "Cleaning Upholstery and Wooden Parts of Furniture on Hand."

The Specific Problem:

Homemakers have shown much interest in learning the good qualities of good furniture and how to invest for the best arrangement to suit family and individual likes and dislikes. They also want to know how to care for furniture they already have to make it wear well and to preserve its appearance.

The Program Objective:

To provide information on buying furniture and on taking care of it.

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
(1) To present information on essentials of selecting carefully and investing in furniture.	Specialists	Leader Training	May	Leaders
	H. D. Agent	Demonstrations		
(2) To acquire skill in proper treatment of upholstered and wooden furniture.	V.P.I. Bulletins	Workshops	June	

EVALUATION:

Exhibits in clubs and at 4-H Fair will be used to evaluate skill acquired in proper treatment of furniture.

Questionnaire will be used to seek information needed for demonstrations.

EVALUATION:

Actual adoption of the information will be used to evaluate the programs here studied.

A MAJOR EMPHASIS - EDUCATIONAL PLAN
PROJECT AREA: EXTENSION HOME ECONOMICS
PHASE: HOUSING

The Situation:

The 14 Loudoun H. D. Clubs have chosen for study, "Light for Reading and Study with Emphasis on Bulbs" and "Selecting Practical and Easy to Care For Building Materials for the Interior."

The Specific Problem:

Homemakers are in need of information about proper and efficient lighting. The emphasis to start with is being placed on information needed about bulbs, color, sizes, etc.

Homemakers are asked to select building materials according to likes and dislikes. They also want to know which ones require the least amount of care and which ones will give the longer service.

The Program Objective:

To provide information suitable for the homemaker on lighting and on building materials. This information is to be easily accessible to them for use.

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
(1) To emphasize correct lighting.	Specialists	Leader Training	March	Leaders
	H. D. Agent	Demonstrations		
(2) To acquire knowledge of how to improve home lighting.	Home Economist			
	V.P.I. & U.S.D.A. Bulletins	Questionnaires and Surveys		
	Commercial information.			
(3) To acquaint homemaker with good building materials for economy, long wear, and easy care.	Movies and Slides		July	Agent
(4) To put into practice the knowledge gained through this study.				

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
PROJECT AREA: EXTENSION HOME ECONOMICS				
(1) To teach to 4-H girls the basic sewing construction.	H. D. Agent Singer Sewing Machine Co.	4-H Leader Training Project Meetings	Oct. - May	Agent Leaders
<u>The Situation:</u>	V. P. I.	Demonstrations		
(2) To teach the essential of a well equipped sewing box.	Bulletins	Movies		
<u>The Specific Problem:</u>		Exhibits		
(3) To acquire knowledge of simple sewing repair techniques.	Commercial Literature			
(4) To plan a good wardrobe based on needs and amount of money to spend.		4-H Fair	August	
(5) To teach good appearance.				

To provide information suitable for the homemaker on lighting and on building materials. This information is to be easily accessible to them for use.

EVALUATION:

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
(1) The agent will look for improvements in wardrobe coordination by way of personal appearances of the homemakers at meetings, shopping, sports events, etc.	H. D. Agent	Demonstrations		
(2) Four-H Contests and Loudoun 4-H Fair will be used to evaluate the 4-H girls clothing projects.	V.P.I. & U.S.D.A.	Questionnaires and Surveys		
(3) To acquaint homemaker with good building materials for economy, long wear, and easy care.	Bulletins Commercial information Movies and Slides		July	Agent
(4) To put into practice the knowledge gained through this study.				

A MAJOR EMPHASIS - EDUCATIONAL PLAN
PROJECT AREA: EXTENSION HOME ECONOMICS
PHASE: CLOTHING AND TEXTILES

The Situation:

Clothing is the second highest interest subject matter program for the 4-H girls. There are 55 enrolled in "Looking Your Best;" 101 in "So You'd Like to Sew" and 57 in "Make or Remake Clothing." The H. D. members have chosen to study "Planning the "Coordinated Basic Wardrobe" and to sponsor a special interest program on hat making.

The Specific Problem:

Training is needed in basic clothing construction, wardrobe building, color planning, choosing accessories, and good grooming.

The Program Objective:

To provide information and inspiration for developing a well groomed, well dressed girl and woman in the Loudoun 4-H and Home Demonstration Clubs.

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
(1) To train H. D. members in the basic wardrobe planning.	Clothing Specialist	Leader Training	Jan.	Specialist
	Home Demonstration Agent	Illustrated lecture demonstrations		H. D. Leaders
(2) To inspire homemakers to inventory their wardrobe and to get rid of space consuming garments no longer worn or needed.	V.P.I. Leaflet 121 - Wardrobe Building			H. D. Agent
	V.P.I. Leaflet - Selecting Becoming Clothes as Affected by Line and Design.			
(3) To inspire the homemaker toward better appearance.	V.P.I. Circular 744 - Color in Your Home.			

