

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.

TO THE DECEMBER 31, 1917

STATE, Virginia COUNTY, Gloucester

REPORT OF L. C. Catlett 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 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.

CORN.
(INCLUDING KAFIR, MILO, FETERITA)
SEPERATE SHEET FOR EACH.

SPACE FOR AGENT'S SIGNATURE

L. C. GATLETT,
County Agent,
GLOUCESTER, VIRGINIA

1. Number of demonstrators 7
2. Number of demonstrators reporting 3
3. Total acreage of corn grown under improved methods on demonstration farms 38
4. Average yield per acre on demonstrations (bushels) _____
5. Increased yield on demonstrations over ordinary methods _____
6. Number of cooperators _____; Acreage _____; Yield per A. _____ bu.
7. Number who planted pure or selected seed on their demonstrations _____
8. Number of farmers you have influenced to select seed for next year's crop _____; Estimated amount of seed selected _____ bu.
9. Number who fall plowed their demonstration acres _____
10. Number who turned under cover crops on their demonstration acres _____
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? _____
15. Estimate total number of farmers in county who have been influenced to use better methods in corn growing since county agent work started _____
16. What per cent is this of total number of farmers in your county? _____

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

A wretched year for corn with most of our farmers. Some few have good crops. Very few will keep accounts under any circumstances. As soon as the crop goes to the bad no further interest and no one wants any report made of crop.

I was sick part of September and all of October and part of November.

One Demonstrator got up volunteer company of Coast Artillery and became captain. Another such a bad stand that account was given up.

I still expect to get in some reports and so have put down three.

COTTON.

SPACE FOR AGENT'S SIGNATURE.
 L. C. CATLETT,
 County Agent,
 GLOUCESTER, 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 grow-
ing 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 va-
riety of cotton? _____; Give particulars _____

TOBACCO.

SPACE FOR AGENT'S NAME.

L. C. CATLETT,
County Agent,
GLOUCESTER, 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.)

SPACE FOR AGENT'S STAMP.
L. C. CATLETT,
County Agent,
GLOUCESTER, VIRGINIA.

See other side

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.

I set out to get reports of last year's seeding of wheat and the proposed seeding this fall. I wrote a good deal about wheat in the papers and got a great many reports, but, before the work was completed, I was taken sick. I expected to list some of the wheat men as Demonstrators. I did not get home until November 1 and could not take up the work immediately. No demonstrations in wheat have been put down. The wheat letter was sent out and probably was followed especially as to treating the seed for smut.

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

SPACE FOR AGENT'S STAMP.
L. C. CATLETT,
County Agent,
GLOUCESTER, 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.

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

SPACE FOR AGENT'S SIGNATURE
L. C. CATLETT,
County Agent

GLOUCESTER, 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.

L. C. CATLETT,
County Agent,
GLOUCESTER, VIRGINIA.

(NOTE: - This form to be used for such crops as Alfalfa, Crimson, Alsike, 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? _____

First year's increase _____
Second " " _____

Give increase by year if possible.
Third year's increase _____
Fourth " " _____

I sowed some alfalfa myself and got others to sow in fall of 1915. Some did well first year but second was foul with weeds and other grass. Winter or chick grass is too bad for alfalfa on my place. I had nice land on road and expected to make good showing but did not pay at all.

L. C. CATLETT,
County Agent,

GLOUCESTER, VIRGINIA

HAY, FORAGE OR COVER CROPS.

(NOTE: - This form to be used for such crops as Alfalfa, Crimson, Alsike, 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? _____

First year's increase _____

Second " " _____

Give increase by year if possible.

Third year's increase _____

Fourth " " _____

HAY, FORAGE OR COVER CROPS.

L. C. CATLETT,
County Agent,
Gloucester, Virginia.

(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, Crimson Clover and Oats - Wheat or Rye, Timothy, Mixed Grasses and Clovers, Sudan, Johnson and other Grasses, Sorghum, Millets, 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 " " _____ |

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

OFFICE FOR AGRICULTURE
L. C. CATLETT,
 County Agent,
 GLOUCESTER, VIRGINIA.

HAY, FORAGE OR COVER CROPS.

