

(2) Assist county committee in informing farmers how they might best use the 1956 program. This to be done with four educational meetings held in different parts of the county, visiting farms, and talking with farmers personally, preparing news articles early in the year on the program.

b. Help the soil conservation district supervisors in planning the total soil conservation work for the district by:

- (1) setting up letter for securing funds for promotion work in the program.
- (2) Revising plan of work for the district.
- (3) Work closely with soil conservation technicians on farm and home development program.

c. Assist FEA supervisor in making farm loans to worthy farmers by:

- (1) Helping to get needed information on applicant.
- (2) Assisting supervisor in determining eligibility of the farmer.
- (3) Assisting applicants in developing a farm program; in some cases perhaps this would be through farm and home development work.

d. Assist vocational agricultural teachers in getting specialists help for evening class programs.

#### D. General Routine of Work

Here we have no specific goals. We simply accept our responsibilities to assist all county people to reach a higher standard of living. We have the following important jobs to perform from time to time:

1. Prepare worth-while news articles for our local papers.
2. Answer all farm and home calls.
3. Send out circular letters on important information on agriculture.
4. Keep a goodly supply of information on all subject matter available to farmers and others.
5. Visit in various communities to keep informed on county conditions.
6. Render personal service where it will help promote the entire program of the county.
7. Assist farmers with their labor problems, draft and otherwise.
8. Attend state wide meetings such as State Dairymen Convention, State Horticulture Convention, Farmer-Banker Conference, etc. for the purpose of improving myself professionally and keeping better informed generally.
9. Serve on State and District committees on behalf of the Extension program when asked or appointed.

district agents, which we hope to obtain in March, we will pursue at full steam the indirect approach.

## B. Community Improvement

### 1. Goals

- a. Encourage wider use of Community Improvement programs.
- b. Use community improvement clubs to help solve county needs.

### 2. Methods

- a. Farm and home demonstration agents to visit in at least two communities in January for the purpose of encouraging communities to organize clubs.
- b. If interest is found, try to organize two clubs by end of March.
- c. Help each community club to decide what their greatest needs are.

Offer assistance of office and extension personnel to help

- l. Secure and encourage projects with club members.
- m. Score projects once a year where practical.

3. Increase leadership efficiency and activity by:

- a. Entering the WSLS contest.
- b. Entering as many local and State Contacts as set up in the manual as possible.
- c. Having full quota at 4-H camp.
- d. Having active county council.
- e. Encourage leaders and officers of clubs to take initiative by helping to plan program for their club.
- f. Sending at least five club members to conservation camp at Camp Farrar.
- g. Sending at least two boys to YMW Camp.
- h. Encouraging All Stars to attend Interstate All Star Conference.
- i. Having club members give more demonstrations throughout the year at club meetings and before public.
- j. Sending as many delegates to State 4-H Short Course as possible.
- k. Sponsor tours through local industries of interest to club members.
- l. Sponsor at least two radio and two TV programs during year.

## VI. OTHER ACTIVITIES

### A. Farm and Home Development

#### 1. Goal

- a. Our goal will be to contact a minimum of 100 farm homes, and provide individual service to their individual

3. Get Dr. Frank Horsefall from experiment station to set up mouse control demonstration in February with Endrin.

4. The two above demonstrations will be used as educational events on our fruit growers' tour in July.

5. Pruning demonstration will be held in November.

6. Assist those Botetourt fruit growers who are interested in building a cooperative packing house and cold storage. We feel that this is a very vital move toward improving their marketing conditions. No time table can be set on this project as we will have to work with the group as the opportunity affords itself.

#### V. 4-H WORK

##### A. Goals and Methods

1. To increase enrollment by:

- a. Organizing more out of school clubs with leaders.
- b. Selling the teachers and principals of the schools on 4-H work.
- c. Urging boys and girls to join and become a member of the largest rural youth organization.
- d. Sell the farmers and homemakers on 4-H work.
- e. Having well planned program of work.
- f. Through personal contacts.
- g. Keeping every present member and his parents interested and working.
- h. Publicize the work of clubs and members and leaders.
- i. Encourage club members to talk to other boys and girls and encourage them to join 4-H.
- j. Advertise 4-H more by observing National 4-H events.