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
1. Vitamin, mineral, & caloric contents of foods.		Illustrated lecture Demonstration by trained H. D. Leader.		
2. Economical menu planning.		Individual menu planning.		
3. Efficient food buying for nutrition, time, & energy budgeting.		Individual Food Intake Survey for one day.		
4. Changing of poor family food patterns.		Group participation in menu planning.	Feb.	Specialist
5. Avoiding the "same thing rut" in meal preparation.		Group participation.		
6. The importance of all family members getting into the diet.		Illustrated lecture demonstration by Agent and trained H. D. leaders.		
7. Gaining a greater appreciation of food chemistry.				

EVALUATION:

Changed family food patterns, variety in menu planning, budgeting of time, energy and nutrition will be observed through questionnaires in April for the adult homemaker foods program.

Four-H Demonstration Contests and 4-H Fair will be used to evaluate the foods projects.

A MAJOR EMPHASIS - EDUCATIONAL PLAN
PROJECT AREA: EXTENSION HOME ECONOMICS
PHASE: FOODS AND NUTRITION

The Situation:

The 14 Home Demonstration Clubs and 19 4-H Clubs have chosen foods and nutrition as their chief interest for this year. There are 274 girls enrolled in the "Foods and Nutrition" project, 18 in "Food Preservation" and 27 in "Breadmaking." The 290 H. D. women have chosen to study "Meal Planning for Economy and Efficiency," and "Balanced Meal Planning for the Family."

The Specific Problem:

Poor nutrition for mothers and teenagers and poor food habits has been expressed as evidence of an adequate foods program for the county. Four-H girls need training in the skills and technical aspects of food preparation and display. The homemakers need suggestions for planning balanced meals and for budgeting time, energy and money in food preparation.

The Program Objective:

- (1) To train girls in the appreciation of food chemistry and the skills of food preparation.
- (2) To present new and improved methods of food preservation.
- (3) To present a practical and useable plan for menu planning.
- (4) To change some family food patterns.

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
Girls should be allowed to:				
(1) Conduct certain food experiments.	Food and Nutrition Specialist	Project Training for 4-H Leaders.	Oct. - May	Agent
(2) Prepare some foods from recipes.	H. B. Agent	Project Meetings for 4-H Girls.		
(3) Learn to give a demonstration.		Individual demonstrations.		
(4) Exhibit food items for judging.	V.P.I. & U.S.D.A. Bulletins	County Demonstration Contest Day.		
(5) Learn to keep good records.		4-H Fair Exhibits	August	

Homemakers will be trained in:

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
		Explain methods of assembling Achievement Records, what to include, etc.	Jan. - Feb.	Previous 4-H members who have won with their records. Agents Leaders

EVALUATION:

Appraisal of Achievement Records submitted this year with those of previous years by agents.

Appraisal of the completeness of junior member's projects as a result of project leadership they received from senior 4-H'ers.

Overall appraisal of senior 4-H'ers in regards to their leadership ability, initiative, etc. by agents.

A MAJOR EMPHASIS - EDUCATIONAL PLAN
PROJECT AREA: 4-H AND OTHER EXTENSION YOUTH PROGRAMS
PHASE: JUNIOR LEADERSHIP

The Situation:

This year only 9 girls and no boys are enrolled in junior leadership. As a result, even though there is considerable interest among club members to enter Achievement Record Books, the records are weak in leadership activities because there are not enough opportunities for club members to work with other 4-H'ers and gain experience in junior leadership.

The Specific Problem:

The lack of opportunity and initiative on the part of club members coupled with the ever increasing competition for the 4-H'ers time from all activities have reduced the quality of Achievement Records in Loudoun County.

The Program Objective:

To encourage senior 4-H members to develop their own leadership abilities thru helping junior club members with project work.

To encourage Achievement Record building.

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
1. To provide an opportunity for club members to develop their leadership abilities.	1. 4-H Project information 4-H project leader's guide. 4-H adult leaders	Encourage senior 4-H'ers to develop their leadership abilities thru junior 4-H'ers by helping them with their projects.	Jan. - Dec.	Senior 4-H'ers. Adult leaders.
2. To encourage Achievement Record Building	2. 4-H Adult Leaders 4-H members	Stress the importance of strong project work and leadership activities for building Achievement Records and awards available for outstanding records.	Feb.- Mar.	Agents

- EVALUATION:
1. Extension agents observation of leaders at club meetings, particularly with regard to the incorporation of different members into the meeting program.
 2. Remarks by leaders after training sessions.
 3. Interest shown by club members in the total 4-H program.

