

November (continued)

3. Swine sanitation
4. Mailing garden suggestions

December

1. Sweet potato show and sale
2. Plan of work
3. Prunning demonstrations
4. Landscaping
5. Swine sanitation
6. Mailing garden suggestions

This program is planned for both short and long time range objectives for maximum participation.

July (continued)

4. Checking delegates to Wild Life Conference Camp
5. Swine sanitation
6. Mailing out garden suggestions

August

1. Delegates to Wild Life Conference
2. Fat Hog Show and sale activities
3. Field meetings and tours to demonstrations
4. Delegates to State Advisory Board Meeting
5. Swine sanitation
6. Mailing out garden suggestions

September

1. State Advisory Board Meeting
2. Assemble fair exhibits
3. Follow up Fat Hog Show and Sale
4. Consign junior hogs to Richmond Fair
5. Swine sanitation
6. Mail out garden suggestions

October

1. Junior Hog Show and sale
2. Exhibits to Suffolk Fair
3. Follow up Achievement Day Program
4. Swine sanitation
5. Mailing out garden suggestions
6. Annual Agents Meeting

November

1. Annual Report
2. Community Improvement Week

April

1. Rural Life Sunday
2. Checking 4-H projects
3. Planning Fat Hog and Sale and consigning hogs on Richmond Fair
4. Arranging for 4-H delegates to State Short Course and Wild Life Conference
5. Swine sanitation
6. Mailing out garden suggestions

May

1. Following up delegation to State 4-H Short Course
2. Checking 4-H projects
3. Fat Hog Sale and Show and Junior Consignment to Richmond Fair
4. Swine sanitation
5. Working up Farm Home Week Program
6. Mailing out garden suggestions

June

1. Representing in the State 4-H Short Course
2. Following up Farm Home Week program
3. Preparation for Wild Life Conference
4. Checking adult demonstrations
5. Checking 4-H projects
6. Swine sanitation
7. Mailing out garden suggestions

July

1. Tentative plans for Achievement Program
2. Fat Hog Show and sale participation
3. Farm and Home Week Program

CALENDAR OF ACTIVITIES

January

1. Meeting with Agronomy Committee
2. Selecting Soil Samples
3. Landscaping
4. Prunning demonstrations
5. Swine sanitation
6. Mailing garden suggestions
7. Getting 4-H enrollment and projects

February

1. Collecting soil samples
2. Landscaping
3. Prunning demonstrations
4. Forestry activities
5. Top dressing small grain
6. Mailing garden suggestions
7. Preparation for National 4-H Week program
8. Swine sanitation

March

1. National 4-H Week Program
2. Prunning demonstrations
3. Giving out fertilizer recommendations
4. Seed recommendations
5. Collecting soil samples
6. Forestry activities
7. Swine sanitation

The demonstration approach to getting proven practices established is the method. Stressing accurate record keeping through leadership is one of the tools to be used.

Demonstrations To Be Conducted

<u>Enterprises</u>	<u>Number</u>	<u>Acres</u>
Corn	12	60
Peanuts	10	50
Pastures	12	60
Corn crops	15	75
Small Grain	10	50
Gardens	20	8
Forestry	3	50

<u>Enterprises</u>	<u>Number</u>	<u>Animals</u>
Swine	20	1000
Cattle	1 $\frac{1}{2}$	25
Poultry	20	1500
Sheep	1 $\frac{1}{2}$	120

Events and activities will be sponsored periodically with these demonstrations. Field meetings will be sponsored and specialist help used. Letters, news articles, meetings, tours, visits and narratives are tools to be used in spreading proven practices. The calendar of activities will be used as a guide and indication of evaluation. The participation of local leaders will be maintained and encouraged through recognition. Farmers will be stimulated to thinking out their own problems and reading more Agricultural Journals.

This makes three monthly sales. The success of these sales gives a promising out look for the enterprise. With encouragement from feed companies and meat packers it appears that more and more hogs will be produced under some kind of contract arrangements. To hold down production cost and prevent other profit leaks appears to be the answer.

that will net him more than the cost of the extra machinery there is no gain.

COUNTY ADVISORY BOARD OFFICERS

President	T. B. McClenny	Wakefield, Va.
Vice President	Vacant	
Secretary	Mrs. Saratoga Brown	Handson, Va.
Treasurer	Mrs. Mattie Sykes	Newsome, Va.

