

Cooperative Extension Work in Agriculture
and Home Economics.

U. S. DEPARTMENT OF AGRICULTURE
AND STATE AGRICULTURAL COLLEGES
COOPERATING.

STATES RELATIONS SERVICE,
OFFICE OF EXTENSION WORK, SOUTH.
FARMERS COOPERATIVE DEMONSTRATION WORK.

REPORT OF WORK OF THE COUNTY AGENT,

CALENDAR YEAR 1917.

DUE DECEMBER 31, 19

STATE, Virginia

COUNTY, Stafford

REPORT OF S. L. Gole COUNTY AGENT.

FROM JANUARY 1, 1917, TO DECEMBER 31, 1917.

APPROVED:

STATE AGENT.

DATE FORWARDED.

DIRECTOR OF EXTENSION WORK.

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 ~~off~~ 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 Agents' 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:

CROPS:

Corn
Cotton
Tobacco
Small Grain
Hay & Forage
Cover Crops
Summer Legumes
Potatoes (Irish & Sweet)
Truck Crops & Gardens
Sugar Cane
Orchards

LIVE STOCK:

Horses
Dairy Cattle
Beef Cattle
Hogs
Sheep & Goats
Poultry
Live Stock Diseases & Pests.

OTHER WORK:

Fertilizers
Farm Manures
Silos
Dipping Vats
Seed Selection
Lime
Rotations
Pastures
Organizations
Farm Buildings
Drainage
FARM MACHINERY & TOOLS
Clearing Land, Stumps, etc.
Timber & Wood Lots
Miscellaneous Demonstration Work
Effect of Demonstration Work on
Community, and Human Interest
Features.
Boys' & Girls' Clubs

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.

C O R N .
 (INCLUDING KAFIR, MILO, FETERITA)
 SEPARATE SHEET FOR EACH.

S. L. COLE,
 County Agent,
 STAFFORD, VIRGINIA.

1. Number of demonstrators 4
2. Number of demonstrators reporting 4
3. Total acreage of corn grown under improved methods on demonstration farms 109
4. Average yield per acre on demonstrations (bushels) 64.1/5
5. Increased yield on demonstrations over ordinary methods 20
6. Number of cooperators _____; Acreage _____; Yield per A. _____ bu.
7. Number who planted pure or selected seed on their demonstrations 4
8. Number of farmers you have influenced to select seed for next year's crop 30; Estimated amount of seed selected 300 bu.
9. Number who fall plowed their demonstration acres 2
10. Number who turned under cover crops on their demonstration acres 3
11. Number of acres harvested for silage _____; Yield per acre _____ (tons)
12. Number of acres "hogged down" _____; Value per acre when utilized this way \$ _____
13. Number of acres treated for diseases or insect pests _____
14. How many farmers have you influenced to use better methods in growing corn this year? 40
15. Estimate total number of farmers in county who have been influenced to use better methods in corn growing since county agent work started 75
16. What per cent is this of total number of farmers in your county? 15

(FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

Owing to the fact that I had so many boys in the corn club, I used their acres for demonstrations for the farmers.

COTTON.

SPACE FOR AGENT'S SIGNATURE

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage grown under improved methods on demonstration farms _____
4. Average yield per acre on demonstrations (pounds seed cotton) _____
5. Increased yield per acre on demonstrations over ordinary methods _____
6. Number of cooperators _____; Acreage _____; Yield per acre in pounds seed cotton _____
7. Number of demonstrators who planted pure or selected seed _____
8. Number of farmers you have induced to field select seed for next year's crop _____
9. How many fall plowed their demonstration acres? _____
10. How many turned under cover crops on their demonstration acres? _____
11. Number of acres treated for diseases or insect pests _____
12. How many farmers have you influenced to use better methods in cotton growing this year? _____
13. Estimate the total number of farmers in your county who have used improved methods since county agent work was started _____
14. What per cent of all the farmers of your county have been reached? _____
15. Have you been able to get the farmers in any community to grow but one variety of cotton? _____; Give particulars _____

TOBACCO.

SPACE FOR AGENT'S SIGNATURE

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage in demonstration _____
4. Average yield per acre (pounds) _____
5. Increased yield of demonstrations over ordinary methods _____
6. How many farmers have you induced to plant pure selected seed? _____
7. How many farmers have you induced to field select seed for next
year's crop? _____
8. How many fall plowed their demonstration acres? _____
9. How many turned under cover crops on their demonstration acres? _____
10. How many tobacco farmers did you influence to adopt a rotation system? _____
11. State the number of acres treated for insect pests _____
12. Estimate the total number of acres in your county which were worked by
improved methods due to the county agent's influence _____

(FOR REBARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE AND ADDITIONAL SHEETS IF NECESSARY.)

SMALL GRAINS.
(OATS, WHEAT, RYE, BARLEY, BUCKWHEAT.)