OTHER 4-H ACTIVITIES CARRIED ON IN LOUDOUN COUNTY:

- | | |
|----------------------------------|--|
| 1. Officers Training Meeting | 13. Livestock Judging Team |
| 2. Achievement Night | 14. Dairy Judging Team |
| 3. Share-the-Fun Contest | 15. Community Projects |
| 4. Public Speaking Contest | 16. Glenwood Park Cattle Show |
| 5. County Council Banquet | 17. 4-H Light Horse & Pony Show |
| 6. Powell's Fort Valley 4-H Camp | 18. Dairy Field Trip |
| 7. Conservation Camp | 19. Beef Fitting & Showing Field Day |
| 8. Junior Leadership Camp | 20. Girls 4-H Demonstration Contest |
| 9. 4-H Short Course | 21. Livestock Conservation Demonstration |
| 10. Rural Life Sunday | 22. All Stars |
| 11. County 4-H Picnic | 23. Honor Club |
| 12. County 4-H Fair | 24. County Leaders Association |

A MAJOR EMPHASIS - EDUCATIONAL PLAN
 PROJECT AREA: 4-H AND OTHER EXTENSION YOUTH PROGRAMS
PHASE: 4-H ADULT LEADER TRAINING

The Situation:

Loudoun County has 21 active 4-H clubs with 644 members. There are 26 adult volunteer leaders working with these 644 members. Some training of the present leaders has been done by Extension Agents and experienced leaders. Additional training is needed.

The Specific Problem:

Additional adult volunteer leaders are needed. The large turnover of 4-H leaders needs to be reduced. All leaders need additional training.

The Program Objective:

To improve the overall 4-H program thru helping 4-H leaders realize their responsibility as leaders thru more effective meeting planning incorporating the overall four-fold development of 4-H members.

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
1. Improve 4-H meetings thru effective planning by leaders.	1. State 4-H Staff 4-H Leaders	1. Leaders meeting stressing the four-fold development of club members. Follow up meetings covering areas suggested by leaders.	Jan.- Feb. Mar.- Dec.	State 4-H Staff County Staff County Staff
2. Secure additional 4-H volunteer leaders.		2. Personal contacts showing possible leaders how much they are needed and that training will be available to them.	Jan.- Dec.	Club Members Present Leaders County Staff
3. Reduce the large turnover of 4-H leaders.		3. A definite established training program for leaders to equip them to work with 4-H'ers More effectively. Recognition for leaders at 4-H Achievement Night.	Dec.	State 4-H Staff County Staff 4-H County Council President

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
		Sign-up new participants. One enterprise participant. Close-out 1962 records.	Jan., Feb. Mar.	Agent and Specialist
	Quarterly Summaries Circular 883, Rev.	Review quarterly summaries of participating farms.	Apr., July, Oct.	Agent and Specialist.
		Monthly visits to participating farms.	Each month	Agents and/or Specialist.

EVALUATION:

(The agents feel that we can use the services of the Area Farm Management Specialist to good advantage a minimum of 3 days a month and more if he is available.)

Net income of participating farms from year to year will be used as basis of evaluation.

Other fields of work in farm management:

1. Work with S.C.S. Work Unit Conservationist in developing Conservation Farm Plans.
2. Have a meeting in November or December to discuss with farmers basic principles of farm record keeping. Distribute V.P.I. Inventory and Income and Expense Record Books as well as other supplementary material at this meeting and all during year.
3. Make maximum use of Electronic Farm Record Program Summaries of participating farms through meetings, farm visits, radio and news articles.
4. Assist farmers with understanding of Farm Phase of Federal Income and Self Employment Social Security Taxes through meetings, distribution of bulletins, radio and news articles.

A MAJOR EMPHASIS - EDUCATIONAL PLAN
PROJECT AREA: FARM MANAGEMENT
PHASE: ELECTRONIC FARM ACCOUNT PROGRAM

The Situation:

The cost-price squeeze is being felt by all farmers in Loudoun County. Without a satisfactory system of farm records keeping for analysis purposes, it is difficult, if not impossible for farmers to identify weaknesses or problems in this over all business. There are wide variations from farm to farm in nearly every efficiency factor. These variations are associated with large differences in net income among farms in the county. A satisfactory method of determining weak and strong points in farm businesses is needed.

The Specific Problem:

A large difference in net incomes among farms in Loudoun County of comparable size and potential.

The Program Objective:

Improve income of Loudoun County farmers by helping them define weak points in their farm businesses and to make necessary adjustments.

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
To improve income on Loudoun County farms by helping farmers.	V.P.I. Electronic Farm Account Program.	Get at least seven farms signed up in the V.P.I. Electronic Farm Account Program.	Jan. - March	Agent and Area Farm Management Specialist.
1. Set up a system of farm record keeping which will help them define weak points in their operations and make necessary adjustments.	Materials supplied by V.P.I. Electronics Farm Records Program.	Review and discuss with 1962 participants of Electronics Farm Account Program	When summaries are returned from V.P.I.	Agents and Area Farm Management Specialist.
	Circular 883, Rev.	the analysis and summary of their 1962 accounts by comparing them with accounts of other participating farms and point out weaknesses and strong points and make suggestions for adjustments when necessary.		

