

VIRGINIA

DISTRICT AGENTS (Co. Agt) ANNUAL REPORT

VC 1936

Farrar - Quisenberry - Shackelford - Warriner

<u>Index</u>	<u>Page</u>
1 c 3.64 Shipping associations	12
4 1 Purebred sire campaigns	11
6 a 2.21 Advisory committee	1, 9
6 a 2.23 Enterprise committees	9, 15
6 a 2.6 Junior clubs	2
6 b 2.5 Community programs	9, 15
6 f 3 Supervisory program	10, 15-16
* 6 f 4 Personnel	6, 15
* 6 h 1.131 County Rally Day	2
8 g 1 Procuring better seed	12
17 a 2 Blackleg - calves	12
17 d 1 Castrating	12
17 d 2 Docking	12
17 d 4 Parasites	12

Virginia

NARRATIVE REPORT

OF

F. S. FARRAR

1926

COUNTY AGENT WORK

My plan for 1926 was to keep alive the Agricultural Advisory Boards already organized, and keep them functioning, and to organize Boards in the counties where there were none. An Advisory Board properly functioning ought to serve two purposes: first building up a snar agricultural policy for the county, and developing local leadership among farm people; second, by a better understanding of the work of the Land-Grant Colleges and Experiment Stations become a bulwark of strength for these institutions.

There are only a few farm organizations that are now functioning in my territory, and if we can make the Agricultural Advisory Boards function it will be possible to crystallize public sentiment along sane lines of country life development.

Last winter on account of the collapse of the tobacco and other cooperative organizations, the spirit of the farmer was at a low ebb, and the meetings of the Advisory Boards that I attended were disappointing. The attendance was small and the enthusiasm was lacking. Still there were always enough to hang on and to plan a policy for the county. Throughout my entire territory the unanimous verdict of the committees was that soil improvement, the raising of home supplies, economic production of farm crops, more livestock, poultry and Club Work should be the program. While I cannot say that these Advisory Boards have become permanent institutions in the counties, still this fall I have been very much gratified when meeting with them to find how much work has been done by the individual members, and how much the Boards as a whole have helped the county agents in pushing forward the programs outlined.

While not going into detail in regard to what has been done, I shall name some of the accomplishments of these boards. The Hanesmond and Greenville Boards have been most active in outlining the needs of the county, and have stood solidly behind the county agent in developing their programs of work. They have offered substantial prizes for soil improvement work, for the raising of home supplies, and for the diversification of crops. On account of the influence of these Advisory Boards these are two of the strongest counties in the state for the Agricultural College and Extension Work. The appropriation in both of these counties has been made for the life of the Board.

Amelia, Chesterfield, Princess Anne, Mecklenburg, and Charles City developed the Farm Tour idea in the interest of better livestock, dairying, poultry, and diversification of crops. Hanesmond, through the efforts of its Advisory Board, has eradicated the cattle tick, and Amelia's Board, through educational methods, is now engaged in eradicating tuberculosis among cattle, and putting on a campaign to replace scrub bulls with purebreds.

The Advisory Boards in three counties sent committees before the Boards of Supervisors to ask for the continuation of the appropriation, and that the county agent be retained. In almost every case the Boards were unanimous in granting it.

The Live-at-Home program was adopted by every Board. First, because the farmer should be self-supporting, and second because if his energies are diverted into raising home supplies the acreage in tobacco, cotton, and peanuts will be reduced, hence better prices for the money crops. The weakness of the farmer to follow the high price crops has become his curse. The buyer of farm products can increase the acreage any time he wishes by putting up the price. There is always an over-production. The buyer pays less money for the big crop than he did for the small crop. If you advise the farmer to curtail his money crop he will at once increase his acreage, so if we can encourage him to raise his home supplies it will be a service to him in more than one way. While I have no exact data, my observations along with those of the county agent have been that there were better gardens, more feed for the family and livestock, than I have seen for years.

The Advisory Boards have considered Club Work one of the most important features of Extension Work, and the county agents have worked hard on this part of the program. They have tried to have better clubs and better county organizations; better and more enthusiastic officers, better entertainment, and more thorough instruction. The first part of the year there was a terrible drought which prevented a great number of club members from planting their crops, and a great many crops were planted late on this account, yet there have been many gratifying results. The county and district fairs showed a great many exhibits of corn, soybeans, tobacco, cotton, peanuts, garden, poultry, pigs, and calves raised by club members. One county exhibited 38 samples of purebred corn, and 39 of soybeans. They took the first prize and sweep stakes at the State and Petersburg fairs.

