

VIRGINIA

DISTRICT COUNTY AGENTS

ANNUAL REPORT

1932

Farrar-Shacleford

Bruse - Warriner

Quisenberry

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ANNUAL NARRATIVE REPORT

OF

J. G. BRUCE, DISTRICT AGENT,

CULPEPER, VIRGINIA

1932

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INTRODUCTION.

As we come to the place of making a narrative report of the organizations, plans, supervisory program, and the outlook for the coming year, we find that to a very great extent we are simply building on the same organizations which we have previously set up by carefully working over each plan and eliminating the weaker phases of the organization and strengthening these places the best way possible to suit the necessity which arises.

In some counties we have entirely changed our organizations and plans, but in most counties we are continuing to build on the community organizations federated into a county organization.

We have a very peculiar situation in Halifax County where they got started in what is known as an organization of Men's Clubs. This idea has taken with the people in an admirable way, therefore, we simply had to build through these organizations our agricultural program. However, we had prior to this organization an agricultural advisory board which had been functioning very well. This board has continued to function, and we are carrying on our work through these Men's Social Clubs, and our organization efforts are strengthening in this county.

There are other counties in which we have set up a good many units known as "Tobacco Growers' Associations". The county agent, who has probably done 75% of the work in perfecting these tobacco growers' organizations, has arranged to carry into these organizations the agricultural extension work through the agricultural advisory boards, who automatically are members of the Tobacco Growers' Associations.

The subject matter specialists in co-operation with the county agents and the district agent have, also, set up some other commodity organizations, but with much smaller membership. For example, the marketing organizations, such as the Wool Growers' Associations, the Livestock Shipping Associations, and some organizations of breeders of purebred livestock.

Last but not least, we have the 4-H Club work organized in each county. All of our 4-H Club activities are carried on through 4-H Club organizations.

PROGRAM OF WORK.

Through the above mentioned organizations we have a program of work for every county. This program is worked out by the county and district agents and subject matter specialists in co-operation with the agricultural advisory boards and planned to suit the projects which we endeavor to demonstrate during the year. In most instances we have made our program as conspicuous as we could in the counties where we are using the community organizations federated into a county organization in demonstrating very thoroughly through the adoption of some major project, and then through two or three minor projects. We lay great emphasis on the major project and then follow up with the minor projects, and at all times we are endeavoring to secure the assistance of the agricultural advisory board, and especially do we get the members of the local communities to select the demonstrators and keep them well posted through the county agent on every detail of the work and the time that it is to be done and in putting

up the marker of the demonstration under consideration, showing very clearly the results of the demonstration and the results of the check plat. This work has been carried on in every county in my territory, but the effectiveness of it has not been so pronounced where we have to work with and through commodity organizations.

Probably the most satisfactory and educational demonstrations have been made with the clovers, and in most every instance these demonstrations have had major consideration. We are planning, first, to introduce the value of the use of the clover; second, the proper methods of seeding and handling the clover; and third, the most profitable and satisfactory rotation of crops that should be used on every farm.

The minor projects are purebred sires, purebred seeds, pasture improvement, agricultural engineering, poultry, marketing and 4-H Club work. However, 4-H Club work is not regarded as a minor project, but it is worked in every community and every county and supported by all of the agricultural advisory boards, the county and district agents and the subject matter specialists, and is used all through this program of work.

PLAN OF WORK.

The entire board outlines what is recognized to be the most essential things that should be demonstrated for the whole county. However, this planning is then carried into the community organizations and arranged to suit each community according to its soils, location and the present methods which are in vogue. We endeavor

to sell the idea to the local committee who are to plan and help work the plans for the community under consideration as to the real necessities which appear to be the most necessary things to demonstrate in order to change improper practices into more effective, profitable and working practices. As these demonstrations are carried on through the year, every detail of the work is as nearly/^{as}possible in the hands of the committee in writing, and they along with the county agent are steadily discussing them with all other farmers with whom they can get in touch.

A farm tour is planned which takes in many of the demonstrations together with their check plats sometime during the year. This tour usually results in a basket picnic, at which place we arrange to have some of the subject matter specialists and discuss the methods which are in progress, also, refer to the achievements which have accrued from to time in the past under such methods as are put into practice through these demonstrations. At the end of the year every agent makes an effort to have a general achievement day at which time the demonstrators from every part of the county assemble and report the results from their demonstrations. 4-H Club work usually has a separate day to report and discuss on their achievements.

SUPERVISORY PROGRAM.

As one attempts to supervise all of this work in some sixteen counties he finds that he has to keep thoroughly in touch with all of its activities and follow closely every division of the work.

When we are thoroughly conversant with every plan of each agent and have records to support these plans, we find that there are always weak places which we can strengthen and be of assistance to the county agent, and also of assistance to the demonstrator who is carrying on the work. The agents who make the most satisfactory progress with this plan of work are those who keep the most accurate office records on every plan and its details and on the progress of the work and the personnel of those who are assisting them in carrying it on as well as the demonstrators.

The field meetings during the year prove to be one of the best methods of selling the idea to others and through these field meetings we are enabled to contact more people and show them the real worth of doing things as they should be done in comparison with the average method in practice.

The final results are brought forcefully in a concrete way to the attention of everyone who has kept track of the demonstration in the last analysis when the achievements have been made public in achievement meetings and the records of the accomplishments written up and given publicity to everyone who is interested in better methods of farming.

PROJECT ACTIVITIES AND RESULTS.

We called attention in our plan of work to the fact that in most instances clover was made our major project. I shall ^{not} attempt to give here in detail the actual results which were accomplished in a large number of counties by the use of the improved methods

of preparing the land, liming, fertilizing and seeding clover. However, I will state that in every instance the yields were more than doubled and in a number of instances tribled, yet in some instances the check plats absolutely did not produce any clover at all. In every case where there was sufficient rain or soil moisture, the second crop of red clover produced an unusual amount of good seed. One clover demonstration gave an abnormally large quantity of clover hay at its first cutting, and five acres, which was the entire amount in this demonstration, produced at its second cutting nineteen bushels of clean red clover seed, the largest yield that I have ever heard of in my experience.

Our rotation for this red clover is being carried out in the grain section as follows: first year, corn; second year, small grain; third year, clover, and returned for the first year of the second period of the rotation to corn, and so on. In this way if it has been seasonable, we usually have a good amount of clover to plow in, which improves the soil and increases the yield of the crops through the entire rotation where lime and phosphate are used according to the requirements of the soil and the crops. Other clovers which have been used are the sapling or mammoth and the alsike, and in a very large number of instances Korean lespedeza.

In working over our program at the close of the year 1931 and making our plans for the year 1932, I definitely planned that we should seed 15,000 pounds of Korean lespedeza in my territory. A number of my friends guyed me and joked me in many ways. I was occasionally accused of having an enlarged idea in my mind that

could not possibly be carried out. However, we succeeded in surpassing this goal by some 2,000 pounds or more.

Most all of the counties in my territory were fearfully blasted with a drought, in some counties equalling that of 1930. While all of the lespedeza sown gave from a fair to an excellent stand, a great deal of it on account of the dry weather did not get high enough to cut for either seed or hay, but it was simply a life saver to the livestock, because during all of the drought it furnished satisfactory pastures and kept the livestock in reasonably good shape. In a number of places where this seed was sown on moist land, it made maximum growth, and perhaps some of the agents will make some definite reports as to the yields of hay that were cut from soils that were sufficiently moist for growing throughout the season. The grazing proved to be so profitable that this legume will be long remembered and used on some parts of many farms.

Patrick County, is located in the foothills of the Blue Ridge Mountains and a large part of the agricultural activities are carried on up on top of the mountain, called the Meadows of the Dan. This is supposed to be 3500 feet above sea level. The corn which had been in use up there probably for a century or more was thought to be by those people the only corn that would mature in that high altitude. It produced a very small ear, therefore the yields were unsatisfactory. After holding a number of meetings in that section, at some of which Professor T. B. Hutcheson, the superintendent of all experiment stations in this State, spoke on good seeds, rotation of crops, lime, fertilizer and other things that go to improve the soils and make more profitable yields, and through the untiring efforts of County

Agent Price, the district agent and others, we got some Golden Queen corn introduced in some demonstration work beside the old type of corn in use with the very same farm practices and as nearly the same soil as could possibly be had, with an increase of from eleven to thirteen bushels per acre.

