NORFOLK COUNTY - - - VIRGINIA

County Agent Annual Report, 1921

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Form No. 930

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States Relations Service
Office of Extension Work South

COOPERATIVE EXTENSION WORK IN AGRICULTURE

AND HOME ECONOMICS

U. S. Department of Agriculture
and State Agricultural Colleges
Cooperating.

REPORT OF WORK OF THE COUNTY AGENT

CALENDAR YEAR 1921

State VIRGINIA County NORFOLK

Report of F. L. PORTLOCK, County Agent

From January 1 to December 1st 1921.

Approved:

State Agent

Date Forwarded

Director of Extension Work

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ANNUAL REPORT FORM AND INSTRUCTIONS TO AGENTS

The agent's annual report should be a complete summary of all the work performed during the year. This is the only record that the officials of the Extension Division of the State and the Department have of the agent's activities.

The only means of making such a report is to keep field notes or a field diary of everything that is done each day. It is well to not only keep notes of things actually done, but to make some brief observations of general conditions as found from time to time. Many things which seem of minor importance to the agent may be very valuable to the head offices when asked for detailed information regarding certain localities.

An agent's efficiency and the success of his work is necessarily judged from this office by what is contained in his report. Your district and State agent may know that you are rendering efficient service, but it is absolutely essential to have something on record to show that the work has been done, when outside parties who can not possibly inspect your work desire definite and accurate information in regard to the results that are being accomplished in local territory.

Every agent in the work has been instructed, by circular letter and by the supervising force at agents' meetings, as to the importance of keeping systematic records throughout the year. If this advice has been followed you should have no difficulty in rendering your annual report upon the forms which are herewith attached. These are broad enough to include the activities of the agents in the entire territory covered by the Extension Work in the South. Some of the questions will not apply to your local territory, and these, of course, need not be answered.

In some instances you will observe that the same form is used for several crops. Be sure to use separate sheets for each crop named under the heading. For example, take the sheet headed "Small Grains", under which are included oats, wheat, barley, and rye. In this case all the demonstrations in oats should be included on one sheet, all the demonstrations in rye on another, and so on for all the crops included under this heading.

Be sure to answer the questions in the order in which they are asked, and see that you give the information called for. If this is done, all the reports will be uniform when they are sent in to the State agent's office, and in like manner the State agent's reports will be uniform when sent to the Director's office in the State and then to the Washington Office.

It should be distinctly understood that these forms are only to summarize the statistical part of the report, and under each crop or heading such remarks, observations or points of interest as may be useful should be briefly written out. The back of the respective sheets may be used for remarks on the crops reported on. No doubt many interesting features will be called to mind, which, if written up and sent in to the State agent's office along with the replies to these definite questions, would be very valuable in giving the report that personal touch which proves of great value and interest in all reports of this nature.

In collecting the replies to the questions of a personal nature, the agent will have to depend on his tact and good judgment in approaching the farmer. A few, no doubt, will be averse to furnishing you with some of the information asked for, but if reliable data could be collected with reference to these points, it would enable the Department to get a rather definite idea as to the beneficial effects of the demonstration work in your section.

The forms that we are sending out include the following crops, groups of crops, and other miscellaneous work of the county agent:

C R O P S:

Corn
Cotton
Tobacco
Small grain
Hay and forage
Cover crops
Summer legumes
Potatoes (Irish and Sweet)
Truck crops and gardens
Sugar cane
Orchards

LIVE STOCK:

Horses
Dairy cattle
Beef cattle
Hogs
Sheep and goats
Poultry
Live stock diseases and pests

OTHER WORK:

Fertilizers
Farm manures
Silos
Dipping vats
Seed selection
Lime
Rotations
Pastures
Organizations
Farm buildings
Drainage
Farm machinery and tools
Clearing land, stumps, etc.
Timber and wood lots
Miscellaneous demonstration work.
Effect of demonstration work on community, and human interest features
Successful undertakings
Work with negroes
Boys club work

If there is anything in any of these forms that is not thoroughly understood discuss the matter with your district or State agent or write to this office for a more specific explanation.

MAP OF COUNTY

SHOWING KIND AND DISTRIBUTION OF WORK

The following sheet is to be used for an outline map of your county, to show the kinds and distribution of your work. Maps larger in size than this sheet may be used if desired. In some states, suitable maps, showing topography, railroads, rivers, election districts, etc., are obtainable from the Office of the State Geological Survey. It is suggested that a copy of the map furnished with your report be kept for your own office record, unless you already have one answering the same purpose.

The map is intended to show the approximate location of your various demonstrations, community clubs, boys' clubs, etc., each kind of demonstration club, or other activity to be indicated by the same sign or mark, so that a glance at the map will give a general impression of the nature and extent of the work. Be sure to enter at some convenient place along the margin of the map sheet a key or explanation to the various marks. For example, some such set of marks and key as the following might be used:

c	community organizations;		c	corn;	c	cotton;
t	tobacco;	w	wheat;	o	oats;	h	hay;
l	legumes;	p	potatoes;	o	orchards;	ls	livestock;
p	poultry;	s	silo;	bc	boys' clubs;	cr	cream routes, etc.

