

REPORT FILES

EXTENSION WORK

VIRGINIA

DISTRICT SUPERVISORS AGRICULTURAL AGENT ANNUAL REPORT 1941

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NARRATIVE REPORT

OF

W.C. SHACKELFORD

DISTRICT EXTENSION AGENT

FOR

THE VALLEY AND NORTHERN VIRGINIA

1941

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There could be little change in my report of 1941 over 1940 other than I have spent considerable time in October and November working with the Defense Program. We are receiving almost 100% cooperation in this work, and there is no question the goal will be far greater than requested by the Secretary. Of course, we always have to remember that has a part to play in this.

NARRATIVE REPORT

A. I. Outstanding Factors Affecting Extension Work.

One of the outstanding factors is the lack of more assistant agents, as the work is growing so fast that it is too much of a job for one man to do all demanded of him. Change in doing the work from so much personal service to more work being done by committees and leading farmers who attended demonstrations on a particular project; setting up of so many new agencies making it necessary for district and county agents to take a leading part in correlating the work, availability of so much additional factual data on crops, live-stock and land use that better extension work is now being done, have had relative effect on the administration of the work.

a. Factors influencing supervisory programs.

1. Actions of county Board of Supervisors affecting appropriations for Extension Work.
2. Necessity for having so many additional meetings because of new agencies.
3. New and closer relationship between the women and men district agents as a result of intensified interest in program planning.
4. The demand for judging at county and community fairs, livestock sales, etc., continues.
5. Changes in county agent, assistant county agent and club agent personnel.

b. Factors influencing plans.

1. Division of the work among the various agency representatives.
2. Amount of work in specific projects which leading farmers or committees of leading farmers will do.
3. Demands made by the Federal, State and County governments as a result of emergency programs.
4. Lack of adequate personnel in certain counties which need assistant county agents and club agents to do proper work.

c. The existing situation in the district.

In my district there has been little trouble in recent years in securing appropriations requested. The large body of farm people seem satisfied with the extension program and as

a result county supervisors cooperate to the fullest extent. The older agents are doing splendid work as a result of training and experience. The newer agents show that they have had special training for work of an extension nature. Relationships between county and home agents have improved steadily year by year. As a result of Land Use Planning and organization of the paid agency representatives, fields of work have been delineated and there is little duplication of effort. A large part of this improvement in the situation occurred in 1946.

II. Procedure followed in determining the supervisory program.

The supervisory program is determined by discussion in meetings with the Director and Assistant Directors of Extension and with the men and women district extension agents from other districts. Such meetings are followed by sub-district and district meetings in which the work outlined is amplified and given local application. Full responsibility for the men's work is assumed.

In counties where there has been no change in personnel, new work is introduced through the medium of discussion between the county agent, home agent, and members of the County Board of Agriculture. In counties with new personnel a closer supervision is given until the work moves without friction. All agency representatives and county Boards of Agriculture are given proper consideration so that the work done is of greatest benefit to the farm people in the district.

a. Reasons for selecting certain problems for attention.

It is necessary to give more time to certain problems as the demands are greater and results more quickly shown. Then, too, our boards of supervisors require that certain things be done, and as long as they have a part in the work this will have to continue. For example, in some counties, boards of supervisors requested more work to be done with fruit, in other counties they have requested special livestock surveys on a breed and registration basis, etc.; in most cases the boards of supervisors have made special appropriations for this work and have delegated authority to the county agent to see that the work is done. The problem of land use has been given special attention, because of the need for economical production of crops and livestock, and the realization that erosion had greatly depleted soils.

III. Division of supervisory job.

I work and advise with the agent in all of his activities. More time is possibly given visiting farmers and business men, and by doing this, I have an opportunity to find out when anything goes wrong with extension work in the counties. The district agent for home agents supervises their work. Supervisors for the various agencies look after their own representatives. In the state I supervise the extension work of men in 21 counties of the Valley and Northern Virginia.

a. With other district agents (women)

I have met with the district home agents in all counties where there is a home agent. This has been done to correlate more effectively the work between the county and home agent. I also have met with supervisors of other agencies in the district so that a unified agricultural program may result.

b. With assistant leaders (4-H Club etc.)

Quite a little time is given to club work. During the year, I try to visit as many 4-H Club members as possible. I find this is greatly appreciated by both the boys and their parents. The 4-H Club paid leaders and voluntary leaders make it easy to divide the responsibility of supervising 4-H Club work.

B. I. Summary of Supervisory Program.

1. The supervisory program is outlined in discussion meetings at Blacksburg.
2. This outline is carried to counties and adjusted to fit county programs.
3. Supervisory responsibility is delegated to assistant supervisors in their respective fields.
4. By this method a unified, correlated program results.

<u>Major Problems</u>	<u>Goals</u>	<u>No. Agts. Asst.</u>	<u>Results</u>
1. Local leadership	10 Additional leaders in each county	20	Leadership developed in 15 counties
2. Higher farm prices	Increased quality and productivity in crops and livestock	20	Quality products returned more money in every county.
3. Better sires	Get rid of all scrubs	20	Approximately 1050 purebred bulls, rams and boars added and replacement of scrubs.
4. Soil Conservation	Conservation Districts in every county	20	Districts in 3 counties 3 counties pending
5. Crop Rotations	Crops on every farm properly rotated	20	Approximately 10% of the farms not using rotations now have planned rotations
6. Improved Pastures	On every farm	20	Pastures were improved 15% on the average in this district in 1944
7. Use of more lime and phosphate	Use of 200,000 tons of lime and 10,000 tons of superphosphate	20	Approximately 250,00 tons of lime was applied and 20,000 tons of superphosphate
8. Cooperative purchasing and marketing	Approximately 50% of farm supplies and 50% farm products marketed cooperatively	20	Wool 75% sold cooperatively Lambs 25% sold cooperatively Milk 90% sold cooperatively About 25% of the supplies purchased cooperatively

C. I. Supervisory problems, methods and accomplishments.

1. Appropriations by county boards of supervisors.
2. Getting county Boards of Agriculture to function properly.
3. Getting enough assistant county and club agents and leaders.
4. Getting cooperation with other agencies.

(1) Methods used for securing appropriations include visiting supervisors in their homes commanding their attention and getting their sympathetic understanding privately.

(2) In getting county boards of Agriculture to function properly the right men must be on the boards either by election or selection. Once the board is set up committees should be given responsibility for doing specific jobs.

(3) In getting assistant agents, I go to the director and then to the boards of supervisors and have been able to get appropriations in 3 counties thus far, with plans for securing additional appropriations from other counties in 1942. This matter of boards of supervisors appropriating for assistant county agents is something new as a result of a shortage of state and federal funds.

(4) Through meetings and discussions all agencies except vocational agriculture cooperate. There is friction between Extension and Vocational agriculture regarding 4-H Club work in some counties.

a. Problems (listed)

1. (a) Lack of understanding by county boards of supervisors of the value of extension work and need for appropriations.

(b) In many instances supervisors are petty politicians and cater to an uninformed electorate.

(c) Instances when supervisors will only appropriate if a local untrained man is appointed as county agent.

(d) Supervisors uninformed as to the actual cost per capita of extension work in a county as compared to the value received for the same.

2. (a) Getting the right men elected or selected.

(b) Having meetings only when necessary and getting the electorate out to the meetings.

(c) Certain agencies pay farmer committeemen whereas the county board of agriculture receives no remuneration.

(d) Getting more leaders to understand agricultural problems and work out plans for their solution.

3. (a) Lack of sufficient funds for assistant county agents from all sources.

(b) Necessity for making extension work so beneficial to farm people that they demand additional appropriations for the work.

(c) Need for more leaders living in the communities in which 4-H Clubs are located and have less dependence on school teachers who are absent in summer months.

(d) Demand from other agencies for appropriations is so great, inadequate funds are available for added appropriations for assistant county agents and club agents.

4. (a) There is some spirit of misunderstanding as to the services supposed to be furnished by the various agencies.

(b) The county board of agriculture is frequently considered as the extension services board rather than a board representing all the agencies and farm people.

(c) Lack of understanding by county board of agriculture committeemen and farm people in general as to the services rendered by each separate agency.

b. Methods of procedure followed to solve problems.

I keep in touch with the Chairman of County Boards of Agriculture and we discuss what is going on, and with their aid and other interested people, we get our problems solved. Sometimes hints dropped by interested farm leaders allow us to keep problems from developing. Close work with county supervisors, county boards of agriculture, leading farm and business people and agency representatives permit the solution locally of most problems.

c. Results of procedure or accomplishments.

The counties are getting better results from the use of the county board of agriculture than before. More has been done along this line than in any preceding year of Extension work. Approximately 10,000 more farmers are being reached this year by extension work than

were reached in 1940. Much less personal service work is being done but more work is actually being done through organization and the activities of county boards of agriculture committeemen.

1. Improvement in volume of work done by county agents.

In my district I have unusually good county agents, however, the work is improving every year and we are constantly taking on new work. The office visits by farmers increased 50% over last year. Phone calls, demonstration and other meetings have also increased in number and attendance. Work with 4-H Clubs has increased over 1940 in number of members and a much greater increase in the quality of work done.

2. Improvement in quality of work done by County Agents.

The quality of the work has improved as fast as the work has increased. The efficiency of the agents becomes more pronounced each year. This has been possible through use of committees for doing specific jobs and by the county agents themselves holding more demonstrations and doing less personal work.

d. New methods employed in establishing or maintaining extension work.

As mentioned under other headings I work with members of the county board of agriculture and in that way maintain the good will of the people. These were as a rule the most prominent in their communities. Secondly, organization of other agencies into councils has been of material benefit in attaining a better understanding among such agencies and in correlating the agricultural program, in all counties. Thirdly, in placing additional emphasis on surveys for collecting and disseminating factual data.

1. In-ferreting out trouble before it occurs.

I keep a close touch on the work and when any trouble starts, it is generally stopped before any damage has been done. For example, in one county a petition was circulated to discharge an agent. I immediately contacted board of supervisors individually and prominent members of the county board of agriculture and was assured that no consideration would be given the petition in as much as it was a personal matter of the party circulating the petition.

2. In preparing for replacements as result of the draft.

We are putting in a few more assistants that can take care of the work, should any of my men be called for training in the spring. There are eight agents or assistant agents who are reserve officers and may be called to serve. However, provision has been made to meet such a situation by the use of assistant or part assistant agents now doing some work in such counties.

3. Yearly appropriations for extension work.

This problem is being solved by having incoming boards of supervisors make the appropriation for extension work for their term of office. However, as district agent I make it clear to them that I may return for an increased appropriation should the situation warrant.

4. Problem of better understanding between home and county agents. This problem is being solved by meeting the home and county agents together going over their work and methods and pointing out to each how they may work to the better advantage of extension. At present harmony exists throughout my district in this connection.

II. Relations with counties.

Through the county boards of agriculture counties are given full rights to state the agricultural problems to receive major attention and as to the methods to be used. The maintenance of the democratic process is our first consideration. Problems arise requiring some changes but the decision of the farm leaders is usually final.

a. Most important changes in county extension work.

The work has made many changes in the last few years. T.V.A. Demonstrators have done a lot to show farmers the value of using lime and phosphate. AAA has caused many changes from the farming methods followed in the past, and many others—such as improving the livestock, better feeding and a considerable improvement in the use of better seed. Perhaps greater than all of these, however, I would say that the setting up of county boards of agriculture, coordination of the activities of agencies and delegation of full authority to leading farmers to determine the plan of work in a county has been of greatest immediate benefit and holds greatest possibilities for the future.

b. Methods to create favorable sentiment toward Extension.

We hold quite a few field meetings and in this way show to many farmers who have not used improved methods the results obtained by certain practices followed by the advice of the county agent and specialist who work with the agents. There are also other meetings held where we discuss general problems confronting the farmers. We also take every opportunity through the use of circular letters, newspapers, radio, motion pictures, meetings and demonstrations to inform everyone in the county of the benefits resulting from extension work.

c. Methods of obtaining county appropriations for Extension.

