

# ANNUAL NARRATIVE REPORT

# COUNTY EXTENSION WORK

## *Virginia Agricultural Extension Service*

H. L. MACLIN

**Extension Agent**

SARA H. WINFIELD

**Extension Agent**

\_\_\_\_\_  
**Assistant Agent**

\_\_\_\_\_  
**Assistant Agent**

\_\_\_\_\_  
**Assistant Agent**



**1964**

\_\_\_\_\_  
**BRUNSWICK  
County**

TABLE OF CONTENTS

	Page
I. Local Leadership . . . . .	1
II. Agricultural Production, Management and Natural Resource Development	
Farm Management - Record Keeping . . . . .	2
Agronomy - Flue-Cured Tobacco . . . . .	4
Corn . . . . .	8
Tomatoes . . . . .	10
Extension Home Economics	
Foods and Nutrition . . . . .	11
House Furnishings . . . . .	13
4-H and Other Extension Youth Programs	
Career Exploration . . . . .	14
4-H Adult Leaders Association . . . . .	16
Other Activities . . . . .	18
Community and Public Affairs	
County Advisory Board . . . . .	21
III. Success Story . . . . .	23
IV. General Appraisal . . . . .	25

Brunswick County - 1964  
Local Leadership

There are one hundred eighty-eight different leaders in the county. One hundred serve as adult leaders and eighty-eight work with 4-H members. They serve as sponsor, organizational, committee, program development, project, and special interest leaders.

One hundred fourteen adult leaders attended eleven training meetings. There were twenty-four training meetings for 4-H leaders with attendance of six hundred six. Adult leaders conducted forty-nine meetings with seven hundred twenty-two persons attending. One thousand seven hundred fifty-four 4-H'ers attended sixty-one meetings conducted by leaders.

Seven leaders attended the 4-H Leaders Association; four were delegates to the State Short Course, and Wildlife Conference. Twenty leaders attended the Family and Community Improvement Institute. These activities were held at Virginia State College, Petersburg. One leader attended the State Advisory Board meeting at Hampton. Ten leaders attended and participated in district 4-H activities. Three leaders attended the 4-H Hog Show, and six attended the 4-H Sweet Potato Show.

The adult leaders are largely responsible for carrying on the Extension Program in the communities. Leaders planned and aided in the execution of community, county, district, and state activities.

Accomplishments made by families in the county, to a large extent, have been through the organization and cooperation of leaders.

Brunswick County - 1964  
Project Area: Agricultural Production,  
Management and Natural Resource  
Development  
Phase: Farm Management - Record Keeping

For the past three years, the Mail-in VPI Electronic Farm Record Summaries for four farms indicated that the size of business, rates of production, labor efficiency, choice of enterprises and machinery cost were the main factors affecting farm income.

The records show that larger farms pay better than smaller farms. On larger farms, it is possible to use labor, equipment, and other items more efficiently. Yet, size alone does not mean profitable operation.

Record keeping is one way of approaching the problem. Records provide a source of information to aid in making adjustments, planning, and keeping an up-to-date inventory of the farm business.

The objectives were to enroll five farmers in the Mail-in Program, get more families to keep records, to choose enterprises that would be profitable, and to analyse the farm business in order to make necessary adjustments.

Farm families were reminded of the importance of record keeping in making decisions in the farm operation. Meetings, farm visits, news releases, radio talks, and office conferences were methods used to inform people of the importance of record keeping.

Four families enrolled in the VPI Mail-in Record Program. Their records of farm income and expenses are mailed monthly to VPI Economics Department. The families receive quarterly and annual summaries.

Brunswick County - 1964  
Project Area: Agricultural Production,  
Management and Natural Resource  
Development  
Phase: Farm Management - Record Keeping

The quarterly summary provides information that is used to make adjustments during the production period. The annual summary presents an overall situation of the farm operation.

The farm record summaries of families enrolled in the VPI Electronic Mail-in Record Program indicated better management.

Labor efficiency, machine cost, and an increase in livestock receipts are management problems that were reduced, according to records. In some instances, efficiency in management could not be accurately evaluated due to the 1963 drought in most of the areas in the county.

