

Duplicate
Kathie

ANNUAL REPORT OF HOME DEMONSTRATION WORK IN NORTH CAROLINA
For a period of one year, Dec. 1, 1915 to Nov. 30, 1916.

Mrs. Jane S. McKinnon, State Agent.

During the year 1916 forty-four counties were organized in home demonstration work and in these counties there were enrolled 3,731 girls and 2,864 women, a total of 6,595 workers organized in clubs for the betterment of home and community and for the addition to the family income by gardening, canning, and other housewifely arts. 3,453 girls and women reported filling 470,614 tin cans and 194,399 glass jars with fruits, vegetables, preserves, jams, and pickles; 11,367 glasses with jelly, and 4,171 bottles with ketchup and grape juice; a total of 689,551 containers filled. These products represent a cash value of \$117,816.46, cost \$29,432.50, and a net profit of \$88,383.96.

In estimating values the following scale of prices was used:

	Canned in Tin.	Canned in Glass.
Tomatoes-----	\$1.20 per dozen --	\$2.40 per dozen.
Kraut-----	1.20 " " --	2.40 " "
Sweet potatoes-----	1.20 " " --	2.40 " "
String beans-----	1.80 " " --	3.00 " "
Soup mixture-----	1.80 " " --	3.00 " "
Apples-----	1.80 " " --	3.00 " "
Corn-----	1.80 " " --	3.00 " "
Peas-----	1.80 " " --	3.00 " "
Berries-----	1.80 " " --	3.80 " "
Peaches-----	2.70 " " --	3.60 " "
Pears-----	2.70 " " --	3.60 " "

	Other products in Glass.
Preserves and jam-----	75¢ per quart.
Jelly-----	15¢ per glass.
Cucumber pickle-----	40¢ per quart.
Chow, chow, etc-----	50¢ per quart.
Ketchup-----	20¢ per 10-ounce bottle.
Grape juice-----	20¢ per 10-ounce bottle.

These prices are very conservative for the present market as only a few thousand cans of tomatoes sold under \$1.20 per dozen, most of them bringing from \$1.20 to 1.35. Preserves being anywhere from 75¢ to \$1.00 per quart and jelly from 15¢ to 20¢ per glass. The peaches

Jelly from 15¢ to 20¢ per glass. The shortness of the vegetable crop all over the state forced our products early into the market at fine prices and almost our whole output has been sold or engaged. Merchants, hotels, and institutions have been the buyers, taking what we could let them have at cash prices.

It is gratifying to see the attitude of these merchants towards Ginning Club products. Five years ago we had no reputation in the commercial world -- in fact worse than none, for we had to shoulder the reputation made by all the badly sterilized home products that had been offered the merchants for generations. Today the North Carolina Ginning Clubs are recognized by the buyers as putting out a commercially standard product and they are able to look to the local merchant as the assured market for their output.

During the spring and summer of 1916 conditions for gardening were most unfavorable. The long drought of April and May followed by the floods of July made a shortage of vegetables all over the state. Indeed, in the mountains where floods were most disastrous, many of the Club gardens were completely wiped out. Under normal conditions for 1916 we could reasonably have looked for an output of 1,000,000 containers. With conditions as they were we were much encouraged to record 680,551 containers, an excess over 1915 of 47,104. This excess, with the advanced prices and the greater number of beans and sweets put upon the market, made a gain in profits of \$15,127.53 over the previous year. Several of our county agents sold tomatoes last spring to merchants for fall delivery at \$1.00 per dozen. It was gratifying to see that the Club members were disposed to stand by the agent and deliver the products at contract price in spite of the fact that they were being offered from \$1.20 to \$1.30 per dozen. We had complaints from but two counties.

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Tomatoes, the Green Pod Stringless Bean, and soup mixture are our principal money crops, though canned sweet potatoes, kraut, preserves, and pickles are coming more and more into demand each year. We supplied three big state institutions and several smaller colleges and hotels with part of their canned goods this year and the satisfaction given will place an assured market in the hands of our advanced girls.