This is one of the jobs which has to be watched very carefully, however, I have been successful in my territory in securing appropriations for extension work in every county. I visit the local boards of supervisors in their homes where we can sit down and have a quiet talk, and I find this the best method for securing appropriations.

In certain instances board members do not understand what extension work is, but a full understanding of its benefits and their support may be secured through quiet discussions in their respective homes.

III. Personnel problems.

The principal personnel problems include the necessity for county agents understanding their existing county situation that they must command the respect and cooperation of all the county extension workers and under no circumstances must extension workers become involved in any political matters whereby extension work might suffer. Whenever feasible the county board of supervisors is given full consideration in extension personnel hired. Only trained personnel is given serious consideration. Attendance at training school is required every third year for a two weeks period.

a. Selection and employment of agents including preparatory training.

Assistant agents are appointed to some of my counties and the men get the experience and training under good agents which qualifies them to take a county when one becomes vacant. We try not to employ any assistant agent unless he has four years of college training and had practical farm experience - this is very necessary.

In addition a graduate in Animal Husbandry as preferred in a livestock county and a graduate in Horticulture in a fruit county other things considered. There should be special courses available for club agents at agricultural institutions. Our best club agents are former H Club members.

b. Professional improvement of agents in service.

There has been a marked improvement in work done by the agents in the service over that done some years ago. In truth we have all learned more and in fact we now have much better cooperation from those with whom we work. More technical bulletins and textbooks are available and attendance at short courses is required. The combining of practical experience in the field with textbook information has been found the most desirable method for professional improvement while in service.

c. Office and field equipment available.

There is better office equipment and help in my territory than ever before, however, like construction of new buildings at a college, they fill up as fast as they are built, and the same is true about office space. We need more all the time because of increased demands. Efforts are being made in many of my counties to house all agencies working with farm people in agriculture in the same building as a convenience to farm people and to improve relationships among the agencies themselves.

d. Availability of clerical help and training.

In most of my counties - in fact in all, the agents have good clerical help, well trained in machine operation or business practices. From time to time we loose good personnel to other organizations as a result of higher salaries being paid. The same is true for our county agents and this along with the draft may develop into a serious personnel problem.

IV. Assisting County Extension Agents and County Boards of Agriculture determining agricultural programs for the state, county, community, neighborhood, etc.

In assisting county Extension agents in making out their program the county board of agriculture is always called in to help plan the work. Both county and community committees meet and most carefully give consideration to the plan for the ensuing year. These leading farmers from practical experience know the major problems of agriculture in the county and which ones are to be given major consideration in a particular year. They determine the pro-

gram and the methods for attaining goals.

a. Obtaining and analyzing factual data on situations and problems.

In many counties special surveys have been made and these with an analysis of existing actual material have clarified the existing situation in a county. For example, the livestock surveys have clearly shown the need for additional registered males to improve the quality of livestock and farm incomes. Analysis of AAA data has shown the best farming sections using more lime and phosphate than the poorer sections and resulted in the government's grant of aid program.

b. The use of outlook and the other economic data.

I keep posted on the outlook and economic data released as this is most helpful in our work.

It is surprising how good the information is too. I have no agents who do not use this information from week to week. As a result farmers know the best time to market product and the best methods of marketing. They also receive advance information on supplies, plantings and expected demand and prices which they use advantageously.

c. Statement of the part farmer committeemen or local farm leaders and club leaders play in program making.

These committeemen, as already mentioned, play a large part in program planning, and if we did not receive their help would not get very far in carrying out the program made. Once all are given full responsibility in helping make the program for agriculture in a county they welcome appointment to any committee to get a particular job done. By this method of combining planning and action and delegation, of full authority to farm leaders a sound program results and more work is done.

d. Economic adjustments and long time programs.

Economic adjustments include a better management of farms, fields and buildings as well as the introduction of labor saving machinery. In addition better seed and more and better fertilizer is being used resulting in both larger yields and lower net costs per unit produced. Improvement of pastures has been a major contribution along with livestock improvement.

In considering the long time program decreasing erosion, contour farming, replacement of scrub sites, and farming fewer acres in crops and more acres in pasture should revolutionize agriculture within the next 10 years. As a result fewer farmers will be producing

more at the time than is being produced with present methods today.

e. Coordination of programs of specialists and agents.

In 1944 there were two regional meetings held in my district at which the programs of specialists were fitted to the county programs developed by the leading farmers in the counties serving on boards of agriculture. By this means specialists services were made available to counties at the time they were most needed with the greatest benefit to the largest number of farm people. In certain instances counties known to need specialists in particular were supplied such help although it was not requested, as a part of the educational process. By this the old method of doing extension work whereby a specialist determined his program and forced it on a county was superseded by a new extension method by which farm people were given opportunity to say what they wanted and to get it.

f. Integration of agricultural, home economics and 4-H Club programs when the farm family is the unit considered.

There is only one farm program in most of the counties in my territory. This is entirely different from extension work in the past when each worker tried to put across their own program in the way they thought best. In 1944 every effort was made to have the farm people through their county boards of agriculture choose the projects for major emphasis and determined the methods to be used. Although results have not been 100% they have been gratifying. In most instances now the farm people make their choice and the extension and other agency representatives fit their work into the program planned. As a specific example farm home unit demonstrations are being set up in every county wherein the farm family and the farm are considered as the unit and this is fitted into the picture. Results indicate that progress has been made because of everyone contributing to the chosen program.

V. Assistance given agents in planning work.

I visit my counties regularly and advise them in planning their work in cooperation with the desires of the farm people and the regulations under which the representatives of many of the agencies must operate. Of course, many things come up during the year that require a change in emphasis or procedure. I place greatest emphasis on the workers encouraging farm people to do the choosing and in making the necessary decisions. By emphasizing this continually to the agents they are gradually shifting responsibility to farm leaders and securing

much assistance from agency representatives, thereby improving the work and increasing the volume of work done.

The procedure generally followed includes the calling of a county board of agriculture meeting. At this meeting reports are made by farmer committeemen and factual data collected is discussed in the light of the existing situation as it affects agriculture in general and the people of the county in particular. Following this discussion in which a number of the farmers participate a majority vote is taken as to whether or not work will be done on specific projects. Once this decision is made the chairman usually appoints committees to be responsible for making progress on the projects chosen. These committees make progress reports. When a job is done and the final report made they are discharged with thanks. My greatest contribution is in advising my agents to follow this procedure.

a. Assistance given county extension agents in more efficient use of means and agencies.

I have held meetings in most of my counties getting the work better correlated with all agencies working in the county. In most cases this has resulted in improved relations. The agents do have trouble with their 4-H Club work as the older children are supposed to be under vocational teachers. Because of this the county agent has a much younger group to work with and therefore is limited in the type of work he can do.

Whenever a new agency has entered the field, extension workers have generally done all of the educational work preceding such entry. Also, whenever a new and improved method has been found to do a particular piece of work, this better procedure has been introduced into other counties in the district with beneficial results. An example of this is the livestock surveys being made on a breed and registration basis.

b. Selection of goals. Every effort is made to have the leading farmers do much of the project work. They are also given the privilege of setting up reasonable goals which they desire to attain. In projects affecting other agencies they contribute in the discussion and assist in the fixing of goals to be attained. In most instances goals fixed have been attained or surpassed. When they have not been reached, it is generally because work of an emergency nature has been given precedence. Goals in projects selected are selected because of their importance and if attained tend to alleviate the situation. Goals are closely related to factors affecting farm income and if attained should result in improvement of

living standards.

c. Choice of means and agencies.

Whenever feasible farm leaders are chosen as the principals through which project work is to be done and goals selected are to be attained. In instances where technically trained men are needed agencies for doing such work are given the responsibility in cooperation with farmer committeemen interested in that particular field. For example, where soil conservation districts have been set up, farmer committeemen work closely with technicians as to methods to be followed and means used in securing a favorable consideration for a district by farm people and in their active participation in the conservation of the soils.

d. Selection, training and use of local leaders. The use of local leaders responsible for projects and who have the confidence of the farm people is the key to success. Great care should be taken in the election of leaders by the farm people or in their selection by agency representatives. Where leaders are well trained gull authority with a minimum of agency representatives advice seems the best procedure. Where leaders need a specific type of training such a program is instituted in an unobtrusive manner and generally through the supplying of material on the subject or by home visits and private discussions with the project leaders. Once leaders have accepted responsibility and are trained, a special effort is made to get their thinking free from all viewpoints handed down from above.

e. Methods of evaluating and checking results. Statistical tabulation of data and summary into a suitable form has been the most satisfactory method for presentation of factual material. Farm management records are the most valuable means for evaluation of results as affecting one individual's income increase when a proper adjustment is made for the changing price level.

A good method of checking is the general feeling of the farm people in the matter as indicated by an optimistic attitude, a spirit of cooperation and well being, increased attendance at meeting, and social gatherings, general improvement in the quality of livestock, and the appearance of the farm land, and buildings. In the first example it is easy to get a monetary evaluation, while in the second it is extremely difficult. The first method should always be used as a check on the second.

f. Effective office management.

The efficiency in county agents' offices has been increased by setting up a separate office for AAA work. Thus farmers wanting assistance on the farm program can secure such assistance from the AAA clerk without necessarily contacting the county agent. This is being done in a number of the counties.

Improved filing systems have been introduced and a minimum of time is now required in securing records and correspondence when needed.

The county agent is the office manager in every case and he is responsible for the smooth procedure of the office work. This is absolutely necessary in my opinion.

VI. Help given in measuring progress and results of extension teaching.

Close supervision has been given to the extension portion of the farm program in each county. This checking of results has been found to be the best method for measuring progress attained through educational efforts. Agents have been instructed to improve their systems of recording so as to classify the work done under suitable headings by which progress might be determined. Progress may be measured either in material terms or in evidenced improvements in farm appearance, increases in crop yields, better type of livestock, and improvement in the living standards of the people. Special work has been done to reach the underprivileged group through the cotton mattress program in a number of counties. Through this medium it has been possible to create interest in improving the agricultural practices used, the kinds of gardens, and the laying of increased emphasis on "a-live-at-home" type of program.

a. Record systems.

Record systems are being used in every county. Because of this, a previous year's record may be used as a standard of comparison with the results from extension teaching in the current year. In practically every instance, the use of record systems has made it possible to determine the exact amount of progress made. When considered in this way, record systems have proven invaluable as tools whereby the extent of progress made by extension teaching is measured and the percentage of increase over a preceding year is exactly determined.

b. Surveys and reports on adoption of improved practices recommended in program of work.

Special surveys and reports were advised to be used by certain extension workers as a

means for securing factual data. This factual data was then used by county boards of agriculture and agency workers as a basis for making recommendations to farm people. For example, when the livestock survey was completed in Augusta county, the percentage of registered males was found to be much lower than most people thought. This survey, whereby facts as to classes and breeds of livestock were secured, made it possible for leading farmers to take intelligent action for improving the situation. The same is true for data tabulated on the use of lime and phosphate in the improvement of cropland and pastures.

e. Records of other activities.

A principal project in every county is work with boys and girls through the medium of 4-H clubs. Leaders in local clubs were encouraged to keep the roll and minutes of proceedings of every club meeting. Record books were required to include reports on 4-H club projects. By this means the results from extension teaching of boys and girls in 4-H clubs were exactly determined. This work improved notably in 1940 because the addition of 4-H clubs and 4-H club leaders permitted a more intensified program to be carried out.

d. Evaluation of results recorded.

