

County -wide Activities:

1. County Advisory Board Meetings - January, March, July or August
2. County Farmers Conference - February
3. Home Orchard Meeting - February
4. Health Emphasis - X-ray Clinic, etc. - April
5. Hog Meeting - Late July or Early August
6. 4-H County Council Meetings - February, July, October
7. Tour of Experiment Station - August
8. Other Tours or Activities as May be Needed or Required

Calendar of Activities:

- December - Evaluation, Assisting with farm records, planning
January - Plan of Work, tax returns, social security, planning
February - Orchard meeting, 4-H Council, County Farmers Conference
March - ASC, Soil Conservation, Tax Returns, Credit
April - Health, getting demonstrations started
May - Water System emphasis
June - Short Course, checking demonstrations
July - Planning Fall Activities, Vacation
August - Wild-life Conference, Tours, Exp. Station, etc.
September - State Advisory Board, Checking Demonstrations, etc.
October - Achievement Day, Tidewater Fair, Agents meeting
November - Annual Reports, etc.

Misconception No. 8
" A Farmer Cooperative Is An Easy Answer"

As old methods are displaced, adjustments must be made to fit into the new marketing structure. Yet there are many, unaware of the changes, who advocate outmoded methods, or ill adapted to the present situation."

From - The Extension Economics Staff

Methods to be Used:

1. We plan to use individual contacts - office calls, visits, personal contacts
2. We plan to use group contacts - meetings, work-shops, tours, etc.
3. We plan to use letters, posters, bulletins, demonstrations, newspaper, and visual aids - slides, film-strips, motion pictures, etc.

Other Activities:

Farm Building - Advice upon request and general about screening, storm windows, repairs, and building plans

Home, Church, & Cemetery Beautification - upon request and general

Agricultural Economics:

1. Farm Credit - General and upon request
2. Farm Records - "
3. Social Security "
4. Income Tax "
5. Outlook "
6. Public Problems "
7. Individual Farm Planning "

Forestry:

1. To continue to arouse an interest in farm owners to the importance of their wood-land as a source of income.
2. To capitalize on the ASC program once they have been aroused.

Work with 4-H & Older Youth:

1. 4-H Clubs will be organized at Trinity, Windsor, Bridger, and Camptown.
2. Until enough interest is aroused to run another Bricklaying Class, we plan to direct young men to night classes in Hampton, Newport News, and Norfolk.
3. To represent at as many State-wide meetings with as large a delegation as the clubs can afford to send.
4. To try to furnish 30 animals for the Junior Market Hog Show & Sale.
5. To aid in trying to get sweet potatoes started as a 4-H project and to exhibit at least five entries in the Tidewater Sweet Potato Show when and if plans for it materialize.
4. To assist with an Achievement Day in October.

Values in and/of Economical Purchasing:

Farmers must purchase supplies, equipment, land, and services in order to operate their business. Unlike other business men, farmers have had to buy at retail prices and to sell at wholesale prices. Every effort will be made to make farmers aware of their situation in this particular.

Goals: (1) To try to get ten additional persons to purchase fertilizer through the Isle of Wight Cooperative Club.

(2) To get ten farmers to use soil sample returns as a basis for purchasing fertilizers rather than using general fertilizer recommendations.

(3) To hold at least two general meetings (a) One to aid farmers in planning for their fertilizer purchases & (b) One to aid them in the types of insurance available to them, the need for this type of protection, and the advisability of 'shopping around' for the best possible coverages.

(4) Where farmers' economic status will permit, to encourage them to purchase water systems and/or bathroom outfits to raise their standard of living. We shall try to get at least five demonstrations.

(5) To encourage farmers generally to 'shop around' for credit and to avoid causing such credit to be a master rather than a servant.

Values in/and/of Economical Marketing:

The end of all production is consumption. Changes in the marketing process in the county makes it imperative that farmers devote some time to market demands and other marketing processes. The following was taken from the Economic Analyst - November, 1957. We plan to get a group to study them and see how they affect our county.