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
3. Take advantage of research on lesser cost rations, making maximum use corn silage.	Research at Northern Virginia Forage Research Station on Corn Silage Feeding.	Cattle Meeting	March	Extension
	Analysis of state graded sales prepared by Extension Specialists.	Tour of Northern Virginia Forage Research Station.	April & October	Animal Husbandman. Experiment Station Staff.
	Circular 624, Rev., U.S.D.A. Leaflet No. 456, Exp. Sta. Bul. 521, Bul. 530, Bul. 497, Tech. Bul. 135, Circ. 847, Circ. 815, Bul. 207, Leaflet 146, News Releases from Extension Editor.	Corn Meeting	March	Ext. Agronomists
		Forage Testing Program	All Yr.	Agents
		Maximum distribution of bulletins and circulars through meetings, displays at office and farm equipment dealer and through mail.	All Yr.	Agents

EVALUATION:

Questionnaire to be filled out by farmers at Beef Cattle Meeting.
 Farm Records Program.
 Farm and office visits.
 Census information.

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT AND NATURAL RESOURCE DEVELOPMENT

PURSE: LIVESTOCK - MARKET CATTLE FEEDING AND MANAGEMENT

The Situation:

The numbers of feeder and stocker cattle being fed are increasing in Loudoun County. Most Loudoun County feeders purchase feeder calves or yearlings in the fall, feed them through one winter with minimum gains, put them on grass in the spring and either market them off grass in the fall or feed them out to good or low choice grades with expensive concentrates. Our feeders need to consider alternative systems of cattle feeding and marketing, selecting the system or systems best suited for their particular situation. More use should be made of cost analysis research with different low cost rations which will result in decreased feed costs and greater net income.

The Specific Problem:

Loss of potential income to cattle feeders as a result of out-moded systems of feeder, stock and slaughter cattle production. A general reluctance among feeders to depart from established practices and to accept latest research findings.

The Program Objective:

Get our cattle feeders to investigate and consider alternative systems of cattle feeding, and make use of latest research in nutrition and management; taking advantage of cost analysis information.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
Assist cattle feeders to:	Information prepared by Extension Animal Husbandman	Beef Cattle Meeting	March	Ext. Animal Husbandman.
1. Investigate the alternate systems of feeder, stocker and slaughter cattle production, and select the system or systems best adapted to their particular operation.	on systems of feeder, stocker and slaughter cattle production. Material prepared by Extension Veterinarian and agents on fly and lice control, also worming feeder cattle.	Tour of leading steer feeding operations in area. Beef Cattle Meeting	Oct. or Nov. March	Local feeders, Agents, Specialists. Extension Veterinarian
2. Increase profits through increased gains and feed efficiency by use of stilbesterol and/or antibiotics.	Cost analysis information prepared by Ag. Economics and Animal Husbandry Departments	Beef Cattle Meeting	March	Extension Animal Husbandman.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
		On-the-farm inspection of animals consigned to special sales. Here the agents and inspection committee can counsel with producers and offer suggestions on improved quality of animals.	March Sept.	Agent and County In- spection Committee
		Livestock Marketing and Management School.	Dec. Jan. March	Specialists or and Agents

EVALUATION:

Results of county consignments to special sales are readily obtainable from the Extension Livestock Marketing Specialist and from the manager of the local sale. We can tell how many animals are consigned from the county, how much they weigh, and how they grade. We can compare this information with the average for the sale as well as the average for other individual sales in the state and with the state average as a whole. During farm inspection of animals consigned to sale, the agent and inspection committee can review the consignor's animals and get a year-to-year comparison on quality.

OTHER FIELDS OF WORK IN MARKETING:

The agents work closely with the Loudoun County Wool Pool in assisting county producers in getting a higher price for their wool through cooperative pooling.

The agents will keep producers informed of dates, sale requirements, etc. for all area feeder pig and special slaughter cattle sale.

The agents work closely with the Young Farmers Club in helping them promote and conduct a dairy cattle sale. The agents place numerous dairy and beef cattle, swine, and sheep, hay and grain through contact with local and area farmers and dealers.

The agents supply livestock and cash crop producers with marketing news supplied by V.P.I., the Virginia Department of Agriculture and the U.S.D.A.

The agents will work closely with members of the Angus breeders and help them promote and conduct sale of purebred and grade, bred and open, heifers. The sale will also include steers for 4-H livestock projects.

A MAJOR EMPHASIS - EDUCATIONAL PLAN
 PROJECT AREA: MARKETING AND UTILIZATION OF AGRICULTURAL PRODUCTION
PHASE: MARKETING OF LIVESTOCK AND LIVESTOCK PRODUCTS

The Situation:

Figures show that farmers on the average receive more for cattle sold thru state graded sales than thru weekly auctions and only a very small percentage of the feeder calves and yearlings produced in Loudoun are sold this way.

The Specific Problem:

Low percentage of feeder calves and yearlings sold thru state graded sales.