Additional signs may be used for other lines of work. The use of colored pencils for these signs, using one color for all the work of the same kind, makes such a map very effective. If further suggestions are desired in this connection write direct to this office. It is believed that a large outline map of the county, showing the kind and the location of the work, could be displayed to advantage in every county agent's office.

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F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

MAP OF COUNTY

SHOWING KIND AND DISTRIBUTION OF WORK

SEE NEXT PAGE.

CEWS 920-A

Space for Agent's Stamp

F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

COUNTY ORGANIZATIONS

1. Is there a central county organization supporting your work? Yes, two.

If so, what is it called? 1st. Southern Produce Ex. 2nd Tidewater Farmers Exchange. Both Stock Companies.
Who constitute its membership? Farmers.

Tidewater Farmers Exchange is composed of Local organizations combined for business of selling etc.
How is membership selected or appointed? By purchase of Stock.

What is the membership fee, if any? Shares $ 10.00

Who are its present officers? 1st C.W.Coleman, Pres. A.B.Carney, Sec'y
2nd. E.R.Clark, Pres. H.S.Spiers, Sec'y and A.W.Burfoot, Treasurer.

How long has this county organization been in existence? 1st 16 years.
2nd. 18 months.

2. How many community farmers' clubs have you assisted in organizing this year? None. This work done last year.
Total membership 150

3. How many community farmers' clubs have you in your county? Five
Total membership 150

4. How many local lodges of Granges, Farmers' Unions, etc., as community organizations, are supporting your work? Five
Total membership 150

Are such Granges, Farmers' Unions, etc., included in your answers to Nos. 2 and 3? Yes.

5. How many community farmers' clubs have ceased to exist during the year? None
(Give reason, using extra pages when necessary)

6. How many of these clubs are organized so as to include the farmer's wife, children, and others, in their membership? Five

OEWS 930-A2

Space for agent's stamp

F. L. PORTLOCK,
COUNTY AGENT
SOUTH NORFOLK, VA.

COUNTY ORGANIZATIONS (Continued)

7. How have these clubs been helpful to the farmer and his family. (Use extra pages if necessary)

All local matters for community uplift ar treated through local Clubs. Larger matters of marketing their produce is done through the central organizations,having a sales Manager. Coordinating sales management of the two Organizations is one of the important undertakings I have been working on with partial success and the prospects of good results in the end.

8. Are these community farmers' clubs dependent on the county agent for their existence and the continuation of their efforts? **No.**

9. Does each club have a community plan or program of work? (Attach a copy of such plans for the past year) **No.**

10. Does the county organization have a definite plan of work with reference to the county? (Attach a copy of such plans for the past year) **Yes.**

Wise marketing is the plan.

11. Have you so thoroughly organized your county that you have someone in every community or school district assisting you in extension work and through whom you can reach EVERY farm family in your county?

I reach a large percentage of all farmers by attending the meetings of local and central organizations .

OEWS 920-B

Space for agent's stamp

F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

COOPERATIVE BUYING AND SELLING ORGANIZATIONS

1. How many of your farmers' organizations buy and sell cooperatively? _____

2. State the quantity and value of each farm necessity or product bought or sold cooperatively by these organizations and the approximate saving to the farmer. Make a separate list of purchases and likewise one for sales, and indicate which are purchases and which sales. Report all livestock in carload lots, keeping the different kinds of livestock separate, for example, ____cars cattle; ____cars hogs, etc. Report all grains and potatoes in bushels and carloads, making a separate report on each kind of grain, i.e., 10 carloads, or 8000 bushels of corn. Report all seed in bushels, all fertilizer and lime in tons, and wool in pounds. In the column headed "value", report the amount at which the commodity was actually sold, or for which it was bought. If more commodities have been bought or sold than can be listed on this form, use an additional sheet. A full report on this subject is urged.

Article	Quantity		Value	Saving
*Bought	Cars	Bu., lbs. or tons		
S.P.CO. Seed Potatoes	15	3000 bbls.	$ 18000.00	$ 4000.00
N.T.Ex. " "	10	2000 "	12000.00	2500.00
T.F.Ex. " "	5	1000 "	6000.00	1500.00
T.F.Ex. Packages	20		3000.00	1000.00
*Sold				
S.P.Co. Potatoes etc.	1500	300000 Bbls.	2365482.00	350000.00
N.T.Ex. " "	800	160000 "	1223437.00	275650.00
T.F.Ex " "	200	38000 "	125225.00	12332100
			~~371 4144~~	~~$151000.00~~

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3. Have you attempted to keep a bulletin board in your office, listing things for sale and things wanted?

I give this information at farmers' meetings etc.