(NOTE:- This form to be used for such crops as Alfalfa, Crimson, Alsike, 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? _____
- | | |
|-----------------------------|------------------------------------|
| First year's increase _____ | Give increase by year if possible. |
| Second " " _____ | Third year's increase _____ |
| | Fourth " " _____ |

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

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

L. C. CATLETT,
County Agent,
GLOUCESTER, 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 PLANTS, INCIDENTS, SPECIAL REPORTS, ETC. USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

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

L. C. GATLETT,
County Agent,
GLOUCESTER, 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 _____ ears -
First year's increase _____ acres Third year's increase _____ acres
Second " " _____ acres Fourth " " _____ acres

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

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

L. C. CATLETT,
County Agent,
GLOUCESTER, 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 co-operators _____, Acreage _____, Yield per acre -
Seed (bushels) _____, Cured hay (tons) _____
7. Total acreage of demonstrators and co-operators threshed for seed _____
8. Total acreage of demonstrators and co-operators 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 REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

POTATOES.

(SWEET OR IRISH)

SPACE FOR AGENT'S SIGNATURE
L. C. CATLETT,
County Agent,
GLOUCESTER, VIRGINIA

1. Number of demonstrators 8 started
2. Number of demonstrators reporting None
3. Total acreage of potato demonstrations 20
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? Helped start an experiment but proved a failure.

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

A good many potatoes raised and very good work done. Those I chose as Demonstrators did not make very good crops and did not care to make any reports.

One man has made 650 bushels for his fall crop but he was not a potato demonstrator.

I put down 7 demonstrators in watermelons, 2 in cantaloupes, 3 in tomatoes, 2 in navy beans, 4 in English peas. Wretched season on melons and tomatoes. Crops failed. Peas poor and no reports.

ORCHARDS.

SPACE FOR AGENT'S STAMP
 L. C. CATLETT,
 County Agent,
 GLOUCESTER, VIRGINIA

1. Number of demonstration home orchards 3 started, 2 partially carried
 out.
 Kind: Apple _____ Peach _____ (etc.)
2. Total number of trees in these demonstrations _____
 Give statement of results on reverse side.
3. Number of orchards inspected _____ No. trees _____
4. Number of orchards pruned due to your influence _____ No. trees _____
5. Number of orchards sprayed due to your influence _____ No. trees _____
6. Number of peach orchards wormed due to your influence _____ No. trees _____
7. Number of orchards planted due to your influence _____ No. trees _____
- TOTAL _____
8. How many commercial orchards have you assisted in caring for? None.
9. How many trees did you actually spray? _____, prune 150 about,
10. Report of special campaigns, results, etc.

Farmers got behind on account of weather and no one would take time to attend to orchard. I had a fair crop of apples but failed to get on the Bordeaux and they were spotted. Crop harvested and put in cold storage while I was in hospital.

(Over)

Mr. D. S. Harris, Agent for York county, came over in May and showed me how to graft pecans. He grafted 16 and I 42. Not many grafts lived, but on one place 4 out of 7 lived. One of them Harris put in and I the other.

Mr. Harris came in August and we budded 75, Mr. Harris about 35 and I the rest. I cannot tell about the buds until spring.

Pecans are quite important here. There is a large grove of young trees from which we can get all the grafting wood we need. One man near has a number of seedlings. In 1915 he sold nearly a ton of nuts at 30¢ a pound. This year the crop is a failure. The cats failed to mature.

HORSES.

SPACE FOR AGENT'S SIGNATURE
L. C. CATLETT,
 County Agent,
 GLOUCESTER, 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. 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 _____

SPACE FOR AGENT'S NAME

L. C. CATLETT,

County Agent,
GLOUCESTER, VIRGINIA.

DAIRY CATTLE.

1. How many head of pure bred dairy stock have been brought into the county through your influence? Bulls _____, Cows or Heifers _____.
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? _____
4. Do you carry or own a Babcock tester? _____
5. How many farmers have been induced to feed a better balanced ration to their stock? _____ How many head of stock so fed? _____
(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? _____ How many now? _____
10. How many pure bred dairy cows in the county when county agent work was started? _____ How many now? _____
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? " " " " " _____

L. C. CATLETT,
County Agent,
GLOUCESTER, VIRGINIA.

BEEF CATTLE.

