

PLAN OF WORK

BUCKINGHAM COUNTY

July 1, 1962 - June 30, 1963

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A MAJOR EMPHASIS - EDUCATIONAL PLAN
 PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT,
 AND NATURAL RESOURCE DEVELOPMENT
PHASE: Better and More Economical Feed Crops, Fiscal Year: 1962-63

The Situation:

In the past five years beef cattle in the county have increased by 1,174 and hogs by 1,094. Due to economic conditions, the feed grain programs, and farmers preference, it is anticipated that their will be a further increase. The agronomy and livestock committees are greatly concerned with an abundant supply of good quality feed produced by economical methods. There are relatively few silos in the county and the equipment to handle silage in the county is not modern or adequate.

The Specific Problem:

Not enough silage is being used for most economical returns from beef cattle.

The Program Objective:

To supply information that will result in farmers producing more silage.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
Value of silages as a feed.	Bulletins, circulars, and leaflets.	Extension County Agronomy and livestock committees have	All year.	Committees, Agents
Best silage crops.	County meetings	agreed to collaborate on project.	All year.	Agents
Varieties of silage crops.		Get support of professional workers.		
Fertilization Methods			June & July	Agri. Eng.
Types of silos & advantages of each.				Agri. Eng.
Furnish Plans for Silos.	Blue Prints, etc.	Field demonstrations.	Aug.	Machinery Dealers.
Selecting silage harvesting & handling equipment.	Agri. Eng. Dept.		Sept.	
Feeding methods.	Farm doing a good job.	Tour	Nov.	Agents & Comm.
Value	Sample from number of silos.	Get analysis run at V.P.I.	Nov. & Dec.	Agents

EVALUATION:

Get a report on number of new silos constructed and additional tons of silage saved.

A MAJOR EMPHASIS - EDUCATIONAL PLAN
PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT
AND NATURAL RESOURCE DEVELOPMENT

PHASE: Farm Management - Farm Records, Fiscal Year: 1962-63

The Situation:

An accurate, well kept, farm record is a very valuable (if not basic) tool for Farm Management work. The type of farm records kept by farm operators in the county vary from a calendar all the way up to very detailed cost accounts on each farm enterprise. The large majority of the farmers keep a farm record mainly for the purpose of filing the required income tax forms. Opportunities for increased income on farms in the county lean primarily towards making more efficient use of present resources because major alternatives are limited due to allotments, climate, etc. Thus, their records should be set up and accurately kept with the object of being fully used to facilitate better farm management rather than just to record information needed for tax purposes.

The Specific Problem:

Inadequate farm records for farm management purposes.

The Program Objective:

To increase the number of farmers keeping a farm record considered as a farm management tool for selecting the best possible combination of resources to produce maximum farm income.

ORGANIZATIONAL OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
Teach farm operators:	Agent in-service training in farm management schools.	Personal visits to farms to encourage and help set up farm records.	January February, March	Agent
To understand the need for, and potential value of farm records for better farm management.	County Agent's Guide for VPI mail-in farm records program. Census of Agriculture (Va. & County farm statistics.)	Personal visit to farms to help maintain record.	All year	Agent
To acquire skill in the mechanics of keeping the records.	A. Barry Carr, Asst. Agr. Econ. and materials provided by VPI Ag. Econ. Dept.	Personal visit to farms to close out and analyze farm records.	Jan., Feb., March & April.	Agent, (Plus Spec. on sel- ected prob. farms
To use the information furnished by these farm records in making management decisions.	VPI subject matter specialist farm Management handbook for Agents. Analysis data and group Aggregate summaries prepared at VPI. Individual crop & livestock budget forms.	Radio talks to promote farm record enterprise accounts. Circular letters containing example standard budgets for beef cow, sow, ewe, etc. to create interest in determining costs on individual farm further pointing out need for accurate record.	Dec., Jan., June April, August, November, December.	Agent

MAIL RECORDS - EVALUATION
 PROJECT AREA: THE NEWARK REGIONAL DEVELOPMENT
 THE NEWARK REGIONAL DEVELOPMENT
 DATE: 10-23-68

ORGANIZATIONAL OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
		Group teaching of farm management topics (including farm records) to selected class of approximately 15 farmers in a school consisting of 3 all day sessions, one day per week, over a 3 week period.	October, November.	Agent, other Agents, Ext. specialist, and others.
		Teaching of Farm Mgt. topics (including farm records) to young farmer's group at one or more night meetings.	Dec. & Jan.	Agent

