

VIRGINIA

COUNTY AGENT LEADERS

ANNUAL REPORT 1934

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REPORT FILES
OFFICE COOPERATIVE
EXTENSION WORK

6 A L

Virginia

ANNUAL NARRATIVE REPORT

of

J. G. BRUCE, DISTRICT AGENT

1936

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ANNUAL NARRATIVE REPORT

of

J. G. BRUCE, DISTRICT AGENT

1936

INTRODUCTION

I am listing on this page most of the important things which have engaged the attention of the workers in my territory during this year in the counties of Asherst, Appomattox, Buckingham, Campbell, Charlotte, Culpeper, Cumberland, Fluvanna, Franklin, Goochland, Halifax, Henry, Nelson, Patrick, Pittsylvania, and Prince Edward. The greater part of my time and that of all of the county agents and their assistants has been given to soil conservation work, together with the assistance of a large number of specialists, the Director and Assistant Director of the Extension work.

In this territory we have had sixteen all time county agents; four assistant agents doing 4-H Club work, livestock, agronomy, co-operative marketing, and assisting in finishing up the old AAA program, (which was invalidated January 6th, 1936), and helping with the agricultural soil conservation program; one all time assistant county agent doing 4-H Club work in four contiguous counties; and four assistant county agents, who have had charge of local terracing units and who have given the greater part of their time to this work.

During January and February we conducted a campaign on county planning, directing from forty to sixty meetings to the county, which meetings were guided by Professor Hummel of the Rural Sociology Department, the district agent and the county agents; the leadership of these meetings was largely found in the agricultural advisory boards of each county.

Later on we set up organizations in each county to put on the agricultural soil conservation program, making use of the press and circular letters. The county and community committeemen held meetings in every part of the counties and got the work sheets for the soil conservation program signed with the help of the county agent and his secretary, who took work sheets in the county agent's office for each county. The entire work was cleared through the State Office at Blacksburg.

During the year the county agents and their assistants have taken advantage of every opportunity to continue their livestock work in teaching better breeding, feeding, handling and marketing of livestock. This has been the best year since the depression for placing pure bred sires in both the beef and dairy breeds, also pure bred rams and boars, a few stallions and jacks.

The county agents in my territory have given considerable time and attention to having surveys made for rural electrification. Each survey has created an interest in the community under consideration. A large number of farmers have taken interest in this work and quite a few meetings have been held in the several counties. Many of these meetings were led by Mr Swink from the Agricultural Engineering Department of V. P. I. The electrical organizations doing business in the counties, towns and villages have extended lines to farms in many localities. We predict that this work will grow rapidly.

This soil conservation program is the biggest piece of work that has ever been undertaken by the county agents during their entire service in the extension work, and probably has done more toward educating the farmer in conserving and building up his soil than anything which we have ever done in the extension work with the adult farmers. It has enabled the county agent to direct more demonstrations in each county than the most optimistic could have foreseen; in fact, it has practically reached three-fourths of the farming people who are extensively engaged in agricultural work.

The sixteen counties in my district which are worked by the county agents and their assistants through the soil conservation program are directing demonstrations in liming, fertilizing, timely rotation of crops, better seeds, terracing, timely and up to date cultivation, etc., on about twelve thousand farms. This of itself is a big undertaking. However, with the co-operation of the agricultural advisory boards, the county and community committees and the supervisors who went from place to place to measure the land and note the lime, fertilizer and seeds sown, together with the terracing and cover crops, and the county agent and his office force checking on all of this work, keeping many constantly at work. The effect of this work is far reaching and will in my opinion show very profitable results in the near future.

About all of the compliances have been taken and checked in the offices; one county has finished checking, and has made out the grants for each farmer in that county. About one hundred of these farmers have gotten their checks. All of the other counties are now working on the grants and will continue to work on them until they are finished. This has all been new work, but the agents and their secretaries have gotten on nicely thus far with it. However, the surveys which they have had made by the county supervisors and his assistants have given them an unlimited amount of trouble. It has been very hard to get competent men to make the surveys for the prices which have been paid for doing this work and it has been cleverly demonstrated that a good capable man with an agricultural background and a practical head on him could do more in a day than an impractical man could do in several days. The good man's work could be transferred to the 10's with half of the expense on the part of the office force.

Mr. F. H. Daughtry, who is in charge of the work under Director Hutcherson, and his assistants, Mr. Gaskell and Mr. Thomas, have proven their efficiency in teaching all of us how to do this work.

It is impossible to reflect upon the AEA work of the past three years without giving it credit for saving a large per cent of the farmers of the cotton and tobacco areas, as well as some in the grain territories, but with the good work which was done through the Agricultural Adjustment program, we find ourselves in better position to handle the soil conservation program, and believe it is going to be more profitable in the course of time than the Agricultural Adjustment program could ever have been; the conservation program is simply doing demonstration work on every farm on which we work.

Our agronomy program, which is outlined by our extension agronomist, Mr. F. H. Byrne and his assistant, Mr. F. H. Daughtry, fits right in with the soil

conservation work. While we have had a most unfavorable year on account of the drought, we have saved a nice lot of red clover seed and a large quantity of Korean lespedeza. We have kept up the selection and certification of seeds in corn, wheat, barley, oats, rye, etc. We have been enabled through the assistance of the Agronomy Department to get machinery set up for cleaning all kinds of grain and grass seeds, in the counties of Appomattox and Culpeper. We predict that in the near future farmers will have their seeds cleaned and treated through the most modern and up to date methods.

More work has been accomplished in getting lime bought and used than we had anticipated could be done in a year; in fact, we probably would have used at least a third more than we did if it had been available during August and September and we are now making efforts to have more lime grinding plants working during the months of August and September next year. It is a common practice now to hear the farmers discussing the use of phosphates on their pasture lands in every section and we predict that our farmers will endeavor to plant smaller areas, using the best seed, lime and fertilizer, giving the crops close attention as we go on with this soil conservation work.

The Soil Conservation Service of the United States Department of Agriculture, which has a demonstration area in Chatham and the Pamunkey River territory with branches in Appomattox and Albermarle, is giving us the very best co-operation. The agricultural engineers of V. P. I. and their assistants have, also, been very active in organizing county units, five of which are now in operation in my territory. These units are managed by an assistant county agent, who makes the contacts with the farmers and gets an agreement with them to do so much terracing on their land. The assistant agent makes the surveys and supervises building of the terraces. This work is done with a tractor and terracer, purchased by the local unit and paid for out of its earnings. Each unit charges the farmer so much an hour for the use of its machinery and its two operators.

The Forestry Department, which is headed by Mr. Wilbur O'Byrne, Extension Forester, has outlined plans for planting seedlings on land which is too steep to be terraced and cultivated at a profit. Our Extension Forester has also given considerable aid to the county agents in thinning out timber and finding a market for the timber which is removed from the forest.

When we begin to look around and see what has been done by the soil conservation people in their demonstration areas and the agricultural soil conservation which is being done through the Extension Division, we feel that we have reasons to revive our hopes in teaching the farmers to conserve and build up their soils. We are especially encouraged at the interest which is being manifested by the boys of the F. F. A. and the 4-H clubs of the Extension Division.