This same corn was introduced in other localities and also gave similar results, probably in some places as great an increase as that of the Meadows of the Dan and in other places not as large an increase.

The improved seed wheat has shown results of an increase of from two to five bushels per acre. Also, the work which we have done with barley together with the selection of the proper seed and the treatment of the seed, the method of seeding, fertilizing and handling, etc., has resulted in getting very large yields of barley and in leading farmers to reduce their acreage of wheat and corn and use barley, which is substituted in feed rations partly in the place of corn, especially where livestock farming prevails.

Through the Herd Improvement Associations we have probably eliminated more "star boarders" during this year than at any time since the work was first introduced. The very low prices for milk have brought very conclusively to the minds of the best dairymen that they must produce the milk more economically if they expect to get a sufficient profit to enable them to make a living and carry on their business in a satisfactory way.

The purebred sire work has grown well in some counties and probably has done as well in other counties as it would have been practical for it to have done, owing to the fact that there were

no available funds that the farmers could get to invest in this project.

4-H CLUB WORK.

The profits in the 4-H Club work have not been as large this year as they have in some years of the past. This, of course, needs no explanation. But the interest in the 4-H Club work and the educational value of it have steadily grown. Many of the 4-H Club members have had projects which proved to be satisfactory from an educational and financial standpoint, because they excelled to that extent that their products were sought by others. Probably some of the county agents in their narrative and statistical reports will give some analysis of the outstanding financial and educational achievements of 4-H Club work.

The thing that gives me the most encouragement with reference to our 4-H Club work is that it is naturally selling itself to many more of the fathers and mothers in this State. When it has sold itself in a satisfactory way to the parents we can rest assured that the boys and girls will be able to do more for themselves and in turn more for the coming generations. The organization has had a wonderful influence on those who take part in this work and the information which they acquire from the agents in charge and the subject matter specialists, and the practice they get in doing the work, the method of comparing themselves with others and the practice they have in learning to play and work together, and to compete for the highest standards has been inspiring and elevating to them. Then the train-

ing they get in the short course work locally and in the District and the State College has been educational and helpful and is going to show results in the future.

OUTLOOK.

We have every reason to believe that our organizations and general set up through which we hope to carry on the extension work during the coming year will gather momentum as we push them along. We base our forecast on the fact that our organizations have enabled us to contact more people and we feel and believe that the members of these organizations are in most instances becoming better informed, and we naturally are expecting better co-operation and more active support than we have gotten in the past.

My supervisory program will be worked out for the year 1933 in the same manner in which it was for the year 1932. However, I shall endeavor if it is possible to get even more efficient help from the subject matter specialists and get more united action from the several agricultural advisory boards and try to unite all efforts to strengthen the program from every source, beginning with the farmer, the county agent, subject matter specialists, the State College and the United States Department of Agriculture.

Our State Director and his force of Agricultural Economists have been working for sometime on the outlook for the year 1933. They are beginning to give us some of the facts which they have discovered through this study. We hope to strengthen our program in all of its weak places through the assistance of this study

which the Agricultural Economists have made for the benefit of the farmers and others.

Our experience has taught us that many of our farmers have bought and put into use more machinery than they were able to pay for. Especially has this practice been overdone in the use of tractors, therefore, we are discouraging farmers buying tractors where they are not needed. We find that farmers who are not practicing intensive cultivation on a large scale can operate more economically by use of horses and mules than tractors. For the last two years we have made a close study of the number of horses and mules in each county where your agent supervises the extension work, and have also made estimates as to average age of the horses and mules now on the farm and we have found that the average age runs from fourteen to sixteen years and that the number of horses and mules has diminished alarmingly. Therefore, we started during the year 1932 to encourage the farmers to purchase more purebred draft stallions and highclass jacks and to encourage other farmers who have mares to begin to breed them and try to raise horse power to take the place of that which is rapidly disappearing, and through this method to cut down the use of the tractor. We shall endeavor to do some of this work in every county in my territory.

It will be our aim to teach through our organizations and in every way we possibly can the farmer to curtail his overhead expenses and to re-organize his entire farm operation and suit his crops and acreage of same to fit the best information that we can possibly

command in every way from the complete outlook of which we will soon be in possession from our Agricultural Economists and other practical expectations.

We, also, plan to do everything that is in our power to help strengthen our co-operative marketing organizations and to help the farmers to sell co-operatively to the very best advantage, and also to purchase as much as they possibly can through all prevailing co-operatives and where it seems feasible to assist in setting up other co-operative selling and buying organizations.

ANNUAL STATISTICAL REPORT
OF
J. G. BRUCE, DISTRICT AGENT,
December 1, 1931 - November 30, 1932.

1. Number of visits to agents? 199
2. Number of visits to demonstrators and club members? 670
3. Number of visits to other farmers? 127
4. Number of visits to business men and others? 96
5. Number of visits to schools? 14
6. Number of visits to counties where no agent is employed? 8
7. Number of boards of supervisors met? 34, 2 and more meetings per board.
8. Number new counties making appropriations? 0
9. Number old counties which failed to make appropriations? 0
10. Number of farmers meetings addressed? 89
11. Attendance at above meetings? 4,850
12. Number of fairs judged? 7
13. Number of official letters written? 1,117
14. Number of miles traveled by rail? 9,284
15. Number of miles traveled by auto? 14,437
16. Number agricultural advisory boards in your territory? 16
17. Number organized this year? 3
18. Number visits to each county in your territory? Amherst, 14; Appomattox, 21; Buckingham, 16; Campbell, 31; Charlotte, 5; Culpeper, 21; Fluvanna, 16; Franklin, 8; Goochland, 4; Cumberland, 6; Halifax, 11; Henry (no agt), 3; Nelson, 13; Pittsylvania, 18; Patrick, 5; Prince Edward, 16;
19. Number days spent in office? 61.
20. Number days spent in field? 248
21. Counties without agents visited? Henry, Cumberland, Goochland. (We finally secured an agent for Cumberland & Goochland. Have also visited in other parts of the State).

13 J. G. Bruce Dist Agent
Dist. Agt.

ANNUAL NARRATIVE REPORT FOR 1933

F. S. Farrar, District Agent

Believing that the farmers had a hard year ahead of them in 1933 due to the very low prices on money crops, we started out in my territory with a very definite farm management program; first, conservation of soil fertility, balanced farming, and a better marketing of the surplus cream, hogs, poultry and potatoes. To bring before the farmers the importance of these plans, the agents gave all the publicity possible, through meetings, newspapers and circular letters.

In fifteen of the counties a very severe drought prevented carrying out these plans. In some of the counties nothing matured except the early gardens and early hay crops. In four counties, where fair seasons prevailed, the crops were very good but the money crops of cotton, peanuts and hogs are selling very low. However, these counties are in a much better condition on account of the abundant food crops.

In the beginning of the year we experienced a frenzied desire on the part of the farmers to reduce taxes and curtail expenses, and we had a great many fights for appropriations, but came out of the fray without losing a single county. Of course these local appropriations were very much reduced, in some counties as much as fifty per cent. The agents accepted these cuts in the finest spirit, and did a splendid year's work. There was more system put into their efforts, and they all set up some organization to reach more people, and to throw a larger responsibility on the farmers themselves for saving their industry.

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The agents in the cotton counties have worked with the North Carolina field agents of the Cooperative Cotton Association and have sent considerable Virginia cotton to this Association. In the peanut area of eastern Virginia, embracing eight counties, the agents have spent a large part of their time organizing a peanut cooperative association, and this is now doing business. The agents in both the dark and bright tobacco counties have been most active in assisting in the organizing of the tobacco associations. It is too early yet to forecast the future of these cooperatives but the prospects seem bright for the dark tobacco and peanut associations. Because of the very small sign-up the bright tobacco association may have a more checkered career.