2. Increase project instruction by:

- a. Conducting a dairy short course by using local leaders in August.
- b. Conducting a livestock production short course in July.
- c. Conducting a tractor maintenance short course in March.
- d. Conducting a rural electrification short course in June.
- e. Conducting a home garden short course in April.
- f. Conducting a poultry short course in February.
- g. Conducting a forestry short course in March.
- h. Conducting a shearing school in May.
- i. Publishing a weekly 4-H news article or letter in the local papers.
- j. Visiting each boy at least once throughout the year.
- k. Giving a visitation notebook by jotting notes down on each visit.

Meet with Ro-Dot directors in January to make plans for increasing artificial breeding of dairy cattle. Directors in each county agree to visit dairymen to encourage them to use artificial breeding more in their dairy cattle.

Assist the manager and producers in the Roanoke Milk Producers' Association to hold their county meeting in February when marketing and leases will be discussed. Assist the association in developing a more adequate distribution of base. These problems will be worked on at the regular meetings of the milk board, association and at other opportunities as they arise. Decided improvements on base are needed to improve market conditions.

c. A field meeting will be held for all five groups to discuss and demonstrate production practices, results of artificial breeding and the necessity of improving base on farms where the base is too small.

3. For Livestock

a. Have a community demonstration on warble, fly and lice control in the Trinity community for the purpose of showing more effective beef production. The demonstration to be held under the direction of the agriculture committee in the improvement club in March, May, June and then November and February, 1957.

b. Work with commercial cattlemen to hold feeder calf sale in September or October and a commercial fat beef show in May.

c. Get all wool growers to pool wool with United Wool Growers in June to help improve their market conditions.

d. Work on grass silage as source of cheap feed for beef production.

e. Write wool growers on payment of wool for lambs sold; the letter to be written in May prior to marketing.

f. Work with local veterinarian and all livestock groups (including dairymen) to get wider usage of new Bangs control program by publishing news articles in February, encouraging agriculture teachers to have local veterinarian appear on programs at evening meetings to explain the Bangs program in February and March.

h. For Fruit Growers

a. Have local monthly fruit growers meeting to study marketing and production conditions.

b. Use Fred Drieling and A. H. Teske to set up demonstrations on chemical thinning.

h.

A. Goals

1. Get more "know how" across in
  - a. How to fit the total farm operation together
  - b. How to market successfully
  - c. How to keep informed to make changes quickly enough to meet trends in marketing and production successfully
  - d. How to secure capital or credit to make adjustments at the right time

B. Methods

1. For Poultry

- a. The poultry school will be conducted in the fall of the year to encourage our farmers in production methods.
- b. Work with the commercial egg producers in the county and with agents and egg producers in adjoining counties to develop a commercial egg producers' association which will in turn assist in improving marketing conditions for our commercial eggs. Our goal is to complete this organization by March 1st.
- c. Encourage our small flock owners to increase the size of their flock to a minimum of 300 birds to take full advantage of the egg market that is available in Roanoke.
- d. Work with the broiler industry in the county to put their program on a more sound basis. We will work with the broiler producer, the processor and the hatchery by personal contact and collectively to help them understand one very important issue; namely that the broiler industry has now simmered down to the battle of survivor of the fittest, that close harmony and cooperation between producer, feed dealer, processor and hatchery is paramount if our broiler business in Botetourt County is to survive.

2. For Dairying

- a. Work on 3 dairy farms in farm and home development to get facts on total farm management of dairy farms. Use such facts to help other dairymen to increase their managerial ability.
- b. Work with Ro-Bot Breeders, Botetourt DHIA and Roanoke Milk Producers' Association in studying how their markets can be improved. This can best be done by holding a DHIA Herd Analysis meeting on production costs and market costs. Such a meeting will be held February 13th. Frank Ellmore, dairy specialist, will assist us in this meeting. Facts on low cost production will be given to all dairymen in the county to help lower their costs.