4. Have you used the market news service of the U. S. Department of Agriculture or your State market news service?

Yes.

*Use back of this sheet or separate sheets if there is not space here to list separately your purchases and sales. Carefully read No. 2 above.

94-A

CEWS 920-C

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F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

C O R N

(Including Kafir, Milo, Feterita)
Separate sheet for each

1.	Number of demonstrators	30
2.	Number of demonstrators reporting	20
3.	Total acreage of corn grown under improved methods on demonstration farms	1200
4.	Average yield per acre on demonstrations (bushels)	36
5.	Estimated average yield for entire county (bushels)	28
6.	Increased yield on demonstrations over ordinary methods (bushels)	15
7.	Number of cooperators	
8.	Total acreage of corn grown under improved methods by cooperators	
9.	Average yield per acre on demonstrations by cooperators (bushels)	
10.	Number of farmers testing seed corn for germination	
11.	Number of bushels so tested for germination	
12.	How many farmers planted pure or selected seed on their demonstrations?	30
13.	Acreage planted with pure or selected seed	800
14.	Number of farmers you have influenced to select seed for next year's crop	40
15.	Estimated amount of seed selected (bushels)	350
16.	Number who fall-plowed their demonstration acres	15
17.	Number who turned under cover crops on their demonstration acres	10
18.	Number of acres harvested for silage	55
19.	Yield per acre harvested for silage (tons)	5
20.	Number of acres "hogged down"	275
21.	Estimated value per acre when utilized this way	$ 60
22.	Number of acres treated for diseases or insect pests	
23.	How many farmers have you directly influenced to use better methods in growing corn this year?	40
24.	Estimate how many were indirectly influenced	20

(Use reverse side for remarks on this crop)

94-A

CEWS 920-D

C O T T O N

Space for agent's stamp
F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

1.	Number of demonstrators	6
2.	Number of demonstrators reporting	5
3.	Total acreage grown under improved methods on demonstration farms	60
4.	Average yield per acre on demonstration farms (pounds seed cotton)	900
5.	Estimated average yield for entire county (pounds seed cotton)	600
6.	Increased yield per acre on demonstrations over ordinary methods - (pounds seed cotton)	300
7.	Number of cooperators	
8.	Total acreage grown under improved methods by cooperators	
9.	Average yield per acre by cooperators (pounds seed cotton)	
10.	Number of farmers testing seed cotton for germination	
11.	Number of bushels so tested	
12.	Number of demonstrators who planted pure or selected seed	
13.	Acreage planted with pure or selected seed	40
14.	Number of farmers you have induced to field select seed for next year's crop	
15.	How many fall-plowed their demonstration acres?	2
16.	How many turned under cover crops on their demonstration acres?	2
17.	Number of acres treated for diseases or insect pests	
18.	Have you been able to get the farmers in any community to grow but one variety of cotton?	No
19.	How many farmers have you directly influenced to use better methods in cotton growing this year?	8
20.	Estimate how many were indirectly influenced	

Give particulars

Acreage in Cotton this year 50% off normal.
Cotton is not a prominent crop here.

(Use reverse side for remarks on this crop)

94-A

CEWS 920-H

Space for agent's stamp
F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

HAY, FORAGE, OR COVER CROPS.

NOTE: This form to be used for such crops as Alfalfa, Crimson, Alsike, Red, Bur and Sweet Clover, Lespedeza, Vetch, Vetch and Oats, - Wheat, or Rye, Crimson Clover and Oats - Wheat or Rye, Timothy; Mixed Grasses and Clovers; Sudan, Johnson and other grasses, Sorghum, Millet, etc. Any combination of these or other similar crops should be reported on this form, the name of the crop or combination to be entered in space below.

ALFALFA.

(Enter here the name of crop - separate sheet for each.) Demonstration

1.	Number of demonstrators	32
2.	Number of demonstrators reporting	22
3.	Total acreage in this crop grown under improved methods on demonstrations	77
4.	Average yield per acre on demonstrations (tons of cured hay)	3
5.	Estimated average yield per acre for entire county (tons of cured hay)	2
6.	Number of acres cut for hay	55
7.	Increased yield per acre of demonstrations over ordinary methods (tons of cured hay)	1 to 2
8.	Number of acres grazed off	22
9.	Estimated value per acre of grazing	$ 50.00
10.	Number of cooperators	
11.	Total acreage grown under improved methods by cooperators	
12.	Average yield per acre by cooperators (tons of cured hay)	
13.	How many acres (if legume) were inoculated?	60
14.	How many farmers ordered inoculating material through you from U. S. Department of Agriculture?	20
15.	How many demonstration acres were turned under for soil improvement?	
16.	Estimate total number of acres in county turned under by agent's advice	
17.	How many acres were sown this fall?	40
18.	How many farmers have you directly influenced to use better methods in growing this crop this year?	15
19.	Estimate how many were indirectly influenced	10

94-A (Use reverse side for remarks on this crop)

CEWS 920-H

Space for agent's stamp

F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

HAY, FORAGE, OR COVER CROPS

NOTE: This form to be used for such crops as Alfalfa, Crimson, Alsike, Red, Bur and Sweet Clover, Lespedeza, Vetch, Vetch and Oats, - Wheat, or Rye, Crimson Clover and Oats - Wheat or Rye, Timothy; Mixed Grasses and Clovers; Sudan, Johnson and other grasses, Sorghum, Millet, etc. Any combination of these or other similar crops should be reported on this form, the name of the crop or combination to be entered in space below.