The Program Objective:

Increase the number of feeder calves and yearlings sold thru state graded sales and use information obtained from the sales as a method of improving the quality of Loudoun's beef cattle.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
Assist beef cattlemen by:	Information prepared by V.P.I. Animal Husbandry Department and Manager of local State Graded Sales.	Hold meeting of farmers and potential consignors to the special sales and show comparative results of prices received for animals marketed thru the various marketing media.	Feb.	Agent Ext. Live- stock Mtg. Specialist, Mgr. of Local State Graded Sales
1. Having them investigate the possibilities of marketing feeder calves and yearlings through the special state graded sales.				
2. Using information pre- pared by the Extension Livestock Marketing Specialist and Sale Manager on the results of sales to show the advantages of producing higher grading cattle.		News articles and radio programs giving compara- tive prices received for various weights and grades of calves and yearlings marketed thru special sales.	Sept. Oct. April	Agents

TEACHING OBJECTIVE	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
	ms-129	5. News articles, radio programs, on control of internal parasites in sheep and swine.	August	Agent
	V.P.I. Bulletin 207	6. News articles, radio programs and bulletins on control of lice and cattle grubs.	Sept.- Oct.	Agent
	MS 105 Circular 374	7. News articles, radio programs, bulletins on the control of stored grain pests.	Sept. & June	Agent
	MS 124 Circular 552	8. News articles, radio programs and letters to all alfalfa producers on control of the alfalfa weevil using heptachlor.	Sept. - October	Agent
	Bulletin 192 Bulletin 207 Bulletin 468 Bulletin 191	9. News articles, radio programs and bulletins on control of internal parasites in feeder and stocker cattle.	Sept.- Oct.	Agent

EVALUATION:

Evaluation of this phase will be accomplished mostly by individual contacts and by following up on office calls and request to see if the methods suggested were effective in the control of the parasite problem.

A MAJOR EMPHASIS - EDUCATIONAL PLAN
 PROJECT AREA: AGRICULTURE PRODUCTION, MANAGEMENT, AND NATURAL RESOURCES DEVELOPMENT
PHASE: ENTOMOLOGY - IDENTIFICATION AND CONTROL

The Situation:

It is recognized that potential crop and livestock damage, due to insects, is a major problem facing farmers through lowered crop yields and lowered quality of forage and grain crops as well as lowered milk production in dairy cows and beef cows and decreased rate of gains in livestock.

The Specific Problem:

A high incidence of crop damage to forage and grain crops and livestock damage caused by insects.

The Program Objective:

To decrease the amount of crop and livestock damage as a result of insect damage; thereby increasing the net income to farmers in Loudoun County.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
Assist farmers:	V.P.I. Circular 812	1. Livestock management school	Feb.	Agent
	V.P.I. Circular 815	to include information on		
1. To acquire a better understanding of methods of insect control.	V.P.I. Circular 498	control of internal and external parasites.		
	USDA Bulletin PA 375			
	Farmers Bulletin 2151	2. News articles, radio programs	April-	Agent
		and at the twilight forage	May	
2. To acquaint farmers with precautionary measures for applying chemicals for insect control.	V.P.I. Bulletin 468	meetings on control of the		
	V.P.I. Bulletin 191	spittlebug and pea aphid.		
	V.P.I. Bulletin 192	3. News articles, radio programs, July		Agent
	Leaflet 456	and bulletins on the control		
	Agriculture Handbook 120	of flies on livestock.		
		4. News articles, radio programs,		Agent
		form letters and bulletins on		
		the control of Japanese beetle.		

EVALUATION:

During December, select a sample from those attending the demonstrations and visit these farms. A questionnaire will be used to determine the extent of change that has taken place since the demonstrations were held. Evaluation of results of questionnaire will be publicized and used to give direction to plans for future mastitis prevention programs.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
2. To acquire skill in applying these practices.	Circular 846 and materials supplied by V.P.I.	1. Organize professional workers team to help plan and execute a milking demonstration program.	Aug.	Agents
		2. Select Demonstrator	Aug.	Team
		3. Train Demonstrator	Aug. or Sept.	Team
		4. Promote first meeting by getting team and dairy committee to contact 10 or 15 dairy-men and their milkers from all over the county.	Sept. or Oct.	Agent, Dairy Committee and Team.
		5a. Hold meeting with demonstrator or his milker doing the actual milking. Team to handle discussion.	Late Oct.	Agent and Team
		5b. Hold brief session at end of demonstration to solicit community demonstrations for community meetings.		
		6. Select 4 or 5 community demonstrators in different areas.	Oct. or Nov.	Team
		7. Train community demonstrators.	Nov.	Team
		8. Promote community meetings by radio, news articles, visits, etc.	Nov.	Agent & Team
		9. Hold community meetings and write news stories on each.	Nov. & Dec.	Team Agent

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT AND NATURAL RESOURCES DEVELOPMENT

PHASE: DAIRY - MASTITIS PREVENTION AND CONTROL

The Situation:

Rather accurate estimates based on research show that mastitis costs the average Loudoun County dairymen approximately \$2,100 each year and the total cost to all county dairymen as a result of mastitis is almost \$500,000.

The county dairy committee is very much aware of this mastitis problem, as are our veterinarians, milk purchasing cooperatives, milking equipment manufacturers and dealers and our dairymen.

The Specific Problem:

A high incidence of mastitis in most dairy herds in the county.

