

IV. GENERAL APPRAISAL OF PAST YEAR

In reviewing the past years accomplishments of the Agricultural Extension work in the County, it is felt that the accomplishments in most phases planned has exceeded the expectations at the first of the year, in all phases except the 4-H club work. This in part was due to lack of time devoted to this work, since a strong 4-H club program demands considerable time not only by leaders but Agents as well.

It is pleasing to note that both Agronomy projects planned was very successful and in the case of increased silage production, this is only the beginning of what will be done by the County farmers. The Marketing of beef cattle showed considerable progress through the State organized sales.

During the past year the Home Demonstration Clubs in the County showed a keen interest in the phase of Consumer Education in applying the principals of art in the selection and location of certain home furnishings, as well as in the phase of food and nutrition in the field of preparing their foods for their families and in the buying ability of foods which went to supplement foods available from their home gardens, either fresh or preserved by canning or freezing.

Through observations and by remarks from the club women, the two above programs were well accepted by homemakers throughout the County.

Rural Area Development Success Story (continued)

Actual construction started on the first nine hole golf course in May. Weather conditions caused some delay and it was not until later summer that most of the construction was finished. The course is now ready for use and will probably be open around the first of May 1963.

The project has been built with a lot of faith. Purchasing the land with only 40 stock holders, represented \$12,000 in stock purchased. At the writing of this story 165 shares of stock have been sold. It is anticipated that by the time the club is officially open that there will be 200 stock holders.

The golf course has been built for approximately \$35,000. This figure includes \$5,000 that was spent on drainage work, \$2,500 on a new road, and \$3,000 spent on the construction of a 2 acre pond. The club owes considerable money but is in a fairly decent financial standing. There is a \$34,000 mortgage on the property with approximately \$10,000 accounts payable. The club has about \$12,000 accounts receivable. The mortgage is to be paid in full by March 1965.

RURAL AREA DEVELOPMENT SUCCESS STORY

On November 17, 1961, the Virginia Corporation Commission issued a charter to the Gay-Hills Country Club, Inc., Box 329, Galax, Va. This was a climax to many hours of study and hard work, yet only the beginning of a tremendous project to benefit many families.

The story actually has its beginning when W. G. Stoneman, President of the Carroll-Grayson Chamber of Commerce called upon the Hillsville and Galax Jaycees to establish a community improvement committee. The purpose of the committee was to study community improvement needs and report back to the Chamber directors.

The committee, headed by O. A. Zachary of Galax, obtained the results of a recent survey of the area from Appalachian Power Company. The survey and results were entitled project "Decision". The survey pointed out many community needs, some of which could be upgraded in a short time while others needs would invariably be long range goals.

The committee noted that the Carroll-Grayson area had been degraded in project Decision on Family recreation. After much study and consideration the committee recommended to the Board of Directors that a family type country club was badly needed. It would have to be self-supporting and financed through local effort.

The wheels of action were set in motion, the Gay-Hills Country Club Organization was established, land options obtained, charter applied for and stock offered for sale.

The early months of 1962 were devoted to the planning, counseling, design and promotion of the project. In March, 1962 the club purchased a track of farm land some seven miles west of Hillsville and being 174½ acres in size for a price of \$46,000.

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and is producing 12,571 pounds milk and 440 pounds fat. The Wingates already had good cows potentially, they had been breeding cows artificially since the Artificial Breeding Association was organized in the County in 1950. The DHIA records are studied carefully each month and as mentioned above grain is fed according to production. Silage feeding has also increased from 75 tons to 300 tons per year.

Letcher Wingate is the first to admit that without Garnett the potential of this herd would not have been known. He contributes what success they have had to personal interest on the cows and the application of other good management practices.

III. SUCCESS STORY - County Agent

If anyone has a doubt that good management won't pay in the operation of a dairy farm, they should talk with L. C. Wingate, a Grade A milk producer in Grayson County.