EVALUATION:

- Any increased participation in V.F.I. mail-in records, more farmers completing V.P.I. enterprise records and more request for regular V.P.I. Farm Record books can be easily tabulated.
- By observation of the Agent, and personnel working on the mail-in records in Blacksburg, we can tell how much skill the farmers acquire in the mechanics of keeping the V.P.I. mail-in farm records.
- The dondation of the final summaries returned will also indicate accuracy and completeness stressed during the year.
- Ultimately the income figures over a several years period can be tabulated and these results will help to determine how much affect on income this farm record emphasis has for an individual farm operation.

A MAJOR EMPHASIS - EDUCATIONAL PLAN
PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT
AND NATURAL RESOURCE DEVELOPMENT

PHASE: Cooperative Marketing of Livestock, Fiscal Year: 1962-63

The Situation:

Practically all of the livestock producers in the county are small operators and do not have volume to get buyers for feeder calves, pigs, or wool. Many sell through 2 organized feeder calf sales and 2 feeder pig sales. Practically 100% of the wool is sold through 2 sales. All of these sales are conducted outside of the county and in cooperation with other counties. While this set up is ideal to get the necessary volume it is much harder to keep the interest of the members and get new members compared with a county that could operate within its borders. This distance complicates management of the sales as well as keeping the local producers informed on the results. Some producers feel that the added trouble and expense in selling through organized groups is not worth the effort and often sell at a disadvantage without really knowing the economics involved.

The Specific Problem:

Many of the livestock producers do not take advantage of the organized marketing methods available for them.

The Program Objectives:

Increase participation and interest in organized cooperative marketing outlets available to county livestock producers to raise income from livestock on the farms.

ORGANIZATIONAL OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
Assist livestock producers in acquiring a better background on the factors involved in selling their product-quality advertising.	Regulation for sales.	County meeting of producers to discuss the whole marketing program.	January	County Agent, Sales Mgr., Ext. Marketing Specialist.
	Summaries of the actual sales of the Association.	Annual meeting of the membership.	February	
	Comparative sales from other selling methods	Dehorning demonstration	March & August	Agent
Give them figures to show the actual dollars involved.	Reports on markets.		March & August	
Furnish information to show why the farmers should operate their own organization and be very familiar with the rules needed.	Outlook	Grading Demonstration	August, Sept.	Sales directors, State graders.

EVALUATION:

Report on additional members and/or number of animals sold.

A MAJOR EMPHASIS - EDUCATIONAL PLAN
PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT
AND NATURAL RESOURCE DEVELOPMENT

PHASE: Forestry Establishment, Fiscal Year: 1962-63

The Situation:

Over 75% of the land area in the county is in some type of woods, much of it has been cut over and the stand is a very inferior grade of hard wood. Some of the eroded open land should be planted to trees as a conservation and economic practice and much of the inferior areas of hardwood should be converted to pine.

The Specific Problem:

Often our farmers are trying to plant these cut over hardwood areas to pine without proper site preparation.

The Program Objective:

Proper site preparation when converting cut-over hardwood areas to pine.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
For landowners: To acquire skill in site preparation for converting cut over areas to pine.	Furnish list of locations where the job has been done.	Conduct Demonstrations. Inspiration by offering prizes to forestry club members.	July, August	One of the bulldozer operators under supervision of forester. Judged by special committee.

EVALUATION:

Get report on jobs done.

Make survey with foresters for improvement in method and results.

A. AGRICULTURAL PRODUCTION, MANAGEMENT, AND NATURAL RESOURCE DEVELOPMENT

AGRONOMY

Corn Production	Budgeting of crop, pasture, fertilization practices to improve efficiency of individual operation.
Soil testing	Promote and assist with enterprise records on crops, (especially tobacco) and pasture.
Alfalfa production	Educate farmers in use of higher analysis fertilizer to reduce per ton cost.
Pastures	Educate farmers concerning services available through A.S.C., S.C.S., V.F.W., F.H.A., and other government agencies.
Chemical Weed control	
Tobacco production	
Mechanical equipment for production	
Insect and disease control.	