NAME FOR COUNTY AGENT
S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

Wheat

DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators 5
2. Number of demonstrators reporting 5
3. Total acreage in this crop grown under improved methods on demonstration farms 140
4. Average yield per acre on demonstration farms (bushels) 18 1/2
5. Increased yield on demonstrations over ordinary methods (bushels) 4
6. Number of cooperators _____; Acreage _____; Yield per acre (bushels) _____
7. Number of demonstration acres threshed for grain 80
8. Number of demonstration acres cut for hay 60
9. Average yield of cured hay per acre on demonstrations (tons) _____
10. Increase per acre of cured hay on demonstrations over ordinary methods, tons _____
11. Number of acres grazed off _____; Estimated value per acre \$ _____
12. Number of acres turned under for soil improvement _____
13. How many acres were treated for insect pests: * _____
14. How many bushels of seed were treated for smut, rust, etc: 100
15. How many farmers have you induced to plant this crop for the first time: 10
16. Estimated total number of farmers in your territory who have been influenced to sow this crop since county agent's work started 25
17. What per cent is this of the total number of farmers in the county? 5

*NOTE. UNDER HOWARD STATE THE NATURE AND RESULTS OF TREATMENT OF DISEASE FROM INSECT PESTS.
SEE OTHER SIDE OF SHEET FOR THIS.

SMALL GRAINS.
(OATS, WHEAT, RYE, BARLEY, BUCKWHEAT.)

NAME THE AGENT'S STUDY
S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

Rye

DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators 15
2. Number of demonstrators reporting _____
3. Total acreage in this crop grown under improved methods on demonstration farms 60
4. Average yield per acre on demonstration farms (bushels) _____
5. Increased yield on demonstrations over ordinary methods (bushels) _____
6. Number of cooperators _____; Acreage _____; Yield per acre (bushels) _____
7. Number of demonstration acres threshed for grain 0
8. Number of demonstration acres cut for hay _____
9. Average yield of cured hay per acre on demonstrations (tons) _____
10. Increase per acre of cured hay on demonstrations over ordinary methods, tons _____
11. Number of acres grazed off _____; Estimated value per acre \$ _____
12. Number of acres turned under for soil improvement 60
13. How many acres were treated for insect pests? 0
14. How many bushels of seed were treated for smut, rust, etc? _____
15. How many farmers have you induced to plant this crop for the first time? 10
16. Estimated total number of farmers in your territory who have been influenced to sow this crop since county agent's work started _____
17. What per cent is this of the total number of farmers in the county? 14

*NOTE. UNDER REMARKS STATE THE NATURE AND RESULTS OF TREATMENT OF DISEASE FROM INSECT PESTS.
USE OTHER SIDE OF SHEET FOR THIS.

The people seeding Rye needed it on account of its
being too late to get a cover crop of clover or other legumes.

SMALL GRAINS.
(OATS, WHEAT, RYE, BARLEY, BUCKWHEAT.)

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage in this crop grown under improved methods on demonstration farms _____
4. Average yield per acre on demonstration farms (bushels) _____
5. Increased yield on demonstrations over ordinary methods (bushels) _____
6. Number of cooperators _____; Acreage _____; Yield per acre (bushels) _____
7. Number of demonstration acres threshed for grain _____
8. Number of demonstration acres cut for hay _____
9. Average yield of cured hay per acre on demonstrations (tons) _____
10. Increase per acre of cured hay on demonstrations over ordinary methods, tons _____
11. Number of acres grazed off _____; Estimated value per acre \$ _____
12. Number of acres turned under for soil improvement _____
13. How many acres were treated for insect pests? _____
14. How many bushels of seed were treated for smut, rust, etc? _____
15. How many farmers have you induced to plant this crop for the first time? _____
16. Estimated total number of farmers in your territory who have been influenced to sow this crop since county agent's work started _____
17. What per cent is this of the total number of farmers in the county? _____

*NOTE. UNDER REMARKS STATE THE NATURE AND RESULTS OF TREATMENT OF DISEASE FROM INSECT PESTS.
USE OTHER SIDE OF SHEET FOR THIS.

HAY, FORAGE OR COVER CROPS.

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

(NOTE.—This form to be used for such crops as Alfalfa, Crimser, Alsike, Red, Bar and Sweet Clovers, Leppaceous, 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.)

DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators _____
 2. Number of demonstrators reporting _____
 3. Total acreage in this crop grown under improved methods on demonstrations _____
 4. Average yield per acre on demonstrations _____ (tons of cured hay)
 5. Number of acres cut for hay _____
 6. Increased yield of demonstrations over ordinary methods _____ (tons cured hay)
 7. Number of acres grazed off _____
 8. Estimated value per acre of grazing \$ _____
 9. Number of cooperators _____ Acreage _____ Yield per acre cured hay (tons) _____
 10. How many acres of legumes in this class of crops were inoculated? _____
 11. How many farmers ordered inoculating material through you from the Dept? _____
 12. How many demonstration acres were turned under for soil improvement purposes? _____
 13. Estimate total number of acres in county turned under by agent's advice _____
 14. How many acres were sown this fall? _____
 15. Estimate acreage grown in county before county agent's work started _____
 16. What is your estimate of the increased acreage of this crop in the county as the result of the agent's influence? _____
- | | |
|-----------------------------|------------------------------------|
| First year's increase _____ | Give increase by year if possible. |
| Second " " _____ | Third year's increase _____ |
| _____ | Fourth _____ |

HAY, FORAGE OR COVER CROPS.