Management conferences throughout the production year accounts for some of the improvements in certain phases. For example, most farmers were without feed for livestock. This problem needed immediate adjustment. After budgeting feed cost, livestock numbers were adjusted to an economical unit best fitting the individual situation. Crops were short, and labor was reduced to the minimum. Families were hesitant in purchasing additional machinery.

These families have had the opportunity to take a much closer look at farm management. Had they not been enrolled in the Record Program, this information would not have been available.

Brunswick County - 1964  
Project Area: Agricultural Production,  
Management and Natural Resource  
Development  
Phase: Agronomy - Flue-Cured Tobacco

Flue-cured tobacco ranks first in farm income, and with other field crops, supplies about 71 percent of the total income. The county is the fourth largest producer of flue tobacco in the state.

Brunswick County suffered a severe drought in 1963. It was estimated that crop yields were cut as much as 30% on some farms. Farmers who had facilities to irrigate, produced an average yield. The auction average price, in many instances, was below Government Support Price. The quality of tobacco was below average. Over 75% of the crop was graded leaf of low quality and variegated.

Although dry weather prevailed in a large area of the county, the average yield was 1670 pounds in 1963. Farmers harvested 4,896 acres, and produced 8,176,000 pounds that grossed an income of \$4,415,040.00.

A report from the Agricultural Stabilization and Conservation Service indicated that a large percent of the 1963 crop was purchased by it. This is an indication that a large amount of undesirable tobacco was produced in 1963. A large quantity was immature because farmers harvested too early.

A large number of farmers who had below average income from their tobacco became concerned about the situation, and desired information that would enable them to produce a high yielding quality crop.

The objective for 1964 was to improve the quality of flue-cured tobacco and, thereby, produce desirable types that would be acceptable

Brunswick County - 1964  
Project Area: Agricultural Production,  
Management and Natural Resource  
Development  
Phase: Agronomy - Flue-Cured Tobacco

by both domestic and foreign markets. Thus increasing farm income, and at the same time, reducing the government flue tobacco surplus.

An accelerated flue-cured tobacco program was projected in early February to inform growers on recommended practices, and a follow through with meetings, visits, radio talks, newspaper articles, and circulars. This program was the outgrowth of studying the situation with the County Advisory Board, Agronomy Committee, leaders, and other interested county groups.

Organized subject matter materials were made available to growers. This information was presented through the newspaper, radio talks, meetings, office conferences, circulars, and on-farm visits.

At the end of the production phase of the program, growers were provided with marketing information. This information involved four district tobacco grading and marketing preparation demonstrations. These demonstrations were conducted by R. R. Gordon, USDA Marketing Specialist. The training given at these meetings, if put into practice, should have decreased the amount of tobacco that went into "Stabilization," and in turn, increased company purchases and family income.

Very few growers have sufficient light in the pack barns for grading tobacco. The importance of proper light was discussed and demonstrated in sorting tobacco.

Occasionally, time was spent at the local markets discussing grades

Brunswick County - 1964  
Project Area: Agricultural Production,  
Management and Natural Resource  
Development  
Phase: Agronomy - Flue-Cured Tobacco

of tobacco with growers and government graders. This was a very good means of teaching more growers the proper method of sorting and marketing tobacco. In many instances, growers were able to correct some mistakes in sorting and preparing tobacco for market. This has meant more money from the sale of tobacco.

In most instances, tobacco producers followed recommendations in 1964. Weather conditions were good, with rainfall above normal during the growing season.

The Brunswick flue-cured tobacco crop for 1964 was the best ever. The average yield exceeded 2200 pounds per acre. This is more than five hundred pounds higher than the 1963 yield of 1670 pounds. In spite of the 10% cut in acreage in 1964, growers received more income per acre than ever before in the history of flue-cured tobacco production. "Money wise," it meant an average \$1276.00 per acre in 1964, as compared to \$968.60 in 1963. The acre value is calculated on the basis of 58¢ average price per pound.

The tobacco program was successful in terms of growers' incomes. The program was less successful in accomplishing some of its objectives. Many growers harvested premature tobacco. A large percent of this immature type tobacco was purchased through stabilization which built up the stock pile of government surplus. Secondly, many growers are doing a poor job of preparing, and marketing tobacco.