Results are usually evaluated in numbers of some kind or other. This may include the number of acres of a particularly desirable crop or the number of acres of improved pasture or the tons of lime and phosphate used or the average value for a given number of livestock sold. Where allowance is made for normal changes in the situation and approved records are kept, it is generally possible to translate these results in terms of dollars. Most farmers understand what more dollars of return mean better than any other evaluation item. The dollars of increased income to farmers in my district have been sufficient in 1940 over 1939 to bring about a general improvement in farming practices, the quality of livestock kept or sold, and the appearance of the land, fences, and buildings.

e. Reports.

The keeping of records is the first essential to the rendering of satisfactory reports. Reports must be rendered to county boards of supervisors, to the AAA and to the Extension division. These reports are necessary to keep all parties concerned informed as to the job

extension workers are doing and the results from the work done. Reports are necessary to show progress and to secure appropriations and, as such, are invaluable aids to a continuance of the educational process.

a. Circular letters.

I send out quite a few circular letters during the year when I think there is a real need, otherwise I think it is a waste of time. I also advise my county agents to use circular letters as one method to inform farmers of something of material interest to them. These circular letters should be timely, and should be mailed on subjects of seasonal interest, and should be brief, precise, and thoroughly understandable. This is stressed continuously.

b. News service.

With the larger majority of farm families now having radios and being subscribers to daily papers news, service is advantageous. Farmers have something to sell every day and can only know the value of the products to be sold by a daily contact with price quotations. The quotation of prices on a grade or quality basis has greatly increased the value of the news service. County agents have been advised to request market reports and similar news data from distributing sources so as to be prepared to handle requests from farmers for such information. Farming is a business and daily price quotations are essential for its proper conduct.

c. Farm and home visits.

I visit my counties and numbers of farm people as often as I can. Some counties are visited more than others. Troubles will arise sometimes regardless of all possible care, and I have spent as much as four or five days in a county to correct such conditions. I am thoroughly familiar with what is going on in all my territory. My experience is that farm and home visits are a first essential to a proper understanding of extension work. When an extension worker visits a farm home, talks to the family, discusses the problems most urgent and with the family plans their solution, something is gained that cannot be attained in any other way.

d. Office calls.

Office calls are always made when I go to a county and sometimes I meet quite a few business men in this way and we discuss what is to be done generally. I advise all my agents to set specific days on which they will be in their office to receive calls from

farm people on all matters pertaining to agriculture. By this means, considerably more people are assisted and the expense of travel is reduced.

e. Meetings and tours.

Quite a few meetings have been held every year and the demand for meetings increases. We hold most field meetings during the month of August when the farmers are not so busy. I went on eight farm and home tours where we visited the farms and homes of those people who were doing some special work of a demonstrational nature. The principal value of tours is to enlarge farmers' perspective whereby they get a broader understanding of agriculture in general. Seeing is believing, and tours are planned for farmers to see the results from proper farm practices. Special effort is made to take some underprivileged farmers on tours because such farmers can tell the story best to farmers of their class when they return.

f. Demonstrations.

In 90% of my counties there are T.V.A. demonstrations of top dressing pasture lands with lime and phosphate. There are many farmers who come out to the demonstrations on such farms. There have been quite a few demonstrations in hybrid corn in which desirable varieties have given from 15% to 20% increase over open pollinated. This has been true in 1944. I cannot say this will always continue. However, I personally have decided to grow more of it and to encourage its more general use.

In Loudoun county there were many demonstrations with hybrid corn and in many other cases it produced more corn than the open pollinated. About 20% of the corn planted in Loudoun county is of hybrid varieties.

g. Bulletins. Bulletins on every conceivable subject or problem are available in county agents offices. I advise agents to have attractive display racks and keep them supplied to fill farmers requests promptly. More attention is being paid to recommendations contained in bulletins than has been the case in the past.

h. Local leaders.

Local leaders are especially necessary to carry out successful club work. In some of my counties there are good leaders in all 4-H clubs. In other counties agents have trouble in securing proper leaders. This same holds true for farm leadership for county boards of agriculture. In my opinion leadership may be developed and my experience indicates that

former 4-H club members make the most desirable leaders.

i. Educational exhibits.

There were many exhibits of farm crops, fat pigs, and baby heaves at the county fairs and the State Fair.

There were three baby beef shows in my district. When sold after they were exhibited and judged, they brought from 16 to 22¢ per pound. The fat pigs were shown and then sold for good prices to the different chain stores in Virginia. Other educational exhibits included all farm crops and vegetables. Visual exhibits are one of the best methods for putting across educational work.

j. Radio.

The radio is excellent as a medium for both receiving and dispensing timely information. Every farm family with a radio is a better informed family. A number of my agents use the radio regularly as a means for keeping their farm people informed.

k. Camps and short courses.

There are four camps in my district where short courses are held for the 4-H clubs. In Albemarle county the Board of Supervisors appropriated \$1,200 in money to build a permanent 4-H camp for the county's 4-H clubs. These camps are conducted for their educational rather than their recreational value although double benefits are secured by those attending.

Extension agents are encouraged to attend short courses held annually at Blacksburg and in Washington. The work required in most counties is of such nature that an occasional attendance at short courses is essential for agents to remain abreast of the times in the extension educational field.

VIII. Studies, other than analysis of reports, conducted to determine more effective methods of extension organization and teaching.

In a number of the counties in my district, special studies on social and economic data have been conducted. The results of these studies are compiled for the use of county boards, of agriculture in their planning and action programs. By this means, the relationship between land classes and tax delinquencies is clearly shown. The same is true for the relationship between land classes and the percentage of tenancy. By such studies, we have determined that the largest proportion of Federal Land Bank loans have been made to farmers on the better

land classes with the largest proportion of Farm Security Borrowers on medium class land and the largest proportion of Emergency Feed and Seed loans being made to the farmers on the poorer classes of land. This is as it should be. Such studies clarify the thinking of farm people and are invaluable as an introductory step to studies to be made considering problems of a more profound nature.

D. I. Project activities and results. The principle project worked on by extension agents and county boards of agriculture committeemen include livestock improvement, pasture improvement, use of lime and phosphate, use of better seeds, using land for its best use, use of cover and green manure crops, increased production for home consumption, training of farm youth, record keeping etc.

Results include the replacement of scrub sires in excess of 1,050, the liming and phosphating of more than 30,000 acres of pasture, the use of 250,000 tons of lime and 20,000 tons of phosphate, increased use of certified and known origin seed, retirement of thousands of acres unsuited to agriculture, the seeding of thousands of acres of cover and green manure crops and the increasing stress put on training youth.

a. Some achievements of county agents under my direction.

Some of the achievements accomplished in my district are the REA, which has carried electricity to sections where they have never had this facility before. Thousands of additional tons of lime and phosphate have been used. Four steer calf sales were held in my district selling about 850 calves. These calves went into the feed lots of several states. Approximately fifty additional cow and calf herds have been started in 1944. County Boards of Agriculture have been set up in every county and are functioning. Livestock surveys on a breed and registration basis have been completed in three counties and are in process of completion in two others. Land class maps have been completed in seven counties. In addition special emphasis has been placed and good results have been secured from cooperative purchasing of farm supplies and the marketing of farm products. Costs of production have been reduced and quality and prices of farm products have been increased.

E. I. Work in cooperation with other agencies as to cooperation and influence on extension work.

We held quarterly meetings in many counties at which we tried to get all agencies working in the county together to outline what is being done.

In most cases there is perfect cooperation between all agencies in my district. These agencies representatives now appreciate the educational work done by extension workers in their behalf and are reciprocating by supporting extension work to the best of their ability.

a. AAA

Considerable time has to be given other AAA work as new questions come up and we have to try and explain them satisfactorily to the farmers. I would say 75% of the farmers in my district participate in the AAA program. We are trying to confine our activities with AAA to the educational phases although we have not fully obtained this goal as yet in some of the counties.

b. BAE. Our extension agents appreciate the work done by the Bureau of Agricultural Economics and the releases made available to them. Some agents give these releases local application and secure good results. They feel especially grateful for the outlook material made available and the good work the BAE has been doing in this field. This fact finding bureau is essential to the future improvement of farm programs and the permanency of extension work.

c. Soil Conservation Districts. Districts have been set up in Albemarle, Augusta, and Rockingham counties and additional counties. This organization has cooperated fully with extension workers and together they have been able to offer farmers improved services in proper land use and approved farming practices.

d. Farm Credit. (FCA) - (Emergency Feeds and Seed)

Work with agencies operating under the Farm Credit Administration has been increased during 1944. Loans by Production Credit and under the Emergency Feed and Seed act have been continued. The relationships with extension has been entirely satisfactory. Perhaps 2,500 FCA loans are in force in my district and 4,000 Emergency Feed and Seed Loans. The FCA requirements are similar to those for bank loans. The Emergency Feed and Seed loans are of special help to needy farm people not reached either by welfare or Farm Security.

The operations of these credit agencies has made it possible for extension workers to do better work.

9. Farm Security.

I have visited quite a few of the Farm Security clients in my district, and I am glad to say we get perfect cooperation from these people. Perhaps 6,000 Farm Security clients are in my district. These loans are generally made to average or below average farmers. Requirements of a farm plan, budget and repayment plan make these loans extremely valuable. This type of loan has been increasingly popular. Cooperation is of the best.

f. Rural Electrification. As stated elsewhere some of my counties have done considerably work with the REA - Rockingham and Bath counties have possibly done more than any other county. The entire electric system in Bath county is REA. This facility has resulted in private lines being extended into areas not previously reached and has been of a double benefit, or both a direct benefit where they furnish the service and an indirect benefit where their operations forced private lines to extend this service to thousands of farm people.

G. T.V.A.

There are few counties in my district that are not conducting T.V.A. demonstrations. This work is now so widespread that demonstrations are near almost every farm community. Results uniformly show the value of lime and phosphate applications to pastures. Cooperation with extension has been 100%. About 800 farmers are now acting as demonstrators in my district. Results have been helpful in extending extension work.

F. I. Progress made in providing an extension program for older rural youth.

This has been talked about and we hope to work in two counties this next year with old youth. These counties are Prince William and Shenandoah, because some work has already been done there and the leadership is such that chances for success are good. There also is a real need for this work in these counties. If we are successful in the counties the same methods will be used and the work will be extended into other counties. Little progress has been made with older youth in 1949.

G. I. Developments and changes expected to occur in 1941.

World conditions are such that principal emphasis will be placed on consolidation of the gains made in 1940. It is planned to establish an organization of paid workers in every county in my district to work in cooperation with existing county boards of agriculture. Shifts in 1941 are expected to result in an increased production of hogs, cattle, poultry and dairy products. The emphasis placed on pasture improvement will be continued. More efforts will be directed to broaden the scope of "a-live-at-home" program. Labor requirements will be greater than the supply forcing some restriction in production and some increase in production costs. There will be a greater tendency to increase the use of labor saving machinery and more interest will be shown by farm people in cooperative purchasing and marketing associations. The improvement in land use will be continued.

II. Assistance expected from the Federal Extension Service.

The district extension service is dependent to a large extent on the state and federal extension services. Our work is such that these agencies must continue to furnish information and improved methods of working with farmers. We need all the services of the Federal Extension including control of insects and diseases, dissemination of outlook information, introduction of new varieties, improved techniques and detailed discussions on particular phases of the work. We especially need the help of the Federal Extension in fostering and improving 4-H club work.

1941 ANNUAL NARRATIVE REPORT

EDUCATION BOARD
STATEMENT

Virginia Agricultural Extension Service

Southeastern District

W. H. Daughtrey, District Agent

I. Factors Influencing Plans and Supervision

The Southeastern Extension District is characterized by a diversity of soils and crops. Because of this, all agencies working with agricultural problems have units and workers located in this area. The Marketing Quota Program applies more intensively in this area than any other in the state. Also, the increases under the agricultural defense program are large in total because of the variety of crops.

The farm labor supply has been short throughout the entire year because of defense activities in and adjacent to the area. This has called for shifts in cropping systems and methods of operating on many farms.