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

(NOTE:— This form to be used for such crops as Alfalfa, Crimson, Alsike, Red, Blue and Sweet Clovers, 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

DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

- Number of demonstrators 8
 - Number of demonstrators reporting 8
 - Total acreage in this crop grown under improved methods on demonstrations 90
 - Average yield per acre on demonstrations 3.1/10 (tons of cured hay)
 - Number of acres cut for hay 90
 - Increased yield of demonstration over ordinary methods 1 (tons cured hay)
 - Number of acres grazed off _____
 - Estimated value per acre of grazing \$ _____
 - Number of cooperators _____ Acreage _____ Yield per acre cured hay (tons) _____
 - How many acres of legumes in this class of crops were inoculated? 90
 - How many farmers ordered inoculating material through you from the Dept? 8
 - How many demonstration acres were turned under for soil improvement purposes? 8
 - Estimate total number of acres in county turned under by agent's advice 8
 - How many acres were sown this fall? 75
 - Estimate acreage grown in county before county agent's work started 60
 - What is your estimate of the increased acreage of this crop in the county as the result of the agent's influence? 175
- Give increase by year if possible.
- | | | | |
|-----------------------|-----------|-----------------------|-------|
| First year's increase | <u>90</u> | Third year's increase | _____ |
| Second " | <u>85</u> | Fourth " | _____ |

In every demonstration in alfalfa good results were
obtained , no acre showing a net profit of less than \$30 per acre .

S. L. COLES,
County Agent,
STAFFORD, VIRGINIA.

HAY, FORAGE OR COVER CROPS.

(NOTE: - This form to be used for such crops as Alfalfa, Crimson, Alsike, Red, Bar and Sweet Clovers, Lespedeza, Vetch, Vetch and Oats - Wheat or Rye, Johnson 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.)

DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage in this crop grown under improved methods on demonstrations _____
4. Average yield per acre on demonstrations _____ (tons of cured hay)
5. Number of acres cut for hay _____
6. Increased yield of demonstration over ordinary methods _____ (tons cured hay)
7. Number of acres grazed off _____
8. Estimated value per acre of grazing \$ _____
9. Number of cooperators _____ Acreage _____ Yield per acre cured hay (tons) _____
10. How many acres of legumes in this class of crops were inoculated? _____
11. How many farmers ordered inoculating material through you from the Dept? _____
12. How many demonstration acres were turned under for soil improvement purpose? _____
13. Estimate total number of acres in county turned under by agent's advice _____
14. How many acres were sown this fall? _____
15. Estimate acreage grown in county before county agent's work started _____
16. What is your estimate of the increased acreage of this crop in the county as the result of the agent's influence? _____

| | |
|-----------------------------|------------------------------------|
| First year's increase _____ | Give increase by year if possible. |
| Second " " _____ | Third year's increase _____ |
| | Fourth " " _____ |

(FOR REBARS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

HAY, FORAGE OR COVER CROPS.

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

(NOTE: This form to be used for such crops as Alfalfa, Crimson, White, Red, Bur and Sweet Clovers, 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.)

DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators _____
 2. Number of demonstrators reporting _____
 3. Total acreage in this crop grown under improved methods on demonstrations _____
 4. Average yield per acre on demonstrations _____ (tons of cured hay)
 5. Number of acres cut for hay _____
 6. Increased yield of demonstrations over ordinary methods _____ (tons cured hay)
 7. Number of acres grazed off _____
 8. Estimated value per acre of grazing \$ _____
 9. Number of cooperators _____ Acreage _____ Yield per acre cured hay (tons) _____
 10. How many acres of legumes in this class of crops were inoculated? _____
 11. How many farmers ordered inoculating material through you from the Dept? _____
 12. How many demonstration acres were turned under for soil improvement purposes? _____
 13. Estimate total number of acres in county turned under by agent's advice _____
 14. How many acres were sown this fall? _____
 15. Estimate acreage grown in county before county agent's work started _____
 16. What is your estimate of the increased acreage of this crop in the county as the result of the agent's influence? _____
- Give increase by year if possible.
- First year's increase _____ Third year's increase _____
 Second " " _____ Fourth " " _____

SUMMER LEGUMES.
(COMPEAS, SOY BEANS, VELVET BEANS, PEANUTS, ETC.)