ALSIKE CLOVER

Demonstration

(Enter here the name of crop - separate sheet for each.)

1.	Number of demonstrators	15
2.	Number of demonstrators reporting	10
3.	Total acreage in this crop grown under improved methods on demonstrations	15
4.	Average yield per acre on demonstrations (tons of cured hay)	2
5.	Estimated average yield per acre for entire county (tons of cured hay)	
6.	Number of acres cut for hay	250
7.	Increased yield per acre of demonstrations over ordinary methods (tons of cured hay)	1
8.	Number of acres grazed off	75
9.	Estimated value per acre of grazing	$ 45.00
10.	Number of cooperators	
11.	Total acreage grown under improved methods by cooperators	
12.	Average yield per acre by cooperators (tons of cured hay)	
13.	How many acres (if legume) were inoculated?	75
14.	How many farmers ordered inoculating material through you from U. S. Department of Agriculture?	10
15.	How many demonstration acres were turned under for soil improvement?	
16.	Estimate total number of acres in county turned under by agent's advice	
17.	How many acres were sown this fall?	82
18.	How many farmers have you directly influenced to use better methods in growing this crop this year?	15
19.	Estimate how many were indirectly influenced	5

94-A (Use reverse side for remarks on this crop)

CEWS 920-H

Space for agent's stamp
F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

HAY, FORAGE, OR COVER CROPS

NOTE: This form to be used for such crops as Alfalfa, Crimson, Alsike, Red, Bur and Sweet Clover, Lespedeza, Vetch, Vetch and Oats, - Wheat, or Rye, Crimson Clover and Oats - Wheat or Rye, Timothy; Mixed Grasses and Clovers; Sudan, Johnson and other grasses, Sorghum, Millet, etc. Any combination of these or other similar crops should be reported on this form, the name of the crop or combination to be entered in space below.

CRIMSON CLOVER Demonstration
(Enter here the name of crop - separate sheet for each.)

1.	Number of demonstrators	~~15~~ 15
2.	Number of demonstrators reporting	12
3.	Total acreage in this crop grown under improved methods on demonstrations	52
4.	Average yield per acre on demonstrations (tons of cured hay)	1½
5.	Estimated average yield per acre for entire county (tons of cured hay)	¾
6.	Number of acres cut for hay	10
7.	Increased yield per acre of demonstrations over ordinary methods (tons of cured hay)	
8.	Number of acres grazed off	42
9.	Estimated value per acre of grazing	$ 38.00
10.	Number of cooperators	
11.	Total acreage grown under improved methods by cooperators	
12.	Average yield per acre by cooperators (tons of cured hay)	
13.	How many acres (if legume) were inoculated?	30
14.	How many farmers ordered inoculating material through you from U. S. Department of Agriculture?	20
15.	How many demonstration acres were turned under for soil improvement?	15
16.	Estimate total number of acres in county turned under by agent's advice	50
17.	How many acres were sown this fall?	40
18.	How many farmers have you directly influenced to use better methods in growing this crop this year?	
19.	Estimate how many were indirectly influenced	

94-A (Use reverse side for remarks on this crop)

CEMS 920-I

Space for agent's stamp

F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

SUMMER LEGUMES

(Cowpeas, Soy Beans, Velvet Beans, Peanuts, etc.)

SOY BEANS Demonstration

(Name of crop - separate sheet for each)

1. Number of demonstrators		53
2. Number of demonstrators reporting		40
3. Total acreage of this crop grown under improved methods on demonstrations		2000
4. Average yield per acre on demonstrations	(bushels of seed)	28
5. Average yield per acre on demonstrations	(tons cured hay)	3
6. Estimated average yield per acre for entire county	(bushels of seed)	18
7. Estimated average yield per acre for entire county	(tons cured hay)	2½
8. Increased yield per acre on demonstrations over ordinary methods	(bushels of seed)	10
9. Increased yield per acre on demonstrations over ordinary methods	(tons cured hay)	½
10. Number of cooperators		
11. Total acreage grown under improved methods by cooperators		2000
12. Average yield per acre by cooperators	(bushels of seed)	
13. Average yield per acre by cooperators	(tons cured hay)	
14. Number of farmers testing seed for germination		
15. Total number of bushels seed so tested		
16. Acreage planted with pure or selected seed		
17. Total acreage of demonstrators and cooperators threshed for seed		1200
18. Total acreage of demonstrators and cooperators cut for hay		500
19. Number of acres grazed off		300
20. Estimated value per acre of grazing		$ 60.00
21. Total number of acres turned under for soil improvement		
22. Total number of acres inoculated - by Department cultures		200
23. Total number of acres inoculated - by inoculated soil		
24. Total number of acres inoculated - by commercial cultures		
25. Give estimate of the number of acres in your territory which were planted this year to this crop due to your influence		500
26. How many farmers have you directly influenced to use better methods in growing this crop this year?		
27. Estimate how many were indirectly influenced		