Mr. Wingate (Letcher as he is known to his many friends throughout the County) started producing Grade A milk in 1949, milking from 25 to 30 cows. From 1949 to 1957, Letcher thought at times he was doing well producing milk. The only problem he thought he had was sufficient labor. This he did not have and actually he and some of his ideas were the problem, thinking that feeding too much grain would cause mastitis. His limit in 1957 was 8 pounds of grain per day regardless of production. The high producing cow during her peak was getting 32 pounds per day and all others were fed according to the production. The dry cows now gets as much as 16 pounds per day. Letcher will tell you that the grain he feeds his dry cows pays more dividends than any other grain fed,

Due to unreliable labor and the lack of good management, by early 1957 the milk check from the Wingate herd was down to \$500.00 per month and in 16 months the check was \$2,000.00 per month, during this time only 6 cows was added to the herd.

The turning point on the Wingate farm was when Letcher's son, Garnett, quit his job at a local textile mill and started working with his father on the farm on a profit sharing basis. One of the first things Garnett did was to talk Letcher into the idea of re-joining the County DHIA Association. The DHIA records shows that the production on 4½ cows was 6,138 pounds of milk and 295 pounds fat in 1957. By the end of 1962, this same herd now numbers 60 cows

III. SUCCESS STORY (Home Demonstration Agent)

Civil Defense was selected by the Sixteen (16) Home Demonstration Clubs with a membership of 268 in an effort to gain information on the Civil Defense Program and the phase of the program concerned with Family protection; Family foods and Safety. The Agent and program of work leaders presented demonstrations on these topics. The Fairview Home Demonstration Club sponsored a community meeting on Civil Defense. Film strips and a number of posters on Civil Defense were used on the programs. This group also made plans to sponsor a First Aid Class. Six meetings have been completed. Three members of the Providence 4-H Club gave demonstrations on First Aid and making First Aid Kits. The Agent has participated in the Area Civil Defense meetings in an effort to keep informed on Civil Defense. Every effort has been made to keep all groups informed on up to date information released on the State Civil Defense program.

II. WORK OF AN UNANTICIPATED OR EMERGENCY NATURE

Unanticipated or emergency programs the Agents have participated in during the year are:

Cooperated with the State Veterinarians in the County Wide Brucellosis Eradication program, which has been completed; Help plan a County Wide Sheep Scabies Eradication program in an effort to eliminate scabies from the State; Cooperated in a Forage Testing program for hay and silage which was made available to farmers in the County through the State Agricultural College; Cooperated with State Entomology Department on the control of Japanese Beetles, which is becoming an ever increasing problem for the County; Participated in both local and district Civil Defense readiness programs; held special interest meetings from time to time as was requested by the Home Demonstration Club members in the County and worked with the Rural Area Development Committee.

PHASE: Area Redevelopment Activities (Continued)

The Gay-Hills Country Club will be ready to open for business in the spring of 1963. This project will be a tremendous asset to the area in industrial attraction, tourist attraction and provide a place of family recreation. The project was proposed during the later part of the 1961 and built in 1962. It represents a present investment of approximately \$100,000 and when completed will be a \$250,000 project.

It is only ethical to point out in this phase of area redevelopment that progress accomplished has not been entirely Extension activities but a composit of effort by many organizations, individuals and governing officials.

PHASE: Area Redevelopment Activities (Continued)

have an application filed with the Federal Power Commission for a preliminary permit for the project.

Citizens of the Area are expecting an announcement in the very near future from Appalachian Power Company as to their proposal on the project.

The Area Redevelopment Committee has prepared an Overall Economic Development Program for the twin county area and the city of Galax. This report was prepared and filed through proper channels on April 15, 1962. To date the OEDP has not been approved because organized labor is not represented on the Overall official committee. (The Carroll-Grayson Chamber of Commerce).

In establishing the official development committee, it was necessary that each governing body of the area approve the organization and designate three persons to represent the interest of their respective localities. This was accomplished in a minimum of time and with maximum cooperation.

The Town of Independence has submitted an application under the new public works law for financial assistance in installing a sewer system, which is badly needed.

Work is still progressing on the proposed technical school for the area. A survey of high school potential was conducted in the spring of this year. Results have been compiled and are presently being studied by local school boards and the Department of Education.

Considerable time has been spent by the Chamber of Commerce on industrial development. The committee is constantly on the alert for industrial prospects. Industrial development during the past year has been limited to the expansion of present industries.