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

Soy Beans

DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH

1. Number of demonstrators 30
2. Number of demonstrators reporting _____
3. Total acreage of this crop grown under improved methods on demonstration farms 140
4. Average yield per acre on demonstrations -
Seed (bushels) 15, Cured hay (tons) _____
5. Increased yield on demonstrations over ordinary methods -
First year of seeding: Seed (bushels) _____, Cured hay (tons) _____
6. Number of cooperators, _____, Acreage _____, Yield per acre -
Seed (bushels) _____, Cured hay (tons) _____
7. Total acreage of demonstrators and cooperators threshed for seed 40
8. Total acreage of demonstrators and cooperators cut for hay 100
9. Number of acres grazed off 10; Estimated value per acre of grazing \$ 20
10. Total number of acres turned under for soil improvement _____
11. Total number of acres inoculated 140 by Department cultured Yes
by inoculated soils _____
by Dept. soil _____
12. Give estimate of the number of acres in your territory which were planted to this crop due to your influence First year of planting
13. If possible give the increase by years -
First year's increase 8 acres
Second " " 100 acres
Third year's increase _____ acres
Fourth " " _____ acres

(FOR REBARS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE AND ADDITIONAL SHEETS IF NECESSARY.)

The seed for Soy Beans were obtained through the Council of Safety.

This being the first year that Soy Beans have been seeded to any extent in the County an account of late seeding some of the people did not obtain a very large profit.

SUMMER LEGUMES.
(COMPEAS, SOY BEANS, VELVET BEANS, PEANUTS, ETC.)

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage of this crop grown under improved methods on demonstration farms _____
4. Average yield per acre on demonstrations -
Seed (bushels) _____, Cured hay (tons) _____
5. Increased yield on demonstrations over ordinary methods -
Seed (bushels) _____, Cured hay (tons) _____
6. Number of cooperators _____, Acreage _____, Yield per acre -
Seed (bushels) _____, Cured hay (tons) _____
7. Total acreage of demonstrators and cooperators threshed for seed _____
8. Total acreage of demonstrators and cooperators cut for hay _____
9. Number of acres grazed off _____, Estimated value per acre of grazing \$ _____
10. Total number of acres turned under for soil improvement _____
11. Total number of acres inoculated _____ by Department cultures _____
by inoculated soils _____
12. Give estimate of the number of acres in your territory which were planted to this crop due to your influence _____
13. If possible give the increase by years -
First year's increase _____ acres Third year's increase _____ acres
Second " " _____ acres Fourth " " _____ acres

(FOR REWARDS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

SUMMER LEGUMES.
(CONPEAS, SOY BEANS, VELVET BEANS, PEANUTS, ETC.)

S. L. COLE,
County Agent,
STRAFFORD, VIRGINIA.

DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage of this crop grown under improved methods on demonstration farms _____
4. Average yield per acre on demonstrations -
Seed (bushels) _____, Cured hay (tons) _____
5. Increased yield on demonstrations over ordinary methods -
Seed (bushels) _____, Cured hay (tons) _____
6. Number of cooperators _____, Acreage _____, Yield per acre -
Seed (bushels) _____, Cured hay (tons) _____
7. Total acreage of demonstrators and cooperators threshed for seed _____
8. Total acreage of demonstrators and cooperators cut for hay _____
9. Number of acres grazed off _____; Estimated value per acre of grazing \$ _____
10. Total number of acres turned under for soil improvement _____
11. Total number of acres inoculated _____ by Department cultures _____
by inoculated soils _____
12. Give estimate of the number of acres in your territory which were planted to this crop due to your influence _____
13. If possible give the increase by years -
First year's increase _____ acres Third year's increase _____ acres
Second " " _____ acres Fourth " " _____ acres

(FOR MARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

POTATOES

(SWEET OR IRISH)

SPACE FOR AGENT'S STAMP

S. L. COLE,
 County Agent,
 STAFFORD, VIRGINIA.

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage of potato demonstrations _____
4. Average yield per acre on demonstrations (bushels) _____
5. Estimate number of acres treated for diseases, insects and pests, due to your
 influence _____
6. Estimate number of acres worked by improved methods due to your advice _____
7. Estimate number of acres in potatoes when agent's work started _____ Now _____
8. Estimate number of acres increased due to county agent's work _____
9. How have you been able to assist in marketing the crops? _____

(FOR DISEASE, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

ORCHARDS.

NAME OF AGENT'S OFFICE
S. L. COLE,
 County Stafford,
STAFFORD, VIRGINIA.

1. Number of demonstration home orchards 5

Kind: Apple 5 Peach _____ (etc.)

2. Total number of trees in these demonstrations. 100

Give statement of results on reverse side.

| | | | |
|--|-----------|-----------|-------------|
| 3. Number of orchards inspected | <u>25</u> | No. trees | <u>5000</u> |
| 4. Number of orchards pruned due to your influence | <u>20</u> | No. trees | <u>2400</u> |
| 5. Number of orchards sprayed due to your influence | <u>8</u> | No. trees | <u>3000</u> |
| 6. Number of peach orchards wormed due to your influence | <u>1</u> | No. trees | <u>400</u> |
| 7. Number of orchards planted due to your influence | <u>2</u> | No. trees | <u>700</u> |
| TOTAL | <u>56</u> | | <u>8300</u> |

8. How many commercial orchards have you assisted in caring for? 4

9. How many trees did you actually spray? 50, prune 400, worm 20.

10. Report of special campaigns, results, etc.

HORSES.