The Extension Division has its greatest opportunity in the development of Club Work; first, by bringing the country boy and girl in contact with the most approved practices in field, orchard, garden, and livestock. Second, by introducing them to the scientific inventor who are laboring to benefit them. In these clubs the Agricultural College and Experiment Station has found a fertile ground in which to sow the seeds of an advanced agriculture.

There are outstanding boys and girls in every one of my counties who have been trained up through club work. Recently I attended a Club Rally and what I saw about to relate greatly impressed me. The acting president of the Club, a four-year club member, high school graduate, first year in college, had obtained a two days' leave from college to meet with his club. He conducted the exercises with great dignity, and made many impromptu talks. Another club member who led the songs and yells, now taking Smith-Hughes work, with his brother's help put on a poultry house demonstration at his county fair several year's ago and was taken from there to Blacksburg, and from Blacksburg to Camp Vail where they won the first prize. The elder brother graduated from high school last year and is now at V. P. I. The younger wants to go there as soon as he finishes the Smith-Hughes work. On the same rostrum was a little twelve-year old girl who for two years had taken first prizes at the State Fair in sewing and cooking. She read a paper on "How I Spent My Money" and a little boy of the same age replied with a paper on "How I Saved My Money". These articles would have done credit to any magazine. The stage was decorated with

ribbons won by the club members and which represented about \$240.00 in prizes. It took one hour and a half to distribute these ribbons. This is just one instance out of the many to show what club work is accomplishing. I am in full accord with the sentiment expressed by Dr. Walter K. Page, when he said that Dr. Seaman A. Knapp had made the greatest contribution to education when he inaugurated the Boys' and Girls' Club Work.

Virginia

NARRATIVE REPORT
OF
J. H. QUIGGEBERRY
1928.

COUNTY AGENT WORK

DIVISION AGENT'S ANNUAL REPORT

December 1, 1925 - November 30, 1926

1. Number of visits to agents-----	112		
2. Number of visits to demonstrators and club members-----	115		
3. Number of visits to other farmers-----	180		
4. Number of visits to business men and others-----	150		
5. Number of visits to schools-----	13		
6. Number of visits to counties without agents-----	15		
7. Number of boards of supervisors met-----	21		
8. Number of new counties making appropriations-----	3		
9. Number of old counties which failed to make appropriation-----	0		
10. Number of farmers meetings addressed-----	96		
11. Attendance at above meetings-----	12,704		
12. Number of fairs judged-----	8		
13. Number of official letters written-----	985		
14. Number of miles traveled by rail-----	5,824		
15. Number of miles traveled by auto-----	9,692		
16. Number of Agricultural Advisory Boards in territory-----	17		
17. Number organized this year-----	2		
18. Number of visits to each county in territory:			
Accomac-----8	Eliz. City-----5	Henrico-----12	Spottsylvania-----7
Essex-----4	Warwick-----4	King Geo.-----7	Stafford-----5
Caroline-----9	Gloucester-----3	King Wm-----5	Northumberland-----8
Charles City-----3	Hanover-----9	King & Queen-----6	Westmoreland-----8
New Kent-----4			
Others: Lancaster, Goochland, Louisa, Princess Anne, Fluvanna, ² Madison, Greene, Augusta, Clarke, Chesterfield, Matthews, Albemarle, and Rockingham.			
19. Number of days spent in office-----	69		
20. Number of days spent in field-----	210		

5

The year 1926 has brought to our district, conditions both perplexing and disturbing, owing to the resignation of one of our very best men, Mr. Kirby, and the transfer of two other most excellent agents, Mr. Walker of King George County to Henrico, and Mr. Carter Chase of Westmoreland County to Lancaster. We have had some experience in harmonizing and pacifying the good people who were losing good agents to whom they had become deeply attached. However, certainly, in each of these cases, except possibly that of King George where the new agent is just beginning work, the work moves hopefully and promisingly forward under the able and faithful leadership of the new appointees, and no resultant harm, from the changes, now looms in sight. In our district, as a whole, the year seems to have scored very material gains, notwithstanding the fact that it has been a very unsatisfactory year to our farmers. As we take inventory, we find that we have secured appropriations in three new counties, Matthews, Lancaster and Stafford, with fairly satisfactory appropriations in each of these counties. In Accomac County, in order to retain the services of an assistant agent, the appropriation was increased from \$1750 to \$2750. We have not suffered the loss of our territory held at the beginning of the year, and believe that the close of the year finds our work more securely entrenched in each county than at the beginning. At least one new Agricultural Council has been organized and with possibly one exception the councils are rendering a more helpful service than ever before, and we believe that they are supplying a need hitherto unsupplied by any other agency.