Owing to the extreme drought we have a smaller crop of all farm commodities. Wheat was seriously injured by the hard winter and dry summer. Oats were almost entirely ruined and barley less than half a crop, but notwithstanding the dry weather, the corn yield is better than we had anticipated. I estimate our crop for these sixteen counties at from 80 to 90% of normal. The hay crop was not more than 60%, including all kinds of forage used for hay and in many counties, the clover and timothy crops did not exceed 20%, but the late rains probably brought the alfalfa crop up to 50%. All farmers will be pushed to find suffi-

plant roughage and concentrates to carry their live stock through the winter.

The organizations which have been set up in this State for the co-operative marketing of live stock, such as lambs, beef cattle, hogs, etc., have worked along in a most satisfactory way. The counties which have made the most use of this co-operative marketing of live stock are Oulpeper, Halifax, Patrick, Nelson and Amherst; the same who took the lead in it last year. We do not anticipate as many cattle or hogs being carried through the winter this year as were last on account of the shortage of the food stuffs.

The pooling of wool went over with a "whop" over the entire territory this time and was handled in a most satisfactory way through the Bureau of Markets by its director, Mr. K. A. Kethley of the State Department of Agriculture, in co-operation with the county agents.

Owing to the increased prices of all kinds of live stock and dairying our Live Stock Specialists in Dairying co-operating with the agents have been able to get more pure bred sires placed than had been placed in any year since the depression. The herd improvement associations have kept at work with many of the dairymen adjusting feeds and feeding, and removing from the herds the unprofitable cows.

One Extension dairy specialist in co-operation with the county agents held some good meetings, teaching the farmers how to use the feeds grown on the farm and what to buy to make a good balanced ration and how to mix same, the quantity to feed, etc.

The poultry work has moved along in a very satisfactory way under the direction of our State Poultry Specialist, Mr. Harry L. Moore. Poultry, as well as live stock, has been culled closer on account of shortage of feed, therefore, we may expect more favorable results from better foundation stock.

The Extension horticulturists from V. P. I. have given freely of their time and talents in helping to control the insect pests of fruits and vegetables in inspection. Mr. Zeaks, our Horticultural Specialist, and his assistants have co-operated with the county agents in the counties of Nelson, Patrick, Amherst, Buckingham, Campbell, Appomattox and Fluvanna in a very helpful way. The spray calendars have been sent to the farmers promptly a day or two before the spray should be applied and a great deal of work has been done on the fertilization and pruning of the fruit trees together with the proper cultivation to be given certain orchards.

Many apple trees have been taken out because they were not producing a profit. On the other hand large plantings of peaches have been made during last fall and this spring; in fact, we fear more peaches have been planted than should have been planted, but it was impossible to control this activity. We had a very small crop of apples, but they have sold fairly well. Our apple-trees failed to produce a full crop, which was caused probably by over production last year. However, the peaches produced a nice crop and sold well. The horticultural people are putting on a campaign to advertise apples. I think this practice extends through many states and we trust the people may be induced to use more apples through the influence of this campaign.

The bright tobacco crop was lighter in pounds than for many years. This was caused by an extreme drought in planting time, which did not enable the farmers

to plant more than 70% of the acreage intended to be planted. As it continued throughout the greater part of the growing season, the yield in pounds is considerably reduced, but some part of the area produced a good quality and some of the worst drought stricken areas produced a low quality. On the whole the tobacco is selling good. This makes four good years for bright tobacco and it has helped the farmers adjust their finances and living conditions considerably.

The dark-fired tobacco is a good, fat crop, though somewhat smaller acreage. It started selling at a rather low price, but the Dark Fired Tobacco Co-operative Marketing Association was soon able to bring into the markets under the Tobacco Division of the United States Department of Agriculture a peg, which the Co-operative Association used in purchasing tobacco for extracts, which was financed by the R. F. C. This did a great deal toward establishing better prices. And for the last three or four days the tobacco appears to be selling at a fair price. However, this move was bitterly opposed by the buyers, who were anxious to buy the crop at starvation prices.

The Experiment Stations at Appomattox and Chatham have both been rendering valuable services in teaching the farmers the best varieties, the selection of soils suitable for producing the highest types of tobacco, fertilizing, proper rotation of crops, and the constant fighting of diseases and insect pests. It is interesting to note how carefully many of our best farmers study the experiment station work, attending all of their public meetings and doing their best to follow out these practices in producing their tobacco.

The cotton crop is probably about on par with that of last year and the price somewhere near the same. This is helpful to the few farmers, who desire to grow cotton in the counties of Charlotte, Halifax and Pittsylvania in my territory.

The tomato crop over the entire area this year was cut by the drought and probably the quality of the tomatoes was not up to standard. However, the canneries have been active in canning what they could secure from the farmers. The co-operative canneries have not put up as many this year as they did last year.

The farmers have banded themselves together in a co-operative way in several sections in growing pickings and selling them co-operatively. They have already organized and are making bigger plans for the coming year and have contacted their pickings at a much better price than they did last year.

The county agents have co-operated in a most helpful way with the Re-settlement Division in the sub-marginal areas, which is directed by Mr. J. F. Andrews of Farmville. They have taken over land in Buckingham, Cumberland, and Appomattox and plied to take over some in Prince Edward. These sub-marginal lands were such that it was impossible for those farmers who owned or lived on those lands as tenants to make a living. We believe this work will be a big help to the people of the state. They are building two large lakes in Cumberland County which will be stocked with fish, also, large hunting reserves with camp and parks. The Appomattox Surrender Grounds are being converted into a national park. In all these areas there will be large timber reserves.

Our agents have co-operated with every force represented in the Federal Government for the relief of human suffering. They have given considerable time to the Rural Rehabilitation Division, which is headed in this State by Mr. H. H.

of Blacksburg, Virginia. Many of the farmers that this Division has attempted to re-habilitate and finance have made satisfactory progress. A great deal has been learned about this work and the workers in charge of it under Mr. Gordon have acquired much practical knowledge in the selection of clients to be re-habilitated, and how to handle them. It now looks as if 50% or more of those whom they are trying to re-habilitate will be a success.

The Crop Improvement Association has gone forward with its work as usual and it is making a steady growth in all parts of the State.

We have carried our 4-H Club program in every county in my district, but in at least three of the counties, the agents' time has been so taken with the many other duties that their enrollments are small and the work has been so poorly handled that it is really discouraging to all of us as well as it is to the club members. Some of the other counties have managed to pull through on a stronger organization with more members, and doing a little better work, but we are sorely in need of more assistant agents or club agents to carry this work forward as it should be. Our enrollment for the whole district will be larger this year than it was last.

The work of Mr. Birdsall, who has charge of the club activities in the counties of Appomattox, Buckingham, Campbell and Prince Edward, shows more progress than that being done by county agents or their assistants who have to look after all other extension programs.

The next best 4-H Club work is being done by the assistant agents giving a good part of their time to the 4-H Club work. With possibly one or two exceptions, the county agents who have no assistants have been unable to carry a satisfactory 4-H Club program, although each one of them organized their clubs, and if it had been possible to have gotten good leaders, they would have shown much better results. Mr. Price has probably been outstanding in securing a very large enrollment and good leaders. By giving his first attention to this work and organizing his clubs last fall, his work makes a good showing, but this job together with other extension programs has been a heavy tax on him and it now looks as if he will not be able to do the same amount of work another year.