The following commodity and agriculture groups have assisted in making this plan: County Board of Agriculture composed of Roanoke-Botetourt Fruit Growers, Botetourt County DMLA, Ro-Pot Breeders, Botetourt County Division of Roanoke Cooperative Milk Producers Association, Botetourt County Poultry Association, Botetourt Wool Pool, Botetourt Banks, Natural Bridge Soil Conservation District, Botetourt livestock organizations, County Committee of ASC and 4-H leader council.

II. ORGANIZATION

A. The Botetourt County Board of Agriculture

1. Purpose: To coordinate all agriculture work in the county and to form long-time objectives for the solving of farm and home problems.
2. The following meetings will be held:
  - a. January meeting
    - (1) Discuss "Virginia Plan"
    - (2) Report on programs for past year
    - (3) Emphasize need for long-time program and ask board to approve county agent work on same this year
  - b. Summer meeting
    - (1) Study long-time program and make any changes necessary. If program is completed, adapt at this time.

III. LONG-TIME PLAN

A. Goal

1. To develop a long-time extension plan for the county incorporating all major commodities in the plan. This was one of the major projects last year, but we did nothing on it except to talk with the various commodity groups and the Board of Agriculture. Unanimous agreement that such a plan was needed compelled us to pursue this goal to completion.

B. Methods

1. Use 1956 agriculture statistics as basis for statistical information (this should be ready by July.)
2. In July this office is to prepare facts for each commodity group. We will use our specialists from the agricultural economics department in preparing these statistics.
3. In August we will use our visual aid specialist to help prepare factual material for presentation at meetings held in October and November.
4. During October and November meetings we will ask the board to develop a long-time plan for their commodity.
5. Approval will be given by the Board of Agriculture.

IV. FARM MANAGEMENT

## 1956 PLAN OF WORK

## I. BOTETOURT COUNTY SITUATION

Botetourt County at the present time is quite rural in its make-up. However, we are standing on the threshold of urbanization. Industry is now moving in from Roanoke, Covington, Clifton Forge and Glasgow. Roanoke in particular is over-flowing into Botetourt County. On the south side of the county small tracts of 25 acres and less are in strong demand. Farmers in several sections of the county are being forced to comply with urban demands. Many farmers are now offering excellent building sites to such trade at prices which range from \$500 to \$1,000 per acre. We now have over 800 farms that produce less than \$1,200 worth of farm produce per year. This leaves only 441 farms producing more than \$1,200. This means that we have a tremendous group of part-time farmers who work at full employment at a regular job and do some farming on the side, or those who consider themselves farmers, but who do more custom work for other farmers.

The Botetourt County farms are fairly well supplied with running water. Eight hundred seventy five farms report having running water as of 1955. Six hundred eighty four farms have telephones, 636 farms have television sets, 376 have home freezers. There are 33 corn pickers, 130 pick-up balers, 28 forage harvesters and 609 tractors on Botetourt farms.

As to yield our big increase has been in corn which stands at 45 bushels per acre, wheat at 22 bushels, oats 38, barley 38, alfalfa hay 2 tons, other hay 1 ton. As far as fruit is concerned we have more than doubled the production of apples and peaches.

From a livestock stand point we have 4,939 dairy cattle which produce a total of 3875,929. We have 5,176 beef cows and heifers and 4,411 steers, bulls and steer calves. This makes a total head of 20,103 which gives us an increase of 8,572 head since 1940.

The above trends are spotlighting the following problems:

1. Too many small farms in Botetourt County
2. Capital investment per farm is high and getting higher
3. Rapid changes quickly make plans or five-year goals become obsolete quickly

Therefore, our two major needs have not materially changed from last year. Therefore, we are repeating them.

Our two major needs are:

1. More "know how" farm management along the lines of -
  - a. How to fit the total operation together
  - b. How to market successfully
  - c. How to keep informed to adjust quickly enough to take advantage of change
  - d. How to secure capital or credit to make adjustment at the right time
2. Increase the size of business on too small acreage or on one major enterprise farms.
  - 1.

1956 PLAN OF WORK

FOR

BOYD COUNTY

R. H. Burtner, County Agent

Bobby E. Leonard, Assistant County Agent

Charles E. Brown, Assistant County Agent