Possibly the highest compliments paid our work during the year are found in King George County, where a little child upon being told that Mr. Walker would leave the county, asked: "Mama now we won't have any more fairs or clubs, will we?" This was possibly the biggest thing coming into this little boys life.

Again, in Henrico County, the citizens have done every thing possible to retain the services of Mr. Kirby, and finding that they must give him up, decided to give a memorial supper in Mr. Kirby's honor. This supper was attended by a large number of the most prominent rural people of the county, and I believe by some of prominence in the city of Richmond. Among those called upon for an address was a certain man, Mr. Hedrick, who is one of the most prominent men of the county. A number of his children have been members of Mr. Kirby's 4-H Clubs. Two of them, I think, have won State, if not nation-wide, prominence as club members. In the course of his address Mr. Hedrick remarked that; "after all as bad as the loss of Mr. Kirby now appears, I hope that it will not be entirely without some compensation, and I also hope that after Mr. Kirby leaves I will be able to control my own children." I told the person relating this very interesting story, that Mr. Hedrick might rest assured that his hope would never be realized as long as Mr. Walker filled the vacancy caused by Mr. Kirby's resignation. An agent who is good enough and strong enough to call forth such an expression from a very proud father must be pretty good. One thing with which I have long been sustained as an Extension Worker, has very strongly repressed me this year, and that is that wherever and whenever a contest looms, that I invariably find the very highest type of citizen the one who is present to support our work.

Any work that is good enough to uniformly secure and hold the interest and support of the best citizenship is good enough and big enough to command the services of the best men and women that we have.

Now in conclusion, as we look confidently and hopefully into the future, may a wise guiding providence help us to throw into our great work all that we have and are.

Warner

District Agents Annual Report

Dec. 1, 1925 to Nov. 30, 1926.

- 1. Number of visits to agents ----- 76
- 2. Number of visits to demonstrations and club members ----- 401
- 3. Number of visits to other farmers ----- 296
- 4. Number visits to business men and others ----- 185
- 5. Number visits to schools ----- 16
- 6. Number visits to counties where there are no agents ----- 8
- 7. Number of boards of supervisors met ----- 5
- 8. Number of new counties making appropriation ----- 1
- 9. Number of old counties failing to make appropriation ----- 0
- 10. Number farmers' meetings addressed ----- 38
- 11. Attendance at above meetings ----- 2553
- 12. Number of fairs judged ----- 7
- 13. Number of official letters written ----- 436
- 14. Number of miles traveled by rail ----- 8352
- 15. Number of miles traveled by auto or team ----- 6652
- 16. Number of Agricultural Advisory Boards in your territory ----- 10
- 17. Number organized this year ----- 0
- 18. Number of visits to each county in your territory:

Bedford— 7	Bland— 5	Botetourt— 7	Giles— 7
Grayson— 8	Lee— 4	Montgomery— 10	Fulaski— 11
Roanoke— 2	Smyth— 9		

 Others: Russel, Wythe, Washington, Carroll, Floyd, Shenandoah, Scott.
- 19. Number of days spent in office ----- 96
- 20. Number of days spent in field ----- 206

B. D. Warner
District Agent.

8

Annual Narrative Report.

Dec. 1, 1925 - Nov. 30, 1926.

E. A. Warriner, District Agent.

I Organization of Extension Work in Counties.