(Use reverse side for remarks on this crop)

94-A

CEWS 920-M

Space for agent's stamp

F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

DAIRY CATTLE

1. How many head of pure-bred bulls have been brought into the county this year through your influence? 5

2. How many head of pure-bred cows or heifers have been brought into the county this year through your influence? 150

3. How many head of pure-bred dairy cattle have you assisted your farmers in selling this year - through individual sales? _____

4. How many head of pure-bred dairy cattle have you assisted your farmers in selling this year - through group sales? _____

5. How many grade dairy cows have been brought into the county for breeding purposes this year through your influence? 10

6. How many cows have been tested at your instance to determine the profitable milk producers? _____

7. Do you carry or own a Babcock tester? _____

8. How many farmers have been induced to feed a better balanced ration to their stock? 5

9. How many head of stock so fed? 300

10. How many demonstrations in dairy work have you supervised? 3

11. How many cows in these demonstrations? (Report results under "Remarks") _____

12. How many new cream stations established this year due to your influence? _____

13. How many cream stations in county? _____

14. How many new cream routes established this year due to the influence of the county agent's work? _____
(If creameries have been established make report)

15. How many cheese factories in your county? _____

16. How many cheese factories established in your county this year? _____

17. How many pure-bred dairy bulls in the county now? 10

18. How many pure-bred dairy cows in the county now? 250

OEWS 920-Q

Space for agent's stamp

F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

H O G S

1. How many head of pure-bred <u>boars</u> have been brought into the county this year due to your influence?	10
2. How many head of pure-bred <u>sows or gilts</u> have been brought into the county this year due to your influence?	40
3. How many head of pure-bred hogs have you assisted your farmers in selling this year - through <u>individual sales</u>?	5
4. How many head of pure-bred hogs have you assisted your farmers in selling this year - through <u>group sales</u>?	
5. How many herds of pure-bred hogs have been started through your influence?	5
6. How many hog feeding demonstrations did you supervise?	20
7. How many hogs in these demonstrations?	350
8. On how many of these demonstrations were records kept?	
9. How many self-feeders secured at your suggestion?	
10. How many farmers have you induced to start the growing of grazing crops for hogs?	50
11. Estimate number of hogs fed or cared for according to methods which you advocated	800
12. Give number of pure-bred boars in county now	35

(For remarks, incidents, &c., use other side and additional sheets if necessary)

9+-A

OEWS 920-U

Space for agent's stamp

F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

F E R T I L I Z E R S

1.	How many farmers have you advised regarding the proper use of fertilizers?	175
2.	How many fertilizer demonstrations are the farmers conducting with you?	25
3.	Total acreage in these demonstrations	150
4.	How much fertilizer used on such demonstrations? (tons)	50
5.	How many communities have you influenced to buy fertilizers cooperatively?	5
6.	Quantity bought cooperatively (tons)	600
7.	Value of fertilizer bought cooperatively (actual price paid by cooperative purchase)	$43.00
8.	Total amount saved by cooperative purchases	$7500.00
9.	Number of farmers home-mixing fertilizer on your advice	15
10.	Estimated number of tons home-mixed	150
11.	Estimated saving to farmers (per ton)	$6.00

(For additional remarks see reverse side of sheet)

94-A

OERS 920-V

Space for agent's stamp

F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

M A N U R E

1. How many farmers have you induced to take better care of farm manure? 50
2. How many have provided manure sheds at your suggestion?
3. How many are composting farm manure and waste products? 10
4. How many manure spreaders have been secured this year through your influence? 10
5. How many farmers are using phosphate or other material for reenforcing farm manure? 15

(For additional remarks use reverse side of this sheet)

94-A

CESS 920-W

Space for agent's stamp

F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

S I L O S

1. How many silos have been built in your county this year? 10
2. How many silos built this year as a result of your advice? 5
3. How many silos are in county now? 42
4. Of the number of silos in county now there are:

Tile	5
Cement	2
Stave	35
Stone	
Pit	
Other	
TOTAL	42

(For additional remarks use reverse side of sheet)