Brunswick County - 1964  
Project Area: Agricultural Production,  
Management and Natural Resource  
Development  
Phase: Agronomy - Flue-Cured Tobacco

In 1965, growers will plant 19.5 percent less tobacco. This is the result of a reduction in flue-cured tobacco acreage declared by the Secretary of Agriculture. What this will mean to growers is a question to be answered. However, the program requires action on the part of the Extension Service, community leaders, and other agricultural groups. A program must be initiated to encourage growers to cooperate, and follow closely all recommendations in the production, harvesting, curing, storing, and marketing of flue-cured tobacco.

Our export competitors - Rhodesia, Canada, and India have increased their production, and are also improving their quality. If we are to remain "king" of the tobacco trade, a goal to produce high quality tobacco is a "must."

Brunswick County - 1964  
Project Area: Agricultural Production,  
Management and Natural Resource  
Development  
Phase: Agronomy - Corn

Two families conducted All-Practice Corn Demonstrations.

Soil samples were taken and analysed by the Agronomy Department, VPI, Blacksburg, and fertilizer and lime recommendations made.

In both demonstrations, the result of the soil tests indicated calcium deficiency.

The corn was planted at the rate of 12,000 to 14,000 stalks per acre. One demonstrator fertilized the demonstration plot as recommended, at the rate of 99 pounds nitrogen, 68 pounds phosphate, and 68 pounds potash. The check plot was fertilized according to what the farmer would normally use for the whole field. No lime was applied.

The yields per acre on the demonstration area was 89 bushels as compared with 65 bushels on the check area. A profitable difference of 24 bushels.

The second demonstrator followed similar cultural practices as the first demonstrator. The difference was in the amounts of fertilizer. He used over amounts of fertilizer recommended, chemical weed control, and no lime. On the demonstration area, 129 pounds nitrogen, 68 pounds phosphate, and 68 pounds potash was applied per acre. The check area received 98 pounds nitrogen, 48 pounds phosphate, and 48 pounds potash per acre.

Corn yields per acre amounted to 83 bushels on demonstration plot, and 77 bushels on check plot. The additional fertilizer was a loss of

Brunswick County - 1964  
Project Area: Agricultural Production,  
Management and Natural Resource  
Development  
Phase: Agronomy - Corn

money and labor in the case of this demonstrator. He would have received more profit, if he had followed recommendations. His fertilizer program was higher than his soil capability. It was also noted that corn stalk population was below recommendations.

Brunswick County - 1964  
Project Area: Agricultural Production,  
Management and Natural Resource  
Development  
Phase: Agronomy - Tomatoes

Intensive tomato production for additional family income was discussed in a state training meeting, February 1964. It was felt that some families could realize extra cash from the sale of fall tomatoes.

One demonstration was conducted in the county by Mrs. Vivian Herring, Dolphin. Five varieties were used; Marrion, Delsher, Campbell 146, Heinz 1370, and Pokosoke.

Recommended practices were followed in the production, harvesting and marketing of the tomatoes.

Harvesting began, September 11, and ended early October, just before a killing frost.

Although over one half of the tomato crop was destroyed by frost, 810 pounds were sold for \$104.00, and 560 pounds used for family consumption.

From indications, and comments from the demonstrator, tomato production on a small scale is profitable in Brunswick County. Especially, if grown to be marketed during the fall season.

Fall tomato production can be more profitable if grower used canvas to protect plants against early frost. This would be an inexpensive management practice, especially, to tobacco growers who usually have canvas readily available.

Brunswick County - 1964  
Project Area: Extension Home Economics  
Phase: Foods and Nutrition

Homemakers are anxious to satisfy the appetites of their families. They want to plan and prepare new dishes. Their baked goods fail, and the cause of failure disturbs them. With the advent of television, busy schedules, and relaxed way of living, some families have been very lax in their table and everyday manners. The foods program for this year was to help homemakers realize the causes of failure in baked goods, learn to prepare new dishes, and to improve their manners.

Demonstrations in making cakes and pies were given, and the products were judged to help homemakers determine causes of failure in these products.

Demonstrations in cooking meats and vegetables, using foreign recipes, were given. At one meeting the members of each club planned and prepared a menu of foreign dishes. At this time, members also demonstrated table setting, and attractive arrangements.

Table manners and social graces were demonstrated and discussed by the agent and members. The demonstrations on social graces helped homemakers realize the need for serving more family meals, practicing the social graces daily; and the ease of forming bad habits, but the pain it takes to change the habit from bad to good.