The agents in the counties around Petersburg have been assisting in the marketing of sweet potatoes, poultry and eggs. Some little money has been made by the farmers in this marketing of broilers and eggs. At Hopewell, a curb market has been established where the farmers bring their eggs, butter, vegetables, hams, etc., and sell them to the city folks. In many cases their products have sold well.

Some little work has been done around Waverly and Smithfield in the cooperative marketing of watermelons.

In Hansemond and Princess Anne considerable work is being done in the curing and marketing of sweet potatoes cooperatively. The set-up of these cooperative organizations is sound, and the contract most liberal, but their destiny rests entirely upon the farmer.

Much work was done by the agents on government loans. In the early spring months they were found in their offices filling out applications for loans, or touring the country for information to give to the county loan committee.

This fall the agents have been helping with the Reconstruction Finance program and Red Cross relief work. The agents devoted the rest of their time to the regular program of work.

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In the early winter months, with the aid of their advisory boards, a program for the maintenance of soil fertility, balanced farming, marketing surplus crops, and club work was drawn up for each of the counties. In some counties the agents organized farmers' clubs in different communities to help put across the program of work. In other counties they used existing organizations such as the Grange, the Farmers' Union, etc., in still others, the advisory board functioned beautifully.

It is not the money that the agents have made for the farmers that stands out this year, but the money they have saved for them by buying fertilizer and seed cooperatively, and marketing their products. In Lunenburg and Isle of Wight, a large sum was saved in the cooperative buying of their fertilizer, and also in buying lespedeza, clover, wheat, barley and rye for seeding. In Mecklenburg and Southampton, large sums were saved in buying lespedeza, barley and wheat. Much of this seed was used for pasture and soil improvement, barley as a substitute for corn next year, wheat and barley in pastures for hogs, and as grain for poultry and livestock, will save large sums for the farmer in the spring. The agents have also helped the farmers save a great deal of money by helping them mix their poultry, dairy and hog feeds. The summer pastures of legumes and grain will enable the farmers to grow cheaper hogs. Thousands of acres of lespedeza have been seeded in my territory, and while the drought affected it very seriously, it made growth enough to furnish excellent pastures for several months. But for this the farmers would have had a very serious time carrying their cattle. It is believed that it will reseed itself and there will be better results in 1933 if the season is favorable.

The agents have also saved the farmers money by vaccinating hogs for cholera and septicemia; treating sheep for worms, treating poultry for diseases, and culling poultry.

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While the agents have given a large part of their time to other enterprises than their regular program, the club work has been fairly well taken care of. The membership has been good and the interest has been good, but most of the projects were disappointing in results because of the dry summer. Such crops as corn, cotton, potatoes, peanuts and gardens showed little profit, and some times losses. The poultry and livestock projects, however, did a little better. Notwithstanding the discouraging season, the loyalty and interest of the members has been good, as shown by the percentage of reports turned in.

My observation throughout my territory is that the best club work can only be done when good leaders can be secured. In some of the counties the agents are securing older 4-H club boys and girls for leaders.

We have neglected the older club members and have allowed them to drift and lose interest in the club organizations, but I feel that here is where we can find real leaders not only of 4-H club boys and girls, but of rural life.

One of my agents has been keeping a record of club members and I think this should be done in each county as it will keep us in touch with older members, and we may know the effect of club training upon their character and outlook on life.

I have been holding quarterly conferences with the agents at Blackstone and Waverly. At these meetings a brief report is made by each agent as to accomplishments during the past quarter, and a very definite program of action discussed for the next. The agents have taken a very lively interest in these meetings and enter very enthusiastically into the discussions. I think it is a half-day well spent, and to prove that the agents feel the same way, they have voted at each meeting to continue them. We have been able to use the specialists to great advantage at these meetings, and I plan to continue to have them present whenever possible.

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The program for 1933 will not be unlike that of 1932.

I wish to express my appreciation to the specialists who have worked with the agents in my territory: To Mr. Hummel who has been untiring in his efforts to establish community organizations in several counties in my territory; to Mr. Byrne, Mr. Doughtrey and Prof. Hutcherson for their work in soils and crops; to Mr. Dietrick and Mr. Besser for their help in truck crops; to Mr. Moore and Mr. Dean in poultry work; and to Mr. Ellis in marketing potatoes, poultry and eggs; to Mr. Seitz and Mr. Gordon in engineering problems; and to Mr. Elcan and Mr. Montgomery in club work.

I think that the greatest field of service in 1933 will be to help the farmer adjust his plans so that he will lose as little as possible. I know of no way in which we can help him to make money, but if he can reduce the cost of production of crops and livestock to the lowest level, we may reduce his losses, and by the more intelligent use of his lands may enable him to hold on through these dreadful times and hope for better breaks in the future.

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ANNUAL STATISTICAL REPORT
OF

F. S. FARRAR, DISTRICT AGENT
December 1, 1931 - November 30, 1932

1. Number of visits to agents? - 158
2. Number of visits to demonstrators and club members? - 117
3. Number of visits to other farmers? - 238
4. Number of visits to business men and others? - 100
5. Number of visits to schools? - 8
6. Number of visits to counties without agents? - 4
7. Number of boards of supervisors met? - 10
8. Number of new counties making appropriation? - none
9. Number of old counties failing to make appropriation? - nine
10. Number of farmers meetings addressed? - 85
11. Attendance at above meetings? - 7901
12. Number of fairs judged? - 5
13. Number of official letters written? - 955
14. Number of miles traveled by rail? - 7511
15. Number of miles traveled by auto? - 12,156
16. Number of agricultural advisory boards in your territory? - 15
17. Number organized this year? - 3
18. Number of visits to each county in your territory? Amelia 13, Brunswick 8, Necklenburg 8, Nansemond 9, New Kent 3, Norfolk 7, Nottoway 15, Powhatan 11, Charles City 2, Chesterfield 11, Dinwiddie 9, Greensville 4, Lunenburg 9, Princess Anne 8, Prince George 9, Southampton 8, Surry 6, Sussex 11, Isle of Wight 4.
19. Number of days spent in office? - 57
20. Number of days spent in field? - 248
21. Counties without agents visited? - 4

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Narrative Report of W. C. Shackelford, District Agent in Northern and Valley of Virginia.

In writing this narrative I shall be brief and give only a few of the salient points. Never before in the history of Extension Work have we faced such conditions. I only lost one county in my territory; however, drastic reductions were made in some counties. Yet, we should feel well satisfied, when you realize the farmer has made no money for the past three years and in many cases not able to pay his taxes.

I am satisfied that in each county in my territory the agent has earned his salary many times over in the help he has rendered the farmer. If there was ever a time that the farmer needs help it is now. In my twenty-three years of experience in Extension Work I find the man who uses the agent and informs himself, is always 100% for the work. However, we have to contend with what the small politician has to say. These fellows will sacrifice their county for a few votes; I guess that is human nature.

I shall now give a brief outline of each county in my district.

Albemarle, my home county, has been one of the outstanding counties in my district. The board of supervisors met the first Monday in January and asked each official to take a ten per cent cut. This was agreed upon and nothing more was ever heard. I want to say further that Mr. Scott has done splendid work, and, in my opinion, his salary is many times saved.

Augusta. Mr. Coiner has done excellent work in this county, especially with the club work. Mr. Coiner seems to be especially fitted to work with the young people, and this he has made a grand success.

Alleghany. Mr. Surber, also, has been successful in working with the young people of his county. In fact he seems to have the entire county, as well as the people of Covington and Clifton Forge, cooperating with him, and in reality has genuine cooperation behind his work. This is a live stock section, as is most of my district.

Bath. This county is very similar to Alleghany and is strictly a live stock section. There were five lots of baby beeves fed by farmers in this county and in each case they made a very fair profit.

Craig. This county, also, is not unlike the rest of the live stock section and considerable saving was made by cooperative marketing. Craig has considerable sheep and nearly all the lambs and wool are sold cooperatively.

Fairfax is located near Washington, D. C., and much of its territory is urban. However, the agent has been active with all groups of farmers and is especially strong in agronomy.

