

AGRICULTURAL EXTENSION SERVICE

PLAN OF WORK

FAUQUIER COUNTY

1962 - 1963

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1962-63 PLAN OF WORK FOR FAUQUIER COUNTY

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A - AGRICULTURAL PRODUCTION, MANAGEMENT AND NATURAL RESOURCE DEVELOPMENT

The basic aim of the County Extension Service is to create a desire for farmers to adjust their crop production in order to produce the least cost feed combinations for the most returns, whether the feed is sold in the form of a cash crop or through the form of beef, milk, lamb, pork, or wool.

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT
AND NATURAL RESOURCE DEVELOPMENT

PHASE: Agronomy - Growing of Corn and Corn Silage for Low Cost TDN - Fiscal Year: 1962-63

The Situation:

Farmers do not produce enough feed for the livestock in the county; therefore, a considerable amount of commercial feed is purchased. A large proportion of the land in the county is suitable to corn rotations which can be put to good use in producing low cost TDN feeds.

The Agronomy Committee is very aware of the high cost of commercial mixed feeds and the great loss to farmers each year for not producing low cost TDN feeds. The committee has recommended a carefully planned educational program on the most economical production of low cost TDN feeds; namely, corn and corn silage.

The Specific Problem:

Not enough land being utilized to produce low cost TDN feed; such as, corn silage.

The Program Objective:

To increase the production of corn silage for feed.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
1. To assist farmers in determining the place of corn silage on their farms.	V.P.I. Bulletin 516 Recommended corn varieties as published by Piedmont Experiment Station	1. Conduct Agronomy School that will emphasize the place of corn silage on livestock farms and the recommended varieties for the area.	Feb. March	Agent and Agronomy V.P.I. Specialist
2. Acquaint farmers with recommended corn silage production practices.	V.P.I. Circular 903, Jan. 1962 Farmers Bulletin #1470 V.P.I. Bulletin 207	2. Select four (4) one-acre corn demonstration plots on well travelled roads. Focus additional attention to plots by use of attractive signs.	March	Agent and Agronomy Committee

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
3. Teach farmers to recognize stage of growth that will yield the maximum TDN per acre when harvested.		3. Test soil in order to use correct amount and correct analyses of fertilizer.	April	Agent and Cooperator
		4. Demonstrate the correct seeding technique using recommended hybrid seed.	May	Agent and Cooperator
		5. Spray plots at time of planting for weed control.	May	Cooperator
		6. Conduct tour of farmers on the four (4) plots to demonstrate use of recommended practices.	August	Agent
		7. Show touring farmers the stage at which corn should be cut to obtain maximum feeding value.	August	Agent
		8. Publicize results of demonstration through newspaper articles.	Sept.	Agent
		9. Summarize results of corn demonstration and present at Agronomy School.	Feb.	Agent

EVALUATION:

1. Determine through informal methods:
 - a. Percent of Agronomy committeemen attending meetings and participating in activities.
 - b. Percent of livestock men other than committeemen attending demonstration.
 - c. Number of farmers adopting increased use of corn silage in their feeding program.
2. Determine the number of farmers who understood the recommended practices practiced in the demonstration plots.

AGRONOMY

- MINOR AREAS OF WORK -

1. Mail each corn producer a list of recommended hybrids.
2. Use newspapers and personal visits to familiarize farmers with insect and disease control.
3. Encourage farmers to exhibit hay and ear car at county Fair.
4. Assist farmers in controlling weeds in:
 - (a). corn
 - (b). orchard grass seed crops
 - (c). hay and pasture

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT AND NATURAL RESOURCE DEVELOPMENT

PHASE: Dairy - Feeding For Maximum Profit - Fiscal Year: 1962-63

The Situation:

Most dairymen recognize the value of high quality forage, but have difficulty in producing top quality hay and pasture. Even though high quality hay, such as; alfalfa, is in great demand, most dairy farms are on land that is not suitable for alfalfa production. Purchased alfalfa hay has generally proven to be too costly at present milk prices. Under these conditions, dairymen should be looking for a feed that can be produced economically on their farms that will substitute for high quality hay. Experiments have demonstrated that corn silage can be produced for approximately \$1.24 per cwt. of TDN, while alfalfa hay will cost approximately \$2.18 per cwt. of TDN. Too many dairymen are not feeding least cost rations.

The Specific Problem:

Most dairymen are not taking maximum advantage of corn silage to develop a least cost feed combination.

The Program Objective:

To demonstrate the value of corn silage in the dairy ration in reducing feed costs and increasing profits.