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

1. Give number of pure blood stallions _____, and jacks _____, brought into the county this year due to your influence.
2. Give number of brood mares brought in due to your influence 3
3. Give number of demonstrations in feeding horses or mules _____
4. Give number of horses or mules in these demonstrations _____
(Give results under "Remarks".)
5. Give number of horses or mules fed and cared for according to methods you have advocated _____
6. Give number of pure blood stallions in county when demonstration work started _____, Number now _____
7. Give number of pure blood jacks in county when demonstration work started _____, Number now _____

DAIRY CATTLE.

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

1. How many head of pure bred dairy stock have been brought into the county through your influence? Bulls 3, Cows or Heifers 6.
2. How many grade dairy cows have been brought into the county for breeding purposes through your influence? _____
3. How many cows have been tested, at your instance to determine the profitable milk producers? 128
4. Do you carry or own a Babcock tester? Yes
5. How many farmers have been induced to feed a better balanced ration to their stock? 40 How many head of stock so fed? 60
(Give results under "Remarks")
6. How many demonstrations in dairy work have you supervised? _____
7. How many cows in these demonstrations? _____ (Give results under "Remarks")
8. How many new creameries established this year due to your influence? _____
9. How many pure bred dairy bulls in the county when county agent work was started? 10 How many now? 25
10. How many pure bred dairy cows in the county when county agent work was started? 125 How many now? 160
11. How many new cream routes established this year due to the influence of the county agent's work? _____
12. How many cow testing associations established under your influence? _____
13. How many dairy breeders' " " " " " " " " _____

Reports on feeding demonstration have not received.

COUNTY AGENT'S REPORT

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

BEEF CATTLE.

1. How many head of pure blood beef cattle have been brought in this year through your influence: Bulls 2, Cows or heifers 6.
2. How many head of grade cows have been brought in for breeding purposes through your influence: _____
3. How many beef breeding herds were started, due to your influence? 2.
4. How many head of feeding cattle have been brought in through your influence: _____
5. How many beef feeding demonstrations did you supervise? _____
6. How many cattle in these demonstrations? _____
7. On how many of these demonstrations were records kept? _____
(Give methods, dates and results in dollars, gains made, cost of gains, total profit, etc., under "Remarks")
8. Estimate the number of beef cattle cared for according to methods which you advocated.
Number of cattle where methods were wholly followed _____
" " " " " partially " 20
(Give results of these methods and special campaigns along beef cattle lines under "Remarks")
9. Number of beef cattle breeders' associations or clubs formed _____
Number of members _____
10. Number of pure blood beef bulls in county when demonstration work started 1; Number now 4
11. Number of pure blood beef cows in county when demonstration work started 0; Number now 15
12. Give increase in shipments of beef cattle from the county by years since demonstration work started; _____

DIPPING VATS.

SPACE FOR AGENT'S NAME
S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

1. How many dipping vats have been built through your influence this year? 2
2. How many have you helped to construct? 1
3. How many have you helped to fill with the solution? _____
4. For how many have you tested the solution? _____
5. Total number built in county by all forces during the year 2
6. Total number in the county at this time 2
7. Estimate the total number of cattle dipped during the year 100
8. Give yearly increase in vats in county _____

| | | | |
|---------------------|----------|---------------------|-------|
| 1st year's increase | <u>0</u> | 3rd year's increase | _____ |
| 2nd " " | <u>2</u> | 4th " " | _____ |

The vats were built principally for sheep and hogs.

H O G S

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

1. How many head of pure blood hogs have been brought in this year due to your influence? 30 Boars 4 Sows or gilts 16
2. How many extra head of pure blood and grade sows have been bred, due to your influence? 50
3. How many herds have been started? 30
4. How many hog feeding demonstrations did you supervise? 1
5. How many hogs in these demonstrations? 25
6. On how many of these demonstrations were records kept? 1
(Give results in dollars, rate of gain, amount and cost of gain, total profit, detailed statements of production, etc., and attach hereto.)
7. Give number of farmers, number of hogs and results of "hogging off" or grazing of crops, in same manner as above.
8. How many hog pastures have you induced farmers to start? 10
9. Give number of farmers induced to start the growing of grazing crops for hogs 10
10. Estimate number of hogs fed or cared for according to methods which you advocated 200
11. Give number of pure blood boars when demonstration work started 25 Now 100
12. " " " hogs in county " " " " 50 Now 200
13. Give increase in shipment of hogs from the county by years since demonstration work started _____

POULTRY.

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

1. How many poultry demonstrations? 40
2. Number of each kind of poultry grown and cared for according to methods which you advocate.