1. There has been no important change in the organization of Extension Work in Southwest Virginia this year. One of our goals last year was to organize an Agricultural Advisory Council in every county in the territory where there was an agent. This has been accomplished and these councils have rendered some very valuable service especially with reference to assisting in getting the appropriations renewed.
2. Either the Assistant Director or I have met all the boards of supervisors in my territory and with the assistance of the Club Department and specialist we have done everything possible to keep the Advisory Councils and other organizations alive and active. I have attended practically all the important meetings held in my territory and have visited a number of schools for the purpose of soliciting club members.
3. Community programs have been developed in three counties but have not worked out with the degree of satisfaction we had hoped for. However, we feel that a great deal of good has been accomplished, especially by those who acted as poultry demonstrators. While in Smyth County a short time ago I had a very interesting conversation with Mr. E. K. Coyner, who demonstrated the value of extension division methods of poultry management for his community. Mr. Coyner said that before enrolling as a poultry demonstrator he kept about one hundred hens and never got enough eggs for home use from September 1st to March 1st. At a meeting held in his community sometime last spring for the purpose of developing a community program, Mr. Coyner volunteered to serve as a poultry demonstrator. He built a house 18 by 30 feet and was very careful about following all instructions. The county agent culled his flock from one hundred to forty-two hens. When I talked with Mr. Coyner a short time ago the forty-two hens were laying from 26 to 30 eggs per day and occasionally they laid 32 eggs per day.
4. Practically all of the Advisory Councils have appointed special committees such as Livestock, Agronomy, Poultry, Horticultural, etc. These committees have rendered the county agents some very valuable assistance in making out their plans of work and also their long time programs. These committees meet early in the year and draw up recommendations for agricultural development. In making these recommendations it has been the object of the committees to state a number of definite things which should be done to bring about the desired results, taking into consideration as far as possible, conditions as they exist on the average farms in their respective counties, and advising such methods of improving these conditions as the average farmer can use with the materials with which he has to work.
5. Each county agent makes out a plan of work for the year with the assistance of the sub-committees of their Agricultural Advisory Councils. This plan is then submitted to their Advisory Councils for their suggestions and approval.

County agents' meetings are held early in the year, usually in January, at which time the agents are requested to bring in their plans of work and they are gone over and discussed before these meetings.

II Supervisory Program.

1. Supervisory program for 1926.

2. All of the county agents are equipped with offices which are located either in the county court houses or the post office buildings. These offices were partially furnished when they were turned over to the agents and in order to equip them more completely the Extension Division has appropriated for this purpose. At the present time the average county agent has a well equipped office.

No agent in my territory has any stenographic or other clerical assistance. The filing systems of the agents have been materially improved during the year. The motion picture machines furnished by the Extension Division have been used in several counties with most gratifying results.

3. For a number of years it has been the policy of the Extension Division to place all applicants for positions as county agents, who had had no previous experience, with some of the best agents where they work as assistant agents for periods of six months or more. Then when vacancies occur these assistant agents are put in as county agents with due consideration for their training, etc.

Whenever a new agent is located in a county I visit him as soon after he arrives as possible, and try to see that he gets started right. I assist him in making out his plan of work and also with the organization of an Agricultural Advisory Council, as soon as conditions are thought to be right.

4. I assist the county agents as much as possible with their plans of work and the sub-committees of the Agricultural Advisory Councils are rendering very valuable assistance along this line.
5. The subject matter for the various projects put on by the county agents is supplied by the heads of the departments of the State Agricultural College and by the Extension specialists. In making out our plans of work for the year 1927, I am insisting that the agents study their conditions very carefully before deciding which of the specialists projects they will take up. When their decisions are made these projects are incorporated in their plans of work for the year and after that time no changes are made. I am also insisting that the county agents take up not more than three major projects in any one year, and carry them out successfully, rather than undertake a greater number and complete none of them satisfactorily.
6. Every available opportunity is made use of to advertise Extension work as widely as possible. The county agents are using their local newspapers in which timely articles are appearing from time to time. They also write up the results of their outstanding demonstrations. The club short courses, club fairs, county fairs, and the State Fair also give wide publicity to Extension work. Arrangements are being made the coming year whereby tours will be made use of to advertise our work. Both club and adult tours will be put on and a number of the outstanding demonstrations will be visited.

III Project Activities and Results.

1. Soil improvement.

Economical production has been foremost in the minds of the county agents at all times. Believing that a fertile soil is the first step in economical production, the farmers have been encouraged to increase the fertility of their farms by the judicious use of lime, leguminous crops, fertilizers and manure. We have tried to convince the farmers with whom we have come in contact, that there is nothing so great and so vitally important as efficient production in increasing the income of agriculture. We feel that a great deal has been accomplished along this line.

2. Farm crops.

The county agents, realizing the importance of using good seed in order to increase the yield of farm crops, concentrated their efforts along this line and got unusually good results. The nine agents in the territory reported that 11875 acres were seeded with certified or improved seed and the value of the increased yields due to the use of good seed was \$69,742.