<u>TEACHING OBJECTIVES</u>	<u>SOURCE OF SUBJECT MATTER</u>	<u>METHODS</u>	<u>WHEN</u>	<u>BY WHOM</u>
Assist dairymen to: 1. Realize the TDN value of silage.	Morrison's Feeds & Feeding (21st Edition)	1. Conduct Agronomy-dairy Extension school that will emphasize the value of feeding corn silage to dairy cows.	Feb.	Agent and V.P.I. Specialist
2. Analyze the cost of the feed program with maximum corn silage.	V.P.I. Circular 903 Jan. 1962	2. Conduct meetings that will point out how increased feeding of corn will reduce feed costs and increase milk production.	Feb.	Agent and

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
3. Develop a feeding program using maximum silage at present milk prices.		3. Conduct tour on dairy where maximum corn silage is fed.	April	Agent
		4. Encourage the use of county soil survey to determine land best suited to maximum TDN production.	April	Agent
		5. Use results of V.P.I. Electronic Farm records to demonstrate practicability of maximum silage feeding.	Sept.	Agent
		6. Write news articles on economical benefits from utilization of maximum corn silage in the dairy ration.	Oct.	Agent

EVALUATION:

1. Determine through informal methods:
 - a. The cost of 100 lbs. of TDN on farms where maximum corn silage is fed.
 - b. The change in milk production per cow as a result of substituting corn silage for commercial grain ration and hay.
2. With the assistance of the Dairy Committee and through personal contacts determine the number of dairymen moving towards a heavy silage feeding program.

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT
AND NATURAL RESOURCE DEVELOPMENT

PHASE: Dairy - Mastitis Control, Fiscal Year: 1962-63

The Situation:

According to the annual DHIA report, udder trouble was responsible for a high percentage of the removals from county herds. The local veterinarians say that mastitis is prevalent in over half of the herds they serve. Mastitis is costing the dairyman of this county a considerable amount each year in lost milk, drugs, veterinary service and damaged animals.

The dairy committee is greatly concerned about the high dollar loss to county dairymen. They have strongly recommended that a carefully planned educational program on mastitis control be given high priority in the county extension program (similar to the on-going state program).

The Specific Problem:

A high incidence of mastitis in the dairy herds of the county.

The Program Objective:

To reduce the incidence of mastitis and thereby increase the net income of county dairymen.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
Assist dairymen and those who milk the cows:	Agent training workshop and materials provided by state training team.	1. Organize professional workers team to help plan and execute a milking demonstration program.	March	Agent
1. To acquire a better understanding of the recommended managed milking practices.	V.P.I. Circular 846-M	2. Select master demonstrator.		Team
2. To acquire skill in applying these practices.		3. Train demonstrator.	March	Agent and Team
	Material provided by State Team			

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
		4. Promote first meeting by getting professional team members and dairy committee to personally contact about 15 selected dairymen and their milkers from different communities in the county.	March	Agent, Team and Dairy Committee
		5.(a) Hold meeting with demonstrators or his milker doing the actual milking:	Early April	Agent and Professional Team
		Professional team will handle discussion.		
		(b) Hold brief session at end of demonstration to solicit community demonstrators for additional meetings on community basis.		
	V.P.I. Circular 846-M	6. Train community demonstrators.	Early May	Professional Team will divide this responsibility.
		7. Promote community meetings by radio, news story, personal contact teams, special notice sent along with monthly fact sheet.	May	Agent and Professional Team
Materials provided by State Team		8. Hold community meetings with same program as was held during master demonstration.	May	Professional Team members will divide these meetings.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
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		9. News stories will be written on each of the demonstrations held. These will be published in the local papers.	Early June	Agent
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EVALUATION:

During July the professional team will select a random sample from among those who attended the community demonstrations. Individual professional workers will divide up this sample and each selected farm will be visited. A simple questionnaire will be used to determine the extent of change that has taken place since the demonstrations were held. Results of this evaluation might be used to give direction to plans for additional mastitis prevention programs.

DAIRY

- MINOR AREAS OF WORK -

1. Familiarize farmers with the recommended control of external and internal parasites through newspapers, radio and personal visits.
2. Assist dairymen with the planning and conducting of Breed cattle shows and Field Days.
3. Encourage dairymen to support the Fauquier Junior Fair.
4. Assist farmers in determining the benefits of production testing (DHIA).
5. Encourage dairymen to attend VPI Dairymen's Short Course.

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT
AND NATURAL RESOURCE DEVELOPMENT

PHASE: Livestock - Marketing Beef Calves Through Feeder Calf Sale, Fiscal Year: 1962-63

The Situation:

Beef producers have been transporting their feeder calves to other counties, sometimes travelling 60 miles, to take advantage of feeder calf sales. According to the 1959 Census of Agriculture, there were 14,475 beef calves produced, of which only 2,655 were sold through the feeder calf sales. A large number of feeder calf producers are selling at prices below feeder sale prices. Often farmers comment that it costs too much to sell through an organized sale and that they do not understand the operation of a feeder sale.

