

COOPERATIVE EXTENSION WORK  
IN  
AGRICULTURE AND HOME ECONOMICS  
STATE OF VIRGINIA

VIRGINIA AGRICULTURAL AND MECHANICAL  
COLLEGE AND POLYTECHNIC INSTITUTE  
AND UNITED STATES DEPARTMENT OF  
AGRICULTURE, COOPERATING

EXTENSION SERVICE

Blacksburg, Virginia.  
November 8, 1923.

Mr. C. E. Seitz,  
Blacksburg, Va.

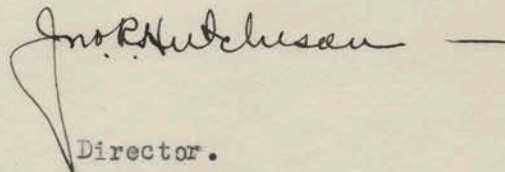
Dear Mr. Seitz:-

It will soon be time for you to begin thinking about the plan of work for your department for the coming year. In view of the fact that in the future we will perhaps have fewer specialists instead of a larger number, it is going to be necessary for you to plan your work very carefully in order to reach the people of the State most effectively. In view of this fact and the fact that we are also working on a long time program at this time, I think it will be well for you to give a careful study as to how the specialists work out their plans in some of the other States.

I am sending you herewith a copy of the plan of work for the poultry specialists in Connecticut. If you will take time to study this carefully it may give you some good ideas. I like particularly the idea of basing our plans on a study of present and past conditions and setting a definite goal for the future. We may not be able to reach the goal set in all cases, but unless we know where we want to go, how will we ever get there? There are also some good suggestions as to the selection of the community in which the work is to be done and the cooperation of the county agent in carrying it out. I hope you will read the whole plan over carefully and see if you can't get some suggestions for your work.

With best wishes, I am

Yours very truly,

  
Director.

JRH:F

## CONNECTICUT

## Plan for Poultry Specialist, 1923.

Present Conditions		Goal
1910	1920	1930
	400 practices changed each year	2,000 practices changed each year
No. chickens on 23,200 farms - 1,265,702	No. chickens on 20,000 farms 1,120,000.	No. chickens on farm - 1,500,000.
	20,000 farms with an average of 56 birds per farm of which	4,000 farms with an average of 200 birds per farm and 4,000 farms with an average of 100 birds per farm.
	8,000 farms with an average of 100 birds and	12,000 farms with an average of 25 birds per farm.
	12,000 farms with an average	
No. eggs produced - 8,566,000 doz.	No. eggs produced - 6,340,000 doz.	13,000,000 doz.
Aver. egg prod. 70 per hen.	-Aver. egg prod. 70 per hen.	Egg prod. - 100 per hen.
16,350 farms sold 5,425,000 doz. eggs	12,500 farms sold 4,008,000 doz. eggs	Sell 10,000,000 doz. or
320 doz. per farm selling	320 doz. per farm selling	800 doz. per farm
No. chickens raised - 2,045,000	No. chickens raised - 1,546,000	Raise 2,500,000
12,800 farms sold 848,000 or about 65 per farm selling	7,840 farms sold 532,000 or about 70 per farm selling	Sell 1,500,000
	25 per cent standard breed	50 per cent standard breed
	Communities with demonstrations per cent (30)	Communities with demonstrations 75 per cent.

At least 6,000,000 chickens need to be raised and 20,000,000 doz. eggs produced to feed Connecticut with poultry products.

At the present time, Connecticut is producing 15 to 20 per cent of the poultry which it consumes and about 30 per cent of the eggs. The normal increase in population is 30,000 each year. If Connecticut increases its poultry production to entirely take care of this increase in population, it would require an increase of 135,000 in the number of chickens raised each year and 450,000 dozen eggs. This might be accomplished by increasing each year 800 of the ordinary flocks to 200 birds and by increasing each year the number of laying hens 75,000 with the present production, or by increasing the average production  $1\frac{1}{2}$  per cent each year.