We point with pride to the results accomplished through the short course at Hampden-Sydney, which has continued to grow. We also had a short course at Chatham this year - the first one for several years; it having been discontinued on account of the effects of the depression in that section. In addition to these district short courses, many of the boys and girls attended the State 4-H Club short course at Blacksburg.

The value of the 4-H club work in all of its branches is noted with interest. When these boys and girls enter into college life their training enables them to do better work, and after they graduate they fit into the business world much better than those who have not had 4-H club or similar experiences.

In attempting to make a narrative report of the things which we have been trying to do during the year, it would be incomplete to close without making mention of the assistance which the farmers have received in a financial way from the Federal Government through the various Federal organizations. The counties of Appomattox, Charlotte, Culpeper, Buckingham and Halifax have been

able to make demonstrations in top dressing pastures with phosphates received through the F. V. A. organization. The county agents had their Advisory Boards to select demonstrators who agreed to pay the freight on this fertilizer, use it according to instructions, and in turn the farmer making the demonstration agrees to keep an accurate account of all transactions on the farm recorded in the cost account records furnished by the college.

Our Extension agronomy department is co-operating with the Soil Conservation Service in conducting demonstrations in the areas mentioned above and also making soil surveys on some 18 farms in Charlotte County, and six in Amherst county. The soil specialists are analyzing the soil on these farms and our agronomy specialists are recommending fertilizer and rotation for same. The demonstrators in these two counties have agreed to keep cost account records same as those who are co-operating in the use of F. V. A. phosphates.

We are also co-operating with the Federal Land Banks, the Credit Corporations, the Bank of Co-operatives, the Emergency Credit Agents and the Rehabilitation clients. The delinquencies of the borrowers from the Federal Land Bank have been wonderfully decreased. Our delinquencies have been reduced from a very high per cent to less than 10%. We are also informed that the Credit Corporations have made good collections and the the Emergency Credit Agents will collect 95% or more of the loans made in 1936, and are collecting considerable money on the loan made in the worst depression times. Many of our Rehabilitation clients are making progress and it is believed that 50% or more will meet their obligations, but some of these clients, as stated above, will not be able to pay anything and eventually will have to be eliminated.

In closing I want to say that the Agricultural Advisory Boards in the several counties of my territory, the county and community committees in carrying out the entire extension program, and the Boards of Supervisors who made local appropriations and backed the programs have enabled us to carry on this enormous project. During the year we got considerable increase in appropriation for support of the extension program in four counties and we are now working and planning to secure increases in at least four more counties during the year 1937.

The entire Extension program and the Agricultural Soil Conservation program of the United States Department of Agriculture have been ably interpreted by our Director, who is a man of vision, looking far ahead of his workers and who has given his untiring efforts and wisdom to this work. Assisting him have been his able assistant Director, the specialists, (who have given fine co-operation), the district agents, county and assistant county agents and their secretaries (all of whom have worked untiringly). I feel that the farmers and these agencies working together have put over the biggest extension program in its history.

Narrative Report of

W. C. Shackelford, District Agent.

From December 1, 1935 To November 30, 1936

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Introduction

My territory is located in the Valley of Virginia and from Albemarle in the Piedmont section extending the entire Northern section of Virginia. The Valley extends in the North to Alleghany and on the South to the Blue Ridge.

Few sections in the state can be found where farming of a more diversified nature is carried on. Its rural population is thrifty and industrious, and while conservative, the citizenship of my territory is nevertheless one of the best informed of any section of the state.

The conditions of farmers have improved since 1932. All live stock has brought a fair price. Fruit and grains, too, have given farmers more cash than for some years.

Extension Organization

The extension Organization is composed of a County Agent in all the counties in the Valley and Northern Virginia, and quite a few have Home Demonstration Agents. Each county in my territory have Agricultural Advisory Boards composed of sixteen to twenty-five representatives, business men, and farmers. Each farming interest is represented on the board.

This Advisory Board is the "backbone" of Extension Work and is consulted in connection with the important phases of the Extension Program. The plan of the program of the agents is submitted to the Agricultural Board for its approval and altered to conform to

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their recommendations. We always try to get men who are outstanding men in their respective sections.

Assistance From Banks and Business Firms

The banks and a number of business houses have been of a great assistance to the agents in various phases of the work, both financially and otherwise club work has been supported by donations of money to be used as prizes in order to create greater interest among the boys and girls. The Chambers of Commerce, Rotary and Kiwanis Clubs have also cooperated with the Extension Organization in carrying on its program of work.

Program of Work

Early in the year a proposed plan of work is drawn up by the county agents throughout my district. A copy of this program is sent to each member of the Agricultural Advisory Board a few days prior to the meeting of the Board in order that each member would have a chance to study the proposed plan that he may intelligently make such suggestions improving it by changes or additions of items that had not been included.

At the meetings of the Advisory Board each item is taken up separately and discussed before final acceptance.

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Club Work

Club work has taken a very prominent part in the activities of the County Agent, and, infact, I believe has a greater future than anything done by the Extension Forces. Most of my agents are doing excellent work with the boys and girls. Of course, I realize that agents have had many things to conflict with their regular program this year which has made it rather difficult to do all they wished.

Craig, Alleghany, and Bath

The above three counties are very much in common in livestock, crops, etc. The agent in these counties have been very active in teaching the farmers to dock and trim their lambs and also drenching the sheep for stomach worm. This is very essential to do as the above counties are very mountainous and many sheep are kept. Oats and corn are the main crops, and hardly enough raised for home consumption. I have not visited the agents in the above counties as often as I would have liked as I had to give the most of my time in the wheat and corn-bog counties therefore I spend more with these men. Each of these men have made good reports of the work done.

Augusta, Rockingham, Shenandoah, and Page

The above counties too are very much in common. The farming is a general diversified one. More wheat is grown in these

counties than any other in the state. Also these counties are large fruit, corn, hay, and livestock producers. Each agent has done a good job and made a good report of his work for the year. I could go on and write you many more pages of the work done in these particular counties, but I hardly think you would want to take the time to read what has already been stated in the agents report.

Frederick and Clarke

We have had no agent in these counties until the last two years. However, these counties have made appropriations, and the work is going on fine.

Loudoun, Fairfax, Fauquier, Prince William, and Orange

The above counties are very similar in their farming operations. All of these counties have many dairies and have about the same type of farming. It is true that a part of Fauquier is entirely a beef section; this is true of Loudoun. The beef men have done well this year. Each agent in the above counties have done a good years work and made what I consider good reports.

Rappahannock, Madison, and Greene

In classifying counties I have tried to group them with similar farming conditions. However, it is almost impossible not to over lap.

For instance there are one or two large dairies in Madison and Rappahannock; however most of this territory is beef cattle and general farming.

There is an agent in Madison and Rappahannock counties also in Greene.

Albemarle

This county happens to be my home county and possibly more time was spent here than any other in my territory. Of course, you can reasonably see how this would be as everyone can call you by phone any time when at home. The agent in this county has done a good job, and I do not think I have any agent who is more conscientious in trying to carry out his work 100%. However, I want to say I have good agents in all my counties, and I believe they are doing real work.