There has been a real need for a strong agricultural board in each county to: (1) study the needs of the county, (2) assist in planning an agricultural program, (3) help put the program into effect, and (4) help coordinate the work of all agricultural agencies.

Better crop rotations, need for judicious use of fertilizers and lime, disease and insect control, better forest management, improved livestock, increased numbers of livestock, and greatly increased use of winter cover have been other factors influencing the program.

The above factors were given major consideration in planning the supervisory program for 1941. Organizational and relationship problems were given greatest emphasis.

II. Summary of Supervisory Program

The supervisory program received many shocks during the year. The district agent was out for five weeks due to illness. There were ten

personnel changes, five agents and five assistant agents. All of these changes disrupted the work in the affected counties and required a good deal of my time.

Certain definite supervisory goals were established for 1941 which are shown below in tabular form.

<u>Goals for 1941</u>	<u>Counties to be Assisted</u>	<u>Counties Goals Accomplished</u>
A. Improving relationship between agencies	19	17
B. Using land use planning data to formulate program	3	4
C. Farm and home unit demonstrations	15	4
D. Developing community Extension programs for adults and 4-H clubs	19	16
E. Improving office facilities, etc.	19	17
F. Arranging tours, group discussions, etc.	19	18
G. Assist in preparing educational and news material	19	19
H. Functioning board of agriculture	19	14
I. Effective Workers Council	19	12
J. Increased local appropriations	6	4
K. Assist in summarizing year's work and preparing reports	19	19

III. Supervisory Problems

The supervisory problems vary in different counties, being influenced by the individual, the type of agricultural problems, number of other agencies working in the county, whether strictly rural or urban, and attitudes of county population.

The relationship in all counties is now good. There were two counties in which difficulty with Boards of Supervisors was experienced. These, however, were worked out amicably by patience and pointing out accomplishments of the individual agent coupled with a clearing up of misunderstandings as to the responsibility of county agents in action programs.

All counties in the district are now appropriating for county agent work. Favorable sentiment toward Extension work is maintained through a conscientious effort to serve farm people and keep them informed on current activities and programs. A real effort is also made to aid farm people in working out individual and community problems.

Due to the large turn-over in personnel this year and the scarcity of properly trained men, it has been difficult to maintain as good assistant agents as I would like. Personnel, when available, is selected on basis of farm background, college degree in agriculture, personality, and aptitude for the work. These new employees are placed with the better agents for training and assisting with the work. It has been proven, I think, that training with a good agent is the surest way to prepare young men for Extension work.

Due to the many changes in personnel and pressure of work, it was necessary to call off the agricultural workers' shortcourse this year,

however, it is my plan to have one-third of the agents attend the short-course each year. In addition, the agents work out a portion of the program for the district conference to cover those things of particular interest. It is also my policy to furnish all counties ideas and methods of procedure which seem to be particularly helpful as they come to my attention from different counties and other sources. The exchange of ideas between counties is especially helpful.

Most offices are now fairly well equipped for efficient work. The problem of keeping a secretary to the county agent is growing in difficulty because of the demand for trained workers and the limited pay which we are in a position to offer. The standard is still good but is hard to meet on \$75 per month.

Assistance in determining Extension programs is given in several ways. First, I have tried to instill in agents the necessity and advantage of having members of the agricultural boards study the needs of their communities and recommend the program most needed. This the counties have done with varying degrees of success, but progress is being made as we go along.

Second, a study of the outlook is made with reference to each county and adjustments indicated by the outlook for the year are a pre-planting specialty. The outlook information is coupled with other data obtained from special surveys, AAA data, etc., in arriving at the most needed program for the county. Short-time adjustments on this basis are fitted into the long-time program rather than upsetting it.

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An effective Extension program must be a long-time program. We have tried to work this out on the basis of general knowledge of the counties, farm management studies which have been made, census information, and other available data. In substance, the long-time program for the district hopes to accomplish: (1) a better standard of living, (2) lower production cost, (3) improve methods of marketing, (4) improved home and farm conveniences, (5) proper maintenance and use of soil and timber resources, and (6) proper balance between enterprises on the farm.

This is the basis of yearly programs and of coordinating specialists, home economics, and 4-H club programs. The county program is developed, and it is determined when and what specialist's help is needed to prosecute the program. We do not think of the specialist as having a different program, but rather as being a technical assistant to help put the county program into effect. Frequent conference between the home agent, club agent, and county agent are held to keep efforts moving along the same line and to interlock timely programs with all activities.

Several farm and home unit demonstrations have been started. It was hoped that at least one such unit would be set up in each county during the year. For different reasons, this was not accomplished. The program, however, will be continued.

In an effort to coordinate the work of all agricultural agencies, it is our goal to have members of the agricultural board, which is composed of a farm and a home section, develop the rural program and set goals for the year. Through conferences of the technical workers, the different phases

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with which each agency is in the best position to work are decided upon. This is helpful in coordinating the activities and having all workers in the county tell the same story. In such conferences the workers select the county and community leaders. We find that the best way to train leaders is to give them something to do. An effort is made to furnish these leaders with rather complete information about different programs and activities, basic subject matter material, etc., so they will be in a position to discuss these things intelligently. These leaders are also given the responsibility of selecting demonstrators, arranging for the demonstrations, and assisting with the follow-up demonstrations. Periodic conferences with these leaders on a community and county basis are also held. Many promotional tasks such as better gardens, winter cover crops, use of lime, etc., are assigned these leaders.

The checking of results is a difficult task on a lot of the work. With demonstrations, a check is used where practical and records are kept. Spot checks are also used to determine the extent to which improved methods are being adopted by farmers generally. Changes as indicated by census and other surveys are also utilized, as are reports and observations by local leaders throughout the county. A rather complete daily record system was worked up from the records developed in several counties and furnished each county. While the use of this record was not compulsory, it has helped a number of counties keep better records. (Copy attached as Exhibit B.)

IV. Project Activities

Five counties have been organized into soil conservation districts during the year, very largely through the efforts of the Extension service.

These counties are now ready to go to work on a district basis. The entire district is now organized on a district basis, except the typical Tidewater counties. There is an experimental area in this section attempting to find the most practical approach to soil conservation district work.

An intensive winter cover crop program was launched throughout the district. The program started out to be a real success, with many orders placed to obtain seed as a "grant of aid" under the Agricultural Conservation program. Over half of the counties were unable to secure the seed after orders were taken, and sufficient seed supplies were not available at local sources to take care of the situation. The program was topped off by a severe drought extending through November which prevented many seedings.

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Better livestock has also received major emphasis. As a result, a purebred swine sale has been organized in the district. This is having a major influence on the type and quality of hogs being produced.

The use of purebred and high-grade dairy and beef cattle is being pushed with real progress. During the year, 1,832 purebred cattle were purchased in the district. The making available of purebred sires in each community is a goal which is making real progress.

Some of the best timber resources of the state are in the southeastern district. Tours and demonstrations were conducted to show proper management of these resources. Interest in this phase of farm management is increasing but is far from satisfactory at the present time. Several large wood-using plants are cooperating in this work.

The use of lime--which has long been a major Extension activity--has shown tremendous gains as a result of aid given by the Agricultural

Conservation program. Likewise, the use of phosphate and potash on seed and pasture crops has shown real gains.

Two counties in the district have conducted very successful projects in pickle production as a source of supplementary income. While the acreage on individual farms was small, it did prove to be a worthwhile undertaking.

This mentions a few of the more outstanding projects. Accompanying the report, as Exhibit A, is a summary of activities of the district. It is not submitted that Extension accomplished all of this alone, but Extension teaching and work over a period of time has had a major part in the accomplishment. Many items are the direct result of Extension work this year.

V. Work in Cooperation with Other Agencies

The coordination of the work of agencies in each county has been a major undertaking. In all except one county, there has been organized a professional workers council. This council is composed of the full-time workers of each agricultural agency in the county, plus other agencies working with rural people, such as welfare, schools, etc. Through this group, methods of coordinating programs and assisting each other are worked out.

During the year, the Extension agent has carried the burden of educational work for all U.S.D.A. agencies. In the case of AAA, a good deal of time has also been devoted to assisting with administrative problems. The county agent did the educational work on the cotton-stamp program and was the contact between S.M.A. and the farmer in the proper use of stamps. Four counties conducted farm unit demonstrations in cooperation with the T.V.A., with two additional counties being approved during the year.

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Extension agents serve on Farm Security committees in practically every county. In addition, they assist with technical problems on both TP and regular rehabilitation farms. Agents also worked with all credit agencies, both from standpoint of referring farmers to proper source of credit and assisting with production and adjustment problems of borrowers.

In the farm defense effort up to this time, the county agent has been the spark plug in trying to get things going. In many cases he would not receive communications and no action was taken until he in some way found out that certain work was to be done and traced it to earth. It is realized that the farm defense program must take priority, and agents have given all possible assistance in getting the program organized. It has been agreed that the county agent is the proper source of technical information in making necessary adjustments to meet defense goals. We have and will continue to do our best along these lines.

It can truthfully be said that county agents have spent a good deal of time on work properly falling under the jurisdiction of other agencies. However, the ultimate goal is a better rural life and the agencies are only a means of accomplishing this; therefore, a coordinated attack is essential, and the effort has not been lost.

VI. Older Youth

To be perfectly frank, very little progress has been made in providing a program for older youth. Progress will continue to be very limited until more personnel can be made available for such work. We are woefully under-staffed for the size job we are trying to do.

One person has spent about one-fourth of his time on this problem in Powhatan County during the year. Several older youth clubs have been organized in the county with some progress made in recreational, cultural, and training activities. Many of the older youth have left the communities during the last year for work in defense and other activities.

VII. Major Changes

The major developments and changes as seen at this time which will influence the program during 1942 are (1) the farm defense program, (2) increased shortage of labor, and (3) the construction of a military camp in the area.

Special emphasis and more effort will have to be devoted to aiding farmers in adjusting to meet farm defense goals. This task becomes more important and difficult in fact of the continuing labor shortage which is becoming more acute all the time.

The construction of a military camp which hits Nottoway, Dinwiddie, and Brunswick counties presents a problem in family re-location, adjustment, and farm management. It will require the best effort of Extension and other agencies if all possible help is to be given these families in relocating and making necessary adjustments.