PROJECT AREA: AREA REDEVELOPMENT ACTIVITIES

PHASE: Area Redevelopment Activities

In a predominant rural area, many farm, rural and urban people are in need of off-farm or additional employment. As a means of supplementary present farm income.

The objective of Area Redevelopment Activities is to promote the social, economical, industrial and educational welfare of the people residing in the Carroll-Grayson area.

Area Redevelopment progress might best be measured in terms of actual projects underway and their progress to date.

There have been several "carry over" projects from the past year that will definitely have a direct effect on the economy of the area. Perhaps the most outstanding project has been the Moores Ferry Reservoir project on New River in Grayson County.

The Moores Ferry Project has been coordinated and promoted by the Carroll-Grayson Chamber of Commerce in cooperation with local governments, the Army Corp of Engineers, Congressional Representatives and the Appalachian Power Company.

At the onset of the project, the Congress of the United States appropriated \$35,000 to the Army Corp of Engineers for preliminary survey on the proposed project. Appalachian Power Company also interested in the project, appropriated \$500,000 to the study and survey of the project.

To date the power company has completed core drillings on proposed dam sites and are presently engaged in a geological study of rock formation. They have also purchased some land along New River and

II. PROJECT AREA - 4-H AND OTHER EXTENSION YOUTH PROGRAMS

A. Phase - 4-H clubs

B. Situation - There are a few older 4-H club members enrolled in 4-H clubs in Grayson County. Students in High School can belong to only two clubs in school. The time allowed for these meetings is only 30 minutes, therefore, there are no 4-H club in High School.

C. Objectives - To retain older boys and girls in 4-H club work.

D. Progress - Not as much progress has been made in this phase as was anticipated due to varying circumstances. However, through the two county pig chains we have been able to maintain boys that otherwise would have dropped out.

The two out of school clubs in the County has been maintained and members showed an increased interest in carrying projects such as beef heifer, sow and litter and dairy production.

We have a possibility of one other community organizing an out of school club for Sr. members. The potential membership in this community is good but thus far we have been unable to secure what is considered a good leader. Work on securing and training leaders for this club will continue.

II. PROJECT AREA - EXTENSION HOME ECONOMICS

A. Phase - Consumer Education

B. Situation - Homemakers have a limited amount of money to spend and they need to have some knowledge and skills in the selection of things they buy.

C. Objectives - The objectives are to improve knowledge of art principals in home furnishings selections and to improve knowledge in buying personal toilet articles, especially cosmetics.

D. Progress - The lack of knowledge of the principals of art as applied to buying house furnishings was considered of importance. One program on "Understanding Art Principals" was given by the Agent in each club meeting. A method demonstration on applying art principals to house furnishings was used. Individual assistance has been given as needed. Through observations in home visiting and contact with homemakers, the Agent has found many changes in house furnishings that came about after this program.

Consumer education is being applied to all phases of the Extension Home Economics program. The demonstration on "Easier Ironing Methods" proved helpful to the women who report many hours saved by applying improved techniques in ironing methods in family ironing. In addition to this, arrangement of equipment and improved equipment have saved both time and energy. "Understanding Clothing Labels" was studied by 14 Home Demonstration Clubs. This study taught the women to give more thought to labels before buying in order to know what they could expect from the item purchased, as well as the cost of up-keep. From reports by the women, this demonstration has been most worthwhile in teaching them how to spend their money more wisely.

These bulletins were posted in school cafeterias and used at 4-H club meetings. The Agent made 2 radio broadcasts on this subject and gives some information on at least 1 broadcast each month. It is noted by questions ask, that homemakers are using information already received and are seeking more. Demonstrations on "Preparing Vegetables" were given to inform homemakers how to cook vegetables to conserve all the nutrients possible. Through a formal survey, it was found that 161 club members were using recommended practices part of the time. One broadcast was made on this subject. "Wise Buying of Foods" was the fourth program used in this phase. The Agent presented the demonstration at 16 Home Demonstration Clubs. No formal survey was made but through contact with homemakers, the Agent has observed changes in planning meals, making shopping lists and more careful buying on the part of the homemakers.