As a result of the foods program, homemakers are adding variety to their meals by preparing dishes with a foreign flavor. When there is failure in baked products, they are able to realize the cause. The demonstrations in social graces aided families in correcting bad habits,

Brunswick County - 1964  
Project Area: Extension Home Economics  
Phase: Foods and Nutrition

and to be more gracious and polite.

The drought in 1963 caused families to produce and conserve less food; income was cut, meaning less money to spend for food. The need for concentrated efforts on production and conservation of food for family use, when feasible, was realized. The Home Demonstration Committee, The County Advisory Board, leaders, 4-H members, and other interested persons were called on to promote the program.

Demonstrations, discussions, news articles, radio talks, home visits, office calls, and bulletins were methods used to inform people. Included in the bulletins distributed, was one compiled by the agent, January 1964, "Facts About Foods And Nutrition." Facts emphasized in this bulletin were daily food requirements; food cost per week, month, and year for a family of four; sample menus; ways to conserve the food dollar; and tips on planning, buying, and cooking.

As a result of this program, families conserved larger quantities of foods in 1964 than in recent years.

Brunswick County - 1964  
Project Area: Extension Home Economics  
Phase: House Furnishings

There are many types of floor coverings on the market. Homemakers lack knowledge of the composition, care, use and suitability to area of floor coverings. Without this knowledge, a wise selection is hard to make.

To aid homemakers in making decisions in the selection of floor coverings, they were provided information on different materials used in floor coverings, the care and use of each. Information was given on care, cleaning, and waxing wood floors.

Demonstrations, visuals, printed matter, and news articles were teaching methods used.

As a result, homemakers realized they had been giving improper care to floor coverings which caused them to deteriorate. Many have changed the methods used in caring for floors and floor coverings. Homemakers now know what to consider when purchasing new floor coverings.

Brunswick County - 1964  
Project Area: 4-H and Other Extension  
Youth Programs  
Phase: Career Exploration

There are limited job opportunities for youth in this area. They drop out of school to seek employment, only to find that they are not qualified. The drop-outs are not prepared for gainful employment, nor have they completed their high school education. These persons lack knowledge of career opportunities and the potentialities in the labor field.

This project was planned to decrease the number of drop-outs, and to aid senior 4-H'ers make sound decisions in choosing fields of employment, and to re-enroll members.

The methods used to promote the program were meetings, news articles, radio talks, telephone calls, and visits. During project training, visuals, demonstrations, discussions, conferences, and counseling were used as teaching aids.

The director of the high school guidance department conducted the project with members of the guidance committee. Assistance was given by the principal.

Sixty-three members were enrolled in the project. This number included 9 re-enrolled, and 39 new members. There were 5 seniors, 10 juniors, 7 sophomores, 16 ninth graders, and 25 eighth graders. This is an indication that those entering high school realize the importance of starting early to plan their careers.

Brunswick County - 1964  
Project Area: 4-II and Other Extension  
Youth Programs  
Phase: Career Exploration

The members took unusual interest in the project. It taught them to think more about careers, what to consider in making a choice, and the qualifications necessary in fields of employment.

The project gave them a knowledge of job opportunities, and the need for developing their abilities in order to find their potentialities. They realized the advantages of qualifications.

The overall drop-out situation is high, but with continued work in this project, more students will be benefited.

Brunswick County - 1964  
Project Area: 4-H and Other Extension  
Youth Programs  
Phase: 4-H Adult Leaders Association

The 4-H Leaders Association was organized to promote the county 4-H program. The organization needed to be strengthened in order to do a better job of developing boys and girls into useful and better citizens. The objectives for the year were to plan 4-H programs, assist with 4-H Club activities, encourage leaders to attend activities outside the county, and have leaders attend leader training meetings.

A county district meeting and a county-wide meeting were conducted to evaluate the program, and to plan ways for strengthening it. It was concluded that only those persons interested in 4-H Club work become members. These members would do more effective project work, and gain more from club activities.

Five members attended the state leaders meeting in January, and two attended the state meeting in June. Four attended state 4-H activities in June and August. Three leaders attended a three-day Tractor Training meeting. All of these meetings were held at Virginia State College. Ten leaders worked with 4-H members and attended district contest and shows.