Soil Conservation Program

The Soil Conservation Program got many more signers than did the two former programs; however, all have been a great help to those farmers who participated in the program.

The soil conservation is bringing results that we have been telling the farmers ever since Extension Work began. We have always urged the use of lime, the prevention of soil erosion, and the better rotation of crops, and the above program has been a great help to get this done.

Conclusion

In conclusion of this narrative I want to say I could write fifty or more pages and then not give you all that has been accomplished by the agents in my district. However, you have each agents report, and I want to say they are all good, and I would be duplicating much that has been written.

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ANNUAL REPORT

1936

F. S. Farrar, District Agent

The first responsibility of the district agent is to see that each county in his territory is supplied with a county agent and that each county contributes a part of the agent's salary. In my territory each county had an agent in 1936 and each county put up a part of the agent's salary. My annual report is a general review of the work done by the county agents and assistant county agents in my territory. The details and accomplishments of the work of each agent is given in full by the agents and the assistant agents in their annual reports.

In the spring of 1936 the Soil Conservation Program was launched by the federal government. This program is cooperative in nature. The federal government of the first part agrees to do certain things and the farmer of the second part agrees to do certain things. The purpose of the program is to conserve the farm lands of the nation. The agents with their assistants have given about 80 to 85% of their time to the development and the progress of the program. The great purpose of the program is to make the farmers land-conscious.

The Soil Conservation Program is being approached from many angles.

First, the farmer is being paid to divert acres from soil depleting to soil building crops. Second, the farmer is being paid for the seeding of legume crops for improving temporary and permanent pastures. Third, the farmer is being paid for applying certain fertilizers and limes. Fourth, the farmer is being paid for terracing land and planting trees.

The administration of this program is very much involved in details and the county agents are responsible for the execution of this work. First, the farmer must be instructed as to the benefits of the program, which calls for many educational and instructional meetings. Second, the county agent and the county and local committees, who assist in the administration

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of the program, have to be instructed in all of their duties. Third, the first step the farmer takes in the program is the signing of the work sheet, which is a picture of the farm and the crops on the farm. Fourth, the signing of the work sheets by the farmers requires much work of the local committee, the county committee, and the county agent's office, as the county office is the clearing house before these sheets are sent to the state office. Fifth, when the work sheets are returned from the state office with their allotments, the county agent's office has to make each farm tally with the county allotment. Sixth, the application forms have to be prepared in the county agent's office for the signatures of the farmers applying for benefits, which involve a great deal of detail work.

Notwithstanding the great amount of work this program involves, the county agent is working enthusiastically for its success.

The A.A.A. program was an emergency program to adjust crops to the needs of markets; and in this adjustment prices of crops and farmers' incomes were increased, thereby giving them more purchasing power. The A.A.A. program proved to my satisfaction that surplus crops destroyed prices, and the doing away with surplus crops increased farm prices. I am satisfied where there is enough land and enough farmers with enough credit, that surplus crops can be produced any year that the seasons permit, and that there must be some control of production. I believe the federal government is the only agency that has the power and the money to accomplish this whenever it becomes necessary.

The Soil Conservation Program, which the federal government is now fostering, the county agents are giving most of their time to, is a most important program. In normal times when there is a great business revival, and the nation's workers are at full time jobs, and foreign markets are becoming potentially interested in our products; we want our lands to be ready to

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produce the maximum, but beyond this question of immediate production a nation must have a land policy for all times. The fact is that America has been too long a dis-interested observer of our wasted acres. The land speculator playing his game, the poor methods of thousands of farmers, and the indifference of the American people have been responsible for millions of acres of the nation's best lands going to waste. The federal government has waited too long before taking up the responsibility it should have assumed before. No nation can rise in economic freedom, in culture, and in education above the fertility of its land.

I feel that I am living in a very wonderful period of our nation's history. It has become aroused from its slumbers, and has accepted its great responsibility and is doing so much to help care for its land and to make its people land-conscious.

There are other government programs that the agents are cooperating with. The agents in Nettoway and Mecklenburg Counties are cooperating with the T.V.A. Thirty tons of T.V.A. fertilizer was given in the spring in each of these counties. The purpose of these fertilizers was that it should be used on pasture lands; not to be plowed for 5 years. The county agents divided the fertilizers among the farmers in these counties for the demonstrations. Eleven or twelve farmers in each county have been given this fertilizer, and in time will report the results.

Rural electrification has engaged right much of the agents' time. In parts of each county in my territory surveys have been made. Some lines have been constructed and many others are in the process of construction. In most of the counties routes have to be laid off by local committeemen; then arrangements with the local companies regarding cost and rates have to be made. It is an actual fact that the activities of the government in rural electrification have driven the local companies to extending lines where they

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have never been before, and the cheapening of construction cost and rates. Hottoway County has developed the government's plan. Surveys have been made reaching into five counties and the government has allotted the necessary money for the construction of these lines. The local companies who have been serving a part of this territory are now making surveys paralleling the government's surveys. The progress of this is very encouraging up to now.

In Dinwiddie, Hottoway, Mecklenburg and Brunswick Counties, county terracing associations have been organized by the agents and terracing outfits have been bought by the associations. Where the equipment has been satisfactory and the weather condition has been favorable, much land has been terraced and farmers are well pleased. Two counties had the misfortune to get bad equipment and much valuable time has been lost, and the associations have had hard time meeting their payments on the equipment. Only six or eight counties in my territory need terracing work. The Tidewater counties do not. In Mecklenburg, Dinwiddie and Hottoway Counties there are C.C.C. camps, and the boys and officials of the camps have rendered valuable service in constructing the outlets for the terraces. With the big outfit doing the building of the terraces, with the assistant agent making the survey, and the C.C.C. boys building the outlets, make a wonderful water control demonstration.

In several of my counties there is an organized advisory board that cooperates with the agent in working out his plans of work for the year and backs the program and assists in making it successful. Some of the advisory committees have been absorbed by the local and county soil conservation committees, as the members have been and are the most interested citizens of the county and are working enthusiastically with the program.

Marshall Clark, who was connected with club work, was transferred to work jointly with the Extension and the Norfolk Truck Experiment Station.

He has done some very interesting work this year. The Experiment Station there is carrying on many experiments with the diseases of plants and the curative remedies and deficiencies in soil and plant food requirements. He has been carrying this latest information out to the truck farmers in the Tidewater Section. The truck farmers are feeling the importance of the work done by the truck station, and Mr. Clark is the medium of carrying information out on the farms and off-times demonstrating these new practices.

The 4-H Club work requires about a fourth of the agent's time, but in most of the counties, the agents have been too busy with the new program to give to club work enough time for its development. An assistant agent was supplied in Mecklenburg, Brunswick, Southampton, Nansemond, Isle of Wight and Surry Counties, to give one week a month to club work and three weeks to assist the agents in their other duties. In Eottoway, Lunenburg, Dinwiddie and Greensville Counties a full time assistant club agent was placed to look after club work. These young men increased the enrollment of the clubs, increased the 4-H club organizations and developed a full program for the clubs. They visited the projects on the farms as far as possible and turned in a fine percent of completed reports for the year. Micheaux, Lewis, Jones, Hoblin, Oslin, Freeman and Wilkins, who had no help, carried on the 4-H Club work as best they could. Their other duties prevented them from giving enough time for the best results. Oslin who has had for a long time a very strong club organization carried on splendidly this year. The Cape Henry and the Jamestown Short Courses were well attended and splendid courses of instructions were provided for the club members. Hand-craft instructions were introduced for the first time this year. The adults, as well as the boys and girls, showed great interest. A Conservation Short Course for the State was held at Jamestown this year and a number of boys from this territory attended. The State Short Course at Blacksburg had a representative from nearly every county.