Spot radio programs were directed to wise buying of foods. A high percentage of women reported benefiting from information gained in these radio talks.

II. PROJECT AREA - EXTENSION HOME ECONOMICS

A. Phase - Foods and Nutrition

B. Situation - Homemakers have a great interest in providing essential nutrients for their families. The food needs of families and individuals has been a part of the program. Now the buying and preparation of foods are the needs of the homemakers.

C. Objectives - The objectives are to improve food buying ability and skills in food preparation.

D. Progress - The homemakers in Grayson County are very much interested in providing good nutrition for their families on a limited food budget. The Extension Home Economics program attempted to meet the needs of these people through four programs. The first program was on "Spices and Herbs to Pep Up the Meals". This was used to show a variety of meals from the home canned and frozen fruits and vegetables. Leaders were trained by the Agent to give the demonstrations at monthly club meetings. The Agent made one broadcast on this subject and has given some information on a number of other broadcasts. The members of the Grant and Volney Home Demonstration Clubs prepared a special community dinner using information received. Through observations, the Agent has noted that homemakers are using recommended practices and that local grocery stores are stocking a larger variety of spices. "Foods for Everybody" was used as the second program in the nutrition field. This was used to acquaint the homemakers of the needs of certain foods for the entire family. Food needs and why was discussed at each club meeting by the Agent. Bulletins on the four basic food groups were distributed to each member.

light drift. At least it will give us something to quote in the future when other prospective consignors ask this question. Seventeen (17) producers consigned 831 steers to the three (3) feeder steer sales available to Grayson County producers. This showed an increase of 5 consignors and 210 head of steers being consigned over the previous year.

II. PROJECT AREA - MARKETING AND UTILIZATION OF AGRICULTURAL PRODUCTS

A. Phase - Feeder Calves and Steers

B. Situation - Some Grayson County cattle producers are losing from \$1.00 to \$5.00 per hundred on feeder calves by selling to buyers in the field rather than sell such cattle through one of the State graded sales available to them. Grayson County steer producers are losing from \$1.00 to \$4.00 per hundred on feeder steers by selling to the field buyers rather than to sell through the state organized sales.

C. Objectives - Have more cattle consigned to feeder sales where they will be sold on a graded basis in uniform weights, thus, raising the net income of feeder calves produced in the County.

D. Progress - Feeder calf producers were notified of all feeder calf sales and given an opportunity to consign calves to four (4) different sales. A total of 314 calves were sold through the organized feeder calf sales during the fall. The previous number of head sold through these sales had never exceeded 175. A total of 14 producers consigned and of these 5 had never consigned prior to this fall.

Consignors were well pleased with the results of these sales and the majority have indicated they will be interested in consigning again next year. One of the questions often ask is "How much drift could be expected from the calves going to feeder calf sales 30 miles away". One of the consignors going to market this year cooperated in weighing one truck load at home and after standing in line at the market for 1½ hours, it was found they had drifted 7½ pounds per head. These calves were not crowded in the truck on the way to market, this perhaps had something to do with the

II. PROJECT AREA - AGRICULTURAL PRODUCTION, MANAGEMENT AND NATURAL RESOURCE DEVELOPMENT

A. Phase - Agronomy - Quality Forage Production (Corn Silage)

B. Situation - The lack of enough quality corn silage during the winter feeding period is holding down potential milk production on most dairy farms in Grayson County. Corn silage can be produced economically in the County and is the cheapest source of winter feed that can be produced. There are 9,500 cows milked on 1,600 farms in Grayson County. Only 180 farmers grow 1,200 acres of corn for silage. The cost of harvesting equipment prevents many medium size farms from producing silage.

C. Objectives - To increase the production in dairy herds through the production and feeding of more corn silage and thereby increasing the net profits of dairymen in Grayson County.