The group aided in planning and promoting county-wide activities.

Through the cooperation of the leaders, and an increased interest in knowledge of the 4-H Club work, there is a better understanding of the 4-H Club Program.

At a county evaluation meeting, held December 17, it was concluded

Brunswick County - 1964  
Project Area: 4-H and Other Extension  
Youth Programs  
Phase: 4-H Adult Leaders Association

that through the cooperation of leaders, and increased interest in knowledge of the club work, there is a better understanding of the 4-H Program.

Brunswick County - 1964  
Project Area: 4-H and Other Extension  
Youth Programs  
Phase: Other Activities

During the 1964 4-H Club Program year, 279 boys and 333 girls were enrolled in 22 clubs. These members were enrolled in 713 projects. The most popular projects were Electricity, Forestry, Market Hog, Sweet Potato, Wildlife, Health, So You'd Like to Sew, and Today's Girl. Projects conducted for the first time were Small Engines, and Today's Girl.

Some highlights in project work involved:

1. Small Engines, conducted by a small motor mechanic. The training included maintenance and operation of lawn mowers. Fourteen boys received training. They operated lawn mowers during the summer months without accident; and no major repairs to mowers.
2. Electricity was conducted by a representative of the Virginia Electric Power Company. Members were taught sizes and uses of different types of electric wires; how to make minor electric cord and light repairs; fuse sizes and how to replace; light bulb sizes and use; also safety in electricity, and proper light for study.
3. The 4-H Market Hog Project involved 39 boys and girls. The project is designed to teach members what type animal to select, methods of feeding for maximum returns, how to train and groom hogs for show and sale, how to show a hog, and the slaughter grades and classes of hogs.

Five participated in the show and sale held at Southside Fair

Brunswick County - 1964  
Project Area: 4-H and Other Extension  
Youth Programs  
Phase: Other Activities

Grounds, Petersburg. They exhibited 18 hogs. Thirteen in the marketing class, and five in the pure-bred class.

In the marketing class, one 4-H member won reserve champion pen, and one, reserve champion single. Boys exhibiting in the pure-bred class were awarded grand champions, and reserve champions. One boy won championship in the judging contest.

The five boys who participated in the activity received \$133.00 in cash premiums, 14 ribbons, and 5 rosettes.

4. Twenty-six boys and girls were enrolled in the Sweet Potato Project. The purpose of the project is to teach the best method of production, grading, storage, and marketing.

Nine boys and one girl participated in the Annual Sweet Potato Show and Sale. They exhibited 63 bushels of quality potatoes.

Two brothers received the top awards at the Ninth Sweet Potato Show and Sale held at the State Fair Grounds, Richmond. The 4-H Club members received 9 ribbons, 2 rosettes, and a total of \$285.50 for their potatoes.

Four-H Club girls participated in the District 4-H Contest where members demonstrated their skills in homemaking activities.

Club members participated in two 4-H Club Council meetings, National 4-H Club Week, Rural Life Sunday Program, picnics, and educational tours.

Brunswick County - 1964  
Project Area: 4-H and Other Extension  
Youth Programs  
Phase: Other Activities

Nine boys and nine girls attended the State 4-H Short Course and Wildlife Conference, both held at Virginia State College.

Twelve members won county awards for outstanding accomplishments in project activities.

Brunswick County - 1964  
Project Area: Community and Public Affairs  
Phase: County Advisory Board

The County Advisory Board is the overall governing body for Extension Planning. Communities depend on the board members for information affecting their welfare. The board needs to broaden its knowledge and scope of activities. This can be done by providing them with information on purpose, function of organization, and assisting them to understand same.

In February, a meeting was held to inform the members as to the purpose and function of the board. A program was also planned to inform people of recommended practices, and to follow through with them.

The board recommended establishing field demonstrations, conducting meetings, news articles, radio talks, and visits to teach people to do an efficient job, and the importance of doing the job according to recommendations. The members were asked to place special emphasis on food production and conservation for 1964, to make wise uses of resources and income, and encourage families in their communities to do likewise.

At the fall meeting of the board, the 1964 program was evaluated.