Fauquier. The agent in this county has done very good work, and had some of the best baby beeves in the State. His county is a hard county to work as there are many sporting people living in the county who have no interest in agriculture whatever.

Orange. This county has a live agent who works with every branch of farming and has the best organized county in my territory.

Prince William is fairly well organized and the work very similar to Orange. Both of these counties are dairy sections

Page County has done outstanding work this year in selling poultry through an organized plan brought into operation by the county agent.

I think it unnecessary to prolong this narrative. All of my agents have done good work and had it not been for the work that has been made manifest we could not have secured appropriations.

Rockingham and Rappahannock Counties have done outstanding work. I doubt if we have any stronger men in the State than in these two counties. The agents in Madison, Loudoun and Warren are doing excellent work with the adult farmer, but have not done club work. I believe they have made a mistake in this and they have promised to put on club work this year.

In brief, I think better work has been done by the agents than ever before and I believe every dollar spent has been returned many times.

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ANNUAL STATISTICAL REPORT
OF
W. C. SHACKELFORD, DISTRICT AGENT
December 1, 1931 - November 30, 1932

1. Number of visits to agents? - 122
2. Number of visits to demonstrators and club members? - 310
3. Number of visits to other farmers? - 314
4. Number of visits to business men and others? - 65
5. Number of visits to schools? - 28
6. Number of visits to counties where no agent is employed? - 6
7. Number of boards of supervisors met? - 28
8. Number new counties making appropriations? - none
9. Number old counties which failed to make appropriations? - 1
10. Number of farmers meetings addressed? - 12
11. Attendance at above meetings? - 3000
12. Number of fairs judged? - 8
13. Number of official letters written? - 640
14. Number of miles traveled by rail? - 6440
15. Number of miles traveled by auto? - 10,450
16. Number agricultural advisory boards in your territory? - 16
17. Number organized this year? - 1
18. Number visits to each county in my territory? - An average of 12 visits.
Some I visited more than others. Many extra visits were made last winter
and spring visiting boards of supervisors.
19. Number days spent in office? - 65
20. Number days spent in field? - 240
21. Counties without agents visited? - 6

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DISTRICT AGENTS' ANNUAL STATISTICAL REPORT
December 1, 1931 - November 30, 1932.

1. Number of visits to agents - 109
2. Number of visits to demonstrators and club members - 403
3. Number of visits to other farmers - 208
4. Number of visits to business men and others - 63
5. Number of visits to schools - 26
6. Number of visits to counties where no agent is employed - 2
7. Number of boards of supervisors met - 13
8. Number new counties making appropriations - 0
9. Number old counties which failed to make appropriations - 5
10. Number of farmers meetings addressed - 44
11. Attendance at above meetings - 2297
12. Number of fairs judged - 4
13. Number of official letters written - 352
14. Number miles traveled by rail - 6196
15. Number miles traveled by auto - 11,951
16. Number agricultural advisory boards in your territory - 11
17. Number organized this year - 2
18. Number visits to each county in your territory - Bland 7, Bedford 7,
Botetourt 7, Floyd 8, Grayson 7, Giles 6, Lee 5, Montgomery 8, Pulaski 11,
Smyth 9, Tazewell 7, Wise 3, Washington 10, Roanoke 7, Scott 7.
19. Number days spent in office - 108
20. Number days spent in field - 195
21. Counties without agents visited - 2

B. A. Warriner

District Agent.

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ANNUAL REPORT

December 1, 1931 to November 30, 1932

By

B. A. Warriner

District Agent

To

C. A. Montgomery, Asst. Director Extension Division

Virginia Polytechnic Institute

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1. Organization of Extension Work in Counties.

1. There have been only slight changes in the organization of extension work in the Southwest Virginia territory this year. As I reported last year a number of counties have set up community organizations in from six to nine communities, depending upon the size of the county. The chairmen of the community organizations make up the executive committee of the Agricultural Advisory Board. I believe this is one of the most progressive steps taken by the Extension Division in a long time because it gives a number of the agricultural leaders something definite to do and the only way to hold a man's interest in an organization is to make him responsible for the success of certain features of the organization.
Through these community organizations the county agents and specialists have been able to come in contact with a much larger number of farmers and farm families. I am so thoroughly impressed with this method of doing extension work that I am going to make an effort to get the majority of the counties in the Southwest Virginia territory organized according to this plan during 1933. The Agricultural Advisory Boards are still functioning nicely in most of the counties. I recently attended the organizational meetings of the Floyd and Roanoke County Agricultural Advisory Boards and was greatly pleased with the splendid spirit of cooperation manifested in these meetings.
2. There is no question in my mind that the most valuable assistance

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rendered by the state supervisor and assistants has been the setting up of community organizations. I believe these community organizations are doing more to strengthen extension work than anything that has been done along the organization line. We have found these organizations to be of inestimable value in putting over an extension program.

Before the adoption of this type of organization one of the most difficult problems was to get the demonstrations so located and advertised that the community received much benefit from them but, working through the organization it is entirely different. A program planning meeting is held in the fall at which time the Agricultural Advisory Boards make out programs of work for the ensuing year. Later on this program is discussed with each community organization and the demonstrators are selected to carry on the demonstrations that have been decided upon. At certain times during the year field meetings are held on the farm on which these demonstrations are located and the methods are thoroughly discussed. During the past season I attended several of these field demonstrations and was impressed with the number of questions asked and the general interest.

I do not know of any other method by which the importance of using the best methods of cultivation and fertilization could have been as forcibly impressed upon the minds of the farmers of these communities as by attending these field meetings. They were told about the methods

used, kinds and cost of fertilizers, methods of cultivation used, etc. This kind of meeting is comparable to a visit to an experiment station though, of course, on a much smaller scale.

A number of these field meetings have been held for the purpose of demonstrating the value of pasture improvement work and the results were so convincing that a number of farmers fertilized their pasture fields this year, notwithstanding the fact that money was hard to get to buy the necessary materials.

3. Community programs of extension work were started in two new counties this year but owing to the continued depression the appropriations for the support of extension work were withdrawn and the work had to be discontinued.

This method of conducting extension work, however, was carried out in a number of the counties with most gratifying results.

Two of the most outstanding demonstrations of the effectiveness of community organizations that I can recall just now were put on in Grayson county. This county produces a large number of late lambs and prior to this year they have been sold to the local dealers, bringing whatever they offered. This year the county agent presented the idea of pooling the lambs and selling them cooperatively. The community organizations gave him a splendid opportunity to present this matter because it was such a simple matter to get in touch with those interested in marketing their lambs to better advantage. I attended two of these community meetings when the question of marketing lambs was taken up and I never saw any group of people more interested than they were.

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As a result of these meetings twenty one car loads or 5230 lambs were sold or shipped cooperatively which netted the farmers one half cent per pound more than other lambs of equal quality which were sold individually to local dealers. Marketing these lambs cooperatively put into the pockets of the producers \$2,000 more than they would have received if they had followed their usual system of marketing.

The Grayson county wool was handled in the same way as the lambs and the wool pool consisting of 70,000 pounds was sold the first of July for 12½ cents per pound ungraded basis. Prior to that time the highest price paid by local dealers to growers who sold individually was nine cents per pound. As a result of this wool pool the wool growers received \$2,450.00 more than they would have received if they had sold to the local dealers.

4. The most outstanding piece of work put on by any of the county project committee was that of the livestock committee. Owing to the fact that the Southwest Virginia territory is primarily a livestock section, the improvement of the quality of the livestock was adopted as one of the major projects by most of the program planning committees. This work was not simply incorporated into the plan of work and then forgotten but it was carefully studied and carried out to completion. The county agent's reports show that 32,974 lambs were docked and castrated. Two hundred/sixty purebred sires were placed in the territory. Thirty one thousand six hundred eighty three sheep were treated for control of internal parasites and 12,438 calves were vaccinated for the prevention of blackleg.