3. Horticulture.

Interest in horticulture in Southwest Virginia is developing rapidly and in order to assist the growers with the production of high class marketable fruit, the county agents arranged for a number of pruning and spraying demonstrations. The horticultural specialists have also rendered some very valuable service in the way of furnishing plans for storage houses.

4. Animal Husbandry.

Purebred sire campaigns have been conducted in practically every county in the territory and as a result of these campaigns a large number of scrub sires have been replaced with purebreds. In looking over the agents' reports I find that they have been directly responsible for bringing into their counties 210 purebred animals. As Southwest Virginia is the leading livestock section of the State, the agents have naturally made the livestock project one of their major projects, and below are some of the results accomplished:

Number sheep treated for stomach worm-----	32071
Number lambs docked and castrated-----	16256
Number cattle vaccinated for the prevention of blackleg--	5947
Number hogs inoculated for the prevention of cholera----	1404
Number of hogs given worm treatment-----	735
Number of sick animals treated-----	854
Number of cattle tested for tuberculosis-----	200

5. Agricultural Economics.

Agricultural Economics, I believe, is the most important problem confronting the Virginia farmer. Cooperative commodity shipping associations have rendered, and are rendering, the farmers very valuable services but no system of cooperative marketing can give the farmer such assistance who is not producing economically or efficiently.

11

Economical production is the first step in successful cooperative marketing. No system of cooperative marketing will enable the farmer who produces ten bushels of wheat per acre to compete with the farmer who produces thirty bushels per acre.

The most successful cooperative livestock shipping association in the State is the Southwest Virginia Livestock Shipping Association. The amount of business transacted by this association this year was \$485,000.00 which netted the farmers \$421,000.00.

6. Miscellaneous.

For the past few years the extension workers of the Southwest Virginia district have realized the importance of, and the necessity for, putting on a fewer number of major projects if any definite results were obtained. With a determination to get more tangible results during the year of 1926 we started out last spring with the understanding that no agent was to undertake more than three major projects. Owing to the fact that the district is located in a livestock country we decided that the standardization of lambs and the treatment of sheep for the eradication of stomach worms should be one of our major projects.

In compiling the county agents' reports I find that each agent reported on this project. The nine agents reported that 16256 lambs had been docked and castrated, which sold on the market for about one half of a cent per pound more than the lambs that had not been standardized, thus increasing the demonstrators profits to the amount of \$591.45. The other part of this project was even more successful. It has only been a short time since sheep men thought it was impossible to raise sheep successfully on small ranges, but now since they have learned to combat stomach worms successfully they find that several of their most serious sheep problems have been solved. A great many demands have been made for sheep treatment work this year, and the agents report that 32071 sheep have been given this treatment. The majority of the agents estimated that the increased value of the sheep due to this treatment was fifty cents per head, while a few of them put it at one dollar per head. The total value of this work for the district as reported by the agents amounts to \$21,533. I believe this to be a very conservative estimate as a number of farmers have estimated the value of this treatment at two dollars per head. The vaccination of calves for the prevention of blackleg and the treatment of hogs for the eradication of worms were also parts of the livestock project. All nine agents reported vaccinating calves and three reported treating hogs for worms. The U. S. D. A. says that where calves are not vaccinated for the prevention of blackleg there is a loss of 10%. The agents figured on this basis and placed on each calf a valuation of \$25.00. In summing up what vaccination has been worth to the district, I find it amounts to \$15,400.

The next project from the standpoint of a district proposition was the Agronomy project, and the main idea was to get the farmers to use better seed, either certified or improved seed. Nine agents reported that 7700 acres of small grain were seeded with certified or improved seed. The average increased yield per acre as a result of the use of good seed was estimated at 3 bushels. Valuing this increased yield at \$1.25 per bushel we find that the use of good seed alone was worth \$27,625. to the district. The above estimate does not include corn. Only three agents reported any

corn work. These three reported 875 acres planted with certified or improved seed, which made an increased yield of ten bushels per acre. Estimating the value of this increased yield at 80¢ per bushel, the use of improved seed corn was worth \$4,600. to the district. The value of the increased yields of other crops due to the use of improved seed was estimated at \$35,000.

The next most important project was the lime and legume project. Nine agents reported that 6408 acres were limed. Estimating that the value of the increased yields was eight dollars per acre, this project was worth \$51,660. to the district.