94-A

CEMS 920-X

Space for agent's stamp

F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

L I M E

1.	Number of demonstrators	25
2.	Number of demonstrators reporting	15
3.	Total number of acres in lime demonstrations	250
4.	How many farmers, other than demonstrators, used lime this year due to your influence?	10
5.	Quantity of burned lime used (tons)	750
6.	Quantity of limestone or its equivalent used (tons)	250
7.	Total number of acres treated this year	1000
8.	Number of local sources of lime developed	
9.	Number of lime crushers installed as a result of your work	
10.	Number of lime kilns built as a result of your work	
11.	Number of lime sheds constructed as a result of your work	
12.	Number of carloads shipped into your county	25
13.	Number of farms on which soil was tested for acidity	

(For additional remarks use reverse side of this sheet)

4-A

CEWS 980-Y

Space for agent's stamp

F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

FARM AND FARMSTEAD IMPROVEMENTS

THINGS DONE WITH AGENT'S ASSISTANCE AND ADVICE

	Dwelling	Other	
1. Number of buildings erected			
2. Number of farm buildings improved			
3. Number of new building plans furnished			
4. Number of farm buildings painted or whitewashed			
5. Number of home water systems installed or improved this year			5
6. Total number of such systems in county now			20
7. Number of home lighting systems installed in county this year			4
8. Total number of such systems in county now			16
9. Number of windmills erected this year			
10. Number of home grounds improved			5
11. Number of farm and home sanitary conditions improved			6
12. Number of homes screened against flies and mosquitoes			23
13. Number of sanitary privies erected			6
14. Number of septic tanks installed			
15. Number of telephone systems installed			
16. Number of farmers furnished plans and induced to adopt systematic crop rotations			
17. Total acreage of such rotations			
18. Number of new pastures established			
19. Total acreage of new pastures established			
20. Number of old pastures renovated			
21. Total acreage of old pastures renovated			

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F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

MISCELLANEOUS EXTENSION WORK

1. Number of visits by agent to	Demonstrators	297
	Cooperators	
	Other farmers	93
	Business men	45
	Boys' and girls' club members	89
	TOTAL	524
2. Number of miles traveled	Railroad	1626
	Team	
	Automobile	5356
	Otherwise - - - Boat	325
	TOTAL	7307
3. Calls on agent at office and home relative to work - Personal		187
4. Calls on agent at office and home relative to work - Telephone		125
5. Number of farmers' meetings held under auspices of agent or Extension Division		34
6. How many meetings of all kinds, including field meetings, did you address?		17
7. Total attendance at these meetings (approximate)		4010
8. How many field meetings held by you?		2
9. Total attendance at these meetings		47

10. What per cent of time spent at office work? 16%

How divided?

Correspondence	31
Conference	45
Miscellaneous	24
TOTAL	100%

11. What per cent of time spent in field work? 84%

How divided?

Supervising regular demonstrations	20
Other farm visits	45
At meetings	8
Assisted in short course work	2
Organization and marketing	25
TOTAL	100%

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F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

MISCELLANEOUS EXTENSION WORK (Continued)

12. Number of official letters written	282
13. Number of articles relating to your work prepared for publication	4
14. Number of different circular letters prepared by you and sent out	3
15. Total number of copies of such letters (Give list and copy of each, if possible)	187
16. Number of bulletins or circulars of U. S. Department of Agriculture distributed	151
17. Number of bulletins or circulars from State college or State department of agriculture distributed	79
18. Number of visits to schools relating to work	111
19. In how many schools did you assist in outlining an agricultural course?	
20. How many extension schools or short courses did you assist in?	1
21. Total attendance at these schools	54
22. Total number of days you were engaged in these schools	3
23. Number of farmers who attended short courses at colleges as a result of your effort	
24. Number of club boys who entered college for first time this year	5
25. How many times have you been visited by specialists from college or the Department?	20
26. Was there a county fair held in your county?	Yes
27. How many demonstrators, cooperators and club members had exhibits?	187
28. How many of these won prizes?	52
29. How many demonstrations have you in truck or small fruit?	10
30. How many were successful from a financial standpoint?	8
31. How many farm account books distributed to farmers?	
32. How many farmers in your county are keeping complete cost records at your instance?	
33. How many farmers in your county are keeping partial cost records at your instance?	20

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F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

MISCELLANEOUS EXTENSION WORK

(Continued)

34. How many farmers in your county are practicing fall plowing as a result of county agent's work? 18

35. How many wood lots have been improved at your suggestion? 3

36. How many farmers in your county have been influenced to grow sugar cane or sorghum for syrup? _____

37. How many farmers began keeping bees this year at your suggestion? _____

38. Number of hives involved in these demonstrations _____

39. How many farmers induced to transfer from old to improved hives? _____

40. Number of hives involved in these transfers _____

41. How many new queens introduced? _____

42. How many honey extractors purchased? _____

CROP	Improved seed secured		Improved seed offered for sale	
	Farms	Bushels	Farms	Bushels
Corn	30	80	6	100
Cotton		(lbs)		(lbs)
Oats				
Potatoes	50	5000	30	3000
Tobacco		(oz.)		(oz.)
Other				
_____				
_____				
_____				