Chickens 2000

Turkeys _____

Ducks _____

Geese _____

Guineas _____

3. On how many farms has poultry management been improved as a result of your work? 100 Number of birds on these farms estimated
4. Do you give advice on poultry diseases? Yes (Give results under "Remarks")
5. How many farmers have you induced to produce non fertile eggs? _____
6. Give number of eggs produced 200 cases; Average price (doz.) 50¢
7. How many communities are raising same kind of poultry? Movement over Co.
8. Are poultry products collected on cream routes? Special routes.

**LIVE STOCK
DISEASES AND PESTS.**

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

1. How many head of stock have you or other extension workers induced farmers to have treated for diseases or pests?

Cattle treated for blackleg 18, anthrax or charbon _____
 " " " tuberculosis _____, ticks _____, lice 100
 " " " digestive and other troubles 10
 (Give results under "Remarks")

Hogs treated for cholera (single treatment) - - 300
 " " " (simultaneous treatment) - - _____
 " " " worms 400, lice 400, mange - 250
 " " " digestive and other troubles - 75
 (Give results under "Remarks")

Sheep treated for stomach worms _____, grubbs _____, scab _____
 " " " ticks _____, Digestive and other _____
 (Give results under "Remarks") troubles _____

Horses treated for spinal meningitis _____, distemper _____
 " " " digestive ailments _____, accidents 8
 " " " anthrax or charbon _____, other _____
 (Give results under "Remarks") troubles _____

2. How many of the above did you actually treat or test?

Cattle: Blackleg 18, Anthrax or Charbon - - - _____
 Tuberculosis - - - _____
 Hogs: Hog cholera 300
 Horses: Anthrax or Charbon _____

3. Have you instruments for such treatments? Yes

4. Give results of campaigns for eradication or control of diseases or pests.

5. Have you assisted in any way in the control of foot-and-mouth disease; if so, how? _____

FERTILIZER.

NAME OF AGENT'S OFFICE
 S. L. COLE,
 County Agent,
 STAFFORD, VIRGINIA.

1. How many farmers have you advised regarding proper use of fertilizers? 300
2. How many fertilizer demonstrations are the farmers conducting with you? 10
3. How much fertilizer used on such demonstrations? 12 (tons)
4. How many communities have you influenced to buy fertilizers cooperatively? 8

Quantity bought cooperatively - - - 500 (tons)
 Value of fertilizer bought cooperatively - - \$ 10,000.00
 Amount saved - - - - - \$ 1,500.00

5. Number of farmers home-mixing fertilizer on your advice 5
6. Estimated saving per ton to farmers \$ 5
7. Number of farmers who top-dressed crops with fertilizer at your suggestion 8

I have not been able to get the exact number of tons, but Mr. Thomas, the Mgr. of the Farmers Warehouse, reports 700 tons sold to farmers of Stafford and Spottsylvania counties, in 7 months. At that rate the farmers of this County have certainly purchased 500 tons. At least 75% of Fertilizers purchased in this County is purchased through the local organizations.

MANURE.

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

1. How many farmers have you induced to take better care of farm manure? 40
2. How many have provided manure sheds at your suggestion? 3
3. How many are composting farm manure and waste products? 3
4. How many manure spreaders are in the county? 32
5. How many have you helped to place? 6
6. How many farmers are using phosphate or other material for reinforcing farm manure? 10
7. Estimated quantity of farm manure now being saved in your territory 2000 (tons).

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

SILOS.

1. How many silos built in county this year? 9
2. How many silos built as a result of your advice? 2
3. How many silos were in county when county agent's work was started? 5
How many in county now? 50
4. Of the number of silos in county now there are:
Tile 4, Cement 12, Stave 34, Stone _____, Other _____
5. Give growth in number of silos by years:
First year 6 (1916)
Second year 9 (1917)
Third year _____ (19____)
Fourth year _____ (19____)

L I M E .

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

1. Number of farmers using lime due to your influence 38
2. Quantity used due to your influence 300 (tons)
Burned lime _____ (tons), Limestone or its equivalent 300(tons)
-
3. Number of acres treated first year of demonstration work 150(1916)
4. " " " " second " " " " 300(1917.)
5. " " " " third " " " " _____(19...)
6. " " " " fourth " " " " _____(19...)
7. " " " " fifth " " " " _____(19...)
- Total - - - - -
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 _____

S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

ORGANIZATION.

- How many farmers' clubs have you assisted in organizing? 14
- Give total membership of these clubs 375
- Give the name and address of each club and state briefly the object of each.
(Use other side if additional space is necessary)
County Farmers Union, Stafford C.H., Virginia.
Ramouth Farmers Union, Falmouth, Va.
Tri-Co. Organization. E. C. Nathan, Fredericksburg, Va.
- Is there a central county organization composed of delegates from the local clubs? Yes
- Is there any central county organization supporting your work? Two
If so, what is it called? Co. Farmers Union & Tri Co. Organization
Who may be members of the central organization? Delegates of local org.
- What other organizations of farmers or business men cooperate with or support your work? Fredericksburg Chamber of Commerce.
- State the quantity of each farm product bought or sold by these organizations and the approximate saving to the farmer 400 tons fertilizer.
\$4000.00 worth of groceries. About \$4000.00 worth of poultry
sold.
- Have you attempted to keep a bulletin board in your office, listing things for sale and things wanted? Yes.

(FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE AND ADDITIONAL SHEETS IF NECESSARY.)

FARM AND FARMSTEAD
IMPROVEMENTS.

NAME FOR AGENT'S REPORT
S. L. COLE,
County Agent,
STAFFORD, VIRGINIA.

THINGS DONE WITH AGENT'S ASSISTANCE AND ADVICE.

1. Number of buildings erected 1
2. Number of farm buildings improved 4
3. Number of new building plans furnished 4
4. Number of farm buildings painted or whitewashed _____
5. Number of home water systems installed or improved 1
6. Number of home water systems in county before demonstration work started 4
Number now _____
7. Number of home lighting systems installed 1
8. Number of home lighting systems in county before demonstration
work started _____
Number now _____ 4
6
9. Number of home grounds improved 6
10. Number of farm and home sanitary conditions improved _____
11. Number of homes screened against flies and mosquitoes 75
Number of fly traps installed _____
12. Number of sanitary privies erected _____
13. Number of telephone systems installed 6
14. Number of farmers furnished plans and induced to adopt a systematic rotation
15. Total acreage of such rotations 400
16. Crops commonly used in these rotations:
Rye, wheat, clover, alfalfa, corn, raps, vetch.

17. Number of new pastures established 3
18. Number of old pastures renovated _____ Acreage _____
19. Number of drainage systems established in county 4
20. Number of farmers induced to drain all or part of their farms 6
21. Number of such acres drained - by tile 200 - by ditch 50
22. Number of farmers induced to remove stumps _____ Acreage _____
23. Number of farmers induced to terrace their sloping lands _____ Acreage _____
24. Number of home gardens planted or improved 75
25. Number of farmers induced to save surplus farm products for winter use 30
26. Number of road improving demonstrations assisted in 2
27. Number of miles of improved roads resulting therefrom 6
28. Number of farmers who planted cover crops to be turned under 40
29. Number of acres in each kind of cover crop:
- | | | | |
|------|-----------------------|---------|------------|
| Crop | <u>Crimson Clover</u> | Acreage | <u>60</u> |
| Crop | <u>Rye</u> | Acreage | <u>125</u> |
| Crop | <u>Rape</u> | Acreage | <u>4</u> |
| Crop | _____ | Acreage | _____ |
30. Number of new implements and tools bought:
- | | | | | | |
|------------------|--------------------|--------------|----------|------------------|----------|
| Tractors | <u>1</u> | Mowers | <u>1</u> | Hay rakes | <u>1</u> |
| Hay presses | <u>4</u> | Grain drills | <u>4</u> | Ensilage cutters | <u>2</u> |
| Gas engines | <u>4</u> | Disk harrows | <u>8</u> | Cream separators | <u>3</u> |
| Coll. mowers | two horse <u>6</u> | one horse | _____ | Small tools | _____ |
| Traying machines | <u>3</u> | Etc. | _____ | | |

SPACE FOR AGENT'S SIGNATURE
S. L. COLE,
 County Agent,
 STAFFORD, VIRGINIA.

ORGANIZATION

MISCELLANEOUS

DEMONSTRATION WORK

| | | | |
|--|------|---------------------------|----------------|
| | | DEMONSTRATIONS | 219 |
| | | COOPERATORS | 353 |
| | | OTHER FARMERS | |
| | | COULDSIDE MEN | 387 |
| | | GEN. & CIVIL CLUB MEMBERS | |
| 1. Number of visits by agent to | | | |
| 2. Number of miles traveled | | (Railroad) | 1667 |
| | | (Team) | 2451 |
| | | (Otherwise) | 6338 |
| | | Total | 10666 |
| 3. Calls on agent relative to work at office or home | | (Personal) | 485 |
| | | (Telephone) | 500 estimated. |
| 4. Number of farmers' meetings held under auspices of agent or Extension Division | | | 72 |
| 5. How many meetings of all kinds did you address? | | | 131 |
| 6. Total attendance at such meetings (approximate) | | | 5573 |
| 7. How many field meetings held by you? | | | 43 |
| 8. Total attendance at these meetings | | | 300 |
| 9. What per cent of time spent at office work? | 20 | HOW | 15 |
| | | DIVIDED | 2 |
| | | (MISCELLANEOUS) | 3 |
| | | | 25 |
| 10. What per cent of time spent in field work? | 8 | (SUPERVISING REG. DEM.) | 20 |
| | | (OTHER THAN VISITS) | 16 |
| | | HOW | |
| | | DIVIDED | |
| | | (ASSISTED IN SHOW) | |
| | | (COURSE WORK) | |
| | | (ORGANIZATION) | 20 |
| 11. Number of official letters written | 1123 | | |
| 12. Number of articles relating to your work prepared for publication | | | 20 |
| 13. Number of circular letters prepared by you and sent out (Give list and copy of each if possible) | | | 20 |
| 14. Number of bulletins or circulars of U. S. Department of Agriculture distributed | | | 1266 |
| 15. Number of bulletins or circulars from State College or State Department of Agriculture distributed | | | 400 |
| 16. Number of visits to schools relating to work | | | 151 |