The three counties reporting greatest yields and profits in canning by Club members are:

	No. reporting.	No. containers.	Value	Cost	Profit.
Sampson-----	425	- 65,503	- \$11,062.35	\$2,770.60	- \$8,311.75
Anson-----	345	- 54,966	- 10,521.75	2,430.45	- 7,891.30
Wake-----	158	- 53,156	- 8,944.92	2,236.20	- 6,708.72

The following are the five best individual records:

Miss Elsie Yarbrough, Gary, Wake County-----	\$155.86 Profit.
Miss Bettie Vann Tapecott, Graham, Alamance County-----	137.20 "
Miss Ella Maie Kelly, Rockingham, Richmond County-----	110.58 "
Miss Emma Reid, Charlotte, Mecklenburg County-----	109.71 "
Miss Beatie Steele, Kilarbe, Richmond County-----	101.45 "

The family record of Mr. and Mrs. Watts and their two daughters, Mary and Clyde, of Auburn, Wake County, is interesting. They canned in the summer of 1916:

2,000 cans tomatoes-----	\$200.00
3,000 cans sweet potatoes-----	300.00
500 cans string beans-----	75.00
200 cans corn-----	30.00
300 cans butterbeans-----	60.00
300 glasses apple jelly-----	45.00
8 quarts fig pickle-----	3.20
12 quarts fig preserves-----	9.60
8 quarts, souppersong preserves-----	6.00
8 quarts tomato pickle-----	4.00
200 glasses blackberry jam-----	40.00
6,536 Total No. containers. Estimated value-----	\$172.60
Estimated cost-----	195.20
Profit-----	579.60

Margaret and May Belle Browne of Mecklenburg County have been consistent, energetic Canning Club members for five years and a report written by Margaret covering that period is given:

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We joined the Tomato Club in the year of 1912 and have worked and harvested our fifth year's crop this fall of 1916.

The first year we gained \$45.00 from our tomato crop. It was just a late crop; plants were set out after the oats were out in June; and we sold all fresh, canning none that year. We did not have any trouble with diseases.

The second year, 1913, we had a different patch from 1912, and this was the year that we made a pretty good profit on our work. We sold \$183.29 worth of fresh tomatoes, \$80.00 worth of canned tomatoes, and used \$8.12 worth at home. In all, we made \$242.01 and our expenses were \$9.74; so our gain was \$232.27. We did not have any vegetable except tomatoes on the patch this year. We had some trouble with blight and four pigs got in after the vines were full of tomatoes and tried to break the vines all up. We find that the fancy grocery stores are the best places to get top-of-the-market prices for our tomatoes and we never peddle them out to the houses as some people do. We grade as to size and quality and pack in boxes and get good prices for each size. The merchant always knows he will find the fruit the same size throughout the pack.

The third year, 1914, we had lettuce and tomatoes both on our patch. The lettuce was the fall crop and then we put tomatoes on in the spring. We sold \$125.64 worth of fresh tomatoes, \$27.45 worth we used at home, \$20.90 we cleared on our lettuce crop, and \$5.00 on our tomato ketchup. In all, \$178.00 was our year's receipts from our fifth acre and our expenses were \$7.70. Our profit was \$170.30. We put up two hundred jars of fruit from the farm averaging about 25¢ per jar and six hundred cans of tomatoes worth 10¢ per can, averaging in all \$50.00 for fruit and \$50. for tomatoes. The cost of cans and sugar was \$17.50. The profit was \$92.50.

Profit from farm	\$92.50
Profit from one-fifth acre garden	170.30
Total profit for 1914	\$262.80

Our fourth year, 1915, we had several kinds of vegetables on our plot. We had cabbage and onions for fall crops and then our tomatoes for spring. We sold \$21.30 worth of cabbage, \$54.70 worth of onions, and \$117.20 worth of tomatoes. All added up, this gives us \$193.20. Our expenses were \$50.00 even; so we gained \$143.20 from our one-fifth acre. We had some trouble with the blight and cut worms. From the farm we put up 90 quart jars of preserves valued at \$54.00, 125 jars of canned fruit valued at \$51.25, 157 cans part of string beans and part tomatoes valued at \$15.70. The cost of cans and sugar was \$10.00. We had the jars already and the cost of new rubbers was very small. The total receipts for 1915 were \$294.15. The cost was \$60.00. The profit was \$234.15.