(For additional remarks, reports, etc., use other side and extra sheets)

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F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

BOYS' CLUB WORK

General

1.	Number of organized community agricultural clubs in county	12
2.	Number of community meetings held	128
3.	Number of county club meetings held this year for business purposes	3
4.	Number of encampments or short courses held in county for instruction and recreation	1
5.	Number of club boys sent to short courses or State encampments	4
6.	Number of club boys entering college for the first time this year	
7.	Number of club boys sent to the state fair this year	7
8.	Number of club boys sent on other educational trips this year	
	Explain :	
9.	Number of club shows and exhibits held this year	2
10.	Value of prizes won by club boys on Crops	$ 155.25
11.	Value of prizes won by club boys on Animals	$ 8.00
12.	Number of banks or individuals that loaned money to club boys to buy seed, livestock, etc.	
13.	Approximate total amount so loaned	$
14.	Amount lost, if any, because of these loans	$
15.	Number of boys who have their own bank account	5

BOYS' CLUB MARKETING
BUYING and SELLING

Article	Quantity (Bu., lbs. or tons)	Purchase price	Local price	Saving to members
BOUGHT				
		$	$	$
SOLD				

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RECORD OF CROPS REPORTED BY BOYS' CLUBS

Kind of Club	Total enrollment	Number of acres	Complete reports received	Total production (bushels or pounds)	Average yield per acre	Average cost per bushel or pound	Total cost of production	Total value of crop	Total profit	ESTIMATE FROM CLUBS NOT REPORTING: Number of members	Estimated total production	Estimated total value
Corn	35	35	18	Bu. 1153	Bu. 56	$ .38	$ 438.	$ 1037.70	599.56	17	Bu. 1000	$ 800.00
Peanuts				Bu.	Bu.						Bu.	
Peanut hay				Tons	T.						T.	
Irish potatoes				Lbs.	Bu.						Bu.	
Sweet "				Lbs.	Bu.						Bu.	
Grain sorghum				Bu.	Bu.						Bu.	
Wheat				Bu.	Bu.						Bu.	
Oats				Bu.	Bu.						Bu.	
Peas				Bu.	Bu.						Bu.	
Pea hay				Tons	T.						T.	
Soy beans				Bu.	Bu.						Bu.	
Soy bean hay				Tons	T.						T.	
Velvet beans				Bu.	Bu.						Bu.	
Seed cotton	6	6	5	Lbs. 10000	Lb. 2M	.04	400.00	1800.00	1400.00	1	Lb. 1800	324.00
Gardens	87		15				187.00	2840.00	2653.00			
Miscellaneous												

Number of bushels of purebred seed corn distributed to club boys _____

Number of bushels of other purebred seed distributed to club boys 225 packages garden seed from Dept.

How many club members planted catch crops(beans, peas, etc.)? 18

OEWS 920-dd

Kind of Club	RECORD OF LIVESTOCK REPORTED BY BOYS' CLUBS: Enrollment in clubs	Complete reports received	Total number of animals	Total initial weight (pounds)	Total final weight (pounds)	Average cost per pound	Total cost	Total value	Total profit	ESTIMATE FROM CLUBS NOT REPORTING: Number Members	Estimated total number pounds	Estimated total value
PIGS						$	$	$	$			$
Fattening dems.	15	5	05	195	1236	.07	$86.52	$148.22	$51.70	8	1500	$180.
Growing "												
Sow and litter"												
SHEEP												
Demonstrations												
BEEF CATTLE												
Fattening dems.												
Growing "												
Cow-calf "												
DAIRY CATTLE												
Growing dems.												
Cow-calf "												
MISCELLANEOUS												
Demonstrations												
POULTRY		Number with birds	starting with eggs	Produced Birds	Doz eggs						No. of birds	Doz of eggs
Demonstrations												

Number of purebred Pigs distributed to club boys----------

" " grade " " " " "----------

" " purebred CALVES " " " "----------

" " grade " " " " "----------

" " purebred SHEEP " " " "----------

" " grade " " " " "----------

" " purebred POULTRY " " " "----------

" " EGGS from purebred poultry distributed to club boys (doz)

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LIST OF BOYS MAKING 5 BEST RECORDS

CORN

Name	Address	Bushels	Variety	Cost per bushel	Net profit	Value of prizes
R.Hearring	Fentress,Va.	93½	N.H.	.17	$ 68.55	$ 10.00
Mathew Butt	Fentress,Va. R.2.	87	N.H.	.20	60.70	8.00
Lawson Spencer	Hickory,Va.	78	N.H.	.16	57.72	6.00
John J.Wilson	Hickory,Va. R.3.	66	Casey	.22	32.88	11.75
Richard Williams	Portsmouth,Va. R.1	63	"	.24	41.58	9.00

PEANUTS

Name	Address	Bushels of nuts	Pounds of hay	Cost per bushel	Net profit	Value of prizes
					$	$

POTATOES

Name	Address		Buchels	Cost per bushel	Net profit	Value of prizes
					$	$

GRAIN SORGHUMS

Name	Address	Bushels	Variety	Cost per bushel	Net profit	Value of prizes
					$	$

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F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.