Proceedings are now underway to build a farmer-owned weekly auction sale in the county. The sale will be of modern design to handle large numbers of feeder calves at one time. The sale, located in the center of the county's beef population, will provide feeder calf sale advantages to all farmers in the county.

The Specific Problem:

Approximately 75% of the beef feeder calves produced in the county are not sold through organized feeder calf sales. Often calves are sold at prices lower than state established feeder sale prices. Slightly over 31% of the calves sold through feeder calf sales weighed 400 lbs. or less. Too many calves are being dropped late and do not return to the producer any profit on his investment.

The Program Objective:

To increase the consignment of calves to feeder calf sales and to increase the weights and grades of calves sold.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
1. Develop an understanding of how feeder calf sales operate.	Information published by V.P.I. Feeder Calf Sale Specialist. V.P.I. Bulletin 207	1. Hold meeting to explain operation of feeder calf sales and advantages from selling through feeder calf sales to all feeder calf producers.	Feb.	Agent and V.P.I. Specialist

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
E. Show beef producers how December and January feeder calves increase farm profits.		2. Hold livestock meetings to explain advantage of good record keeping system so that owner can select replacements according to high quality, excellent milkers and regular calvers.	March	Agent and V.P.I. Specialist
		3. Conduct meetings that will stimulate beef producers to: 1. Breed cows to drop calves in Dec. or Jan. 2. Develop better management during calving season. 3. Compare benefits from use of high quality bulls that transmit high-rate-of gain and good conformation.	March	Agent and V.P.I. Economist
		4. Encourage use of BCIA program.	May	Agent and BCIA Specialist
		5. Use newspaper to follow through on results of using higher quality bulls and breeding early.	October	Agent
		6. Utilize VPI Electronic farm records to demonstrate extra profit that can be derived from early born feeder calves.	Jan.	Agent

EVALUATION:

1. Determine through formal methods:
 - a. Number of new consignors to feeder calf sales.
 - b. Increase in percentage of early calving.
 - c. Increase in good and choice grades.

2. Determine through informal methods the increase in net returns per herd from increased use of feeder calf sales.

A MAJOR EMPHASIS - EDUCATIONAL PLAN

PROJECT AREA: AGRICULTURAL PRODUCTION, MANAGEMENT
AND NATURAL RESOURCE DEVELOPMENT

PHASE: Sheep - Improvement in Sheep Production Practices, Fiscal Year: 1962-63

The Situation:

Sheep have proven to be a profitable supplemental enterprise for most farmers in the county. With top management, the returns on sheep in the county will increase \$25,000.00 annually. Very few farmers follow adequate disease and parasite control. Farmers have not acquired skills to push lambs for the high price market.

The Specific Problem:

Low level of management for most sheep flocks.

The Program Objective:

Raise the level of management, thereby increasing net income.

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
Assist sheep producers to:	Sheep Management Schedule by George Allen, V.P.I.	1. Hold meeting to familiarize sheep producers with profitability of good management.	March	Agent and V.P.I. Specialist
1. Acquire knowledge of good sheep management.	Sheep Specialist			
	V.P.I. Bulletin 191	2. Encourage producers to market their wool through the county wool pool in order to take advantage of higher prices.	April	Agent and Sheep Committee
2. Develop skill in preparing both lambs and wool for market.		3. Conduct tour of well managed sheep flock for all sheep producers.	June	Agent

TEACHING OBJECTIVES	SOURCE OF SUBJECT MATTER	METHODS	WHEN	BY WHOM
		4. Hold demonstration on recommended methods of: a. Controlling foot rot. b. Treating for internal parasites. c. Treating for external parasites.	June	Agent and Farm Demonstrator
		5. Use newspaper to give results of good sheep management.	Sept.	Agent

EVALUATION:

1. Determine through informal methods:
 - a. Number of farmers adopting recommended sheep management practices.
 - b. The increase in lambing percentages per farm where recommended management practices are employed.
 - c. The increase in net returns from sale of wool.
 - d. Number of farmers who understand the reasons for using recommended parasite controls.

LIVESTOCK

- MINOR AREAS OF WORK -

1. Conduct meeting on:
 - a. Reducing costs on livestock farms.
 - b. Management factors on livestock farms.
 - c. Forage and Feeding handling equipment.
 - d. Parasites of farm animals.
 - e. Recommended crop varieties.
2. Assist with the planning and operating of the County Wool Pool.
3. Assist with Breed shows and Field Days sponsored by beef breed associations.