LIVESTOCK

Feeding practices	Assist farmers to budget livestock cost and returns to increase farm profit.
Disease prevention	Promote and assist farmers in keeping enterprise records on beef cow-calf herd, steer feeding, swine, etc.
Building	Assist farmers to calculate least cost and/or least time rations for their livestock.
Mechanical equipment	Furnish farmers with factual evidence to support recommendations for organized marketing and purchasing outlets for livestock.
Feeding areas	
Breeding stock	

POULTRY

Housing
Diseases
Research information

FARM EQUIPMENT

Assist farmers in arriving at optimum investment in farm equipment and machinery by:

FORESTRY

Planting
Seedbed preparation (sod land)
Sales methods
Forestry management
Diseases and insects

Budget buying vs custom hiring of machinery.
Encourage preventive maintenance to lower repair costs and increase life.
Encourage use of reasonable depreciation and salvage value on machinery records.

DAIRYING

Herd management
Mastitis
Total T.D.N. feeding
Pastures

A MAJOR EMPHASIS - EDUCATIONAL PLAN
PROJECT AREA: EXTENSION HOME ECONOMICS
PHASE: Home Management, Fiscal Year: 1962-63

The Situation:

Many homemakers are doing some business at the bank with no before hand knowledge in banking procedures to help them in decision making. Many do not know of the many services available at the bank.

The Specific Problems:

Homemakers are unable to evaluate information given to them at the bank in order to make decisions that would be most profitable to them, nor are they using available services.

The Program Objective:

To arouse interest and impart such knowledge that the homemaker will know of and use banking services to the maximum.

TEACHING OBJECTIVE	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
To provide homemakers with basic information on banking services and how to use them. Also to learn the law on checks.	Extension Circulars MOE-418 - What Is The Law on Checks? MOE-419 - Bank Services - How to Use Them.	Leader Training by Specialist Lecture and discussion. Radio program.	Prior to July July	H. D. Leaders & Home Agents

EVALUATION:

A simple questionnaire will be used to determine the effect of the information on homemakers banking procedures and services.

A MAJOR EMPHASIS - EDUCATIONAL PLAN
PROJECT AREA: EXTENSION HOME ECONOMICS
PHASE: Home Furnishings, Fiscal Year: 1962-63

The Situation:

Many homemakers make their own draperies and with new fabrics and hardware on the market, homemakers want to increase their knowledge and skills.

The Specific Problem:

Homemakers lack knowledge in correct drapery making; selection of suitable fabrics, and selection of suitable hardware.

The Program Objective:

To improve drapery making skills and be able to make wise selections in fabrics and hardware.

TEACHING OBJECTIVE	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
To acquaint homemakers with what is available and the most suitable way to use each type of hardware. The characteristics of various fabrics and their most appropriate use.	Extension Bulletins	Leader training meetings.	September	Specialist
		Actual samples, lecture and discussion.	October	Trained leaders and agents.
		Show & explain various types of window hardware.	November	Trained leaders and agents.
To provide homemakers knowledge & skills in drapery making.	Extension bulletins	Demonstrations & actual practice by members.	November	Specialist, Agents

EVALUATION:

A questionnaire to determine number of improved procedures used in making draperies and number of window treatment changed through use of hardware.

Use of club members home as a result demonstration for neighbors to see new draperies.

C. EXTENSION HOME ECONOMICS

1. MANAGEMENT

Continual assistance to families desiring to improve the management of resources, time, money, etc. through guidance in decision making. This decision making may be related most often to the following:

- Remodeling old homes
- Kitchen planning or remodeling
- Home lighting
- Family budgeting
- Consumer credit
- Furniture refinishing
- Paints
- House cleaning
- Consumer buying.

2. SUBJECT MATTER PRINCIPLES

NUTRITION

- Meal planning (Menu)
- Meal preparation
- Weight reduction
- Freezing meats and vegetables
- Work with nutrition committee

CLOTHING:

- Fabric and pattern selection
- Garment construction
- Buying guides for ready to wear
- Laundry of special fabrics
- Work with clothing committee

HOUSING:

- Plan new and remodeled kitchens
- Plan remodeling of bathrooms.
- Selection of floors and floor coverings.
- Plans for basements and back porches.

HOUSE FURNISHINGS

- Furniture upholstery
- Cane chairs.

HOME MANAGEMENT:

- Etiquette for the hostess and guests.