SUCCESSFUL UNDERTAKINGS

Each county agent will be expected to report three (3) important pieces of extension work attempted and successfully accomplished by him during the year. Details of your plan, method of procedure, and results, together with any other interesting facts and observations concerning each piece of work, should be included.

This sheet and as many additional sheets as are necessary should be used for this purpose.

ORGANIZATION.

5c ✓

The organization of farmers in community centers, as stated in my last annual report, and the subsequent coordination of these local unites into a central organization, chartered under the laws of Virginia, is probably the most important pieces of work I have ever accomplished in the County. While this work is well established and has brought excellent results during the first year of its existence, there is a great deal to be accomplished along this line in securing still greater benefits to the farmer through cooperative selling. Thousands of dollars have been saved to the farmers this year as a direct result of this work and still greater things will be attained when a still further coordination of this work shall have been secured through the combination of the three farmers' stock Companies under one selling agency. This is an arrangement which I have undertaken and which we have strong hopes of accomplishing during the next year.

1c ✓

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MILK PRODUCERS' ASSOCIATION.

1123.24

The Dairymen of this section were in greater need of organization than any other branch of farmers. The matter of distributing their product to the consumer has no system, and individual deliveries carries with it a waste by reason of duplicating routes etc. The numerous advantages of a cooperative organization is evident to most of the Dairymen but the way to accomplish this end is their problem.

Working with the Agricultural Committee of our Chamber of Commerce, of which committee I am a member, and in direct touch with the Board of Health, We have gotten a number of the Dairymen to-gether in an organization for the main object of establishing a cooperative distributing plant, with modern, up to date equipment to take care of the situation here, which has outgrown the old way of individual deliveries.

This organization has been effected under the plan of a joint stock company composed of the milk producers. Contracts have been signed for daily delivery of over fifteen hundred gallons.

Committees have been appointed to provide ways and means of financing the undertaking and for securing a proper site for the plant and to secure a proper manager to take charge of this business,

In getting this dificult matter to its present stage, most valuable service has been rendered by the advice and instruction of Mr. F.A. Buchanan and Mr. G.P. Warber of Blacksburg and Mr. C.E. Clements of the Department at Washington D.C. who are specialists and experts in these matters. Sq 2

About fifty per cent of the milk consumed here is shipped in from other parts of the state. With a well established distributing plant in operation here as an inducement for dairymen to locate here where the supply is so far short of the present demand for milk, I hope to be able to build up the industry of milk production in keeping with the advantages offered by cheap lands and delightful climate conditions. This is a work of great importance for this section.

FERTILIZERS. 16.1.2

Probably the most important thing accomplished for the farmer this year, as a matter of an immediate saving of dollars in his pocket, was the work accomplished in the reduction of prices on fertilizers.

During the summer of 1920 the large concerns manufacturing fertilizers had stocked up in raw materials from which to make fertilizers for the next years work at prices far in excess of prices for the same materials at the beginning of the present year. Unwilling to bear the losses that ~~xxxx~~ would have to be sustained, if the prices of the manufactured goods were lowered in proportion to prices on other commodities, the tendency on the part of the trade was to hold up the price.

Recognizing the above facts, I went before the Board of Directors of the largest organization of farmers, the Southern Produce Exchange, and suggested that something might be done in this matter to the interest of our farmers. Prof. T.C.Johnson of the Virginia Truck Experiment Station, and I were made a committee from the above organization to look into the situation and report. We went to Washington, had a conference with the Chief of the Bureau of Soils where we got valuable informationxx as to the status of the situation. We then had interviews with manufacturers and dealers here and after getting the desired information we reported to our organization the facts in the case. Upon our report, the Southern Produce Exchange published a letter relating to this matter and placed it into the hands of the farmers. The direct result of this investigation together with the information that was given out to the farmers was, that smaller concerns dropped the price from $74.00 per ton, for a popular grade of goods used here, to $56.00. This was met by the larger concerns and further cuts in pric were from time to time made until the manufactured article was in keeping with the prices of the raw materials used. This piece of work alone was sai to have saved to the farmers of this section many thousands of dollars.

TRANSPORTATION.

Prior to the world war there was a regular steamboat service operating between Norfolk and certain points in the southern part of Norfolk County that was discontinued when the war came on and was a great inconvenience to the farmers who had been patrons of the same.

Early in this year I investigated the matter of restoring this service with the result of having a boat put back on this line and the same is now in opperation and is a paying proprostion to the Company opperating it and is also a great convenience and a saving to the farmers in that section of the County, who patronize it.

F. L. PORTLOCK,
COUNTY AGENT,
SOUTH NORFOLK, VA.