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5. During the month of December and January, the County Agricultural Advisory Boards met for the purpose of working out the program for the year. Every member of these boards is given an opportunity to express himself as to what he thinks the most important project for his communities should be, and each project is written on the black board. When every member of the board has had an opportunity to express his views as to the projects that should be adopted for his community, these projects are discussed in detail and only a limited number of the most important projects are adopted. I have thought for some time that one of the greatest criticisms of our work is that we attempt to carry too many projects. We are insisting now that no community undertake to carry more than four projects, preferably three, one major and two minor projects. When the program has been arranged, the members of the County Agricultural Advisory Board return to their respective communities and call meetings of the community organizations and report what was decided upon in the county meeting. After the report has been made, and the projects that have been adopted have been thoroughly discussed, the farmers who are to conduct the demonstrations are selected. Almost without a single exception, the men and women selected to conduct these demonstrations have carried out instructions carefully and usually good results have been secured.

II. Supervisory Program.

12 / Twelve years experience in county agent's work taught me the difficulties and the handicaps in doing extension work when my appointment was made only for one year at a time. I fully realized that extension work

would have to be put on a more permanent basis if we succeeded in holding our best agents, so when I was given the supervision of the Southwest Virginia district, I very definitely made up my mind to get the boards of supervisors to appropriate for the full term of their office, wherever possible, instead of one year at a time. The soundness of this idea seemed to appeal to most of the boards of supervisors and I succeeded in getting a number of long time appropriations which have been the source of a great deal of satisfaction to me during this period of depression. As a result of these long time appropriations the efficiency of the agents has been greatly increased. A number of the agents have told me that since their minds had been relieved of the worry of whether or not they would have to hunt for a job at the end of each year, they had been able to plan their work to much better advantage. It is perfectly reasonable to suppose that if an agent knows he is going to be employed in the same county for a number of years instead of for just one year at a time, he will take more interest in the planning of his program and will build a program looking toward the future needs of the county rather than the immediate needs.

6/ Very careful attention has been given to the agents' plans of work to see that they were carried out as nearly according to the letter as possible. In most cases they have been carried out with very gratifying results. It is impossible to do the best work when undertaking too many things, consequently, I have insisted upon the agents confining themselves to not more than four projects, one major and three

minor projects. As a result of carrying out a few very definite projects we have secured some very gratifying results. Tangible results which show conclusively what extension work has been worth from the standpoint of dollars and cents. Results of this kind are of estimable value at this time when we are having to go before the boards of supervisors to ask for renewals of the appropriations.

2. All of the county agents are equipped with offices which are located in either the court houses or the postoffice buildings. Most of these offices were partially furnished when turned over to the agents but, in order to equip them more completely, the extension division made some appropriations for this purpose.

At the present time most of the agents have well equipped offices. Only two agents in the Southwest Virginia territory have stenographic assistance. The filing system of the county agents has been greatly improved during the past few years. The motion picture machines furnished by the extension division have been used in several counties with highly satisfactory results.

Ha 3. For a number of years it has been the policy of the extension division to place all applicants for positions as county agents, who had had no previous experience, with some of the best agents where they work as assistant agents for periods of six months or more. Then when vacancies occur these assistant agents are put in as county agents with careful consideration as to their training, etc. Whenever a new agent is located in a county, I visit him as soon after he gets settled

as possible and try to see that he gets started right. I assist him in making out his plan of work, if there is no Agricultural Advisory Board in the county. As soon as the county agent has been in the county a sufficient length of time to size up the situation and determine who are best qualified to serve as advisory board members, these men are called together and an Agricultural Advisory Board is organized. Both State and District conferences have had tried, but the State conference seems to be the more popular. At the State conference arrangements are made whereby each district can hold its own meeting and discuss problems relative to that particular section.

4. The district agents, specialists and advisory council committee give the county agents all possible assistance in making out their plans of work. In order to see that these plans are carried out as completely as conditions will permit. I carry with me at all times a copy of each agent's plan of work and I check up with each agent two or three times each year. I find this plan works very nicely and the agents are following their plans much more clearly than before the check was made.
5. The subject matter for the various projects put on by the county agents is supplied by the heads of the departments of the State Agricultural College and by the Extension specialists. In making out our plans of work for the year 1933, I am insisting that the agents study their conditions very carefully before deciding which of the specialists projects they would take up.
6. Publicity - Club and farm tours, county and district fairs, and the state fair give the county agents unusual opportunities for giving

publicity to their work. I believe that farm and club tours are outstanding methods of getting publicity, because when visiting these projects every one can see just what is being done. The county and district fairs also are very helpful in giving publicity to our work. Extension work is also receiving a great deal of publicity through the county and state papers. If the articles are timely and written up attractively the editors seem glad to use it.

III. Activities and Results.

1. Better livestock, Soil Improvement and Economical Production have been foremost in the minds of the county agents at all times. Believing that a fertile soil is the first step in economical production, the farmers have been encouraged to increase the fertility of their farms by better preparation of the soil and by the judicious use of lime, leguminous crops, fertilizers and manure. We have tried to convince the farmers with whom we have come in contact that nothing is so vitally important as efficient production in increasing the income of agriculture. We feel that a great deal has been accomplished along this line. In three counties where most of the fertilizer and lime was used the agents reported that not with-standing the scarcity of money the farmers in those three counties used 6515 tons of lime, 385 tons of fertilizer and top dressed 1116 acres of pasture land. I think that this fact proves very conclusively that the farmers are thoroughly sold on the idea of soil improvement. After the land has been limed the farmers find that it is much easier to grow leguminous crops so the acreage devoted to legumes has increased considerably

during the past few years. Where liming is impractical many farmers are seeding lespedeza. The Bedford county agent reports that 22,000 pounds of lespedeza seed were sown in Bedford county this year.

2. Farm Crops - The county agents, realizing the importance of using good seed in order to increase the yields of farm crops concentrated their efforts along this line and got unusually good results. The Giles county agent in order to get the farmers of his county to see the value of a well bred, adapted variety of seed corn purchased with his own money eight bushels of Golden Queen seed corn and distributed it among the farmers with the understanding that they would plant it a safe distance from other corn to prevent mixing and to exchange with his neighbor bushel for bushel if his neighbor wanted this variety to plant. The agent reports that the farmers are very much impressed with this variety and a large acreage will be planted next year. A large number of farmers are growing either improved or certified seed and, in a short time the majority of the farmers in the Southwest Virginia territory will have an opportunity to secure good seed. During the year a large number of meetings have been held for the purpose of emphasizing the importance of using good seed.
3. Horticulture - Interest in Horticulture is rapidly developing in several sections of the Southwest Virginia territory and in order to assist the growers in producing a high grade marketable fruit, the county agents arranged for a number of pruning and spraying demonstrations during the early part of the year which were well attended. Only a small part of the district is interested in horticulture to any extent but thirty pruning and spraying demonstrations were held in the interested communities. The horticultural and garden specialists have rendered very

valuable service both in assisting the growers to produce a higher class product and providing proper storage facilities. Under this heading I also want to include some of the splendid work that has been done by the county agents and garden specialists. One of the most outstanding pieces of work along this line was conducted by county agent Starnes in Giles county. While traveling around through the county he noticed that the New River Tannery had some idle land that could be used to good advantage by its employees. He took this matter up with the manager of the plant and he readily agreed to allow the employees to use this land for garden purposes and encouraged them to grow gardens. Ninety employees agreed to grow gardens and were furnished plans by the county agent. The county agent reports that if the vegetables grown by these ninety employees had been bought at the retail stores they would have cost several thousand dollars.

Another splendid piece of work now under way along this line is the production of cabbage seed. A survey made two years ago showed that approximately forty five thousand dollars are spent annually in the cabbage district of Southwest Virginia for cabbage seed. If these seed can be successfully grown at home it will mean a tremendous saving for the producers.

An experiment in orchard irrigation was conducted in Botetourt county this year and proved to be very profitable. In the irrigated orchards, the fruit maintained a normal size throughout the season and the contrast between the trees on the irrigated land and those on the dry land was very striking. It is conservatively estimated that the bulk of mature

apples was greater by 40% in the irrigated orchards.

