

Further study on this farm indicated a labor problem and as a result the hired hand was fired and the son of the operator was put on the payroll. The labor cost per man increased but the total labor cost was reduced by \$373.00. In addition to the decreased labor costs, the son increased his interest in the farm and improved his ability to the point where the productive man work days increased from 199 PWD's. to 289 PWD's. In other words, more productive labor was accomplished with the decrease in labor force and the labor was more efficiently used.

Added to these changes and of major importance was the reduction of machinery costs per acre of crops raised. This again was a management decision which resulted in the change of the hired hand who handled the equipment in a rough manner and who had no particular interest in its care. The machinery cost per acre of crops reduced from \$25.00 per acre to \$13.00 per acre.

This is a typical success story resulting from farm management analysis and study and the application of the findings of such analysis.

In summarizing the Farm Management Program for 1963 we feel that it was a very successful first year and steady progress in the years ahead should be seen. This progress will depend a great deal on the personnel involved in the program and the follow-up to the farm management schools initiated this year. In order to do a more complete job of record keeping and record analysis, more trained personnel will be needed in the years ahead

in February of 1964. However, farmers from 18 counties attended the schools. Preparation for these schools required a total of 81 man days of work in assembling of data and in practice for the proper presentation. An additional 160 man days were spent in collecting material and working out details.

An evaluation of these Farm Management schools to date indicate a very excellent response on the part of the participants and particularly on the part of agents in the counties involved. Many attending have requested additional schools on the same type subjects and on other subjects in the management program.

Another phase of the Farm Management Program requiring considerable time and one on which endless hours could be spent is farm business analysis. Many such analysis were made by the agents during the year but due to the great amount of time required to study each farm situation and applying management techniques as well as personal discussions with the farm operators, many such analysis could not be handled. More and more of this phase will be done as more agents are trained and as management techniques are taught individual operators.

SUCCESS STORY:

One of the real satisfactions of working with people is seeing results of your teaching applied successfully. On a dairy farm in the farm management program the operator increased his net income by \$6,280.00. He was able to accomplish this by making several changes and additions. One of these was the increasing of milk production per cow by 2277 pounds, an improvement brought about by entering the DHIA testing program and from this doing a more efficient job of feeding the cows according to production, culling the low producers and generally doing a better management job.

FARM MANAGEMENT - NORTHERN DISTRICT

Following is the first annual narrative report on Farm Management in the Northern District of Virginia. This report includes only the activities and accomplishments of the three Assistant Agents assigned to the Farm Management program in the District. All farm management work conducted by the Extension Agents in each county of the District was reported by these agents in their respective annual narrative reports.

It should be noted at the beginning of this report that this is a specialized program and to do an accomplished job required and continues to require much training and schooling. To clarify this statement it should be noted that the three assistant agents assigned to the program spent 48 days at in-service training on the campus at V.P.I. in addition to the numerous hours and days spent studying and practicing to become proficient. This study time should reduce as the program continues and as the agents become more efficient in the work.

A total of 103 farms were enrolled in the IBM record keeping system in Northern Virginia during 1963. This was an increase of 20 over 1962. An expected increase of 40 is expected in 1964, being limited only by the equipment available to process the data. The Farm Management Agents spent considerable time during the year on processing these records, teaching county agents to close and analyze the records and in general supervising the record keeping in the District. More such training sessions and schools are planned in 1964.

Probably the most emphasis and time consuming part of the program during the year was spent conducting Farm Management Schools throughout the District. These schools were initiated in December with 90 farmers, bankers, professional agricultural people and agents attending schools held in four counties. Such schools will be held in 5 counties in January and 5 counties

FARM MANAGEMENT

ANNUAL REPORT

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