" One of the most immediate problems in marketing is that of dispelling some of the misconceptions about marketing. Most of these misconceptions can be grouped under the following headings:

Misconception No. 1
"Farmers Should Do the Whole Marketing Job Themselves"

Misconception No 2
"The Markets Should be Built on Local Demand"

Misconception No. 3
"Plan Entirely For A Fresh Market"

Misconception No. 4
"Build a Marketing System To Remove Surpluses"

Misconception No. 5
"A Marketing Facility Makes A Market"

Misconception No. 6
"Every Community Needs A Market"

Misconception No. 7
"Promotion Is All That Is Needed To Cure Marketing Ills"

Values in and/of Economical Production:

Some Trends: The acreage of peanuts declined 16% during the twenty year period - 1934 to 1954; yields during this period increased 94%; (2) A 66% increase in corn acreage with yields more than doubled; (3) A substantial decline in the acreage of cotton accompanied by an increase in yield; (4) An increase of both acreage and yield of soybeans; (5) An increase in the number of hogs and pigs.

With farmers facing a declining farm income, it is imperative for farmers to do everything to increase their efficiency of production. We expect to encourage them to use soil sample returns in order to off-set guessing about the needs of their respective crops.

- Goals:
- (1) To try to get at least ten (10) farmers to plant at least one acre of Va. 56R - a new peanut recommended in this area - with the hope that this acre will eventually furnish seed for the entire crop.
 - (2) To encourage the application of gypsum in larger quantities in order to provide readily available calcium for pod formation. Such applications to be made broadcast.
 - (3) Where damaged peanuts are observed, farmers will be encouraged to use Aldrin mixed fertilizers.
 - (4) Because of harvesting difficulties experienced in the past, farmers will be advised to take more care in 'shocking' their peanuts.
 - (5) Where farmers had difficulty in getting their crops harvested, efforts will be made to get harvesting equipment so as to eliminate this problem.
 - (6) Since corn yields have been low during the past few years, general recommendations will be given. Farmers will be advised and encouraged to plant early hybrids to supplement their feeding program with home produced grain as soon as possible.
 - (7) Pastures will be encouraged generally and upon request. Better management of such pastures when established will be a definite part of the educational work in this connection.
 - (8) Where practical, farmers will be encouraged to increase the quality and quantity of hogs on their farms. Even though the outlook for hogs is not too good, we believe that the fact that so much of our economy in the county is dependent upon such industry merits its inclusion in this plan of work. Additional work will be done to make farmers conscious of the 'meat type' hog that the consumer wants.
 - (9) The use of sweet potatoes as a supplement and substitute for corn will be explored both as a possible supplement to farm income and as insurance against drought.
 - (10) To increase the number of families participating in Farm and Home Development from three (3) to ten (10).

County Advisory Board Officers

President: Mr. Richard P. Robinson, RFD #1, Smithfield, Va.

Secretary: Mrs. Gracie G. Porter, RFD #3, Windsor, Va.

Treasurer: Mr. James B. Evans, RFD #1, Carrsville, Va.

4-H County Council Officers

President: _____

Secretary: _____

Treasurer: _____

Note: 4-H Council will be organized when 1958 club organization is completed.

Agronomy Committee: A. S. Allmond, Rev. John D. Tynes, George Smith,
James Slade, Rogers W. Black

Cooperative Committee: L. A. Lewis, James B. Evans, Joseph L. Briggs,
A. R. Glover, R. F. Robinson

4-H Club Committee: Mr. Elgin Lowe, Miss Eloise D. Berry, Mrs. E. B.
Godwin, Mrs. Marion Harrell, Mrs. B. A. Atkins

Older Youth Work: Mr. James B. Brown, Mr. Paul Thomas, Mrs. G. D. Tyler,
Mr. C. J. Hall, Mrs. William Briggs, Jr.

Organizations that the agent will cooperate with during the year:

1. Isle of Wight T.E. & Health Society
2. " Federal Credit Union
3. " Cooperative Club
4. FHA, ASC, Soil Conservation
5. Red Cross, Polio, Health Dep't.
6. Commissioner of Revenue & Internal Revenue
7. Social Security
8. Department of Welfare
9. School Band Group
10. Riverview Street Lights Group