1. How many head of pure blood beef cattle have been brought in this year through your influence? Bulls _____, Cows or heifers _____
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? _____
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 " _____
(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 _____; Number now _____
11. Number of pure blood beef cows in county when demonstration work started _____; Number now _____
12. Give increase in shipments of beef cattle from the county by years since demonstration work started; _____

DIPPING VATS.

SPACE FOR AGENT'S NAME
 L. C. CATLETT,
 County Agent,
 GLOUCESTER, VIRGINIA.

1. How many dipping vats have been built through your influence this year? _____
2. How many have you helped to construct? _____
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 _____
6. Total number in the county at this time _____
7. Estimate the total number of cattle dipped during the year _____
8. Give yearly increase in vats in county _____

1st year's increase _____	3rd year's increase _____
2nd " " _____	4th " " _____

H O G S.

SPACE FOR AGENT'S STAMP

L. C. GATLETT,
County Agent,
GLOUCESTER, VIRGINIA

1. How many head of pure blood hogs have been brought in this year due to your influence? _____ Boars _____ Sows or gilts _____
2. How many extra head of pure blood and grade sows have been bred, due to your influence? _____
3. How many herds have been started? _____
4. How many hog feeding demonstrations did you supervise? _____
5. How many hogs in these demonstrations? _____
6. On how many of these demonstrations were records kept? _____
(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? _____
9. Give number of farmers induced to start the growing of grazing crops for hogs _____
10. Estimate number of hogs fed or cared for according to methods which you advocated _____
11. Give number of pure blood boars when demonstration work started _____ How _____
12. " " " hogs in county " " " " " " _____ How _____
13. Give increase in shipment of hogs from the county by years since demonstration work started _____

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

Nothing definite done in hogs, but have talked and written a good deal. I am now urging the keeping of more brood sows and hope more farmers will take to hogs.

SHEEP AND GOATS

SPACE FOR AGENT'S STAMP

L. C. CATLETT,
County Agent,
GLOUCESTER, VIRGINIA.

DEMONSTRATION

SPECIFY IF SHEEP OR GOATS - SEPARATE SHEET FOR EACH

1. How many head of pure bred rams have been brought into the county through your influence? _____; How many ewes? _____
2. How many grade ewes have been brought into the county for breeding purposes due to your work? _____
3. How many flocks have been started? _____
4. How many sheep feeding demonstrations did you supervise? _____
5. How many sheep in these demonstrations? _____
6. On how many of these demonstrations were records kept? _____
(Give statement of production in dollars, rate, amount and cost of gain, profit, etc., as attach hereto)
7. Give results of grazing of crops in same manner as above.
8. Number of farmers induced to grow grazing crops for sheep? _____
9. Estimated number of sheep fed or cared for according to methods which you advocated? _____
10. Number of pure blood rams in county when demonstration started _____, Now _____
11. " " " " sheep " " " " " _____, Now _____
12. Give results of campaign for more sheep, eradication of dogs, etc., under "Remarks".
13. Give increase in shipments of sheep from county by year since work started

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

A few good flocks in the county. The worthless cur
has done his best to prevent sheep-raising.

POULTRY.

SPACE FOR AGENT'S NAME
L. C. CATLETT,
 County Agent
 GLOUCESTER, VIRGINIA

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

Chickens _____	Turkeys _____
Ducks _____	Geese _____
Guineas _____	
- On how many farms has poultry management been improved as a result of your work? _____ Number of birds on these farms _____
- Do you give advice on poultry diseases? _____ (Give results under "Remarks")
- How many farmers have you induced to produce non fertile eggs? _____
- Give number of eggs produced _____; Average price (doz.) _____¢
- How many communities are raising same kind of poultry? _____
- Are poultry products collected on cream routes? _____
 No definite work in poultry, but talk and write.

SPACE FOR AGENT'S NAME
L. C. GATLETT,
 County Agent,
 GLOUCESTER, VIRGINIA.