4. Animal Husbandry - Purebred sire campaigns have been conducted in practically every county in the Southwest Virginia territory and 286 purebred sires have been brought into the territory. It was very gratifying to me to be informed at the end of the year that the three high men in the State Purebred Sire Campaign were all from the Southwest Virginia territory.

As Southwest Virginia is the leading livestock section of the State, the agents have naturally made the livestock projects their major projects and below are some of the results accomplished.

No. lambs docked and castrated	32974
Increased value due to docking and castrating	\$11,540.90
No. sheep given treatment for control of parasitic diseases	31683
Increased value of sheep due to treatment	\$15,641.50
No. calves vaccinated for the prevention of blackleg	12438
Value of calves saved due to vaccination	\$18,645.00
No. pounds of wool marketed cooperatively	206,182
Amount saved by farmers as a result of cooperative marketing of wool	\$6365.46

Another very interesting thing in connection with the livestock projects was the manner in which the dairy situation was handled in Montgomery county by county agent Wycor and Prof. W. D. Saunders. The local plant reduced the price of milk to the point where it was less than the cost of production. When the county agent saw what was happening he talked the situation over with the cheese specialist and

immediately organized a cheese manufacturing plant in one of the communities where a considerable volume of the milk was produced. The milk manufactured into cheese has brought the producer one dollar per hundred pounds instead of forty three cents which was being paid by the local plant at the time the cheese plant was organized. The producers gradually began to take their milk to the cheese plant and when it finally became apparent to the manager of the local plant that the bulk of the milk would be transferred to the cheese plant unless something was done, the price was advanced until it is now equivalent to that paid to the patrons of the community cheese plant. This advance in the price of milk has been worth one thousand dollars per month to the dairymen of Montgomery county since the first of August.

5. Club Work - I am sorry to have to report that only a few of the counties in the Southwest Virginia district have done outstanding club work. Below I am giving the report of five counties in Southwest Virginia in which exceptionally good club work was carried on. The total enrollment for these five counties was 703. The total receipts for club products produced was \$15,626.09; cost of production \$9,321.57. Amount of prizes won \$860.80. Total amount of profits \$6,304.52. The agents who have not done any club work are realizing that they are missing a great opportunity to make valuable contacts so I am sure a larger number of them will do club work next year.

Miscellaneous - For the past few years the extension workers in the Southwest Virginia territory have realized the importance of and the

necessity for having a certain number of very definite projects, if satisfactory results are to be gotten. With a determination to get more tangible results during the year 1932, we started out last spring with the understanding that no agent was to carry more than four projects. This plan was adhered to as closely as possible and the result is that we have the most complete reports this year we have ever had. The agents have been able to show what extension work was worth to their counties from the standpoint of dollars and cents more effectively this year than ever before. For instance county agent Delp of Scott county put on a campaign this year to assist the farmers in the eradication of Blackfire in tobacco. Early in February 135 lots of tobacco seed were treated. A close check was kept during the year on the fields planted with treated seed. These fields were found to be free from this disease while fields close by which were planted with plants from untreated seed showed the disease. It has been conservatively estimated that the county agent saved Scott county this year \$21,000.00 by the eradication of the Blackfire disease and proper grading of tobacco. This project was given so much publicity that practically every adult in the county knew about it and they thought and talked about the value of this work, consequently it was an easy matter to convince them of the worth of such a project.

Another outstanding project which shows the importance of publicity and sticking to a small number of projects rather than undertaking too many was the splendid piece of work done by County Agent Wills of Botetourt county in bringing Bang's abortion disease under control.

The Botetourt county dairymen produce a surplus of dairy cows which before the appearance of the Bang's abortion disease were sold in Norfolk, Virginia area, Pennsylvania, and some other sections at very satisfactory prices. When the presence of this disease was generally recognized the buyers stopped coming to Botetourt county for cows and the dairymen had no outlet for surplus cows. The county agent realized that something would have to be done so he got in touch with the State Veterinarian and as a result of his splendid cooperation all of the dairy herds in the county will be free of Bang's disease by the end of 1933. In addition to restoring the market for surplus cows this cleaning up of the herds is helping the dairymen to get rid of a number of unprofitable producers. This work is being greatly appreciated and a member of the county board of supervisors told the agent a short time ago that if he had done no other work this year, except getting abortion under control, his salary would have been more than justified. It is needless to say that when the time came for the renewal of his appropriation the board voted unanimously in favor of renewing it.

County Agent Painter of Grayson county put on a rather spectacular project this year and one that strengthened extension work considerably in the county. Grayson county has had the reputation for a number of years for producing more good feeder cattle than any county in the State. Prior to the last year or two, these cattle were purchased by the cattlemen in the adjoining counties and there was no need for advertising the fact widely that Grayson county was producing a superior

grade of feeder cattle. During the last year or two the local cattle men have not been in position to handle as many cattle as formerly, consequently a surplus was created. The county agent realized that something would have to be done about finding a market for these cattle and decided that an advertising scheme would probably help some. He decided to select from the various herds of the county two loads of feeder calves and ship them to the Baltimore Livestock Show. They were shown and then sold. They attracted a great deal of attention and outsold the best western cattle. This proved to be a wonderful advertisement for Grayson county cattle and the result is that ten other car loads of cattle have been sold out of this county at very satisfactory prices. I mention these projects simply to show the importance of publicity, the value of doing something definite in order to get tangible results which are absolutely essential if we succeed in holding the appropriations.

IV. The Outlook for Extension Work in Southwest Virginia.

1. The outlook for extension work in Southwest Virginia is as bright as could be expected under existing conditions. We are experiencing the worst period of depression we have ever known and doubtless some of the counties will withdraw their appropriations but, when this wave of hysteria has passed over and our people become normal again, I believe extension work will be stronger than ever. Relative to appropriations, conditions are quite favorable thus far. Seven county boards of supervisors have appropriated and there has been no reduction in the appropriations except in Giles county. The county agent

and extension work are being regarded more as permanent fixtures than ever before. This fact has been very clearly demonstrated both by the boards of supervisors and the Agricultural Advisory Boards. During the past four years a number of the boards of supervisors made long time appropriations because they knew this would enable them to hold their best agents and at the same time put the agent in position to do his best work. The Agricultural Advisory Boards have given us loyal support and have rendered valuable assistance in working out long time programs. They appreciate the fact that no agent can put on a successful extension program in one year.

2. Suggested Supervisory Program for 1933.

A greater effort will be made during the coming year to get the organizations in the district to come together regularly and study their conditions more thoroughly. I realize more and more fully every day that the most efficient extension work cannot be done without the aid of organizations. Careful attention will be given to the agents' plans of work to see that timely and practical projects are adopted and I will also endeavor to see that the programs are carried out as nearly as planned as conditions will permit. The four things I have in mind that I am going to lay special emphasis on during the coming year are better organization, a better system of marketing, economical production and the keeping of farm cost accounts.

I think the thing the farmer needs worst of all at this time is to do some thinking for himself and I do not know of any better way to get him to think than to get him to keep farm cost accounts and to take

an active part in a live farm organization.

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

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NARRATIVE REPORT FOR 1932

J. H. Quisenberry, District Agent

The agricultural extension work for the year 1932 has been made difficult by a combination of circumstances. Not only had the exceedingly unprofitableness of farming discouraged the farmers and rendered their morale quite low but throughout most of our district there prevailed one of the worst drouths ever and the discouragements due to the lack of profit made it difficult for the men to interest the individuals in actual demonstrations and such as were instituted were either totally destroyed or seriously crippled by the severe drouth. However I believe that I have never seen the farmers, as a rule, seemingly more interested in discussions or giving better attendance to the meetings staged by the agents and while it would seem incredulous there seemed to be some improvement in attitude of the farmer as the year advanced and I believe that there was never more appreciation of the extension work by the farmers than now.

I can possibly convey no clearer or more comprehensive impression of the status of the work as I see it than by giving a brief rehearsal of its doings in the individual counties.

Beginning with Accomac, we have here local community organizations each affiliated with a county wide agricultural board which is represented in program planning by a county executive committee.