JUNIOR COUNCIL OFFICERS

President	Floyd Harris	Newsome, Va.
Vice Pres.	John Buck	Courtland, Va.
Secretary	Della Crocker	Capron, Va.
Sponsor	Mr. Herbert Spruill	

COUNTY SITUATION

Three railroads and a net work of highways are conveniences for marketing farm commodities. Additional industrial plants are being established which makes it convenient for part time farming. Major farm commodities are corn, peanuts, cotton, small grain and hogs with an increasing number of water mellons, poultry flock and sheep. Hog buying stations are increasing in numbers and we have semi-annual sales of pure-bred hogs.

The recently organized Tidewater Livestock Sales Company, Inc., with headquarters in Courtland, has sponsored two Feeder Pig Sales. Another one is to be held January 28, 1959

OVER ALL COUNTY ORGANIZATION

The County Advisory Board consists of the controlling body of leaders assisting agricultural agencies with organizing, planning and developing agricultural activities. This organization accounts for the direction of movement of organized extension activities.

Farmers will be briefed on management techniques in shifting production in an attempt to adjust net income. A good fertilizer program is important. A good fertilizer program includes not only applying the correct amount for greatest net return, but applying it when and where it is needed and using proper analysis.

With the proper use of fertilizers, controlling diseases and insects and with the use of certified seeds and other recommended cultural practices extra yields are practically assured.

We are now giving praises to the new Virginia 56R peanut variety. It yields 8% more than old varieties. It is not unusual for reduction in acreages to result in increase in production. Aiming for higher yields is the best approach for reducing various overhead cost per pound, per bushel. Fixed cost like land charge, machinery investment and labor may constitute 50% of the total cost.

Increased yield is not enough. We need to do some constructive thinking and planning on all levels. Farmers need enough machinery to get the job done thoroughly and on time, but unless he has something to do with the time he saves

farmers come up with their own interpretation of both problems and action is basic to success.

This plan is a calendarized outline of methods of adopting and using scientifically proven practices. The calendar arrangement serves as a guide to encourage periodical evaluation. In the process of building the program leadership is automatically developed.

Upon framing the program committees will be appointed on the basis of important commodities, problem areas and special interest. Community meetings will provide opportunities for exchanging ideas, intergrating programs, coordinating efforts and identifying leaders. These meetings should provide a chance for fellowshiping as well as for work.

Specialist help will be used in training leaders and in other necessary events. Individual visits will be made with key people. In community and county-wide meetings, consideration and recognition will be given leaders. In getting this program on the ground through demonstrations and other methods, farmers will recognize values in changes.

VOLUME OF WORK

Southampton County with a population of around 985 Negro farm operators covers an area of 603 square miles. Less than half of these farmers own their farms.

PLAN OF WORK

The purpose of this plan of work is fundamentally to help farm people and to influence them to adopt recommended practices for additional net income for better living. In planning the program the felt needs of the people is the basic thinking. The program is being developed out of the farmers' situations. Thoughts and actions on the part of the farmers toward solving their problems are the points being considered. For the success of the farmers they must be impelled to see their problems, understand them and determine needs of actions for solving them. There are the principles on which enduring extension programs are built. The farmers thoughts should be directed rather than dominated.

In the process of developing this program farmers should be enabled to feel closer to their farms than ever before. They should be enabled to appreciate the need of building and improving their land which brings in the need for scientific agricultural knowledge, the time and place for out-of-school service where farmers learn by doing. The function is teaching by directing trends of thoughts and actions. For effective teaching there should be flexible working objectives basic to the farmers' needs.

Developing the program jointly with farmers encourages an attitude of being a part of which enhances added participation that contributes to good public relations. To have

COOPERATIVE EXTENSION SERVICE WORK
IN
AGRICULTURE AND HOME ECONOMICS

Virginia Polytechnic Institute &
U. S. Department of Agriculture,
Cooperating

EXTENSION SERVICE
County Agent Work

PLAN OF WORK

COUNTY SOUTHAMPTON

YEAR 1959

Name S. G. MANSFIELD
Local Farm Agent

Date Mailed Dec. 19, 1958