In Surry, Sussex, Southampton, Hansemond and Isle of Wight Counties

thousands of animals have to be treated each year, as the farmers are treating hogs as a preventive and do not wait until the disease breaks. In the counties of Hansemond, Norfolk, Princess Anne, the agents are also called on to treat mules and horses for meningitis at the request of the Boards of Supervisors of these counties.

I have judged at eleven county and community fairs this year and the agents assumed the responsibility for the fairs, which entailed a great amount of work.

The county agent is now a three-fold factor in the progress of American agriculture. First, the agents render valuable personal service in old line extension work. Second, the agents prepare the way by educational processes for the farmers to cooperate with the government in the Soil Conservation Program and the administration of same. Third, the agents, through group discussions, prepare the farmers to become a factor in a long time agricultural program.

I feel greatly encouraged with the progress of the work of 1936. One of my agents proved to me from his files that 80 to 85% of all the cultivated land in his county was covered by work sheets. This was a great demonstration as to how the farmers are cooperating in this Soil Conservation Program. I think the farmers of the future can be hopeful as to their opportunities, and if we can induce the farmers to continue to contribute to the making of a long time agricultural program, I feel that what we are doing today will bring security and hope to us all.

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ANNUAL NARRATIVE REPORT

OF

B. A. WARRINER, DISTRICT AGENT

DECEMBER 1, 1935 - NOVEMBER 30, 1936

In the preparation of my plan of work for 1936 I realized that the Soil Conservation Program would consume a great deal of the time of both county agents and district agents so this program was classified as a major project. I think I can say without fear of contradiction that the inauguration of the Soil Conservation and Domestic Allotment Program has done more to crystalize favorable sentiment for extension work than anything that has happened since my connection with the organization. In November 1922 when I was appointed district agent of the Southwest Virginia District which comprises twenty-one counties, only nine counties were employing county agents. At the present time twenty of the twenty-one counties are employing agents and I am confident that the Board of Supervisors of Buchanan County would make the necessary appropriation if there was sufficient agricultural interest in the county to justify the expense. I am fully convinced that this accomplishment would never have been possible had it not been for the new agricultural program. In order that I may get up-to-date information for my annual report each year I get out a questionnaire to each of the county agents for the purpose of showing chiefly the value of Extension Work. I found this information almost indispensable when the question of renewing appropriations comes up. Most of the members of the Boards of Supervisors in the Southwest Virginia counties are hard headed business men and they have to be convinced that the county appropriation for the support of Extension Work is a good investment from the standpoint of dollars and cents before they seriously consider renewing it. The questionnaire has been carefully filled in and returned by each county agent and I find that 10,461 work sheets were signed by the farmers in our district and the amount of revenue which will be brought into the territory as a result of the program according to the agents reports will be \$604,228.50.

Generally speaking the farmers are delighted with the program and judging from the interest that is being manifested at the present time I believe the sign up will be much larger in 1937 than it was in 1936. Some of the most conservative farmers who would have absolutely nothing to do with the program when it was first launched are gradually coming out of their shells and beginning to show signs of interest. A good illustration of this is shown by what happened in Tazewell county. One of the best livestock men and farmers in that county could not be persuaded to take any part in the program until two of his sons asked him as a personal favor to them just to sign the necessary papers and they would do all of the work. He finally agreed to their request stating that they were welcome to all they would ever get out of the program. A few days before Christmas the county agent received a bunch of Soil Conservation checks and notified the farmers to whom the checks were made payable that he had received them. This conservative farmer came in, signed the receipt and was handed a check for the amount of \$619.00. He returned home and handed the check over to his sons saying, "Boys you may have the check this year but next year it will be mine." A great many of these men who were overcome by prejudice during the first year or two of the program have succeeded in at least rearranging their prejudices. Another thing I am pleased to report is that the program was administered economically. The agents realized the importance of holding the cost of administration down to the minimum and this was done. The average administrative cost per county was \$3.18 per work sheet which was reasonable when it is considered that it cost more to travel in the Southwest Virginia territory than any other section of the state. As a direct result of this program more lime and fertilizer was used this year than ever before during the history of Extension work in Southwest Virginia. The agents report that

6,310 farmers applied 123,698 tons of lime on 57,062 acres and in addition to the lime a number of tons of phosphate were applied to meadows and pastures. The general impression among the farmers is that the Soil Conservation and Domestic Allotment Program is the greatest program that has ever been offered the farmers and if it is continued for the next ten years we will have an entirely different looking country.

My next project was Cooperative Marketing of livestock and livestock products. Ever since I started in Extension Work I have been deeply interested in assisting the farmers in marketing their products to better advantage, and each year I have included this project in my plan of work. It was very difficult to make much progress at first due to the large number of local dealers operating in the territory and to the fact that the producers had to be educated to this method of marketing their livestock. After a few cars of livestock had been handled in this way and the returns received the producers began to show increasing confidence and this project has succeeded well. In the preparations for building up a successful cooperative livestock marketing organization we fully realized that the producers must give more careful attention to the production of a quality product so we started out to get as many farmers as possible to treat their ewes for stomach worms in order that they would produce better lambs. The farmers took this treatment very slowly at first but when they had carried on the treatment according to instructions for one season and noted the wonderful improvement in both lambs and fleece they became very enthusiastic about the treatment. The county agents report that last year 5,644 farmers gave their flocks stomach worm treatment and 113,069 sheep received this treatment. I had one farmer to tell me after having given his flock this treatment for two years that their value had been increased \$3.00 per head. We do not estimate the

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value of this treatment at anything like as high figure as this farmer did, however, the agents report that the increased value of the sheep in the territory as a result of treatment was \$54,932.50. After the ewes had been put in a better physical condition to produce better lambs we turned our attention to the improvement of the quality of the lambs, we realized that uniformity is the thing that attracts the attention of the buyer first so as many sheep producers as possible in each county were asked to breed their ewes about the same time in order that we would have a large number of lambs of practically the same age. Then the question of docking and castrating was taken up with them and then better methods of feeding for both ewes and lambs. This project has developed very rapidly, starting with a few of our strongest supporters the work has grown far beyond our expectations and at the present time a large majority of the sheep producers are using extension methods. The agent reports this year that 3,852 men docked and castrated 107,437 lambs which sold for \$45,317.50 more than would have been received for them if they had not received this treatment. Next in order was cooperative marketing of livestock. In 1936 there were 1851 producers who shipped cooperatively 57,447 head of livestock which netted the producers \$34,484.15 more than they would have received had they not handled their shipments cooperatively. This line of work has been worth a great deal more to extension work than we can imagine because it has enabled us to make contacts that would have been almost impossible unless we could show the producer that there was a way in which he could market his livestock to better advantage. For years I have contended that our extension program could be strengthened very materially if a system could be worked out whereby our livestock could be marketed to better advantage, this has been done and it is one of the most convincing arguments we have when