The main cash crop in the county, tobacco, was a topic of discussion. The members realized the outlook is not too good, and gave results of supplemental enterprises in which they had engaged. They stressed the importance of wise use of dollar, careful consideration of the family situation, managerial ability, and love for the job,

Brunswick County - 1964  
Project Area: Community and Public Affairs  
Phase: County Advisory Board

when conducting an enterprise.

The board is aware of the need for continued emphasis on management -- money, crops, time and energy; the production and conservation of food for family use, when feasible; more community meetings; and to get more information to families on enterprises which can be carried out to supplement income.

## Brunswick County - 1964

## Success Story

Shelton Lewis, Brunswick County, Virginia, chose farming as a career after being affiliated with 4-H Club work for eight years. Six of these years, Shelton was an active member of the Gilliam 4-H Club, Dolphin, Virginia. During his membership, projects were conducted in flue-cured tobacco, and swine production. He won honors in several 4-H Achievement Day programs. In 1946, he was first place winner of the Pure-bred Berkshire Gilt Show at Lawrenceville, Virginia.

After attending a three-day training clinic in Tractor Maintenance at Virginia State College, Shelton served as Junior Leader in Tractor Maintenance for two years. Since that time, he has been connected with 4-H through his two sons who are members of the Virginia Morgan Russell School 4-H Club.

In 1953, Shelton married Miss Joyce Coleman who was also a 4-H Club member of the Warfield Club. They have four children. Two are presently 4-H Club members conducting projects in market hog, and tractor maintenance.

In 1958, Mr. and Mrs. Lewis purchased a 49-acre farm and built a home. In addition to the 49 acres, other land is rented for farming. The family produces, on an annual average, six acres of flue-cured tobacco, five acres of corn, and eight acres of soybeans. They raise enough pork, and vegetables to provide for most of the family food.

Besides farming, Mr. and Mrs. Lewis do off-farm work. He devotes part-time to hauling forestry products. Mrs. Lewis works part-time at

Brunswick County - 1964

Success Story

a local garment factory.

In discussing the success of the family, Lewis estimated the average annual gross income of the family at \$12,000.00.

The Lewis family is active in community and church activities. Shelton is a member of the Trustee Board of his church, and is a director of recreation in his community. Mrs. Lewis is treasurer of the Church Sunday School, and an advisor to the Junior Church.

Shelton completed three years of high school training. Mrs. Lewis is a graduate of the James Solomon Russell High School, Lawrenceville, Virginia.

Brunswick County - 1964  
General Appraisal

The job of the Extension agent is education in action - education of an informal, and distinct type. The service is directed toward helping people to recognize, analyse, and solve the various problems which they encounter in agriculture, home economics, and related subjects.

The Extension Program has been an outgrowth of expressed wants and analysed needs of the people. They want the facts about matters having a direct bearing on their welfare. People are turning to Extension for available informal educational service for help in getting facts.

Extension has rendered educational assistance in helping people to better understand such matters as efficient methods of production; marketing distribution, and utilization; conservation, development and use of natural resources; management on the farm, and in the home; family living; youth development, leadership development; community and resource development; and public affairs.

Youth activities (4-H Club work) have provided learning opportunities and practical experiences in real life situations. Orientation programs aided youth and volunteer leaders who served them. The career program helped in providing older youth an opportunity in exploring different types of careers in order to make wise decisions. The overall youth program has aided in preparing boys and girls for economical, social, and leadership responsibilities for future adulthood.

The progress of the youth program was largely determined by the type of local leadership. Along with the youth program, emphasis was

Brunswick County - 1964  
General Appraisal

placed on developing leadership abilities in persons who served.

The Extension Program has served, approximately, five hundred families. Of this number, over one half are farming. Others are non-farm families living in a rural area. Among those assisted are over six hundred 4-H Club members, and, approximately, 3,000 adults in organized and unorganized groups.

In addition, Extension aided farm supply dealers, businessmen, professional groups, and other county and community organizations of various types.

Supporting and aiding the program are 294 unpaid local leaders. Without this help, the scope of the program would not be possible.

Other sources of help were provided by agricultural colleges, experiment stations, USDA, and technical and administrative Extension workers.

We realize that emphasis will continually be placed on the Extension Service for information on problems of efficiency in agricultural production; in marketing, distribution and utilization; in conservation, development, and use of natural resources; management on the farm, in the home, and family living.

Extension will plan its program to meet the future challenge!