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SUMMARY OF COUNTY AGENT WORK IN SOUTHEASTERN VIRGINIA

1941

Livestock

1. Number of farmers shipping livestock cooperatively	<u>254</u>
2. Number of livestock shipped:	
lambs <u>683</u> cattle <u>680</u> hogs <u>184</u> Total	<u>1,547</u>
3. Increased value due to cooperative shipping	<u>\$1,950</u>
4. Number of farmers vaccinating for prevention of swine diseases	<u>4,347</u>
5. Number of hogs vaccinated	<u>68,059</u>
6. Number of horses and mules vaccinated	<u>725</u>
7. Number of animals treated for other diseases	<u>6,177</u>
8. Value of treatment of livestock for other diseases	<u>\$13,270</u>
9. Number of farmers purchasing purebred animals	<u>439</u>
10. Number of animals purchased:	
sheep <u>113</u> cattle <u>1,832</u> hogs <u>415</u> horses <u>2</u> Total	<u>2,362</u>
11. Number of farmers docking and castrating lambs	<u>74</u>
12. Number of lambs docked and castrated	<u>1,358</u>
13. Increased value due to docking and castrating	<u>\$1,515</u>
14. Number of farmers treating sheep for stomach worms	<u>113</u>
15. Number of sheep treated:	
bluestone <u>1,464</u> phenothiazine <u>1,263</u> Total	<u>2,727</u>
16. Increased value of flocks due to treatment	<u>\$2,875</u>

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17. Number of farmers pooling wool in county	<u>81</u>
18. Number of pounds pooled	<u>12,034</u>
19. Increased value of wool due to pooling	<u>\$1,094.98</u>
20. Number of farmers assisted in using improved methods of feeding	<u>1,261</u>
21. Number of farmers assisted in obtaining better strains of baby chickens	<u>535</u>
22. Number of farmers assisted in making specific improvements for wildlife	<u>60</u>
23. Number of families assisted with butchering	<u>102</u>

Farm Management

24. Number of farmers carrying on improved agricultural practices	<u>19,926</u>
25. Number and kind of improved practices:	
Livestock management	<u>4,266</u>
Farm management	<u>5,193</u>
Soil management	<u>10,467</u>
Total	<u>19,926</u>
26. Number of men using lime	<u>11,121</u>
27. Number of tons purchased	<u>98,255.09</u>
28. Number of acres limed (all land)	<u>128,690</u>
29. Tons of lime used as a result of Extension recommendation	<u>37,442</u>
30. Tons of fertilizer used as a result of Extension recommendations	<u>7,516</u>
31. Number of Extension-TVA demonstration farms	<u>80</u>
32. Value of Extension-TVA fertilizer received	<u>\$6,289.60</u>
33. Acreage covered by Extension-TVA demonstrations	<u>13,292</u>
34. Number of Extension-TVA demonstrators keeping records	<u>55</u>

35. Number of farmers doing pasture improvement work other than with Extension-TVA phosphate	967
36. Number of tons of lime used for pasture improvement	11,883
37. Number of tons of fertilizer used for pasture improvement	1,710
38. Number of acres of pasture treated	10,005
39. Acres of winter cover crop seeded	110,795.4
40. Per cent increase over 1940	30%
41. Acreage new permanent pasture seeded	2,382
42. Number of farmers assisted in growing certified seed	85
43. Kinds of certified seed grown: corn <u>15</u> wheat <u>7</u> oats <u>1</u> rye <u>2</u> sweet potatoes <u>4</u> cotton <u>50</u> barley <u>1</u> soybeans <u>5</u> Total	85
44. Total number of farms reached in 1941 for first time	1,361
45. Number of farmers using hybrid corn	1,061
46. Number of farms assisted in strip cropping	73
47. Number of farms assisted in contour pasture work	18

Marketing

48. Give name of commodities and amount of each marketed through Federal Surplus Marketing Administration potatoes <u>375</u> cars beets <u>20</u> cars cabbage <u>60</u> cars peanuts _____	
49. Total amount received by producers for surplus commodities shipped	
50. Number of private marketing and distributing agencies and groups assisted	30
51. Number of special farm product merchandising programs assisted	11
52. Number of programs assisted with relating to marketing services and cost of distribution	7

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Youth

53. Number of 4-H clubs in county	<u>143</u>
54. Total membership in clubs:	
boys <u>1,615</u> girls <u>1,561</u>	Total <u>3,176</u>
55. Value of products sold by club members	<u>\$39,216.15</u>
56. Number of nutrition or health clinics organized through efforts of Extension	<u>2</u>
57. Number of older rural youth groups organized	<u>6</u>

Credit

58. Number of emergency crop and livestock loan applications made and approved as a result of Extension work	<u>137</u>
59. Amount of loans granted	<u>\$216,702</u>
60. Number of farmers assisted with farm income statements for tax purposes	<u>18</u>

General

61. Do you have a county board of agriculture	incomplete - 1 yes - 17
Number of communities <u>127</u> Number of members <u>658</u>	
62. Number of program planning meetings held	<u>305</u>
63. Attendance at these meetings	<u>6,262</u>
64. Number of homes served with Rural Electrification Administration current	<u>4,440</u>
65. Number of miles of Rural Electrification Administration lines built in county	<u>1,723</u>
66. Have you organized the professional workers in your county	no - 1 yes - 17
67. Number of farmers assisted with farm labor problems	<u>1,104</u>
68. Number of farm families assisted in installing:	
sewerage <u>32</u> heating <u>8</u> storage space <u>30</u> Total	<u>70</u>

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Defense

69. Days spent on national defense activities:

(a) The food program of April, 1941	<u>67</u>
(b) The farm defense program of October, 1941	<u>160</u>
(c) Other defense activities	<u>59</u>

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DAILY EXTENSION RECORD

DATE _____

- 1. Time in office _____ Time in field _____ Miles traveled _____
- 2. Farm visits _____ Purpose _____
- 3. News articles written _____ Subject _____
- 4. Radio talks _____ Subject _____
- 5. Individual letters - Extension _____ Weight _____ :: AAA _____ Weight _____
- 6. Circular letters _____ No. copies _____ Weight _____ Subject _____
- 7. Farm building plans dist. _____ Kind _____
- 8. 4-H club meetings _____ No. present _____ Place _____
- 9. Method dems. _____ No. present _____ Place _____
Kind _____ Result _____
- 10. Other meetings _____ Kind _____ No. present _____ Place _____
Comments _____
- 11. Animals vaccinated _____ Kind _____ Disease _____
Owner _____
- 12. Animals treated _____ Kind _____ Disease _____
Owner _____
- 13. Terraces-ft. _____ Acres _____ Owner _____
- 14. Drainage-ft. _____ Acres _____ Owner _____
- 15. Specialist _____ Nature of work _____

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(Exhibit B)

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PROJECT	Office Calls	Tele. Calls	Bul. Dist.	Ext. Time Devoted to	PROJECT	Office Calls	Tele. Calls	Bul. Dist.	Ext. Time Devoted to
4-H club					Ag. engineering				
Corn					Poultry				
Small grains					Dairy cattle				
Lespedeza					Beef cattle				
Alfalfa					Sheep				
Crimson clover					Swine				
Other clover					Horses				
					Mules				
Pasture					Farm records				
Soybeans					Farm planning				
Cowpeas					Financing				
Field peas					Outlook				
Peanuts					Marketing				
Irish potatoes					Buying				
Sweet potatoes					Board of Agriculture				
Cotton					Farm Bureau				
Tobacco					Community activities				
Home gardens					Soil conservation				
Truck					AAA				
Home beautification					Surplus Commodities				
Tree fruits					Farm Security				
Small fruits					Welfare				
Forestry					Miscellaneous				

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RECORD OF FARMS VISITED

Name of Farmers Visited	Number Visits to Same Farm	Name of Farmers Visited	Number Visits to Same Farm

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ANNUAL REPORT

1941

B. A. Warriner, District Agent

Southwest Virginia

V. P. I. Agricultural Extension Division

The outstanding factors affecting the conduct of Extension Work in the Southwest Virginia territory this year have been the large amount of educational work required in connection with the other Federal Agencies operating in the territory and the lack of sufficient time to do the necessary follow up work.

These programs are all good and the rural people are deriving many benefits from them, but in order to get a high percentage of participation a large amount of time for educational work is necessary and when this educational work is properly done the county agents are compelled to neglect their regular extension programs to some extent. Having been convinced early in my experience as an extension worker that the only effective way to do extension work was by demonstration, I naturally became greatly concerned during the past few years, finding it almost impossible for the county agents to do their usual amount of field work. Realizing the seriousness of this situation, I have worked hard to get the agents to get their work better organized. Those agents who have set up strong County Boards of Agriculture and have good office organizations are now spending approximately fifty per cent of their time in the field where they were giving only about ten per cent of their time to field work before setting up these organizations. From the standpoint of effective demonstrations, we are extremely fortunate in having the services of the T. V. A. This organization is conducting a number of outstanding demonstrations which gives us a nucleus for a real extension program. I believe the most outstanding demonstration conducted by the T. V. A. has been pasture improvement work. For approximately twenty-five years the Virginia Agricultural Experiment Station has recognized the value of pasture improvement and has encouraged the top dressing of permanent pastures with fertilizers, especially phosphate, in every way possible yet comparatively little progress was made until the T. V. A. located numerous pasture improvement demonstrations in the nine Virginia counties located in the Tennessee

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Valley watershed. As a result of these demonstrations the county agents report that at least sixty per cent of the permanent pastures in these nine counties have been treated. Another very valuable thing the T. V. A. is doing is working out plans for each demonstration farm and requiring the demonstrator to keep records. The Extension Division has realized for a long time the importance of keeping records, but we have never been in position to get it done as effectively as the T. V. A. is doing. I selected three major projects this year, better educational work in connection with the Agricultural Adjustment Administration, the agronomy program, and the cooperative livestock marketing program. My reason for giving better educational work in connection with the A. A. A. first place was because the amount of participation in this program is so dependent upon the kind of information given the farmers. Since the beginning of this program I have realized its value and what it is doing to store up fertility in our soils, and I want to do everything possible to assist the farmers in getting the full benefits of this program. As the Southwest Virginia District is largely a livestock section and as there has been a great need for more and better feed for the livestock, we have stressed the importance of agronomy this year. Cooperative marketing of livestock and livestock products was our third project and was selected because after encouraging the farmers to produce better livestock and livestock products we wanted to assist them in every way to get the best prices possible. In a few counties in the territory we now have county agents in which we probably would not have had, had it not been for the Agricultural Conservation Program. So after seriously considering what might happen to the appropriations for the support of Extension work in these counties if the Agricultural Conservation Program should be discontinued, I have done everything possible to strengthen the extension program in these counties.

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Agricultural Conservation Program

I believe one of the greatest contributions made by the Agricultural Conservation Program has been the encouragement given farmers to adopt more and better practices. As a result of the cooperation of the Extension Division and the Agricultural Conservation Program 36,703 farmers adopted improved agricultural practices during 1941. These practices were as follows; livestock management 7948, farm management 6861, and soil management 21,894. Ever since I have been connected with the Extension Division we have worked hard to get farmers to adopt improved agricultural practices, but it has been a rather difficult thing to do because of the fact that in many instances the farmers did not have the necessary funds with which to purchase the materials needed for carrying on these improved practices, but when the A. A. A. made it possible for them to get some of the needed material, there was a big increase in the number of farmers using better methods. One of the most important things that has been done along the line of improved agricultural practices has been the large number of acres of land unsuitable for cultivation which have been shifted from crop land to permanent pasture or allowed to go back to forest. There is an ever increasing interest in erosion control by the farmers of Southwest Virginia and good results are being obtained.

Agronomy Program

Owing to the fact that most of Southwest Virginia is a good bluegrass section, the large majority of the farmers have given first consideration to the production of livestock and as a result many of them have unbalanced farm programs. Too much livestock for the amount of forage and grain grown consequently the young stock, especially calves, have been improperly fed and undernourished during the winter months. In order to overcome this situation we have worked

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hard to get the farmers to use more lime and phosphate in order to insure better crops of the legumes especially. The agents report that 16,349 farmers in the territory applied lime in 1941. These farmers purchased 217,128 tons of lime which was applied to 111,692 acres of land. The agents also report that 27,384 tons of fertilizer were used as a result of Extension recommendations. The use of these tremendous amounts of lime and phosphate will, I am sure, be reflected in the health and strength of both our people and our livestock. The Extension T. V. A. Program has made valuable contributions to the Agronomy Program. There are 1515 Extension T. V. A. demonstration farms in the territory on which 6323 tons of phosphate were applied. All of this phosphate was applied to pasture and meadow lands which has been very beneficial to the livestock program by increasing the carrying capacity of the pasture and producing a better quality of hay. Some of the other accomplishments were assisting 71 farmers with the production of certified seed and advising 513 farmers relative to the use of hybrid seed corn. Seven hundred and ninety-nine farmers were also assisted with strip cropping.