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA: 4-H

PHASE: Lack of Interest Among Senior 4-H'ers, Fiscal Year: 1962-63

The Situation:

Lack of interest in the 4-H program is indicated throughout the Senior group. Boys and girls enroll in the program (93 in 1962 compared to 81 in 1961) but apparently have little interest after enrollment. 60 members of last years 81 completed as many as one project. Three girls and no boys entered the annual public speaking contest. All meetings are held in the High School during regular school hours but at a designated club period.

The Specific Problem:

A large number of senior age boys and girls who enroll in 4-H carry out no project, enter no competition, appear uninterested when attending meetings, and generally appear unenthusiastic about the entire program.

The Program Objective:

To create interest and enthusiasm among Senior Club members.

TEACHING OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
A. Adult leaders and agents better understand;	State 4-H Club Staff	Discussions		
1. 4-H'ers point of view.		Home visits		Co. Staff
2. Needs of Sr. members.		Members have part in program planning.		Co. Staff
3. New projects available.				
B. Agents provide additional:	Score card for 4-H Demo.	Increase attendance at Co. & Dist. demon. contests.	April	Co. Staff
Teaching activities	Ext. Form #62.	Tour of Members Homes.	Summer	
Recreational & money making opportunities.	Score Card for judging.	Judging by Members.		
Competitive events.	Dress Revue.	5 Co. Fair Food Booth,	September	
Project Instruction.	How to give a Demonstration.	Co. wide picnic, Camps & Short Course	Summer	
	Suggestions for Assembling 4-H Achievement Records.	Share The Fun Contest	Summer	
	Share The Fun-Cir. 844.	"How to Make a Convincing Speech" Public Speaking Contest.		
	pamplet from Pure Oil Co.	Judging contest at Achievement Day.		
	Project Leaders	Project group meetings in members and leaders homes.	July-Aug.	Project leaders
	Professional Workers			

D. FOUR-H

Council meetings
Training of officers
Individual project work
Entomology (County wide projects)
County picnic
Achievement Day
Public Speaking contest
County demonstration
District demonstration
Rural Life Sunday
Fairs
Training adult leaders
County camp
Conservation camp
State Short Course
Livestock judging
Summer project group meetings.

A MAJOR EMPHASIS - ORGANIZATIONAL PLAN
 PROJECT AREA: COMMUNITY AND PUBLIC AFFAIRS
PHASE: Rural Area Development, Fiscal Year: 1962-63

The Situation:

The farm income for Buckingham County in 1959 was \$1024 below the state average. The number of farms has decreased 33% since 1954. About half of this decrease was brought about by a change in the definition of a farm. The percentage of farm operators 65 years of age or older is 28% compared to the State percentage of 23. Young people are leaving the county due to insufficient job opportunities. Many county residents are seeking employment in near-by counties to supplement income - the per capita income being \$871 below the state average. A need for evaluation of the present economic condition and ways of developing potential resources seems evident.

The Specific Problem:

Lack of sufficient data and background information on the county to identify the problems and work towards solutions.

The Program Objective:

To Maintain an effective working RAD committee and sub-committees, to complete the county analysis, identify the problem areas, and work towards solving problems.

ORGANIZATIONAL OBJECTIVES	SOURCE OF ASSISTANCE	METHODS	WHEN	BY WHOM
To coordinate leadership in:	Technical Panel	County staff meetings.	Weekly	All County Staff
The function and maintenance of an RAD committee and appropriate sub-committees.	Program Leader Co. Board of Supervisors. District Agents Buckingham County Planning Commission Printed Materials: Releases on RAD Census "Industrial Sites and Economic Data of Buckingham County." County Surveys	Meet with Technical Panel. Meet with RAD committee. Meet with sub-committees.	All meetings At least quarterly As needed	All County Staff All County Staff All County Staff

EVALUATION:

Use of "Criteria for Program Development" in evaluating the procedure used. Committee reports.

E. COMMUNITY AND PUBLIC AFFAIRS

1. Home Demonstration Federation Program of Work - Health

All clubs adopt a mental patient.
Study the program of Virginia Council on Health and Medical care.
Stress health side of clothing program.
Stress health side of home furnishings program.
Stress health side of nutrition program.
Instigate sanitation survey by Health Department.
Support O.T. testing program of health department.

2. Cooperation with schools, power suppliers, civic and farm organizations in carrying out programs as extension policy permits.