SOME COMPARATIVE STATISTICS OF ISLE OF WIGHT COUNTY - 1954 Census

Item	1954	1950
Farms (all)	1,023	1,246
Land in Farms	135,760 A.	139,327 A.
Average Size of Farms	135.4 A.	111.8 A.
Average Value (Land & Bldgs.)	\$22,398.00	\$9,884.00
Average Value per Acre	\$ 162.31	\$ 90.57
White Operators	721	859
Non-white Operators	282	390
Full Owners (No racial breakdown)	456	624
Part Owners " " "	186	196
Managers " " "	2	1
All Tenants " " "	359	425
Proportion of Tenancy	35.8%	34.1%
Cash Tenants	27	35
Share Cash Tenants	20	12
Share Tenants	214	242
Crop-share Tenants	155	212
Livestock-share Tenants	59	30
Other and Unspecified Tenants	29	26

Specified Facilities and Equipment

Telephones (No Racial Breakdown)	393	297
Electricity	965	993
Television Sets	524	
Piped Running Water	600	
Home Freezers	575	263
Corn Pickers	440	175
Motor Trucks	540	419
Automobiles	1,074	1,027
Tractors	1,464	1,075
Wheel Tractors Other Than Garden	1,399	1,024
No. of Horses & Mules	658	1,456
No. of Grain Combines	90	60

Farms by Economic Class

Class I Produce sold \$25,000 or more	39	30
" II " " 10,000-24,999	171	120
" III " " 5,000- 9,999	170	196
" IV " " 2,500- 4,999	240	259
" V " " 1,200- 2,499	95	223
" VI " " 250- 1,199	50	133

Specified Farm Expenditures

Gasoline and Oil	\$ 514.00	\$ 373.00
Av. Paid for Fertilizers	1,107.00	
" " " Machine Hire	248.00	212.00

General Description of County:

Ile of Wight is located in the southeastern part of Virginia. It is surrounded by the James River on the northeast; by Surry county on the northwest; by Southampton county on the west and south - following the Blackwater river which divides the two counties, and by Nansemond county on the east.

The county has an area of 314 square miles.

The soils are of marine origin and are naturally deficient in plant food. The surface soil is generally a fine sandy loam with sub-soils ranging from sandy clays to sticky clays. The sandy soils have sub-soils that drain naturally - thereby making them subject to leaching - one of the greatest soil conservation problems in this area. The heavier soils are usually rich in organic matter, but drainage is the soil conservation problem with these soils. The surface ranges from level to gently rolling.

The climate is oceanic. The average frost-free season ranges from 190-210 days. The average rainfall is 49 inches annually. The long growing season and abundant well distributed moisture are factors that are important in crop production.

The county is located in the Peanut Soil Conservation District embracing Nansemond and Surry counties. Peanuts, corn, cotton - on a limited scale, and hogs constitute the principal sources of income for most farmers in the county. Sweet potatoes, soybeans, watermelons, white potatoes, poultry, and truck crops are grown for home use and the surplus sold on local markets, in adjoining towns and cities, to merchants, and to county shippers.

Market facilities are available for most commodities produced in the county. Local meat packers can use all hogs produced in the county and must rely on other areas - counties and states - to provide products to process. Prices are usually in line with Chicago and Richmond markets even though there are times when local markets prices exceed prices in these markets. Differences in prices, in most cases, would be taken up in additional transportation costs. Suffolk, Virginia, World's Largest Peanut Market, is readily accessible to peanut growers through local buyers for Suffolk firms, good roads for farmers having trucks, and through local hauling concerns that provide hauling for farmers not having trucks. Feed mills in Norfolk, Berkley, Chuckatuck, buyers from North Carolina, and local feed mills and grist mills provide outlets for surplus corn and soybeans produced in the county.

Negroes constitute a little over 51% of the total population, about 55% of the school population; they operate about one-third of the farms, even though the farms are relatively small. Resident professional leadership is seriously lacking - one resident Negro physician (even though the four resident white physicians render service to all patients regardless of color), no dentist, lawyer, five resident pastors - along with about six local ministers, and few resident teachers. Local leaders have been very helpful in furthering extension activities when called upon.

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COOPERATIVE EXTENSION SERVICE WORK
IN
AGRICULTURE AND HOME ECONOMICS

Virginia Polytechnic Institute &
U. S. Department of Agriculture,
Cooperating

EXTENSION SERVICE
County Agent Work

PLAN OF WORK

COUNTY Isle of Wight

YEAR 1958

Name

Woodrow Odor

(Local Farm Agent)

Date Mailed Jan. 21, 1958