The plan of procedure is for the executive committee to meet with the county agent the home agent and the club agent and mull over a tentative program previously prepared by the agents. After consideration by this body this program with such modifications as may have been made at this meeting, is passed on to the localities for their adoption of such features as are of county wide application and for their application of such phases as are of special local value. At this central meeting the district agent sits in, lends such aid as he can and usually, by request, discusses some such subject as the agricultural outlook or some other subject especially assigned. By this plan the influence of the work is not only very widely diffused but there is gained a grasp and understanding of and sympathy for the work that seems to come by no other known process.

There are around 800 children enrolled in the club work in this county and the only possible way to conduct this work together with the almost endless number of demonstrations in other lines that we find here is through local leaders. The work in this county seems to be on a stable basis and I do not much fear its destruction by any passing adversity.

To take to index

Elizabeth City, Warwick and York:

The above named counties being worked by the same agent, Mr. Lippincott, are considered together. Here we have a semisuburban population and a system of intense truck farming that is more highly specialized in some of its branches than anything I have yet seen elsewhere. Notwithstanding these conditions we have here several organizational types that seem to be functioning effectively to make effective the extension program. Mr. Lippincott has here a club organization that is unique in that it seems to engage and hold the interest of both the young and the old. Its meetings are held at the farm homes and I am inclined to ascribe much of the effectiveness of the organization to this feature and I believe that this feature is worthy of study and by the department with a view of its application elsewhere.

In the way of a sales and educational organization we have here a so-called Farm Bureau Exchange which comprises in its membership many of the most outstanding farmers of the section and this organization has not only made much money as a sales and purchasing organization but it is very much of an agricultural organization in matters of support with the local officials as well as a clearing house through the agent can effectively function.

One of the outstanding pieces of work done in this territory during the year was a survey of a farm in each of the three counties with the U. S. D. A. cooperating, the object of which is to determine and show to the respective owners the most effective set up for the particular farm, the kind of farm enterprise being prosecuted, etc. This work promises, I think, very much of tremendous practical value. It will, of course, take several years in this venture to give really tangible results, but the zest with which the work is being entered into by these farm owners is very gratifying.

In these three little counties while there is much to render effective agricultural extension work difficult, I believe that it has a secure hold on both the rural, the semiurban and the urban populations. The city people here in this district are lending very cordial cooperation and support. In these three counties, if any changes have come during the year, why I believe that they have been for our gain.

Essex County:

In Essex county we are functioning through an agricultural advisory board which though it has never been as active and aggressive as we could wish, it nevertheless lends material aid in helping about program planning, etc. We also have in this county a number of local farmers unions which are serving as an effective clearing house of extension teaching, volume order getting campaign propaganda avenues, etc. There is also a good organization of prominent people of the county who sponsor and support a county fair which until this year has been quite helpful and influential. This year owing to the extreme drouth, their fair was called off and in lieu of this there was staged a county wide farmers get-together day which was the finest exhibition of a peoples self sufficiency that I ever witnessed. The attendance was tremendous and I have rarely seen a people enjoy themselves more and practically every diversion was "home made." It may be true that to pull off such a day when times were real good would be a physical impossibility, but it is a thing that I think should be duplicated certainly until very different conditions from those obtaining now are in evidence.

The two extremes of large and very small type farming which are found here present some rather difficult problems but on the whole I believe that the extension work is losing nothing. The desirability and profitableness of the introduction of new crops has won popularity for the work in this county and has made money for his farmers. The one important phase of the work that has not been emphasized here as I should like to see it and as I hope to see it is the club work. This is very probably due to the fact that Mr. Crosby, while an excellent agent in many respects, is a trifle weak in this vitally important particular.

Gloucester County:

In Gloucester county the work has resolved itself into very much of a personal service matter. The agent, Mr. Thompson, has never developed any club work worthwhile, and while he ascribes his failure to the attitude of the division superintendent, who he tells me refuses to allow any time within school hours for club meetings, I believe that a man who was really strongly convinced of the great value of this work would have popularized it in some way regardless. He does seem to be making some kind of an effort to institute club work and for the ensuing year I shall make an effort to help him when opportunity affords as I should like very much to see some good club work done here and I believe that it would prove the very life of our work if it was done.

There is an advisory council here composed of some good influential men but they never have seemed to me to grasp the possibilities or even logical functions of their organization. Here again I think it is just a case of an agent's failing to grasp the significance of a splendid tool that was placed in his hands to work with.

I am of the opinion that it would be profitable to this county to change for another agent but the county is putting up very little money on the one hand and we would of necessity have to link up with some other county if we did get a real good man and again when last year I went there and did considerable field work visiting the citizenship in an effort to learn the wishes of the people, without a single exception the people declared that they wished the man that they had. The hold on the people here is due purely to the personal service that Mr. Thompson has rendered and as a matter of fact they, as a rule, have had no chance to learn what extension work in the broad and educational sense means. It might be impossible under existing conditions to continue the work here unless under some such arrangement as that obtaining at present but when conditions justify I believe that a change of men would be best. I am just a little afraid that Mr. Thompson has not the making of a real good agent in him. He does not lack energy nor do I believe that he lacks a desire to do, but he does, I think, lack both personality and vision.

Hanover County:

In Hanover county we have the agricultural council or board but it has never functioned at all actively. This is, I think, due in very great measure to a grasp by this organization of its logical functions. Both Mr. Hummel and myself have tried here to aid in an effort to bring this about both by attendance on the county meeting and those of the local units but our work has been attended by indifferent results. The agent, Mr. Stiles, a very strong man in many essential particulars, admits that he has not gotten far with this organization and says that he guesses that it is his own fault. My own idea is that it is due to two things, first to close and persistent follow up work by the agent and lack of real appreciation of just how the plan really should work. I wonder sometimes

if it would not be a good plan to have members of an organization like this, as many as can be induced to do so, to pay a visit to some adjoining county in attendance upon a successful and militant organization. I believe that if this could be done often enough that possibly it would bring results where other things fail. In my intercourse with the Rotarians and Kiwanians, I am impressed with what they do in similar practice. We also have in this county located at Beaver Dam a local farmers union which has rendered splendid service both as a purchasing organization and in promotional service for the extension work. This organization is rather unique, is of long standing and its success and permanence is in great measure due to one personality, a prominent, successful, and public spirited citizen in the person of Mr. C. F. Johnson, and if Mr. Johnson were to be removed I am afraid that the farm organization would languish. While there is some club work done here it is nothing like as strong as it seems to me that the circumstances justify and I hope that we can strengthen it during this year. Personal service work is far over emphasized here and to the extent that it unquestionably handicaps real extension work but on the other hand as so often occurs, it has made some strong friends and in prominent places for the extension work. My observations of the work in Hanover, under Mr. Stiles, would seem to indicate that we have lost nothing there even under the depression.

Henrico County:

In Henrico county we have two organizations that are very closely affiliated with our work. First we mention the Varina Fair Association. This organization has been of tremendous help to the agent in putting his extension program across. And the other organization is the Richmond Milk Producers Association. While this is a farmers organization it has really received much more aid than it has given. It has in a way proven an excellent contact agency. In addition to these two organizations we have the agricultural committee of the Chamber of Commerce. While this committee does prove an excellent contact agency between the county agent and the Richmond Chamber of Commerce, it lends little other active support to the work. In this county we have a fine illustration of close and detailed supervision of the club work with individual members and while Mr. Walker may not have been an outstanding success with organizational extension work he has done and does do some of the most outstanding work with his individual club members that I have yet seen. He is also doing very good work with the club organizations.

I think that our work here is steadily gaining in popularity despite the tremendous difficulties encountered through its proximity to our largest and most important city and the semiurban interests of many of those with whom he has to work. In this county we see as no where else sharp lines of demarcation between different sections of the county which are due to the location of the city with reference to the different sections, the wide difference of types of farming in the different sections, etc. Notwithstanding the fact that I consider the work here possibly more difficult than in any other one of the counties of the district, still it is being kept, I think, in fine shape. In addition to the many calls of the regular extension work amongst the farmers, those of the Chamber of Commerce, there are those of the various and multifold charitable and civic organizations of the city of Richmond and it takes a pretty well rounded man to keep all of the ends together. However, I consider that the work here is in real good healthy shape.