Cooperative Marketing of Livestock

Fair prices and adequate market outlets for his products are absolutely necessary to the farmer's prosperity. Quite as basic, however, is the care he takes of his land, the care and management he gives to his livestock, etc. For a number of years the Extension Division has done everything possible to provide adequate market outlets for the farmers through cooperative marketing, but we realized from the start that if the farmers were to be successful in cooperative marketing they must produce quality products. One of the first steps thought of in cooperative marketing of livestock was marketing lambs so we set out to improve the quality and appearance by using better methods of feeding and by

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docking and castrating. This has proven to be a very popular project and the agents' reports for 1941 show that 2908 farmers were assisted with better methods of feeding most of whom were lamb producers. The agents' reports also show that 3947 farmers docked and castrated their lambs. The number of lambs docked and castrated was 77,492, and the agents report that the increased value of these lambs due to better feeding and docking and castrating was \$44,599.50. When the farmers were convinced that cooperative marketing of lambs paid, they demanded that wool and other classes of livestock be shipped cooperatively. So in 1941, 737 farmers shipped cooperatively 14,976 head of livestock of which 13,575 were lambs. The agents say that the increased value of this livestock due to marketing wool cooperatively was \$20,298.25. Pooling and marketing wool cooperatively has also become a very popular project. During the year just ended 2792 men pooled and marketed wool cooperatively. These men marketed cooperatively 386,342 pounds of wool and the agents say that the increased value of this wool due to pooling and marketing cooperatively was \$49,553.91. Another animal husbandry project which has added considerably to the value of the wool and also the lambs is the treating of sheep for stomach worms. The bluestone treatment has been used for a number of years and gave very good results but the treatment has been much more satisfactory since the farmers began treating their flocks with phenothiazine. The agents report that in 1941, 4414 farmers gave their flocks treatment for stomach worms. These farmers treated 111,444 sheep. The agents report that the value of these sheep was increased \$78,076.90. The increase in value, of course, was brought about by improving the physical condition of the sheep which resulted in the production of stronger lambs and a fleece of much better quality. In a large number of the Southwest Virginia counties, the services of veterinarians are hard to get and in many instances this service is so expensive that

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It is prohibitive, consequently the county agents are frequently called upon to do veterinary work. Last year 8966 sick animals were treated by the county agents which saved the farmers \$29,297.75. While we do not encourage the county agents to do veterinary work, yet it is a valuable service from several different angles. First, it saves the farmers money and in many cases the lives of valuable animals. Second, it often gives us a point of contact we would probably get in no other way. Another very interesting piece of work in connection with the livestock improvement program has been the large number of purebred animals purchased by the livestock producers of the district this year. The agents report that 921 livestock men purchased purebred animals in 1941, and the number purchased was 2066 which were as follows: sheep 667, cattle 909, hogs 471, and horses 19. A large per cent of these purebred animals were sires, so we can readily see what a contribution that will be toward the improvement of the livestock in the territory.

4-H Club Work

This project has given me a great deal of concern, especially since the inauguration of the Agricultural Conservation Program. The agents are called upon to do so many things outside of their regular program that they just cannot find the necessary amount of time in which to do efficient club work. I believe club work is as important if not more so than any line of work we do because the boys of today will be our farmers of tomorrow and we should do everything possible to instill into them the principles of good business and efficient farm management. The report for the district is fairly good but not what it should be by any means. The agents report 170 organized clubs with an enrollment of 2970. The value of the products sold by 4-H Club members in 1941 was

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\$48,652.23. We will hold a meeting of the county agents in the Southwest Virginia District sometime in January the purpose of which will be to discuss plans for doing more efficient club work.

While discussing marketing I failed to comment on the assistance given the Federal Surplus Marketing Administration. The agents report that 404 car loads of apples were marketed through this channel, and the amount received by producers for surplus commodities shipped was \$204,984.00.

Supervising

The question of supervising has always been one of grave concern to me because of the fact that I am unable to give the individual agents as close supervision as I would like. I am sure I could do a much more efficient job of supervising if I could visit the counties more frequently. I have found that in order to supervise with any degree of efficiency, the district agent 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 these projects. My experience has been that carefully prepared plans of work and a thorough understanding of the plan of both the county agent and the district agent naturally reduces the amount of supervision necessary.

During the past year we have held a large number of field meetings which I believe have done more to increase the volume and improve the quality of extension teaching than anything we have done. The Extension I. V. A. demonstration farms are giving us an excellent opportunity to carry this work to a greater number of communities. The Soil Conservation and Domestic Allotment Program and the I. V. A. Program are the best agencies we have ever employed for establishing and maintaining extension work in counties.

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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 a few practical projects and be sure when completed that they will be profitable from the standpoint of dollars and cents. I ask the agents in our district each year to prepare a report for their boards 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 that this information is very effective and convincing. After all the thing that is of greatest concern to those who are charged with the spending of public funds is to be convinced that they invested wisely. Timely newspaper articles, tours and field meetings also play a very important part in creating a more favorable sentiment.
3. All of the counties have county boards of agriculture which have been reorganized so as to include representatives of all federal agencies operating in the field. We have realized for sometime that a closer coordination of the federal agencies was not only desirable but necessary. Our plan is to have a representative from each one of the federal agencies operating in the district on this board and have it thoroughly understood that it is not an extension agricultural board but a board organized for the express purpose of taking care of the needs of the general agriculture of the counties. We feel that if they are thoroughly familiar with the program of every other federal agency operating in the county we will be in a position to do more efficient work and also reduce the duplication of effort.

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 precautions in employing first, men who have the necessary training to do the work efficiently and particular attention is given to industry and personality.
2. Most of the agents are good students and have continued reading and studying systematically since graduation. They are so thoroughly convinced that they must keep themselves informed that they asked for a short course for county agents at V. P. I. last year. The agents have been compelled to give a great deal of thought and study to their work since the inauguration of the Agricultural Conservation Programs. I believe these programs more than anything else have caused the agents to realize that they need more training.
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 thirty years I have been connected with the extension division all of the county agents have competent stenographers and most of them have assistants or chief clerks. I often wonder as I visit the offices of the county agents and note the volume of business that is being transacted how they ever managed to get so much done back in the days when they had no clerical assistance.

C. Assisting County Agents to Determine Extension Programs

1. Since the County Boards of Agriculture 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 if they believe some project included is of doubtful value or seems impractical. The greatest assistance we have received in determining the kind of extension program we should have has been a direct result of the series of program planning meetings that have been conducted for the past several years. These meetings have been responsible for a very careful consideration of extension programs.
2. During the series of program planning meetings considerable time is given to the discussion of outlook material. Being handled in this way the information is carried to a larger number of farmers than usual because these meetings are held in practically every community in each county of the district. The number of producers making use of outlook material has increased materially and there is still a growing demand for this kind of information.
3. As previously mentioned the members of the county boards of agriculture play a very important part in program building. The Soil Conservation committeemen have also rendered 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 a benefit to the greatest number of people. After we have worked out the plans as carefully and thoroughly as possible it is presented in detail to the county boards of agriculture 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 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 leader without some compensation. In the case of securing local leaders for adult groups it has been much less difficult. If program planning had not accomplished anything else, it would have been worth all it has cost in developing rural leadership. I attended a meeting in Marion a short time ago composed of the community committeemen of Smyth county. This meeting was called for the purpose of making arrangements for putting

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on the series of program planning meetings. Practically all of these people were from rural districts and the majority of them were farmers but they did not hesitate to stand up and express their views. It really was surprising to note how much program planning had accomplished in so short a time.

4. **Methods of Evaluating and Checking Results.** As soon as the county agents' plans of work are sent in to the office I get copies of them and take them with me. I go over these plans 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 their annual reports I get out 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 practical, 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 county 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 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 on an increasing 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

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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 a distinct value to both agent and the farmers. In the first place they save the agent time and travel; secondly, if the farmers are sufficiently interested in any subject to come to the agent's office he will make use of it when he comes to get 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. This has been an ideal grass season and the results from the use of phosphates have been outstanding and particularly so where phosphates were used in combination with lime.

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SUMMARY OF COUNTY AGENT WORK IN SOUTHWEST VIRGINIA

1941

Livestock

1. Number of men shipping livestock cooperatively	<u>737</u>
2. Number of livestock shipped:	
lambs <u>13,575</u> cattle <u>1,401</u> hogs <u>-</u> Total	<u>14,976</u>
3. Increased value due to cooperative shipping	<u>\$20,298.25</u>
4. Number of men vaccinating for prevention of blackleg	<u>7,769</u>
5. Number of calves vaccinated	<u>52,992</u>
6. Total value of calves saved by vaccination	<u>\$141,815.00</u>
7. Number of animals treated for other diseases	<u>8,966</u>
8. Value of treatment of livestock for other diseases	<u>\$29,297.75</u>
9. Number of men purchasing purebred animals	<u>921</u>
10. Number of animals purchased: sheep <u>667</u>	
cattle <u>909</u> hogs <u>471</u> horses <u>19</u> Total	<u>2,066</u>
11. Number of farmers docking and castrating lambs	<u>3,947</u>
12. Number of lambs docked and castrated	<u>77,492</u>
13. Increased value due to docking and castrating	<u>\$44,599.50</u>
14. Number of men treating sheep for stomach worms	<u>4,414</u>
15. Number of sheep given this treatment:	
bluestone <u>44,886</u> phenethiasine <u>66,554</u>	<u>111,440</u>
16. Increased value of flocks due to treatment	<u>\$78,076.90</u>
17. Number of men pooling wool in county	<u>2,792</u>
18. Number of pounds pooled	<u>386,342</u>
19. Increased value of wool due to pooling	<u>\$49,553.91</u>

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20. Number of farmers assisted in using improved methods of feeding	<u>2,908</u>
21. Number of farmers assisted in obtaining better strains of baby chickens	<u>1,266</u>
22. Number of farmers assisted in making specific improvements for wildlife	<u>259</u>
23. Number of families assisted with butchering	<u>313</u>

Farm Management

24. Number of farmers carrying on improved agricultural practices	<u>36,703</u>
25. Number and kind of improved practices:	
Livestock management	<u>7,948</u>
Farm management	<u>6,861</u>
Soil management	<u>21,894</u>
26. Number of men using lime	<u>16,349</u>
27. Number of tons purchased	<u>217,128.47</u>
28. Number of acres limed (all land)	<u>111,692.92</u>
29. Tons of lime used as a result of Extension recommendations	<u>130,594.12</u>
30. Tons of fertilizer used as a result of Extension recommendations	<u>27,384.23</u>
31. Number of Extension-TVA demonstration farms	<u>1,515</u>
32. Value of Extension-TVA fertilizer received	<u>\$252,935.80</u>
33. Number of Extension-TVA area demonstrations	<u>182</u>
34. Acreage covered by Extension-TVA demonstrations	<u>346,692.2</u>
35. Number of Extension-TVA demonstrators keeping records	<u>1,467</u>
36. Percentage increase growth on pastures due to triple superphosphate treatment	<u>40.8</u>
37. Percentage increase growth on pastures due to triple superphosphate and potash treatment	<u>49.0</u>
38. Number of farmers doing pasture improvement work other than with Extension-TVA phosphate	<u>13,456</u>

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39. Number of tons of lime used for pasture improvement	<u>55,349.88</u>
40. Number of tons of fertilizer used for pasture improvement	<u>20,398.4</u>
41. Number of acres of pasture treated	<u>144,975</u>
42. Number of farmers assisted in growing certified seed	<u>71</u>
43. Kinds of certified seed grown: corn <u>28</u> wheat <u>4</u> oats <u>3</u> rye <u>2</u> tobacco <u>1</u> clover <u>2</u> barley <u>3</u> potatoes <u>1</u>	Total <u>44</u>
44. Total number of farms reached in 1941 for the first time	<u>4,342</u>
45. Number of farmers using hybrid corn	<u>515</u>
46. Number of farms assisted in strip cropping	<u>799</u>
47. Number of farms assisted in contour pasture work	<u>402</u>

Marketing

48. Give name of commodities and amount of each marketed through Federal Surplus Marketing Administration apples <u>404</u> cars	Total <u>404 cars</u>
49. Total amount received by producers for surplus commodities shipped	<u>\$204,984.00</u>
50. Number of private marketing and distributing agencies and groups assisted	<u>30</u>
51. Number of special farm product merchandising programs assisted with	<u>21</u>
52. Number of programs relating to marketing services and cost of distribution assisted with	<u>22</u>