The Program Objective:

Reduce the incidence of mastitis through prevention.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
Help our dairymen and those who actually do the milking:	Agent training	Cooperate with fieldman of	Feb.	DeLevall and
	Workshop and materials	Maryland-Virginia Milk Pro-		Surge Area
	provided by State Mastitis	ducers Assoc. in arranging		Fieldman.
	Prevention and Control	for and conducting four on-		Local Dealers
	Committee and training	the-farm mastitis prevention		" Veterinarian
	team.	meetings, including demon-		Md.-Va. Milk
		strations on proper milking		Producers Assn.
		procedures.		Fieldman.
1. To acquire a better un-	Operating manuals and			Cooperating
derstanding of the	vacuum checking equip-			dairymen and
recommended use of milking equipment and of recommended managed milking practices.	ment supplied by equip-			County Agent.
Present in a manner so that the man doing the milking can understand.	ment manufacturer and dealer.			

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
2. Acquire a knowledge of least cost rations to obtain maximum economical production.	Visual Aid Charts on E.D.P.M. testing.	Annual D.H.I.A. Meeting	Jan.	Specialists & Agents
	D.H.I.A. Records	Herd Book Analysis Conference	Nov. or Dec.	Specialists and Agents
	PA No. 296	Meeting with dairymen and D.H.I.A. Supervisors on balancing rations and using feed recommendations made by supervisors.	Nov. or Dec.	Specialists and Agents
	Circular 883, Rev.			
		Annual D.H.I.A. Meeting	Jan.	Specialists and Agents
		Intensive farm visits to review and analyze D.H.I.A. records.	All Year July, Aug. Emphasis months.	County Dairy Specialists

EVALUATION:

Annual D.H.I.A. Summary to determine over all progress.

Individual D.H.I.A. records to determine individual progress through farm and office visits.

Constant checking with D.H.I.A. Supervisors to check individual and collective progress.

Other Fields of Work:

1. Educate dairymen of the importance of proper feeding and management of replacement heifers.
2. Assist dairymen with breeding problems and diseases affecting breeding efficiency.
3. Assist dairymen with planning of new buildings and renovation of old ones and with planning for adequate storage and handling facilities for forage and grain.
4. Cooperate with breed organizations, artificial breeding associations and other groups in presenting educational programs.

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT AND NATURAL RESOURCES DEVELOPMENT

PHASE: DAIRY - FEEDING FOR INCREASED PRODUCTION AND EFFICIENCY - UNDERSTANDING AND USING D.H.I.A. RECORDS

The Situation:

According to the annual D.H.I.A. report, Loudoun County ranked 32nd in the state in production. Loudoun County is the leading Grade A county in the state, and it will be necessary for our dairymen to increase production and efficiency of production if they are to compete with the increased cost of production and decrease in value of the products they are marketing.

Loudoun County dairymen are not making maximum use of D.H.I.A. records due to some degree of indifference and lack of understanding as to the potential value.

The Specific Problem:

Average level of production not high enough to keep our dairymen in a strong competitive position.

The Program Objective:

To increase the average production in the county through increased efficiency in management, especially as relates to more efficient feeding of low cost, high quality feedstuffs, thereby increasing net income of county dairymen.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
Assist herd owners and herdsman:	V.P.I. Forage Testing Service.	Twilight Forage Meeting	Apr.-May	Specialist and Agent.
1. To acquire a better understanding of the nutritional needs of dairy cattle to assure maximum economical production.	Circulars 903, 691, 766, 883, Rev. Leaflet 145 Forms MA 16, 17, 18	Attempt to get all dairymen to submit samples of hay and silage for nutritional analysis and then use this information as a basic guide in balancing rations and feeding their cows. Agents and supervisors will attempt to take these samples.	Year A= round. Special emphasis during fall and early winter.	Agents, D.H.I.A. Supervisors

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
3. The rigid culling of inferior cows based on performance or production records.	V.P.I. News Releases. Cost analysis information prepared by V.P.I.	Conduct tour to two of our top cow-calf producers who are carrying out recommended practices and have these producers tell and show how they manage their herds for a profit. Show price advantages for early, high grading calves.	July or Sept.	Agents, Successful Herd Owners, County Livestock Committee.
4. Feeding economically.				
5. The use of preventative health measures.				
6. Careful consideration of making adjustments when necessary.		Keep producers informed on performance of bulls in BCIA Performance Test of bulls and urge them to buy replacement bulls from the BCIA Bull Sale or from a BCIA member. Work with Northern Virginia Livestock Producers Assn. and local breeders in marketing of feeder cattle through state graded sales. Explain advantages of BCIA Program in selecting herd replacements and in culling cows.	Oct. Agents thru Mar. Agents Sept. County Inspection Oct. Committee Yr. a- Agents, BCIA round members. thru visits. Mar. mtg. Tours	

EVALUATION:

Results of feeder calf sales.
B.C.I.A. Annual Report.