James City County:

The work in James City as conducted by Mr. Richards has progressed very nicely. Here we have a local Grange, a Dairymens Association, and a Poultrymens Association, and an organization called a Farm Bureau Exchange, I believe. This latter organization effected some years since while there was some semblance of a farm bureau in the county, was practically dead and heavily involved until Mr. Richards work began and owing solely to his work the exchange is in a good sound condition and rendering good service as a buying organization. The Grange likewise was dragging along just holding almost purposeless meetings until through the combined influence of the home demonstration and the county agent it was reorganized and since that time it has been doing some very effective work and now its functions as an educational organization are, I think, doing real good. Both the poultrymens and dairymens organizations have been having hard sledding owing to the generally difficult conditions but I think that each are holding together fairly well, all things considered. The poultrymens organization has done some splendid work since its organization soon after Mr. Richards work began. Mr. Richards has not been an effective club agent but he is unquestionably strengthening in this vitally important respect.

King William & Queen Counties:

Here we have a large sparsely populated poor rather isolated territory so interested with streams as to make intercourse difficult. The only organization that Mr. Hutchinson has effected consists of a county fair set up and a service growers and seed selling organization. The former has been some help by way of getting the people together annually and possibly has rendered some service in the way of securing cooperation from the people. The latter organization has, I think, rendered some service not only in forwarding the growing of this new plant but in a general way has afforded opportunities for getting the people together where other educational work was done and I believe that it does give promise of aid in forwarding the much needed soil improvement movement which is one of the major undertakings of these counties. This will always be of paramount importance in this territory since the soil type is one which renders soil improvement less permanent than in other heavier types.

Very much personal work is done by the agent and so much indeed as to render normal extension work almost impossible. Mr. Hutchinson, while in many respects a good strong agent, has been signally weak in the vitally important matter of club work. While he does seem to be trying to improve in this respect, owing to his drift to personal service work and natural weakness toward the work with the young folks, I am afraid that he will not attain very great success in this work. I believe that it would be a good scheme for the state club agent, as opportunity offers, to make occasional visits to these counties and meet such children as are available and see if thus some more interest cannot be started. It is not the fault of the children since basically, children both here and there are very similar. One strong feature of the work in this county has been careful consideration of just which crops were practicable under the existing soil and climate conditions and then pushing these special crops and then landing aid in their sale. Much money has unquestionably been turned into the county.

There has also been some very good work done here in the line of livestock improvement and this is beginning to tell materially in the type of animal seen. As seems to be the case in many places where much personal service work is done, while the appropriations made here are small, we do not have any trouble in getting them and I think that insofar as local support, financially speaking, is concerned that our work here is on a very stable basis.

Lancaster County:

The work in Lancaster, with both a county and local extension organization supporting it quite loyally and intelligently and conducted by a high class man and a very effective agent is progressing very nicely. In addition to the above named organizations Mr. Chase has organized his poultrymen into a good strong producing and marketing organization and the poultry business is now by far the most important industry of the county. Through this movement has come possibly the best and most successful egg grading station in the state. In addition the work comprehends the usual field demonstrations and field meetings, tours, etc. Mr. Chase is and has been weak on club work and while he is trying and intends to improve this phase of his work, why I am just a trifle afraid that he has allowed other less important things to crowd it out until it will not find its proper place. My impression is that the work in this county was never before as popular with the people as at present.

Northampton County:

We have the regular county and local extension organization here besides the Grange and I confess that Mr. Darling has surpassed my most sanguine expectations in securing as really militant extension organizations. It is true, I think, that the emergencies of the hour have made these people subject to impressions than they would be but even then I believe that Mr. Darling is one out of very many who could possibly have accomplished what he has in this county. Here we have what we have not seen anywhere else in our long experience and observation, not only have we the usual individual demonstrations but we actually have prominent citizens giving of both their time and expense of travel and rendering leader service throughout their communities. The county extension organization is very active as are the locals and the club work both as to numbers and efficiency is almost ideal. Mr. Darling's work is not only strong in respect of the organized work but is almost equally so in that of field demonstrations, meetings, tours, etc. The fact that that board of supervisors there after refusing to appropriate last year and in the fact of real financial difficulty did appropriate this most difficult year speaks more eloquently than I can as to the effectiveness of the work in the county and in the event of a return of normal conditions, I feel that the work that is having such a vital part in the return of such conditions will unquestionably have a most secure place in the hearts of those people.

Spottsylvania County:

In Spottsylvania county we have both the county wide and the local extension units of organization but while they are, I think, accomplishing some very good work they are falling very far short of their possibilities. There are quite a goodly number of excellent citizens comprising the membership but somehow accomplishment along the line does not seem to run very far ahead of the vision and resourcefulness of the county agent, and while Mr. Linthicum is in many respects a good strong agent,

I do not think that as yet he has quite grasped in all or half of its significance the idea of this organizational work. He has done and is doing a fine work with the children and they gave a beautiful testimony of their appreciation last winter when learning that the board of supervisors had failed to make the usual appropriation, they bustled themselves in an organized way, secured the money by popular subscription and had their leader appear before the board and ask them to rescind their annulling order of a previous meeting and the request was acceded to. The work here while not as strong insofar as field work with the adult population as it is in some counties is nevertheless not without strength as was evidenced last winter when the matter of the appropriation was up and scores of the most influential citizens appeared in behalf of the work. I am somewhat afraid that Mr. Lamborn is placing a trifle too much stress on the social side of the work and not quite enough on the material side. I would not minimize the importance of the former for a moment but there is such a thing, I think, as placing too much emphasis on it. Again with his chief interest on the club work and with as large an enrollment as he has it is possible that this is in great measure responsible for his delinquency in some other vitally important respects. The club work has in this county as in no other of which I have knowledge, been responsible for the development of real virile and worthwhile rural leadership and this leadership, I believe will prove able to take care of the future of the county's welfare.

Westmoreland County:

In Westmoreland county we have both the county and local advisory councils and they comprise in their membership a number of the most outstanding citizens of the county and these organizations really function. In addition the county agent Mr. Dawson carries on both individual demonstrations but also a number of community projects and demonstrations, also field meetings, tours, night schools in cooperation with the vocational people, pooling of interests both when the farmers sell and when they buy and besides he does quite a lot of personal service work and it seems to me that the work has gained popularity as the year has advanced.

Middlesex & Caroline Counties:

Mr. Lanford in trying to work these two counties has an impossible undertaking when working without organization. I think that he has done very well when the tremendous handicaps under which he has had to work are considered. My observations while visiting these counties seem to indicate that the work has gained strength during the six months that the work has been carried on here. He has a reasonable amount of club work started and I think that interest is increasing in this and other essential respects as well.

We have six counties within the district without agents, viz. King George, Louisa, Matthews, Northumberland and Stafford. Only in two of these has there seemed to be any material interest in getting the work started. In Louisa, I think that there is some interest that might justify us in the hope that the work might be instituted again here in the not far distant future. It seems also possible that we might get it going again ere long in Northumberland. There was some sporadic expression coming from King George county but when carefully looked into there seemed little to support it.

As we contemplate the situation in the light of the years experiences, we lament the loss of appropriations in two counties, those of Louisa and Northumberland, but one of these losses was unquestionably due to the delinquencies of the agent and I had tried to track them down and get them eliminated and thought that it had been accomplished and in the other I think that our loss was due to the resignation of the agent who was highly popular and his replacement by another who failed to fit in in the brief time that he had to work, but other than these losses, I fail to see any and certain it is that we have made material gains and I believe that our work in the district is possible more secure in the esteem of the people that we are trying to serve than at the end of any previous year. While our appropriations have been materially reduced, this is nothing more than we could expect and in a time of suffering such as this when hysteria is rampant and people are likely to strike at anything in sight as the cause of their distress, why it appears to me as an eloquent testimony to the esteem in which we are held that we have fared as well as we have and I sincerely hope and trust that we may in every way prove worthy in the coming years of the splendid confidence imposed in us.