

E. EVALUATION:

The amount and quality of farm management work increased in 1964. It is not difficult to evaluate the work on one farm, or to see an increase in the net income of one farm. However, when considering the entire Southeastern District, there is no way to put a value on accomplishments. The work on one farm somehow drifts across the fence to others. Groups are asking for more and more facts on the economics of production. More people are requesting help each year, more are keeping better records and more are requesting farm management schools.

Agents Included In This Report:

Russell C. Schools

G. G. Gallimore

W. C. Garst (May 20 - December 31)

FARM MANAGEMENT - BRUNSWICK COUNTY

- a. A dairy farmer, with 80 cows, requested the assistance of the farm management agents. His records were reviewed and discussed. It was found that his production and income were high, but his expenses were too high. Feed costs were worked on first and it was found that a mixing unit, if installed, would be one way to lower cost. This has been done and the farmer now reports a savings of \$20.00 per ton on his feed.
- b. A contracting firm in Brunswick County, after hearing of the work of the farm management agents, requested assistance in looking at their operation and if possible look for alternatives for increased profits or lowering of cost. The agent-at-large worked several days with the company and found that a lowering of cost was needed and has requested the assistance of the Economics Department in following up this work. More of this in 1965.

On each farm the new facilities that were installed represented an annual savings of from \$200 - \$350 compared to the custom rate they had been paying. Not only was there savings, but the new facilities increase the convenience and efficiency of their feeding program. One farmer preferred the portable grinders because he had livestock at various places on the farm while the others installed an electric grinder and mix-mill.

- f. One farmer had been raising 30 *sows* and fattening all of the pigs to market weight. To do this, he had to buy some corn each year. He has increased his *sow* numbers to 75 and is selling all feeder pigs. With the present operation, he does not have to purchase feed. This should increase his net farm income by about \$2,000.

- c. Several farmers were informed of the advantages of the various types of drying equipment. Not only did they save money with the new facilities, but less labor was required which is a problem on most farms. Also, by having the facilities installed this past year before harvest time, to many farmers it represented a difference of a profit or loss to the present crop because of the wet harvesting season.
- d. One farmer was shown how he could increase his net income and benefit one of his hired hands by paying cash wages only. He had been paying \$3.00 a day and giving the hired man two acres of cotton and two acres of peanuts. The hired man was actually being paid for his time to work the 4 acres of crops as well as using the farmer's fertilizer, spray material, tractor and equipment. Because the farmer was getting much higher yields than the hired man, it was pointed out to him that he could work all the crops and increase the hired man's wages and pay a small bonus at the end of the year. The hired man now receives \$4.00 per day and a \$300 bonus in addition to the house in which he lives, meat and other considerations. The hired man is better satisfied because he is sure of his annual income. The farmer can net more because of increased yields on the four acres and also have the hired man when he wants him.
- e. It was illustrated to several farmers that their volume of feed fed to livestock was more than enough to justify installing their own feed grinding facilities.

FARM MANAGEMENT - SOUTHAMPTON COUNTY

- a. A tenant farmer requested the assistance of the County Agent-at-large in reviewing his 1963 records and recommending changes for increased profits in 1964. The records showed that the tenant had received one half of the income from the farm, but his expenses were greater than one half. After several meetings between tenant and landlord with the agent, some of the expenses were shifted to the landlord so each shared equally in cost as well as returns. This work by the agent shifted \$3,000 in expenses to the landlord and an old debt of \$1,700 was dropped. This was a net saving of \$4,700 for the tenant in 1964. This work caused the landlord to take a look at all his contracts in 1964 and the agent was called to help make twelve contracts equal in expenses and receipts for 1965. A money figure can not be placed on this work.
- b. A large swine producer in the county had 150 sows and sold 80 lb. feeders. He requested John Henry Carter, Dan Kite and the County Agent-at-large to make recommendations for enlargement and to check the economics of expanding to 250 and then to 500 sows. A plan for expansion was made including slatted floors, nursing pens, etc. The agent-at-large, using available information, was able to show an increase in \$8,000 net profit by increasing from 150 to 250 sows. At present the operation is doing nicely and has approximately 350 sows.

FARM MANAGEMENT - NANSEMOND COUNTY

- a. The farm management agent was asked to assist two farmers in determining a fair price as rent for a farm in the county. After discussing peanut allotment, total crop land, pasture, buildings and equipment with both parties, figures were placed on each of these satisfactory to both parties. The agent learned later that a proper contract had been drawn up using the figures of the farm management agent.
- b. Budgets are being prepared on one Nansemond County farm with the assistance of the County Agent and Assistant County Agent for a complete farm plan by linear programming. Initial recommendations included the removal of soybeans from the peanut rotation to improve peanut yield.