Youth

53. Number of 4-H clubs in county	<u>170</u>
54. Total membership in clubs: boys <u>1,378</u> girls <u>1,592</u>	Total <u>2,970</u>
55. Value of products sold by club members	<u>\$48,652.23</u>
56. Number of nutrition or health clinics organized through efforts of Extension	<u>28</u>

60

57. Number of older rural youth groups organized

5

Credit

58. Number of emergency crop and livestock loan applications made and approved as a result of Extension work

31

59. Amount of loans granted

\$64,732.49

60. Number of farmers assisted with farm income statements for tax purposes

30

General

61. Do you have a county board of agriculture

20 yes 1 no

Number of communities 188 Number of members 1063

62. Number of program planning meetings held

271

63. Attendance at these meetings

4,494

64. Number of homes served with Rural Electrification Administration current

2,577

65. Number of miles of Rural Electrification Administration lines built in county

575.39

66. Have you organized the professional workers in your county

yes (21)

67. Number of farmers assisted with farm labor problems

443

68. Number of farm families assisted in installings

sewerage 810 heating 93 storage space 755

Defense

69. Days spent on national defense activities:

(a) The food program of April, 1941

133

(b) The farm defense program of October, 1941

228

(c) Other defense activities

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NARRATIVE REPORT
J. G. BRUCE, DISTRICT AGENT
1941

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ORGANIZATIONS

There are sixteen counties in this district which very largely lie in the central Piedmont Section of this State and from a partial survey of the square miles which they contain it would appear that they represent about one-fifth of the area of the State, and I feel quite sure one-fifth or more of the rural population of the State. They have an unusually good climate with the average rainfall and a long growing and grazing season. Therefore, we believe that they are well located to become a larger livestock territory than exists at the present.

We are steadily working to teach the members of the sixteen agricultural boards, one representing each of the counties, the responsibility which rests upon them in helping to organize their county in such a way as the several existing government agricultural agencies which are working in this district may become more helpful to the farmer by enabling as many of the farmers to cooperate in as many of the different phases of the work as they can use to an advantage.

These sixteen agricultural boards represent a membership of 968 farmers, and they held 94 meetings during the year, with a total attendance of 3,195 people. While this would seem that the agricultural boards organized by the county agents are giving a good deal of time, it will be interesting for you to note that the county agents and these several boards have also held 448 planning meetings with a total attendance of 8,968 people, with the following suggestions which they have helped the organization to plan. Also all of this organization work has been largely sponsored and wonderfully assisted by the organization specialists of the State College and members of the BAE. Among some of the things which they have attempted to organize is a unified program of work which has been started in four counties, all of which have been mapped with many varied plans worked out to fit each of the several subdivided areas of the counties. While this unified program has been seriously retarded by the pressure of other organizations we feel that the ground work has been laid and in due time this unified program of work will be carried on in a way that will help all of the agricultural agencies functioning in the counties. The county agents, with the assistance of the agricultural boards and the representatives of all of the other government agricultural agencies have organized and are holding meetings in some counties monthly; others semi-monthly, and others once or twice a year. All of these organizations are so closely interwoven with the agricultural board that we feel that the agricultural board, whose members are county or community committeemen of all of the other organizations, represent the real interest of the agriculture of the county.

The agricultural adjustment work which has been in operation in this entire district since 1934 and which was directed by the extension agencies until 1937, at which time the duties became so heavy that it was transferred to an AAA director located at the State College with sufficient assistants to supervise the work over the whole State. It has set up a county organization in each county, electing a county committee of three members and two or more alternates and a sufficient number of community committeemen to supervise the work of the several communities of each county. The chairman of this county committee and two other members, with the county agent as secretary of the county organization, get the information from the State organization and operate the program through the guidance of this organization, which is thoroughly democratic in all its actions.

In order to instruct the farmers in the working of this great program the 459 county and community committeemen have held 543 meetings with a total attendance of 19,132 farmers to whom they gave information as to how they should proceed with their farm plans.

25,873 farmers have participated in this program which has brought in a total revenue of \$1,176,368, with an estimated cost of \$142,221 to operate it. Of the number of farmers participating, 13,183 have used 124,903 tons of ground limestone, and 4,835 farmers have used 5,263 tons of 20% super phosphate, all through the grant of aid. This has induced many farmers to use lime and phosphate and pay for it out of their soil conservation program and has enabled the association to buy this lime and

phosphate in quantity at greatly reduced prices, and the county committeemen and secretary of the association have gotten it hauled to the farmers at a minimum cost. An estimated cost of this lime, phosphate and other materials is somewhat above \$300,000, after which we estimate they will receive \$706,000. or more in cash.

As one begins to think of a section of the country which probably used only a few car loads of lime to the county twenty years ago and did not know and could not afford to use any phosphate on their pastures, he is obliged to feel that through the operation of this program, managed as it is, we visualize the many acres which have been reduced owing to a non-profitable market of tobacco and other cash crops that will very shortly be converted into permanent pastures which will support a live-stock industry and furnish a better balanced farm program which will return a small income at intervals during the year. In my humble judgment this will advance the farm crop and live stock interest faster than we can conceive of.

4-H CLUB PROGRAM :

We are told that the extension work in its beginning in this state was far more attractive to the 4-H club boys and girls than it was to their fathers. I am inclined to think that more real educational work can be done through the boys and girls, and if properly done will produce a faster change in the agricultural and educational up-lift than can be conceived of in any other way.

For a long time this work was carried on with the boys by the county agents who gave part of their time to it. However, since the county agents have been so engrossed in different programs and it has been their duty to take the lead in organizing all agricultural agencies operating in the counties, their time has been so completely used that it has been impossible for them to do anything more than to direct the 4-H club activities, attending a few of these ^{meetings}. Also making enough visits to keep them thoroughly in touch with the program. Therefore, we have had, or have tried to have, three full time assistant county agents doing club work and three assistant county agents doing 4-H club work, live-stock work, agronomy, and agricultural engineering work.

These assistant agents have rendered a service in this work which shows a marked improvement over the past. These improvements have been brought about by first improving their organizations, the number of which are a little smaller than they were last year but the quality shows progress. This was accomplished by gradually dismissing from the organization everyone who did not have a worth while project and those who did not give their time and attention to the project as they should and showed a poor cooperative spirit in their 4-H club work. These changes have attracted a more favorable attention from the parents who are really interested in the 4-H club boys' success, and therefore, have stimulated a more attractive interest on the part of the boy making the entire program more effective.

We are, as nearly as is humanly possible, using nothing but certified seed or improved seed of known origin in all of the corn club projects. We also have used nothing but pure bred, registered pigs and pure-bred, registered calves for dairy or breeding purposes, though we have used a few cross bred calves in the baby beef projects.

These boys were given strict attention in caring for their projects by these assistant county agents during the whole year, and the boys have grown enthusiastic over their work. They really have made a great success of their undertaking this year.

A large number of the boys grew corn in a profitable way, making a large number of exhibits at the county and State fairs. They also have grown considerably over 100 pure-bred, registered pigs, 90 or more of these were registered sow pigs. This particular project in this district was financed by the local stores of Sears, Roebuck & Company from Lynchburg and Danville, and the calves which they used in the baby beef

work were very largely bought for them by their fathers, but the dairy calves were bought in several different ways. The corn was selected by one of our extension agronomists who secured the funds from the Lynchburg Sears, Hoebuck Store with which to buy it, and each boy returns a sample to be used for seed by another boy next year. The pigs, as stated above, were also financed by the Lynchburg and Danville Sears, Hoebuck Stores, and they were selected and bought by our live-stock specialist, Mr. George C. Herring, paid for, of course, by the parties who financed the projects. These pigs have been well cared for, and in each of these twelve counties the boy making the highest score received a prize of a pure bred, registered guernsey calf. From three to six months old, costing around \$90.00 each. The boy who received a sow pig which has already been bred will deliver to another boy in his county a pig to keep the project going in 1942, and the boy winning the second prize gets 100 certified chicks, the third prize, 50 certified chicks. We predict that the Cow-Hog-Gen program will enable the 4-H club boys to do their bit in increasing the milk, meat and chickens which are requested by our Government in the USDA County Defense Program.

It is useless to mention the many other club projects carried on by the boys. However, it is of interest to mention that these 4-H Club boys under the direction of the State 4-H Club Agent, Mr. G. A. Elcan, and with the assistance of the County Agent and his assistant have done a great deal of work to establish a District Short Course on the Government property at Holladay Lake in Appomattox County but a large part of the credit of this wonderful accomplishment is due to the boys' and girls' State Agent's untiring efforts in getting title to this property with all of its facilities. We have, also, a few older youth clubs, but that is just getting started.

SOIL CONSERVATION DISTRICTS

Through the efforts of the County Agents and State representatives, very largely Mr. E. L. Dutton and Sam Bondurant, twelve of the counties in this district have set up soil conservation districts with 684 farmers working out plans and so organizing their farms according to the soils, the crops which proved most satisfactory and profitable for them to grow and adopting a rotation suited to produce the largest income at the least expense of labor and capital, at the same time checking the erosion and building up the fertility of the soil. 636 farmers have already mapped their farms and begun with their definite programs of work.

PROGRAM WITH THE TENNESSEE VALLEY AUTHORITY

The county agents, assisted by the supervising agent, Mr. D. F. Painter, of the T. V. A. Association have organized 10 counties with one local T. V. A. Association in each county. These associations are composed of 169 farmers, some of whom have been carrying on this project for several years. Others have been coming in yearly; the tenth county was organized in 1940.

The T. V. A. has shipped to these 169 farmers 636 tons of the high analysis phosphates which have been used for the treatment of pastures and the seeding of a few high class legumes such as alfalfa and red clover. The cost of this material to the farmers has been free plus an accurate record of the entire operation of the farm and home of each farmer receiving this material, the farmer paying the freight.

Take-ups up one of the most unique farm management plans that has been devised for this section. But for the fact of giving emphasis to the T. V. A. Association and its representative I would say this should be called a farm management program.

The results from this work are far reaching and the demonstrations are exceedingly

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profitable to those who are participating in the program. It has taken a great deal of time, effort and patience on the part of the agents to get these farmers properly organized and to teach them to keep the records as provided by the association. However, though we acknowledge the fact that many have failed to keep these reports, we do hope and trust that the F. V. A. will be a lenient as possible and continue to help us carry these demonstrations which have been started and they will finally help us to organize each county in the district into this great work.

FARM SECURITY PROGRAM

Our agents have helped the Farm Security Officials, Federal, State and County, to organize their program in every county in this district. They have done a good job with a high percentage of their demonstrators with whom they have worked, both in the F. R. program and the F. P. A. program. However, we hope that the Federal, State and County officials will realize that one failure can retard the progress of this program more than nine successful clients can advertise it.

FARM TOURS IN COOPERATION WITH EXPERIMENT STATION WORK

We men working in a demonstration capacity have learned that you can change the thinking and acting of more farmers by showing them the results of improved methods than all other sources combined. Therefore, we planned to conduct farm tours in cooperation with the experiment stations which we have carried out in a more limited way than we had desired. However, we have conducted about 41 farm tours with probably 1,281 farmers in attendance. In our visit to many of these farmers who were represented on these tours we frequently find that they are making new improvements in their plans of farming and they will tell you that they caught that idea on the farm tour. I consider this a valuable training for the farmers.

AGRONOMY PROGRAM

We of the Extension Division have ^{over} a long period of years realized that a better farm practice often is brought about through the influence of a 4-H Club boy. However, it has always been an established fact that better farm practices could be more easily put into practice with farmers who had a sufficient amount of capital to adopt an economical and profitable program for his farm. Therefore, when the Extension Division was called on to operate the A. A. A. program they were placed in a position to show the farmer that by cooperating with the A. A. A. program he could practice soil conservation in a more profitable and less expensive way than he had realized. Also, that this program would furnish them with lime, fertilizer and other materials as well as some cash, all of which could be paid for by his carrying out his conservation practices.