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we go before boards of supervisors to ask for appropriations for the continuation of Extension Work. Cooperative marketing of wool has also gained in popularity during the past few years. In winding up our year's work we find that 2,433 wool producers marketed 331,337 pounds of wool cooperatively for which they received \$10,559.76 more than they would have received if they had made their sales individually. Two other items that have not been mentioned are the vaccination of calves for the prevention of blackleg and the number of animals treated for other diseases. It has been estimated that where calves are not immunized against blackleg there is a loss of ten percent. Losses as a result of this disease were quite frequent when extension work was first started in this territory but these losses have been reduced to the minimum as a direct result of educational campaigns and practical demonstrations. The agents report that 33,296 calves were vaccinated this year for prevention of blackleg which saved the livestock men \$138,506.00. This work was not done for just a small number of the large cattle producers but the service was available for all producers and 4,507 producers participated. A large number of farmers also realized a saving of \$11,650.00 on 4,060 animals treated by county agents for other diseases. A large percent of these animals would have died had it not been for the treatment given by the county agents because the services of veterinary surgeons are prohibitive in most of the counties in the district.

Project number four was to do more systematic 4-H Club Work. Since the inauguration of the Agricultural Adjustment program we have been compelled to neglect club work to a considerable extent but this year we have tried to do club work more systematically and as a result of more careful planning we have increased both the number of organized clubs and the enrollment. The agents report 116 organized clubs with a

total enrollment of 2,509. The club members had a profitable year and were able to show a profit of \$14,637.14. Southwest Virginia 4-H Club members carried off the honors again this year in Baby Beef Club work by winning the grand champion and reserve champion prizes at the Virginia State Fair and the grand champion club steer and reserve grand champion at the Baltimore show.

My fifth project was to cooperate with the Tennessee Valley Authority in soil erosion control. This has been a most interesting project and if it can be continued for a few years longer I believe we will have the pleasure of seeing pastures the like of which we have never seen before. Already the fields upon which T. V. A. phosphate has been applied are showing marked improvement and in a short time with favorable seasons the carrying capacity of these pastures will be greatly increased. The bulk of this work is being carried on in nine counties on 1343 demonstration farms which were carefully selected, the idea being to select as far as possible only the farms of men who were thoroughly in sympathy with the program and who had the interest of their communities at heart rather than selfish interests. In the great majority of cases these men have made good co-operators and the demonstrations conducted by them have proven a great benefit to their communities. The T. V. A. and the Soil Conservation program have done more to make our people erosion conscious than any programs ever put on. The farmers are more alive to the seriousness of erosion and more determined to take actions to prevent it than ever before. At the present time the area demonstrations number 142 which comprise 369,154 acres. To date 6,619 tons of superphosphate have been distributed to the farmers in the Southwest Virginia territory practically all of which has been applied to the meadow and pasture land. In the course of time this is bound to greatly improve the pastures and hay land in the district.

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The question of supervising has always been one of grave concern to me largely because of the fact that I am unable to give the agents as close supervision as I would like to. I believe I could do a much more efficient job of supervising if I could visit the counties more frequently. I have found out that in order to supervise with any degree of efficiency, the supervisor must be thoroughly familiar with the projects that are being carried on by the agents, therefore, I have made an effort to keep informed on each of the projects. My experience has been that careful preparations of plans of work and a thorough understanding of the plan by both the county agent and the district agent materially reduces the amount of supervision necessary. During the past year we have held quite a number of field meetings which I believe have done more to increase the volume and improve the quality of extension teaching than most anything we have done. The T. V. A. demonstration farms are giving us an excellent opportunity to carry this line of work to a greater number of communities. I believe the Soil Conservation and Domestic Allotment program and the T. V. A. program are the greatest agencies we have ever employed for establishing and maintaining extension work in counties.

A. Relations with Counties.

1. No. important changes have been made in county extension organizations
2. The most successful method of creating favorable sentiment toward extension work I have used is to confine our activities to practical projects and be sure that when completed they will be profitable from the standpoint of dollars and cents. I have the agents in my district each year prepare a report report for their board of supervisors showing as far as possible just what extension work has been worth to the county in dollars and cents and I have found this method to be very effective and convincing. Timely

newspaper articles, tours and field meetings also play a very important part in creating a more favorable sentiment.

3. In each of the counties where the agent has been employed long enough to have become sufficiently acquainted to make the proper selections we have an agricultural advisory board. These boards are composed of some of the most influential business men and farmers from each magisterial district. This board is kept constantly in touch with the progress of the extension program and they have rendered us inestimable service when the question of renewing appropriations comes up.

B. Personal Problems.

1. Very careful selection has been made in the employment of county agents. The Director and Assistant Director have exercised the greatest precaution in employing first, men who have the necessary training to do the work efficiently and then special attention has been given to industry and personality.
2. Most of our agents are good students and have continued reading and studying right along since graduation. They are thoroughly convinced they need to keep abreast with the times so they have asked that arrangements be made for a Short Course for county agents at V. P. I. in 1937. The agents have been compelled to give a great deal of thought and study to their work since the inauguration of the Agricultural Adjustment Programs. I believe these programs more than anything else have caused the agents to realize that they need more training so one of the agents is working on his M. S. at Ames this year and another is preparing to go back to college next fall.
3. The agents have been provided with the best office and field equipment they have ever had in the history of extension work. This equipment enables them to do their work with much less effort and increases their efficiency tremendously.

4. For the first time during the twenty six years I have been connected with the extension division all of the county agents have competent stenographers. I often wonder as I visit the offices of the county agents and note the volume of business that is being transacted how in the world they ever managed to get as much done as they did without clerical assistance.

C. Assisting County Agents to Determine Extension Programs.

1. Since the agricultural advisory boards came into existence it has been very much easier to determine the kind of extension program that should be conducted in a county. The members of these boards are thoroughly familiar with the extension programs and they do not hesitate to make suggestions as to changes in the program if they believe some project included is of doubtful value or seems impractical. During the first three months of this year a series of program planning meetings were held and were very beneficial in determining the kind of extension program that should be followed.

2. During the series of program planning meetings one meeting was devoted entirely to the discussion of outlook information. Being handled in this way the information was carried to a larger number of farmers than usual because these meetings were held in practically every community in each county of the district. The number of producers making use of outlook information has increased and there is still a growing demand for this kind of information.

3. As previously mentioned the agricultural advisory board members play a very important part in building the program. The Soil Conservation Committeemen have also rendered in some very valuable assistance along the line of program determination.