Boys and Girls Club work was the fourth project. All of the agents reported club work, but owing to the fact that the baby beeves did not sell well this year the profits on club work are not as outstanding as in former years. Club work including prizes is valued at \$8,846.21.

Several other minor projects, the value of which can be figured in dollars and cents, were put on by the agents but I will not attempt to write about them because it will make the report too lengthy. In conclusion I will say that the value of the tangible results of extension work for the year 1926 in the Southwest Virginia District amounts to \$210,655.16, or an average of \$25,405.90 per county. No attempt has been made to place any value on the intangibles, but only on such results as we could safely measure in dollars and cents.

IV Extension Work in Southwest Virginia.

1. The outlook for extension work in Southwest Virginia is the brightest in its history. The county agent and extension work are being regarded more as permanent fixtures than ever before. This is evidenced by the fact that nine out of the ten counties in the district have made long time appropriations. During the coming year efforts will be made to secure appropriations in three new counties. Plans are now being made to hold two or three-day farmers institutes in Russell and Tazewell Counties, with the hope of arousing a sufficient amount of interest in extension work to get some assistance in securing the appropriation.

2. Suggested Supervisory Program for 1927.

An effort will be made to keep all existing Advisory Councils functioning and to assist in forming new organizations in counties that are likely to make appropriations. I will also give the county agents all possible assistance in putting on the five year program as outlined by the Virginia Agricultural Advisory Council.

3. I am always keenly interested in any suggestions or methods that will increase our efficiency as extension workers, and shall be very glad to have all the assistance possible from the Federal Extension office staff.

Virginia

COUNTY AGENT WORK

ANNUAL NARRATIVE REPORT

OF

W. C. SHACKELFORD, DISTRICT AGENT.

1926.

1. There have been no important changes in the work in my territory during 1926.

2. It has been my aim to assist the agents in my territory in making out their plan of work for the year and try to get them to carry it out. I also help in organizing advisory councils, club leaders, etc. From time to time I have helped to revise these councils, taking off dead timber and replacing with men who will attend and manifest interest in what we are trying to do.

3. In several counties we have developed community interest in making our programs of work. However, the work largely has to be done by the agent in putting anything across. In Rockbridge and Rappahannock counties possibly more has been done along community interest lines. I must say, though in passing, that few counties will excel Orange in putting something real tangible across. Mr. Breeden has gotten every business interest behind him in his work in the above county. It is true that Mr. Breeden has done no club work; however, this is not because he has not worked. He does as much work as any agent in my territory and I would not be afraid to include the State. I want to state in this narrative that I believe there are a few agents in the State who have the business interests behind them to the extent that when the agent has been offered more money in some other line of work the business men and citizens take the matter up and demand that the supervisors make an increase equal to that offered elsewhere, and also request a three-year appropriation. This was done in the above case, and I believe without the agent's knowledge. As said above, Mr. Breeden has not done any club work, though I have always tried to get him to have clubs, but, as stated, he has done real work, and I believe could not have accomplished and put across some other things that have really put his county on the map if he had tried too many projects. It is better to do well what you undertake than have many things started and at the end of the year have nothing to report. I have been in the work a long time, and I believe I know when a man is doing something and in my opinion the above agent has made good. He is capable of filling most any position in the Extension Service.

4. We have in all counties subdivided the advisory councils into project committees, and in most cases the committees are functioning fine. Of course, as in everything some committees are doing better than others. However, I see each year an improvement along this line. In Rappahannock some of these committees would name the place where a demonstration should be held and would help to get the people out to these demonstrations. Then when the agents were putting on their drive for better sires the livestock committee was most helpful in locating the scrubs.

5. In developing county programs I have met with the agent and advisory councils in each county. We go over the tentative program made by the agent and make such changes as may be deemed necessary after discussing it in full. The projects stressed are taken in their relative importance in each county. In some counties one thing may be considered of greater importance than in others. For an example will take _____ county, _____ Agent. Extension activities planned for _____ county. (a) Four-H Club work, to have an efficient leader for each club in the county. (b) To increase membership wherever possible, but under no circumstances taking in boys and girls who will not carry their project thru, always trying to pick those who are genuinely interested and

15

expect to complete and make a report of their work. (c) Develop at least one demonstration team in each club. (d) Try and hold one county rally and have as many attend state short course as possible, also attend district short course if one is available. (e) Give what instruction is necessary to those who wish to enter livestock judging contest at county fair. I could go on and mention other things that go to make up a plan of work, but hardly think it necessary as it will make this narrative too long.