The A. A. A. program which was operated through the Extension Division until 1937 and since that time has been locally supervised by the county agents, who in most instances are secretary of the county A. A. A. program, has done more to enable us to do a worthwhile job in agronomy than everything else that has preceded this.

We have 17,795 farmers using 192,941 tons of lime during the last twelve months, and 7,845 farmers using 16,637 tons of phosphate for seeding legumes and pasture improvement. They have limed 109,545 acres and fertilized 82,122 acres. This represents all of the lime and phosphate secured through Grant of aid and that purchased by the farmers themselves.

Often when discussing a farm program with a farmer you will hear him say: "I am glad we have adopted a definite rotation for our grain and hay crops, our best soils for tobacco is being used in proper rotation to be profitable, and the same is being done in our truck crops. I have made up my mind that I am going to lime and phosphate

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my permanent pastures and provide sufficient grasses to take care of my livestock throughout the whole grazing period of the year".

There was a time when farmers in the bright tobacco territory scarcely knew what a permanent pasture meant, but we are pleased to say they are selecting land less suitable for cultivation and more suitable for permanent pastures and treating it with lime, phosphate and often manure, which inevitably leads to better livestock on that farm.

1,289 farmers have used certified seed in this district during this year and 4,348 have used improved seed of some kind. Also, 443 farmers have saved 1,783 acres of red clover from which they have threshed 1,841 bushels of seed. Again, 2,940 farmers have saved 16,494 acres of lespedeza which produced 2,294,776 pounds of seed. Our county agents estimate that 2,225 acres of alfalfa have been seeded in this district this year and 19,687 acres of red clover; also, 263,924 acres of lespedeza.

The permanent pastures, as stated above, have become so popular that in addition to improving the present permanent pastures which our farmers have been attempting to do they have seeded 143,154 acres to a mixture of grasses which are planned to be cut one year for hay and later used entirely for permanent pastures. Stands of grasses to produce this pasture may be seriously affected by this long fall drought.

AGRICULTURAL ENGINEERING

We are trying to keep up our agricultural engineering work although the soil conservation service in many of the southern counties where the soils are light are gradually taking it under their protection and they can and will give closer supervision to the care of the terracing, contour farming, meadow strips, etc. At the present time we have one assistant agent who gives his time to this work in season, and another man who works directly under the direction of a county agent for a county that owns a terracing unit and they are doing a great deal of work in a profitable way when the land is in condition to be operated. The county agents in all of the southern territory are giving a good deal of time in aiding the farmers and laying off and building terraces. Two of the assistant agents also spend a good deal of time in addition to looking after the club work in agricultural engineering work.

Farmers are becoming more sold on terraces, contour farming, strip farming and the meadow strip is becoming very popular. This is very encouraging, and it is hoped that these improved methods will eventually stop a greater portion of the gulleys which stand out so prominently in many places at this time.

HORTICULTURAL AND GARDENING WORK

Owing to the embargo on shipping fruit abroad the apple business has suffered severely. Some apple orchards have been abandoned and others have been reduced in size, which may in the long run prove beneficial. However, the low prices over a long period has caused the change in ownership and really discouraged those who have in the past been reasonably successful in taking care and marketing their apples.

Through the able assistance of Professor A. H. Teske and those assisting him in horticultural work many changes have been made which are showing a considerable development in the treatment of orchards, care of the fruit and marketing of same. The Extension horticultural staff have given unstintedly of their time and efforts to developing orchards in a more intelligent way with a more practical marketing system. The several county agents in these counties have cooperated in this work, giving all

the time they possibly could spare to it.

The peach crop has grown by leaps and bounds and a large majority of those who have followed instructions realized a margin of profit out of their business this year. The same can be said of many of the small fruits.

Under the leadership of L. B. Deitrick, garden specialist, assisted by Mr. L. C. Beamer, considerable progress has been made in establishing a better garden on each farm with year around vegetables which are preserved by canning and storing in different ways. The home demonstration agents have done an excellent piece of work in teaching canning through their home demonstration clubs and on the farms and in many other ways.

Several of the counties in this district have attempted to grow sweet potatoes for commercial purposes, and Mr. Beamer has assisted the county agents in organizing these men and teaching them how to convert their empty tobacco barns into sweet potato storage houses. It would appear that the initial step has been taken in this sweet potato storage house project and that quite a few farmers who have reduced their tobacco acreage through the A. A. A. program will be able to supplement their income by growing sweet potatoes, storing them in these unused tobacco barns and marketing them during the winter and spring as a cash crop.

The agents, with their agricultural boards, have also been able to make contacts with several pickling plants, which have enabled the counties of Prince Edward, Cumberland and some parts of two other counties to grow pickles for commercial purposes from which they have realized a small profit.

LIVESTOCK, DAIRYING AND POULTRY

Owing to improved prices in livestock and very largely to the fact that all tobacco growers have had their tobacco acreage reduced through the A. A. A. program, it appears to be an attractive thing for the farmers to begin introducing livestock on their farms. We have endeavored to teach them to grow into the livestock business rather than to go into it, and have strongly urged them to use nothing but the best breeds, which are suited to their farm and locality. Therefore, they have purchased during this year 672 pure bred animals either to start a herd or to improve their present herd. 127 farmers have established beef cow herds in a small way. However, in some instances where the men have sufficient finances they have gone into the livestock business in a large way, and I fear beyond the food and grass which they have to sustain the cattle.

The most encouraging thing with reference to the livestock is that 139 dairy cow herds have been started in this territory in a small way. They will do much to help supply the milk needed in their section and some may grow into a commercial dairy herd sometime in the near future.

The hog business has made a wonderful stride which has been caused largely by the high prices they are bringing. Again, many are increasing their swine to comply with the request made by the USDA county defense program. Our 4-H Cow-Hog and Hen program will also help to meet the request of the county defense program. While I do not have the figures as to the increase in the number of sows to raise pigs I estimate it will be an increase of 25%.

The interest in horses and mules is steadily waning because so many farmers are using tractors at the present time. Still there are a few farmers who are continuing to raise mules and horses for their own farm supply and they are using good stallions and jacks which are either registered or very high bred.

With all the effort we could make we have only been able to get about 22 new flocks

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of sheep started in this district. However, those who have been in the business have kept up their flocks reasonably well and have continued to treat them to eliminate the stomach worm and parasites but they have a long way to go to learn how to rotate their pastures and produce the kind of grass that makes the most profitable lambs. The agents assisted in shipping 1509 head of lambs, calves, heifers and cows cooperatively, from which the farmers realized a profit of \$1,966. They also, in cooperation with E. A. Keithly who represented the United Wool Growers of Boston, Massachusetts, pooled 39,655 pounds of wool for 281 farmers, which gave them a profit over the local markets of \$1,981.

The poultry business, which had been a very unprofitable commodity for the past several years has made considerable progress during the last six months of this year. The county agents have assisted our Extension Poultry Specialist, Mr. H. L. Moore and his assistants in every way they could, but a very large part of this program has been carried on through the home demonstration agents in the several counties of this district.

R. E. A. PROGRAM

Nothing appears to be more enlightening, encouraging and appreciated by the farmer and his family than the fact that thirteen counties have built over the last five or six years 1,499 miles of cooperative electric lines through the R. E. A. program and 4,227 of these farmers have wired their homes and used this power to light them and to furnish power for many other important jobs on the farm and in the home. This work really brings a smile from the farmer and his family.

SURPLUS MARKETING ASSOCIATIONS

Our S. M. A. program has enabled a number of farmers to market a large quantity of apples and other farm products. This organization has also assisted a large number of people in selling their surplus commodities which have been put on the markets through this association and retailed to the underprivileged people thereby sustaining them with food without which they would have suffered.

FORESTRY WORK

Probably this is one of the most neglected projects for the amount of money invested in it considering the resources which have been drawn from the forests of any commodity with which we work. It is estimated that from 55% to 65% of all the lands in this state are used for forests. These forests have been abused beyond determination, and while a few are beginning to realize the value of their forests, it would appear that more than 90% of the farmers who own forests are doing nothing whatever for the protection of them.

Through our Extension Forester and his assistant we have been able to make a few real demonstrations, but this project is one among the hardest which we have had to sell to the farmer. However, our Extension Forester and his assistant appear to have given this district 168 days of their time during which, in cooperation with the county agents, they have made more than 163 demonstrations. Many of these demonstrations are made with the 4-H club boys and it is through the younger generation that we hope some change will be made for the care of the valuable forests of this state.

COOPERATIVE MARKETING

Cooperative marketing has grown and spread rapidly over this State. It is estimated that this district alone has considerably more than 53 cooperative marketing associations, with a membership estimated at 8,163 people, and it is further estimated

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by our agents and their advisors that the farmers have realized a profit by buying and selling through these cooperative association of more than \$47,000. Every year we are encouraged to see that there are more people realizing that cooperative buying and selling is a profitable business.

MATTRESS PROGRAM

The county agents in fourteen of our counties in cooperation with the A. A. A. program and the assistance of the home demonstration agents organized a mattress program. This organization was conducted jointly by the county and home demonstration agents. They made more than 7,000 mattresses, which were made by the people who had a gross income of \$500. or less. A few mistakes have been made. The organization as a whole seems to have filled a very worth while and needed cause.

NATIONAL DEFENSE PROGRAM

The USDA county defense program, largely headed by the A. A. A. representatives, in cooperation with the extension agents, and all Government agencies and the vocational agriculture teachers, has been organized in every county in this district. The community committeemen of the A. A. A. program have canvassed a high percentage of the farmers in this entire territory. The pledges which they have gotten with reference to increasing the milk which is to be manufactured into butter, cheese, condensed milk, powdered milk, etc. has surpassed the request they made. Also the promises for the increase in hogs, poultry and the home gardens have exceeded the expectation of everyone. A large majority feel it is their duty to do something to help feed the people who are waging the war to save our people from a totalitarian rule. They love their democracy and their liberty and seem to be able to express it by trying to meet the requests made of them.

OFFICE WORK

In order to complete a check of all the work which we have been trying to do it has forced the county agents and their secretaries to do a great deal of office work and while each of the Government agencies have offices and a force to carry on their work, the county agent who has taken the lead in the organization of all of this and who has been recognized by the majority of the people as the leading man to whom they can go for information about all of these programs has been kept closely on the job, often with very long hours in the day. During this time they have received 21,762 telephone calls. The agents and their assistants have made 14,269 visits; they have published 811 news stories and made 61 talks over the radio; written 43,766 letters and gotten out 1,453 circular letters with a greater number of copies of these letters than has been ascertainable. They have also distributed 7,011 bulletins, gave 2,470 days of their time in the office and 4,239 days in the field, traveling 261,974 miles.

CONCLUSION

The above described work in the form of a narrative was supervised by your district agent and was planned by our director, his assistant, and specialists, in cooperation with the county agents and the several agricultural boards. This work was done by sixteen county agents and seven assistant agents, with the assistance of the specialists of the extension division. It was financed first by appropriations of the boards of supervisors representing these counties to the amount of \$19,940. The balance of the funds required to pay the salaries of these men was paid by the extension division.

There are many things of vast importance which have not been mentioned in this narrative. Nothing has been said about plant diseases and insect pests. However, the specialists who represent these departments have labored faithfully and with the agents put on many valuable programs to eliminate many of these troubles.

There are also other things not mentioned, and among the ones which we have mentioned in this report there is shown only a small amount of the effort that has been put out on the work done in agronomy, livestock, and nothing has been said with reference to the work done by the dairy specialists to help relieve the commercial dairy problems at a minimum cost. No mention has been made of the number of cream routes established, nor the interest manifested in this work.