**LIVE STOCK
 DISEASES AND PESTS.**

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 _____, anthrax or charbon _____,
 " " " tuberculosis _____, ticks _____, lice _____,
 " " " digestive and other troubles _____
 (Give results under "Remarks")

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

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

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

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

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

3. Have you instruments for such treatments? _____
 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.

SPACE FOR AGENT'S STAMP

L. C. CATLETT,
County Agent,
GLOUCESTER, VIRGINIA

1. How many farmers have you advised regarding proper use of fertilizers? _____
2. How many fertilizer demonstrations are the farmers conducting with you? _____
3. How much fertilizer used on such demonstrations? _____ (tons)
4. How many communities have you influenced to buy fertilizers cooperatively? _____
 - Quantity bought cooperatively - - - - - (tons)
 - Value of fertilizer bought cooperatively - \$ _____
 - Amount saved - - - - - \$ _____
5. Number of farmers home-mixing fertilizer on your advice _____
6. Estimated saving per ton to farmers \$ _____
7. Number of farmers who top-dressed crops with fertilizer at your suggestion _____

MANURE.

SPACE FOR AGENT'S STAMP

L. G. GATLETT,
 County Agent,
 GLOUCESTER, VIRGINIA

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

Continue to write and talk, but do not know what impression I have made.

S I L O S .

L. C. CATLETT,
County Agent,
GLOUCESTER, VIRGINIA.

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

L I M E .

SPACE FOR AGENT'S SIGNATURE

L. C. CATLETT,
County Agent,
GLOUCESTER, VIRGINIA.

1. Number of farmers using lime due to your influence _____
2. Quantity used due to your influence _____ (tons)
Burned lime _____ (tons), Limestone or its equivalent _____ (tons)
3. Number of acres treated first year of demonstration work _____ (19__)
4. " " " " second " " " " _____ (19__)
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 _____

No railroad and not much can be done about lime.

L. C. CATLETT,
County Agent,
GLOUCESTER, VIRGINIA

ORGANIZATION.

1. How many farmers' clubs have you assisted in organizing? _____
2. Give total membership of these clubs _____
3. Give the name and address of each club and state briefly the object of each.
(Use other side if additional space is necessary)

4. Is there a central county organization composed of delegates from the local clubs? _____
5. Is there any central county organization supporting your work? _____
If so, what is it called? _____
Who may be members of the central organization? _____
6. What other organizations of farmers or business men cooperate with or support your work? _____
7. State the quantity of each farm product bought or sold by these organizations and the approximate saving to the farmer _____

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

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

I got Mr. Sandy to appoint an Advisory Board, but it amounted to nothing. We started a Defense League, but it did nothing.

**FARM AND FARMSTEAD
IMPROVEMENTS.**

SPACE FOR AGENT'S NAME
L. C. CATLETT,
 County Agent,
 GLOUCESTER, VIRGINIA.

THINGS DONE WITH AGENT'S ASSISTANCE AND ADVICE.

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

I have talked and written a great deal on water in the home. One man who was influenced by me last year to put in the Delco water and light system in his and his daughter's home now sings my praises. I have said all I can say to some people, but the excuse now is that every thing is so high.

- 17. Number of new pastures established _____
- 18. Number of old pastures renovated _____ Acreage _____
- 19. Number of drainage systems established in county _____
- 20. Number of farmers induced to drain all or part of their farms _____
- 21. Number of such acres drained - by tile _____ - by ditch _____
- 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 **(Over)**
- 25. Number of farmers induced to save surplus farm products for winter use _____
- 26. Number of road improving demonstrations assisted in _____
- 27. Number of miles of improved roads resulting therefrom _____
- 28. Number of farmers who planted cover crops to be turned under _____
- 29. Number of acres in each kind of cover crop:
 - Crop _____ Acreage _____
 - Crop _____ Acreage _____
 - Crop _____ Acreage _____
 - Crop _____ Acreage _____
- 30. Number of new implements and tools bought:
 - Binders _____ Mowers _____ Hay rakes _____
 - Hay presses _____ Grain drills _____ Ensilage cutters _____
 - Gas engines _____ Disk harrows _____ Cream separators _____
 - Cultivators: two horse _____ one horse _____ Small tools _____
 - Spraying machines _____ Etc. _____

The first speech I ever made at Blacksburg was on gardening. Before the Demonstration ~~Work~~ took up gardening I wrote columns on the "Home Garden". I think my writing has had effect as I frequently meet people from the adjoining counties who are very complimentary as to my letters.