Our fifth and last year that we have worked, 1916, we had beans, spinach, cress, mustard, corn and tomatoes. But we have a crop of spinach sown on our patch and beans started in rows for our fall crop. We made \$21.55 off of our last fall beans, \$42.55 on spinach, 80¢ on mustard. We made \$6.00 on seed corn of this year's raising. We used at home off of our fall crops, all put together \$11.55 worth and from this summer's crop of tomatoes \$50.00 worth. We made \$102.15 and our expenses were \$15.90. Our total gain from one-fifth acre garden was \$86.55. From the farm we canned in 1916 two hundred quart jars of fruit valued at \$50.00, 180 cans - part of beans and part of tomatoes - at 10¢ per can, making \$15.00. Our expenses were \$16.40. Our profit from the farm was \$49.30. The total receipts from our one-fifth acre and from the farm were \$167.85. The expenses were \$22.30. The profit was \$85.55. This year of 1916, our country was badly hurt by the July floods and our garden crops were not good.

The total profit of our five year's Canning Club work is \$869.77. We have received several nice prizes which we have to be proud of, and one to think of and be proud of our thoughts, is that trip to Washington which we won as a prize in 1915."

Bettle Vann Tapscott of Burlington, Alamance County has written the story of how she marketed her 1915 crop, which is given:

"To begin with, along in July when my tomatoes began to ripen there was a demand for them fresh. I scarcely had enough to begin canning, so I picked them off as they ripened, graded, placed in shallow basket with the stem end down, putting about two layers in a basket with paper between. Having previously called and engaged them, I sold all I had for two weeks in this way at 15¢ and 20¢ per dozen.

I canned only good firm tomatoes and made the over-large rampy, crooked, and small ones into soup, hatchup, etc. We filled an order of beans and pears to Swain Hall, at the University of North Carolina, Chapel Hill, N. C. When that was delivered I sent Mr. Eisahler, the man who buys for the Hall, a sample of my tomatoes. He immediately ordered 100 dozen. I had only 1,005 cans so the order was divided with a neighbor club member. I sent him 50 dozen.

I had already started a trade at a nearby village and did not care to lose it by sending off all my goods.

I will tell you how I did this. I went to the people that I thought would be most likely to use tomatoes and sold them just one can to try. I told them I would deliver them at one of the leading grocery stores of that place if they found they were better than those they had been getting at the stores and wanted to use them they could go there and get them. He sold them at 10¢ per can. I paid him 20¢ per dozen for handling them.

The people soon began to call for 'Club Goods' and when the last of my crop was exhausted and they had to fall back on factory filled goods the storekeeper told me the customers would look it over and say, 'I want tomatoes with the Tapscott girl's name on them.'

The Chapel Hill man told me if what I sent him last year proved O. K. he would give me another order this year. I guess it did, for he gave me just as much as I could accept - 150 gallons. I have filled it and sent it to him, and yesterday I received an order from the same place for another fifty dozen.

You see it is no trouble to find a market if you go at it right. I correctly mark, label, and crate all products I send off."

27 scholarships in schools and colleges are reported as having been awarded to girls in the different counties. 105 girls are reported as paying their way in school wholly or in part through their Canning Club work. 191 winter gardens growing various vegetables where not one grew before have been planted. During the winter months the girls of the various Canning Clubs made a total number of 2,331 caps, aprons, and dresses. At the Club meetings they gave 1,065 demonstra-

tions in cooking meats and vegetables and 555 in bread making.

Thinking it advisable that the Club girls and boys should come together as community work, Mr. T. E. Brown, State Agent for Boys' Clubs, has, with the cooperation of the Home Demonstration and the Farm Demonstration agents, organized 25 agricultural clubs including in the membership Canning Club girls and members of Corn, Pig, Poultry and all other boys' clubs. These we hope to organize in every county.

Following is a record by counties of Canning Club work for 1916. Any apparent difference noted in number of containers reported and profit will be the difference in the value of fancy packs in glass and the less expensive packs in tin.