The poultry in Connecticut apparently involves three types:

1. The small poultry flock consisting of approximately 25 birds which is kept to supply the home with eggs and poultry meat.
2. The larger farm flocks averaging about 100 birds which is kept as a secondary source of farm income.
3. The larger commercial plant kept as a primary source of income.

The activities of the poultry specialists in 1923 will involve the following:

1. Poultry management clubs. - The poultry specialist will continue the present system of poultry clubs into 20 communities involving at least 300 farmers and will meet these clubs not less than 6 times not more than 8 times each year.
2. Demonstration farms. - Each community having had a poultry club will in 1923 establish one or more demonstration farms which the poultry specialist will visit at least twice a year and which will become a center of poultry information in that community.
3. Poultry practices. - In at least 75 communities one or more phases of poultry management will be demonstrated and a definite campaign conducted to increase the number of farms using these practices.

## Poultry Management Clubs.

### Selection of community.

In order that a community may obtain the services of the poultry specialist for the poultry management club, at least 10 persons having at least 100 birds each must agree to attend 8 meetings for a season and keep records of egg production, feed, number of hens, chickens raised, and sales of poultry products.

### Procedure:

The county agent will call a meeting, at which the specialist will outline the plan for the organization and conduct of the poultry club and make the necessary arrangements for the organization of the group. The members of the club will agree to allow their flocks to be used as demonstrations, to make a study of the poultry conditions in their communities, in the second year to keep records and to report to the poultry specialist regarding the conduct of their flocks. In return, the poultry specialist, in the second year, will agree to make two visits to the demonstration farm and advise them regarding poultry management.

### Organization:

The State poultry specialist will be responsible for the plan of work and the method of procedure. The county agent will be responsible for the bringing together of the local groups, for making contacts with the farmers, and guiding the activities of the club.

### Goal for 1923.

20 clubs in 20 communities.

300 enrolled.

## d Demonstration poultry farms.

Selection of farms:

Demonstration poultry farms will be established in communities having 10 or more farmers raising 100 birds annually. A farmer will be selected as a demonstrator who has 200 birds and other primary sources of income. The demonstrator will agree to keep such records as the specialist may desire. He will also become the center for information for poultry campaign work.

Procedure:

The county agent and the specialist will be responsible for the selection of the demonstrator. The county agent will be responsible for following up and getting the records and calling demonstrations meetings on the farm. If possible the demonstrator will be chosen from the membership of the poultry management clubs of a previous year.

Organizations

The poultry specialist will be responsible for the general outline for the management of the farm and method of procedure and will make two visits each season to aid farmers in the management of poultry plants. The county agent will keep in constant touch with demonstration, obtain records, organize meetings, and conduct what poultry campaigns may be held in the county.

Goal for 1923:

At least 60 demonstration farms in 60 counties.

600 farmers increasing their flocks to 200 birds and their egg production one dozen per bird.

## General Poultry Campaign.

The selection of the phase:

The poultry practice involved in the campaign in the different counties will be determined by (1) the type of poultry flock in the community that is, whether it is the farm family flock, the secondary source of income flock, or the large commercial flock, (2) the things revealed by the surveys as being the weakest part in the present system of poultry production, (3) what the practices that have shown to be most profitable and advantages on the demonstration farms, and (4) the type of poultry or eggs demanded by the available market.

Procedure:

The county agent in cooperation with his various county committees and the extension specialist will call a county-wide meeting to determine what phase of poultry production will be emphasized in 1923 and to obtain the cooperation of the best poultrymen in carrying on the campaign. The county agent, with the help of the local groups, will be responsible for the organization and conduct of the campaign within the county.

Organization:

The poultry specialist will be responsible for the plan of campaign and the general method of procedure; the county agent, for all local contacts; and the local groups, for the calling of meetings, sending out notices, and all other local arrangements.

Goal for 1923:

Demonstrations of simple poultry practices in 75 communities other than those in which poultry management clubs are located, and the changing of poultry practices of 1,000 farmers.