FARM MANAGEMENT - ISLE OF WIGHT COUNTY

- a. The farm management agent assisted the county agent the county agent and the Soil Conservation Service in giving a demonstration of three methods of minimum tillage in planting soybeans. Budgets for each method of planting were prepared and distributed to farmers that attended the demonstration and comparisons made between these methods and conventional planting practices.
- b. Work was done with several Isle of Wight peanut farmers to obtain cost of artificially drying their peanut crop. These figures were used to determine the minimum acreage that would justify ownership of drying facilities.
- c. A complete farm plan was worked on one farm by linear program. The new plan would reduce expenses \$10,855 while increasing his return to fixed resources by \$7,300. The farm management agent spent several days with Dr. R. G. Kline, Professor of Agriculture Economics, to adopt this linear program so it could be solved by the computer. This work will be completed in 1965 and will be helpful when working on similar farms in the area.

8. Farmers with specific problems received a good portion of the farm management agents time in 1964. Livestock, labor, crops, machinery, land rent or purchase, peanut drying costs and tenant-landlord agreements are a few. As space will not allow for all farm management accomplishments in each county, the agent will take several accomplishments and go into detail.

Also at this meeting, the county agents received closing out forms and instructions for closing out the 1964 records in their counties. The county agents will be assisted by the farm management agents where needed.

6. The County Agent-at-Large attended the Area Production meetings for Area VI held in Parksley, Norfolk and Petersburg and assisted as a resource person. These meetings were informative and well presented. Many questions regarding economics were discussed and the need for farm management education was pointed out several times. The agent hopes that the farm management schools to be held in early 1965 will answer a few of these questions.
7. Preparing for 1965 Farm Management Schools was a major phase of 1964 work. Group I schools were planned for farmers in eleven counties and Group II schools for four counties. The farm management agents met the county agents to set dates for the schools, select topics, assign presentations, and work out the details of each school. Much time was spent on the presentations, visual aids, etc., to make each talk informative, easy to understand, and above all, to bring out economic principals that will increase the net income of area farmers. Dry runs were held several times for each school, hand-outs worked up, and notebooks prepared. The county agent-at-large wishes to thank the county agents for their time and efforts given to the preparation for the coming schools.

4. Farm Management Schools were held in February for approximately sixty farmers from Surry, Southampton, Isle of Wight and Nansemond Counties. Each farmer received a notebook containing crop, livestock and machinery budgets. He received fifteen hours of instruction including work sessions. Each worked at least nine different budgets and had two home work assignments. During the schools the following were found. Labor cost varied from .62¢ to \$1.35 per hour, tractor cost varied from 70¢ to \$4.55 per hour. Combining peanuts varied from .50¢ to over \$1.00 per hundred weight. Drying cost for peanuts varied from .40¢ to over \$1.00 per hundred weight. The farmers enjoyed the schools and stated that they were quite beneficial. The county agents in these counties did an outstanding job of presenting material and deserve the credit for the successful schools.
5. The New Mail-in Program for 1965 was explained to the county agents in December. New monthly pads, code sheets and instructions were passed out and reviewed at this time. The agents showed quite a bit of interest in the new system. County agents then explained the 1965 system to their farmers and it appears that Southeastern Virginia will have approximately seventy-five farmers enrolled in the 1965 mail-in program.

9. To use all eight of these objectives to increase the net farm income for Southeast Virginia.

D. PROGRESS REPORT:

1. The county agents and farm management agents closed out all 1963 records for the mail-in-participants in Southeastern Virginia. An analysis was reviewed with each participant showing strong and weak points and alternatives for improvement.
2. New records were started in most all counties, agents assisted with setting up inventories, keeping monthly livestock sheets and checking expense and income forms. The farm management agents met with individuals and groups of farmers to explain the electronic program.
3. Program planning was a major portion of farm management work in 1964. The farm management agents met with D. T. Rogers when necessary to discuss and plan the work for Southeast Virginia. County schools, group meetings, presentations, closing out, new records, enterprise accounts were a few of the things discussed. Program planning was also done with the Agriculture Economics Department at VPI to make plans for the year and suggest changes. The agent feels this was most helpful to the farm management program in Virginia.

- A. PHASE: Farm Management in Southeastern Virginia, 1964
- B. REASON FOR SELECTION: This phase received major emphasis because farmers are realizing a real need for Farm Management education. Many are losing money on some enterprises and not realizing it. The farmers who are keeping records are often not using them to their best advantages. Information from farms are needed to help all farmers in the area make profitable adjustments to increase their net income. Farmers are receiving training in economic principles and practices to increase their net income. Many farmers are becoming more economic minded, are studying their incomes and expenses from each enterprise, and making changes.
- C. OBJECTIVES:
1. To increase the record keeping of farmers.
 2. To make better use of records being kept.
 3. To give each farmer enrolled in the Mail-in-Program an analysis of his business.
 4. Determine strong and weak points of farm businesses and point out alternatives to improve the situation.
 5. To use the information obtained from the Electronic Program to assist farmers enrolled and those not enrolled.
 6. To teach Farm Management practices and principles to farmers individually and through schools.
 7. To budget farm enterprises for farmers to obtain necessary information for decision making.
 8. To make complete farm plans when necessary.

ANNUAL NARRATIVE REPORT

FARM MANAGEMENT

SOUTHEAST DISTRICT

VIRGINIA AGRICULTURAL EXTENSION SERVICE

1964

Russell C. Schools

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