6. I have carried out pretty closely my program as made for the year. I have tried to visit in each county as often as I thought it necessary. Of course, I go to some counties more frequently than I do others, depending entirely on the needs of the agent in question. I always try to attend all meetings of the advisory councils and other public meetings in my territory. I have to judge at many fairs, both county and community; however, I think this adds strength to our work, for in doing that you come in contact with many people whom you would otherwise not meet.

Most of my men have good filing systems and their records are kept in good shape. Some have soil testers. The agent in Fairfax has done such along this line and it has helped him in his work considerably. Three of my men have regular employed stenographic help in their office, which is equivalent to doubling their efficiency in the county. In Rockbridge County I met the board of supervisors with the advisory council and asked that they give the agent in office a stenographer and telephone. They gave the office, telephone, and forty dollars per month for stenographic help, which means this county appropriates from county funds twenty-one hundred dollars (\$2100.00) for Extension work. I doubt very seriously if there is another county, I do not mean funds from other sources, that gives that amount from county funds. However, it does not always work out as it has in this county, for I have other men who are doing just as good work, but fail to have a board who is willing to lend the assistance as they do in Rockbridge County.

7. Vacancies are generally filled with men who have been trained in another county under an agent who has made good. This is an important thing as we have lost several counties by putting in men who have not been trained. Then, too, not every man who has been trained will suit for county agent work and in this way we get rid of him before the damage is done.

8. I will say that I, and I suppose this will apply to all of the district agents, try to keep in touch with the general work of the agent in each county. I visit his club members, and other demonstrations, while visiting him. Then we have to meet boards, judge at fairs, attend meetings and many other things that arise which would be too numerous to mention in this report.

9. The subject-matter assistance is given by the specialist and college heads. We have quite a number of specialists and I find them always willing to help. I always tell my men to use each specialist when meeting with their respective committees. As example, when the livestock committee meets we call in the specialist in animal husbandry and so on down the line.

10. In most counties the county paper is the medium through which the most publicity is given. However, I must say that we had one county this year in which the county paper fought us all it could, and in this case the agent had to depend on the news letter and circular letters sent out from time to time.

I would like to add here that in Madison County we had as good work done as in any county in the State, and then the board of supervisors turned down the appropriation. This agent had about sixty-five pig club members who sold their pigs at the county fair and the net returns to the boys was more than the county put up for the agent's salary, not mentioning the number of purebred boars, rams and bulls put in the county, this agent ranking third in the State, and close second. I must say this same man won first last year.

In my opinion Mr. Browning did outstanding work and had the best people in the county behind him, but it did not amount to anything with this board.

11. Four counties in my district stood at the top in the better sire campaign. One of the men won the trip to Chicago, as did one in my district last year. This agent who was turned down in Madison placed twenty purebred rams in his county this year, to say nothing of the number of boars and bulls.

12. As well as in animal husbandry--poultry, farm crops and horticulture receive the same attention. Of course, there are some agents who are particularly strong along some particular line and this will generally receive a little more attention.

13. In several of my counties we have Co-operative Livestock Shipping Associations which have been very successful. These associations are particularly strong in Craig, Alleghany, Rockbridge and Augusta counties. Other associations, viz., wool and egg have not done much and are about dead.

14. We have two farm organizations in my territory, viz., Farmers' Union and the Farm Bureau. These organizations are doing very well in some counties. The Farmers' Union in Augusta, Rockbridge and Craig, and the Farm Bureau in Rockingham are in a healthy condition, but in other sections are about dead. I have made it my business to line the men up behind the organizations in their respective counties.

15. Miscellaneous--Most of my territory lies in the richest part of Virginia, inhabited by a well satisfied people who have really made money farming, and if you will allow me to digress a little, the American dollar is the thing after all. You cannot have those things so essential to happiness and comfort without it. In fact I know ~~one~~ in the Extension Work who will agree with me, as he has many dollars and really knows what it is to be able to give his family all the comforts of life.

As I said above, my territory has a pretty well satisfied people and farmers who know well how to grow fruit, raise hay of all kinds and keep fine stock; therefore, the agents have to keep abreast of the times to help these men, and make them feel the need of an agent.

In brief, I have tried to narrate a few of the things done in the Valley and Northern Virginia this year. I could keep on, but why? We don't have to tell our story only come and see.

W. C. Shackelford, District Agent.
Valley and Northern Virginia.

178