D. Assistance Given Agents in Planning Work.

1. As I visit the agents from time to time during the year we discuss all

extension programs thoroughly and try to select projects that are thoroughly practical and also projects that will be of benefit to the greatest number of people. After we have worked the plan of work out as carefully as possible it is presented in detail to the county agricultural advisory board before final adoption. //

2. Selection of goals. I have found from years of experience that it is impossible to get satisfactory results unless you have a carefully planned program and then follow it as closely as possible. All of the agents set certain goals and I find that they will stick much closer to their plans if they have some definite aim in view. In order that there may be as little deviation as possible from their plans most of the county agents post their plans of work in some conspicuous place in their offices so that they may be referred to constantly.
3. Use of Local Leaders. We have found and are still finding it quite difficult to secure local leaders for 4-H club work. Where we have been successful in finding some one who could give the necessary time to club work the arrangement has been very satisfactory but it is almost impossible to get anyone to serve as local leaders without some compensation. In the case of securing local leaders for adult groups it has been much less difficult. When our program planning meetings were put on I was surprised at the willingness with which so many of our farmers agreed to serve as local discussion leaders.
4. Methods of Evaluating and Checking Results. I have copies of the agents' plans of work. I study these carefully and as I visit the agents from time to time during the year we discuss the projects outlined in their plans and make notes relative to the progress made, at the same time I urge them to keep as accurate records as possible. When the agents begin working on annual reports I work up a questionnaire and send to each agent

with the request that it be filled in and returned by a certain time. This questionnaire is based on the agents plans of work and gives me a final check as to how closely they have followed their plans. I have found the information taken from these questionnaires especially valuable when I go before boards of supervisors to ask for renewal of appropriations. I have something tangible, something to show what extension work has been worth to the county in dollars and cents and I have found that this kind of information goes a long way toward helping the members of the boards to render a favorable decision.

E. Assistance Given County Agents in More Efficient Use of Means and Agencies.

1. Circular Letter

I have hesitated about encouraging the use of circular letters unless they are gotten up in such a way they will attract and hold the attention of the reader long enough to find out what it is about. I have discussed the question of increasing the attractiveness of circular letters a number of times with the agents and real progress has been made along this line. A good circular letter is a time saver and they have been used to good advantage in the agricultural adjustment programs.

2. News Service.

Ever since I have been connected with the extension division I have realized the value and the importance of the right kind of publicity and the agents have been encouraged to write timely articles for their local papers. The editors of a number of the local papers in the territory recognize the value of the information contained in these news articles and in order to encourage the agents to write something each week they have set aside a column exclusively for county agent items.

3. Farm and Home Visits.

The lack of time to do more farm and home visiting is bringing us an

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increased amount of criticism from both farmers and members of the boards of supervisors. They realize the most valuable contacts with farmers are made out on their farms and in their homes. No one realizes that fact more forcibly than I do and I am trying hard to find a solution for the problem but I cannot see how the agent can possibly carry his regular extension program and at the same time put on the Soil Conservation Program. I hope something can be done to relieve this situation as I am afraid it will become serious if the agents are required to continue spending as much time in their offices as they have during the past few years. The agents who have been most successful in selling the extension program in the Southwest Virginia territory are the agents who spend the greater amount of their time on the farms and in the farm homes.

4. Office Calls.

There has been a tremendous increase in the number of calls at the offices of the county agents since the inauguration of the agricultural adjustment programs. One agent in our territory told me that he had more than five thousand calls this year. Office calls if properly handled can be made of distinct value to both agent and the farmers. In the first place they save the agent time and travel, secondly, if farmers are sufficiently interested in any subject to come to the county agents' office he will make use of it when he when he gets it.

5. Meetings, Including Tours.

Some of the most successful meetings held during the year were field meetings. Most of these field meetings were held in the counties in which the T. V. A. demonstration farms are located. As the greater part of the Southwest Virginia Territory is primarily a grazing section and too steep for much cultivation these meetings were held for the express purpose of showing how effectively soil erosion could be controlled by growing a

good sod, and at the same time greatly increasing the carrying capacity of the pastures. Not-with-standing the fact that we had a very dry season the visiting farmers had no trouble in pointing out where the phosphate had been applied. I know of several farmers who attended some of these field meetings and were so much impressed that they bought additional phosphate to that furnished by the T. V. A. in order that they could top dress larger areas of their farms.

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SUMMARY OF EXTENSION WORK IN SOUTHWEST VIRGINIA FOR 1936

1. Number of men docking and castrating lambs	<u>3,832</u>
2. Number of lambs docked and castrated	<u>107,437</u>
3. Increased value due to docking and castrating	<u>45,317.50</u>
4. Number of men treating sheep for stomach worms	<u>3,644</u>
5. Number of sheep given this treatment	<u>113,069</u>
6. Increased value of flocks due to treatment	<u>54,932.50</u>
7. Number of men pooling wool in county	<u>2,433</u>
8. Number of pounds pooled	<u>331,337</u>
9. Increased price due to pooling	<u>10,559.76</u>
10. Number of men shipping livestock cooperatively	<u>1,851</u>
11. Number of livestock shipped	<u>57,447</u>
12. Benefits derived from cooperative shipping	<u>34,848.15</u>
13. Number of men vaccinating for prevention of blackleg	<u>4,507</u>
14. Number of calves vaccinated	<u>33,296</u>
15. Total value of calves saved by vaccination	<u>138,506.00</u>
16. Number of animals treated for other diseases	<u>4,060</u>
17. Amount saved farmers by treatment	<u>11,650.00</u>
18. Number of men purchasing pure-bred animals	<u>835</u>
19. Number of animals bought	<u>1,121</u>
20. Number of men using lime	<u>6,310</u>
21. Number of tons purchased	<u>100,947</u>
22. Number of acres limed	<u>57,062</u>
23. Tons of lime ground and burned as a result of drought relief	<u>22,951</u>
24. Number of 4-H clubs in the territory	<u>118</u>
25. Total membership of clubs	<u>2,509</u>
26. Profits made by club members	<u>14,637.14</u>
27. Number of work sheets signed in territory	<u>10,461</u>
28. Amount of revenue brought into the territory from this program	<u>604,228.30</u>

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29. Administrative cost of program	<u>33,309.06</u>
30. Number of vegetable marketing organizations reorganized	<u>5</u>
31. Number of members in organization	<u>624</u>
23. Volume of business	<u>72,410</u>
33. Number of emergency crop and livestock loan applications made and Approved	<u>693</u>
34. Amount of loans granted	<u>62,951.00</u>
35. Number of T. V. A. demonstration farms	<u>1,343</u>
36. Amount of T. V. A. fertilizer received to date	<u>6,619.25</u>
37. Number of area demonstrations	<u>142</u>
38. Estimated acreage	<u>369,154.50</u>
39. Number of T. V. A. demonstrators keeping records	<u>374</u>
40. Number of farms on which erosion control work was done by drought relief labor	<u>168</u>

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NARRATIVE REPORT OF JAS. H. QUISENBERRY

YEAR 1936.

As we review the Extension Work in our District for the year we note progress in quite a few things that seem fundamental in-first- a better earning power for the farmers and-second- the translation of this better income into spiritual values.

While the original emphasis of Agricultural Extension Work to promote the growing of two blades of grass where but one grew before has been supplanted, to a considerable extent, by the less direct but none-the-less certain procedure of Soil Conservation Method it does seem to me that with the much wider dissemination of the principle as vouched by the Soil Conservation Program that we have lost little in this respect and in many respects have made material gains.

The enormous gains in the use of such products as lime, phosphate, and legume seed in this, a very difficult year owing to a very severe drought over much of the District, it seems to me is the best possible evidence of advancement in both depleting crop production and soil conservation.