A MAJOR EMPHASIS - EDUCATIONAL PLAN
 PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT AND NATURAL RESOURCES DEVELOPMENT
PHASE: BEEF CATTLE PRODUCTION - LOW RETURNS FOR COW-CALF PRODUCERS

The Situation:

Cost analysis figures show that the average cow-calf producer in the county is barely breaking even or is losing money. This fact is due largely to late calving, slow gaining calves, failure to cull cows which fail to calve or which calve late, inferior quality bulls and high feed costs. Some producers who are using good quality, fast gaining bulls, having early calves, culling properly, selecting replacements properly and keeping feed costs down are making money. Some farmers need to consider necessary adjustments; steer feeding, expanding herd size, adding a flock of sheep, etc.

The Specific Problem:

Low returns or loss from feeder calf production in many herds in the county.

The Program Objective:

Increase returns of feeder calf producers by guiding them to make necessary changes in management or certain necessary adjustments.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
Assist cow-calf producers to increase income by:	Results of state graded feeder calve sales to illustrate quality and weight advantages. Compare county consignments with local sale and state averages.	Hold meeting to discuss recommended management practices for cow-calf producers including all teaching objectives. Talk by BCIA supervisor on "Why Performance Test and Keep Records on Cows."	March 6	Head VPI
1. The use of fast gaining, high quality bulls.	BCIA Annual Report and performance of county herds on BCIA test.	Invite producers to BCIA weighing and grading demonstrations.	Sept.	Animal Husbandry Dept., Ext. An. Husbandman, Ext. Marketing Specialist, Ext. Veterinarian, BCIA State Sec.
2. Selecting their best performing heifers for herd replacements.	Bulletins 489, 530, 528, 283, 207. Circulars 723, 815, 812, 585. Leaflets 456, 146, 1.			BCIA Weighing and Grading Team, members.

EVALUATION:

Results of chemical evaluation of forage samples sent to V.P.I.

Numerous farm visits by agents and D.H.I.A. Supervisors.

D.H.I.A., E.D.P.M. reports.

Census reports on crop yields.

Results of county fertilization demonstrations and chemical weed control demonstrations.

Check with local farm supply dealers on movement of recommended crop varieties and fertilizer.

Results of soil samples sent to V.P.I. for analysis.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
		Radio and news articles on recommended varieties.	Each month.	Agent
2. Assist farmers with proper land use management.	Soil Survey - Cost analysis on crops grown in area. Agronomy Handbook	Make use of soil survey information in farm planning. Use cost analysis information in working with farmers to help them choose most economical crops. Use at meetings held throughout year and in news articles and radio programs.	Year Around Year Around	Agents and S.C.S. Agents
3. Assist farmers in acquiring a more thorough understanding of seed-bed preparation, recommended fertilization rates, weed control and proper harvesting methods to increase yields and improve quality of forage and grain crops.	Ag. Chemical Company representatives. Local Farm Supply Dealers. Extension and Research Staff, V.P.I.	Co-sponsor meeting with Chemical Company on Chemical Weed Control in Corn. Corn production meeting - Soils fertilization - seeding rates, weed control - harvesting - storing. Twilight Forage Meetings - one in April at N. Va. Forage Research Station and one in May on local farm. Beef Cattle Meeting	Jan. Mar. 15 April May Mar.	Agent and Representative of Chem. Co. Extension Agronomist Extension Agronomist, & Research Sta. Personnel, & Agents. Extension Animal Husbandry Department.
4. Assist farmers in recognizing quality forage.	Forage Testing Service at V.P.I. Leaflet on when to harvest corn silage	Forage sampling. Forage Meeting - Above News articles and radio programs covering all the above recommendations will be used throughout the year.	All Year Apr.-May	Agents Ext. Agronomy Dept. & Agents

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT AND NATURAL RESOURCE DEVELOPMENT

PHASE: AGRONOMY - QUALITY AND ECONOMY IN FEED PRODUCTION

The Situation:

Loudoun County farmers are farming high priced land, and this, coupled with the continuing cost-price squeeze, makes it imperative that they make every acre produce to its maximum within the range of sound land use management. Yields and also quality are far below the potential in most crops produced in the county both for livestock feed and for marketing.

The Specific Problem:

Land is not being used to its fullest productive capability from standpoints of soil types, varietal selections, proper choice of most profitable crops, proper seedbed preparation, fertilization and liming and seeding rates. Crops not being harvested at the proper stage of maturity to obtain maximum yields of quality feed.

The Program Objective:

To get our farmers to practice more intensive land use management within the range of soil capability and production potential; using those crops and properly managing same, which will produce the highest yields of quality forage and grain and the least possible cost, and to harvest these crops at the proper stage of maturity.