17. In how many schools did you assist in outlining an agricultural course? 30
18. How many Extension schools or short courses did you assist in? None
19. Total attendance at these schools _____
20. Total number of days you were engaged in these schools _____
21. Number of farmers who attended short courses at college as a result of your effort _____
22. Number of boys attending Agricultural or other schools or colleges as result of club work _____ 4
23. How many girls attended industrial or other schools as result of girls' club work? _____
24. How many times have you been visited by specialists from college or the Department? _____ 1
25. Was there a county fair held in your county? Yes
26. How many demonstrators, cooperators and club members had exhibits? 40
27. How many prizes won? 75
28. How many demonstrations have you in truck or small fruit? 8 (tomatoes)
29. Were they successful from a financial standpoint? Yes
30. How many farmers in your county are keeping best records at your instance? Complete _____ Partial 3
31. How many farmers in your county are practicing fall plowing as result of county agent's work? 40
32. How many farmers are selecting best? 50 estimated.
33. How many farmers are growing any kind of improved seed for sale? 30
34. How many seed lots have been improved at your suggestion? _____
35. How many farmers in your county have been influenced to grow sugar cane or sorghum for syrup? 35

EFFECT OF DEMONSTRATION
WORK ON THE COMMUNITY AND
HUMAN INTEREST FEATURES.

E. L. OULE,
County Agent,
STAFFORD, VIRGINIA

(The data called for on the other sheets are mostly statistics. The replies to the following questions are intended to furnish a basis from which to make an estimate of the general effect of the demonstration work on the individual and the community. The agent should not restrict his general information to the questions asked, but should give any additional facts that will bring out prominently the good effects of the influence the agent's work has exerted over any individual or over the county in general. Each agent should give at least one human interest story. It would be much better if such stories could take up the work with the individual and follow it through for several years.)

HOW MANY OF YOUR DEMONSTRATORS AND COOPERATORS ARE:

1. Raising practically all their home supplies: 20%
2. Have opened new bank accounts since beginning demonstration work? _____
3. Have increased their bank deposits since beginning demonstration work? _____
4. Own their farms? _____
5. Have mortgages on their farms? 10%
6. Have paid off their mortgages since beginning demonstration work? 10%
7. Trading on a cash basis since beginning demonstration work? _____
8. Do the bankers and merchants favor demonstration farmers in placing business, such as in the loaning of money and extension of credit?
If so, give examples. Loaned over \$2000 this year for purchase of seed & fertilizer without interest of person al note.

WHAT PER CENT OF YOUR DEMONSTRATORS AND FARMERS ARE:

9. Decreasing their indebtedness along various lines: 80%
10. Showing increased interest in agricultural meetings: 80%

11. Showing a desire to study their farm business and progress? YE
12. What additional industries have been established in your territory since demonstration work was begun? Canning Factory
13. What other signs of progress are apparent as a direct, or indirect, result of demonstration and extension work? _____
14. In how many instances among your demonstrators and cooperators have labor saving devices for the home been installed? 50
15. Name some of the more noticeable effects on the farmers' home and family, of his greater earning power due to better methods; such as increased opportunities for social intercourse, amusements, entertainments, greater contentment with farm life, increased interest in church work, etc. Give instances:

BOYS' AND GIRLS' CLUBS.

NAME FOR COUNTY'S USE
S. L. COLE,
 County Agent,
STAFFORD, VIRGINIA

How long has the Club work been in your county: 2 years.

List the various kinds of clubs organized, and state the enrollment in each, number reporting, average yield, number and value of prizes.

| KIND OF CLUB | ENROLLMENT | NO. REPORTING | AVERAGE YIELD | NO. OF PRIZES | VALUE OF PRIZES |
|--------------|------------|---------------|---------------|---------------|-----------------|
| Corn Club | 60 | | | 60 | \$ 75.00 |
| Pig " | 25 | | | 5 | \$ 15.00 |
| Soy Beans | 20 | | | 8 | \$ 5.00 |
| Potato | 8 | | | 0 | \$ 0 |
| | | | | | \$ |
| | | | | | \$ |
| | | | | | \$ |
| | | | | | \$ |
| | | | | | \$ |
| | | | | | \$ |

Not more than 20% of crops have been harvested as yet. Those reports will not be in before Jan. 28.

(FOR REBARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE AND ADDITIONAL SHEETS IF NECESSARY.)