One great handicap with the original plan of demonstration was that it was of rather restricted application since the agent could supervise only a limited number of these demonstrations and the radiation of their influence beyond the demonstrators fence may have been sure but it was none-the-less slow.

The advent of the field meeting, the tour, and at a later date the county extension organization in the form of the Advisory Agricultural Council all contribute to widen the field of effort and usefulness of the County Agent. But after all this was done, there were a great number of farmers who really had little means with to begin better practice which in at least most cases necessitates some kind of an initial expenditure but with the grants of the Soil Conservation Program why this rather grave handicap was greatly lessened and in the new program it seems to me that we have a handmaiden of incalculable value to the original Extension Program in that our government is not only furnishing the "Teached Nut" but at the same time economical aid as well and as before stated the tremendous increase of such seed and other materials as are demanded by the Soil Conservation Program is the best evidence of its wonderful performance.

And, while I know that there is a tendency on the part of some Extension Workers to contend that the advent of the Farm Relief Program has overshadowed and upset, to no mean extent, their extension program I feel that although it has given us more work than we could do well that it will ultimately tremendously quicken our progress not only

toward a much better income but also toward that more abundant life which was so fully comprehended in the vision of the Great Founder of all work. Again there is little doubt, I think, but that the farm relief, and I here include both the AAA Program and the Soil Conservation Program, has done by far the greatest piece of educational work amongst farmers that has been done in my generation. There remains much to be done is quite evident and without question. There still remains and in some quarters where you would little expect to find it, an idea that the benefits being given to farmers is just a handout and in fact something closely resembling the Relief Benefits and there goes with this, of course, a lack of anything like a reasonable conception of what the program is all about and as time goes on and the county organization fallacy will, I am sure, disappear. Possibly the greatest handicap to the Soil Conservation Program has been the number and frequency of the Administrative Rulings. While a great deal of this is absolutely necessary in so great an undertaking as quickly put into operation as this and subject, as it was, to judicial interference I think that we are all agreed that the less of this sort of thing that we have the more effective will be the program.

The fact remains though as I see it that the program with all its pitfalls, handicaps, inconveniences, and embarrassments, has to its credit the greatest performance both in educational value and as a relief measure that has been witnessed in the worlds history and I feel as if it has marked a new chapter not only in the farmers welfare but in that of the entire world as well.

I think from what I can learn that our performance in this line of work will compare favorably with that in the other districts of our entire state and even in the nation. Our work was made more difficult by the wide diversity of our agriculture and that right within the individual counties where as many as three or four different programs had to be put on.

Cooperative Community Ventures

There have sprung up within the year a number of community ventures. In Lancaster County we have a sweetpotato curing house which while coupled with their Community Center is destined to materially modify their type of farming, improve their quality of product, and ultimately greatly increase their earning power. Here the potatoes are received, carefully graded, placed under such storage

conditions as to insure their proper care and preservation, and finally sold to the trade when there is a demand. We have a similar development in Richmond County at Warsaw. In each of these cases a part of the money required for the establishment of the plant was borrowed from the government. The plans and specifications were furnished by the college and the County Agents did most of the steering but both ventures seem to be real successes and the farmers have given real cooperation. Also at Kilmarnock, Warsaw, and Montross there has been real development in the work of the egg grading work and in my own judgment, while many things may come and go by way of relief for the farmer, his own cooperative is the one thing that will ultimately abide and save as nothing else will or can do. It is most gratifying to me to watch its development.

Young Farmer's Clubs

One thing that has proven an abiding success across the years in our district has been the Farmer's Organizations. Many and of different kinds have been started and having struggled along for a time have gone to pieces. Just what must happen to bring to our section a general Farmer's Organization that will abide I am at a loss to say but being persuaded that it would be of incalculable value, I shall not cease to work for it. But one development taking place in our District this year was the organization of two young farmer's clubs in as many counties. In Middlesex County we have one and in Essex the other. These organizations are just called clubs. At the monthly meetings the farm young men and boys, say of 18-25 years, meet and discuss their problems and occasionally have something in the way of a social. Again they have some special discussion either by some specialist, the vocational teacher, the county agent, or the District Agent. This, it seems to me, is a very important development. To grapple the mind and heart of these young folks in this stage between the time they have quit school or are out of the 4-H Clubs and the time that they marry and settle down. To divert them from sitting around at the wayside store and to direct their thoughts along wholesome lines and to help them toward group action and at the same time to help them find their logical place in society is surely a piece of work worthy of the best that there is within us and I shall surely lend every possible aid to this movement. In Essex County there is a movement toward another of these organizations.

Community Centers

We have either established or ^{are} in the process of establishment three community centers. ^{more}
The one in Lancaster County has made progress than either that in James City or Hanover, while the community center has distinct possibilities and

seems to promise much for the communities establishing them, still I look upon it as a matter of a long pull which will have to overcome the ingrained idea on individualism, fixed habit, prejudice, etc. I shall watch their progress with real interest and give such support as I can.

Rural Electrification

Our District has, I think, been most fortunate during the year in establishing a Rural Electrification Project. This project has, I believe, around two hundred and fifty miles of lines built or in the process of being built and the power has been delivered to a considerable portion of this line. While much of the territory to be served by this project has been approached by the Old Line Companies the only parts that have been served were as a rule those that furnished a relatively great number of patrons per mile and there seemed no possible chance for the outlying territories which composed almost all of the truly rural sections to get service. The new corporation seems to be exercising itself to the utmost to carry service to as many people as possible and the terms are far better than those previously offered and I believe that the advent of this line of governmental activity supplies a need that absolutely nothing else hitherto seen promised to do or really had the remotest idea of doing.

Appropriations- Local Support

Our appropriations from local sources have been kept up and in a number of instances increased and in some cases changed from an annual board term appropriation and we have added one new county during the year, that of Louisa, and there seems to be some promise of Matthews coming in before long. I think that the advent of the Soil Conservation Program acts as a stimulus to Boards of Supervisors. The amount of money being released within the borders of a county by this program seems to puncture the hides of certain types more surely than any other consideration or argument that could be advanced.

4-H Club Work

It is quite gratifying to me that despite the many duties coming to us to split up our influence and dissipate our energies, that notwithstanding our club work, which I regard as our most important enterprise has made material gains in enrollment and has made an excellent showing in completions. Very much of the credit for good in this

line is unquestionably due to the very efficient work instituted by Will Turner last year and carried on with equal faithfulness, energy, and efficiency by Henry Hutcheson who succeeded him as Club Agent. Now since our Division is giving us additional aid for the current year I feel that we should logically look for the greatest expansion that we have witnessed. As I see it, the two greatest handicaps after lack of sufficient extension guidance and found in the lack of leadership for the organized clubs and in some cases an utter lack of an appreciation of the value of club work by some of our educational officials. This latter, I am glad to say, seems to be diminishing.

Finis

While my own health was such for a great portion of the year as to render me utterly incapable of anything like efficient service, why it has been a source of real pleasure to me to witness the progress made by the men in the counties and the specialists who have assisted them and to these two agencies I gladly ascribe the credit for the progress marked.

Jas. H. Quisenberry
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District Agent