D. Progress - Five (5) new Forage Harvesters were purchased in the County on a cooperative or partnership basis. Seventeen (17) new silo installations were made; nine (9) of these were new silage producers, the remaining eight (8) were farmers which increased their silage storing facilities. These seventeen (17) installations increased storage capacity for silage in the County by 2,350 tons. The interest shown by farmers in the County during the past year indicates that within the next few years, silage production will increase by 25%.

and the remainder twenty-seven (27) percent showed an 0-1-1 was needed. Prior to the launching of this soils testing program, the majority of the samples were submitted just prior to cropping time, however, now there is a rather steady flow of soil samples coming in throughout the year for all crops. This would indicate this program has helped make the farmers of the County realize more the importance of having a soil analysis run.

II. PROJECT AREA - AGRICULTURAL PRODUCTION, MANAGEMENT AND NATURAL RESOURCE DEVELOPMENT.

A. Phase - Agronomy - Soil Samples

B. Situation - According to information available, farmers of Grayson County are not taking full advantage of services available through the soil testing laboratory at VPI. Many farmers are using fertilizer and lime on crops without a soil test. Twenty-four (24) percent of the samples received during the past year for permanent pasture indicated a fertilizer ratio of 0-1-0 was needed. Forty (40) percent of the alfalfa samples showed that the potash level was lower than the phosphate level. Many farmers are still using a 0-1-1 ratio. Much fertilizer money is being spent unwisely because of the lack of knowledge that can be gained by a simple soils test. A soil test for Ph is required on soil building practices through the ASCS program but a fertilizer test is not required.

C. Objectives - Secure soil samples for each crop grown and fertilize according to the results of the sample.

D. Progress - A total of 610 soil samples were received and full recommendations were made on all the analysis by the County Agent. This showed an increase of 177 samples from the previous year. Eighty-six (86) percent of the farmers followed the exact recommendations as to fertilizer analysis used, as made by the Agent. It was interesting to note from these samples, twenty-three (23) percent of the samples submitted on permanent pasture showed that phosphate was the only thing needed in the way of fertilizing. Fifty (50) percent of the samples showed an 0-2-1 ratio was needed

in securing soil samples and having recommendations of the soil analysis carried out.

The Home Demonstration Club Committee has worked very close with the Home Demonstration Agent in assisting the Agent in meetings; attending leader training meetings and carrying on in the absence of the Agent and the preparation of the Grayson County Yearbook. The Committee was well represented at both the Spring and Fall Planning meetings in planning for the years program. 4-H Club leaders have worked with the County 4-H Council in an advisory capacity on the selection of projects; 4-H camp programs; delegates to 4-H short course; the preparation of district contests; assisting agents in organizing and conducting meetings during the past year.

D. General Appraisal of Leadership in the County

It is realized the leadership is short in certain phases of Extension Work in the County, such as 4-H club work. This perhaps is not a reflection on potential leadership in the County but may be due to the awareness of the county people as to the importance and need for leaders. In most cases, the leaders in both Agricultural and Home Demonstration phase of the county program is very good.

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

A. Work with planning committees, organizational leadership

In carrying out the Agricultural Extension Work in Grayson County both the County Agent and Home Demonstration Agent have worked with many state and local organizations and committees, such as the Grayson County Board of Agriculture; Rural Area Development Program Committee; County Home Demonstration Club Committee; County 4-H Club Council; Livestock Committee; County Dairy Committee; Virginia Department of Agriculture, Veterinary Science and Entomology Departments and the Virginia Department of Highways.

B. Contributions made by local leaders

Grayson County leaders have made various contributions in leadership, time and effort to such organizations as the Southwest Virginia 4-H Center; 4-H Resources Development Conference at Fontana; Southwest Virginia Agricultural Association; Home Economics Department; County 4-H Council and State 4-H Short Course.

Local leaders have also been very effective in planning and helping carry out the Extension Agronomy, Livestock and Dairy programs in the County during the past year.

C. Work in leader training

Leaders in the ARA was very active during the past year in assisting with the preparation of the OEDP report which was submitted. This OEDP report was acceptable with the exception of a few minor omissions and it is now in the process of being revised and will be re-submitted before the end of the year. The Agronomy Committee has been most helpful in carrying out the Agronomy phase of Extension Work in the County, both in increasing Forage production in the promotion of Silage and soil sample phase

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ANNUAL NARRATIVE REPORT

COUNTY EXTENSION WORK

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1962

Grayson

County