Counties.	Girls and women reporting.	Tins and Glass.	Money Value	Cost.	Profit.	Girls' Winter Gardens.
Albemarle	72	20,880	\$ 4,285.25	\$1,070.85	\$3,212.50	---
Ames	345	54,866	10,521.75	2,630.45	7,891.30	21
Beaufort	34	8,375	1,057.35	259.40	777.95	---
Bertie	75	12,220	3,095.75	775.95	2,321.80	---
Duncombe	23	2,014	865.33	119.30	445.53	---
Catawba	15	3,358	442.55	110.65	331.90	Flood.
Cherokee	55	2,940	844.10	211.00	633.10	Flood.
Chowan	78	15,498	2,116.70	529.20	1,587.50	---
Cleveland	52	5,452	782.45	195.60	586.85	Flood.
Cross	30	4,731	1,016.00	254.20	762.60	---
Cumberland	79	15,547	3,275.45	818.80	2,456.65	2
Davidson	110	14,589	3,147.15	786.00	2,360.35	---
Durham	41	11,655	1,482.10	390.80	1,111.60	---
Edgecombe	143	14,488	2,650.58	712.65	2,137.93	4
Forsyth	146	42,235	5,055.25	1,521.55	4,564.70	6
Franklin	91	18,409	3,384.90	945.25	2,538.65	---
Gaston	87	4,715	1,261.75	315.45	946.30	20 Flood.
Greenville	56	20,404	5,015.55	755.35	2,290.20	---
Guilford	47	6,559	1,628.60	407.15	1,221.45	---
Halifax	46	10,369	1,820.91	455.20	1,365.71	---
Harnett	15	3,298	555.25	139.55	415.70	---
Iredell	74	17,518	2,554.98	639.20	1,917.78	6 Flood.
Johnston	110	20,029	3,639.00	909.75	2,729.25	---
Lee	22	2,801	459.75	164.95	494.80	7
Lincoln	169	17,905	4,036.30	1,009.55	3,026.75	---
Macon	10	2,771	477.05	119.25	357.80	---
Madison	70	8,171	1,616.60	454.65	1,163.95	Flood.

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Counties.	Girls and women Reporting.	Fine and Glass.	Money Value.	Cost.	Profit.	Girls' Winter Gardens.
Hacklenburg	55	12,127	2,344.23	586.50	1,757.73	12 Flood.
Montgomery	41	5,800	1,288.65	320.90	967.75	20
Moore	129	30,160	5,255.00	1,313.75	3,941.25	24
Northampton	48	17,990	2,324.50	581.15	1,743.35	4
Orange	58	9,603	1,298.25	324.50	973.75	---
Pasquotank	54	12,770	2,192.88	543.20	1,649.68	10
Ferquimans	19	5,817	961.82	240.45	721.37	---
Richmond	41	18,082	2,140.20	535.05	1,605.15	---
Simpson	425	65,505	11,082.38	2,770.60	8,311.78	---
Surry	70	11,896	1,625.00	405.45	1,219.55	10
Swain	19	994	257.60	64.40	193.20	1
Union	41	6,313	1,162.20	290.55	871.65	5
Vance	43	22,702	3,188.25	797.10	2,391.15	---
Wake	138	53,156	9,944.92	2,226.20	6,708.72	22
Wayne	107	28,920	5,221.39	1,305.25	3,916.14	17
Wilkes	140	8,630	1,385.50	345.25	1,040.25	1 Flood.
Wilson	10	5,113	753.25	183.10	570.15	---
TOTAL	3,453	690,551	\$117,016.46	\$29,432.50	\$88,583.96	191

Summary of Canning Club Work for a Period of Five Years.

1912 - 1916.

Year:	No. counties organized	No. girls reporting	No. cans and jars	Value of products	Total cost	Total Profits.
1912 :	14 :	229 :	33,019 :	\$ 3,301 :	\$ 325 :	\$ 2,476
1913 :	14 :	236 :	70,000 :	7,000 :	1,750 :	5,250
1914 :	32 :	614 :	259,019 :	36,361 :	9,425 :	25,936
1915 :	37 :	2,396 :	635,447 :	104,241 :	26,985 :	75,256
1916 :	44 :	3,453 :	690,551 :	117,016 :	29,432 :	88,583
TOTAL	167	7,117	1,676,036	\$267,719	\$ 70,417	\$197,300

1912 _____

1913 _____

1914 _____

1915 _____

1916 _____

Diagram showing profits during five years.