I gave the Agri. Association \$10.00 for garden prizes. I suggested that the Association choose judges who would visit the gardens in May, July and September. The Association never, so far as I know, appointed a judge. I listed 15 contestants for the prize, these gardens to be Demonstrations. Some started off well, but after the 30 days of rain all lost heart. I was not at the fair and have never heard a word about the prizes.

ORGANIZATION.

SPACE FOR AGENT'S NAME
L. C. CATLETT,
 County Agent,
 GLOUCESTER, VIRGINIA

		EDUCATORS	139
		COOPERATORS	319
		OTHER FARMERS	
		BUSINESS MEN	142
		WOMEN & GIRLS CLUB MEMBERS	
1. Number of visits by agent to			
2. Number of miles traveled	Boat &	(Railroad 690 Team 2653 Other 324 Auto Total 3667)	
3. Calls on agent relative to work at office or home	(Personal 6 to 10 Telephone 25 to 50)		
4. Number of farmers' meetings held under auspices of agent or Extension Division			
5. How many meetings of all kinds did you address?			
6. Total attendance at such meetings (approximate)			
7. How many field meetings held by you?			
8. Total attendance at these meetings			
9. What per cent of time spent at office work?	25	HOW DIVIDED (CORRESPONDENCE 80 CONFERENCE 10 MISCELLANEOUS 10)	
10. What per cent of time spent in field work?	75	(SUPERVISING REG. DEPT. 50 OTHER FARM VISITS 50)	
11. Number of official letters written	309	HOW DIVIDED (BY MEETINGS ASSISTED IN SHORT COURSE WORK ORGANIZATION)	
12. Number of articles relating to your work prepared for publication	40 about (over)		
13. Number of circular letters prepared by you and sent out (Give list and copy of each if possible)	180		
14. Number of bulletins or circulars of U. S. Department of Agriculture distributed	35		
15. Number of bulletins or circulars from State College or State Department of Agriculture distributed			
16. Number of visits to schools relating to work			16

My custom is to write for papers every week. First part of year sent copy to two papers, but for most of the year have sent copy to 4 papers every week. The 40 on the other side means one article a week. If you count as 4 a week then number would be about 120.

17. In how many schools did you assist in outlining an agricultural course? _____
18. How many Extension schools or short courses did you assist in? _____
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 _____
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? _____ **0**
25. Was there a county fair held in your county? **Yes**
26. How many demonstrators, cooperators and club members had exhibits? **Sick, don't know.**
27. How many prizes won? _____
28. How many demonstrations have you in truck or small fruit? **16**
29. Were they successful from a financial standpoint? **Some were. Crops mostly poor.**
30. How many farmers in your county are keeping cost records at your instance?
Complete _____ Partial _____
31. How many farmers in your county are practicing fall plowing as result of county agent's work? _____
32. How many farmers are selecting seed? _____
33. How many farmers are growing any kind of improved seed for sale? _____
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? _____

Great many small crops of sorghum. Do not know as to Agent's influence. Wrote of sorghum in the papers.

L. C. CATLETT,
County Agent,

GLOUCESTER, VIRGINIA.

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

(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? _____
 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? _____
 6. Have paid off their mortgages since beginning demonstration work? _____
 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. _____
-

WHAT PER CENT OF YOUR DEMONSTRATORS AND FARMERS ARE:

9. Decreasing their indebtedness along various lines? _____
10. Showing increased interest in agricultural meetings? _____

11. Showing a desire to study their farm business and progress? _____
12. What additional industries have been established in your territory since demonstration work was begun? _____
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? _____
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.

SPACE FOR AGENT'S NAME

L. C. CATLETT,
County Agent,
GLOUCESTER, VIRGINIA.

How long has the Club Work been in your county? 7 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	7				\$
Tomato	58	0			\$
Bean	323	87 partial			\$
Pig	9	0			\$
Poultry	7	0			\$

I raised \$42.65 and bought seed beans for children. I had no prizes to offer.

Some ladies got some canning done. When I started tomato clubs I hoped for a woman agent. I raised a great quantity of tomato plants for the girls. Most of the plants thrown away.