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
1. Help farmers select recommended adapted varieties.	Recommended varieties list for area. Appropriate bulletins listed below - News releases from V.P.I. Results of experiments in county. Circulars 728, 585, 615, 679. 591, 533, 887, 541, 871, 684, 685. Leaflets No. 1, 40, 108, 153, 99, 21. Bulletin 232, 194, 494, 183, 528, Agr. Handbook.	Mail list to farmers and farm supply dealers. Have meeting with professional agriculture workers and seed dealers to discuss recommended varieties list. Corn meeting - discuss corn varieties. Twilight Forage Mts.	Mar.- Apr. March or April Mar. 15 Apr.- Mday	Agent Agent & Seedl. Specialist Agent & V.P.I. Agronomy Staff Agents & Extension Agronomists & Experiment Sta. Staff

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
	V.P.I. Forage Testing Service	Chemical evaluation of hay and silage samples.	All Year	Agents and V.P.I. Forage Testing Service.
	Following material distributed at all meetings, mailed out and on display at office and farm supply dealers. Farmers Bulletin 1770, Leaflet 143, Bulletin 232, Plans for materials storage and handling equipment from V.P.I. Bulletin 214, Circular 390, Circular 558. Cost analysis information supplied by Ag. Economics Department.	Beef Cattle Management School. Discuss methods of making quality corn silage. Corn Meeting - Discuss methods of harvesting and storing quality corn silage. News articles on radio program on recommended methods of wilting legumes and grasses for improved quality feed. News articles and radio program on grain storage.	Mar. Mar. 15 April May June - Oct.	Animal Husbandry Staff. V.P.I. Extension Agronomy Staff Agents Agents
2. To assist farmers, D.H.I.A. Supervisors, Feed Dealers and Professional Agricultural Workers recognize grades of forages.		Same as above. Also news articles and radio farm visits.	Mtgs. given above. Yr. around forage sampling.	Extension Personnel

EVALUATION:

Chemical evaluation of hay and silage samples sent to V.P.I. for analysis.
 Farm Records Program for economic evaluation of different processing, storage and forage and grain handling facilities.
 D.H.I.A. Supervisors.
 D.H.I.A., E.D.P.M. Reports.
 Farm visits throughout year.

A MAJOR EMPHASIS - EDUCATIONAL PLAN
 PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT AND NATURAL RESOURCE
 DEVELOPMENT
PHASE: AGRICULTURAL ENGINEERING - CROP PROCESSING, STORAGE AND HANDLING

The Situation:

It is recognized that methods of crop processing and storage and handling are constantly changing and that farmers must be kept up-to-date on these changes.

The Specific Problem:

Inferior quality forage and grain crops as a result of improper harvesting and storage methods being used on many farms. Existing grain and forage handling equipment and facilities inadequate. Labor supply scarce and expensive.

The Program Objective:

To improve the quality of forage and grain crops through the use of recommended harvesting and storage methods. Help farmers substitute mechanized grain and forage handling systems for high priced and scarce labor when economic evaluation deems it advisable.

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
1. To assist farmers in acquiring a better understanding of recommended harvesting, storing and feed handling facilities in order to improve forage and grain quality.	V.P.I. Agronomy, Agricultural Engineering and Agricultural Economics Staff	Area Mechanized Grain Handling Meeting. Farm visits with Extension Specialists	April As Needed	Extension Ag. Economic & Ag. Engineering Staff County Ext. Staff
	Experiment Station Personnel. Appropriate bulletins, circulars and plans.	Twilight Forage Meeting at N. Va. Forage Research Station. Emphasis on methods of making and storing quality silage.	April or Early May	Exp. Sta. Staff, Extension Agronomy Staff and Agents.
	Extension Agronomy Staff and local dairy-men. Appropriate publications, cost analysis information.	Twilight Forage Meeting at local dairy farm.	Early May	Local dairy farmer, Ext. Agronomy Staff and Agents.

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT AND NATURAL RESOURCE DEVELOPMENT

PHASE: AGRICULTURAL ENGINEERING - CROP PROCESSING, STORAGE AND HANDLING

The Situation:

It is recognized that methods of crop processing and storage and handling are constantly changing and that farmers must be kept up-to-date on these changes.

The Specific Problem:

Inferior quality forage and grain crops as a result of improper harvesting and storage methods being used on many farms. LOUDOUN COUNTY PLAN OF WORK handling equipment and facilities inadequate. Labor supply scarce and expensive.

The Program Objective:

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To improve the quality of forage and grain crops through the use of recommended harvesting and storage methods. Help farmers substitute mechanized grain and forage handling systems for high priced and scarce labor when economic evaluation deems it advisable.

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	MEETINGS	WHEN	BY WHOM
1. To assist farmers in acquiring a better understanding of recommended harvesting, storing and feed handling facilities in order to handle forage and grain quality	V.F.I. Agronomy, Agricultural Engineering and Agricultural Economics Staff W.J. BROWN, COUNTY AGENT MILDRED A. CRAWFORD, HOME DEMONSTRATION AGENT DENNIS J. O'NEAL, ASSISTANT COUNTY AGENT NELDA S. FLEMING, SECRETARY	Area Mechanized Grain Handling Meeting. Farm visits with Extension Specialists Trage Meeting Ve. Forage Search Station. Emphasis on methods of making and storing quality silage.	April As Needed April Early May	Extension Ag. Economic & Ag. Engineering Staff County Ext. Staff Exp.Sta. Staff, or Extension Agronomy Staff and Agents.
	Extension Agronomy Staff and local dairymen. Appropriate publications, cost analysis information.	Twilight Forage Meeting at local dairy farm.	Early May	Local dairy farmer, Ext. Agronomy Staff and Agents.