Following is a total estimate for Canning Club work for the period of two years beginning December 1, 1914, and ending Nov. 30, 1916.

Total number products in tin and glass-----	1,315,998
Total value of products-----	\$22,069.35
Total cost of products-----	\$8,417.96
Total profit-----	165,640.89

The poultry club work done by girls and boys under the county home demonstration agents supervision is recorded by Mr. Oliver, State Poultry Club Agent, who reports this work under the division of Agricultural Clubs.

HOME DEMONSTRATION CLUBS.

Organizations for women received a great impetus this year in the enthusiasm of the county agents when plans which had been on trial in one or two counties for a year had proven that they could be operated successfully. 30 counties report organized women's clubs with a membership of 2,864. 9 of the remaining counties do not employ an agent long enough to carry on systematic work with the women and 4 employed their whole-time agents too late to record work this year.

Each club has a definite yearly program to carry out, and, while the county agent helps organize, as fast as possible the club is put upon a basis where it can conduct its own meetings. In the organization plan each local club is expected to have civic meetings which include sanitation and the beautification of home and grounds, social meetings, meetings where housewifely arts will be demonstrated, and meetings when the women come together to promote some industry that will add to the family income. In this last, fancy packs of preserves, pickles, and canning in tin take the lead because the women have already learned to do these well. 1,147 women canned for the home and for the market in 1916.

Fine needle basketry has been quite remunerative in some sections, as has cross stitch embroidery in others. The revival of the old hand loom for the weaving of rugs is being pushed all over the state. It is going to take years to get women to market butter and eggs cooperatively in standard packs but a good beginning has been made. I quote from a report made by our Anson County Agent.

We have one cooperative butter selling association. During the winter we sell our turkeys and hens cooperatively at an increase of 2¢ per pound over the local market. All eggs are sold on the local market as the price is good. In the canned goods we have never yet put up more than we could dispose of."

Many of the clubs arrange that a large part of their winter program shall be the study of food values, the preparation of foods, and how to make and use home conveniences. During the past year 2,850 demonstrations in cooking were made by these club women themselves. The following conveniences were constructed: 577 fireless cookers, 526 iceless refrigerators, 1,644 fly traps, 90 kitchen cabinets, 94 floor sops, 21 scrubbing chariots, 39 wheeled trays, 64 ironing boards. 22 floors were stained under the direction of the agents. 51 water systems and 5 shower baths were installed and a total of 1,070 butter paddles, moulds, thermometers, and shot gun cans purchased under the agent's advice. 259 winter gardens have been planted and cultivated.

We have a record of one woman who, to improve the looks of her place, painted her home with her own hands, asking the assistance of her husband only when the step ladder would not permit her to reach the eaves. She planted blooming flowers, shrubs, and grass in front and so fired the enthusiasm of the men on the place that they whitewashed all the fences and barns for her.

19 rest rooms have been installed and equipped in the different county seats for the comfort of the rural women when they come to town. These have been made possible by the cooperation with the county agent, chambers of commerce, and women's clubs. The rural clubs are getting strong support and cooperation from

the women's clubs of the town. In some instances women who have given successful demonstrations in the rural clubs have been asked to repeat these in a town club program. In two counties the Home Demonstration Clubs have formed a county federation which meets at the county seat four times a year in a clearing-house of club affairs.

Because of the strong organizations of girls and boys and the clubs of men and women which the home demonstration and the farm demonstration agents have brought together it has been possible to organize community fairs where the results of the year's work may be shown and where a wholesome rivalry may be stimulated. At many of these fairs convenient kitchens were installed, equipped with home-made conveniences, and the agent and club members demonstrated therein both how to use the devices and how to make them. That an agent might not be forced to judge in her own county, the agent from an adjoining county was sent over to act as arbiter. The judging was done in the presence of the people, standard score cards were used, and the why's and wherefore's of the award were explained to the audience. The community fair thus becomes a community school. One of the agents sent out as judge says:

"I judged the pantry supplies, canned goods, and sewing at six community fairs this week. All of these fairs were a decided success. There was keen interest shown, especially among the women with whom I came in close contact. I heard many women remark that they were going to exhibit better products next year. One could readily see at these fairs that the farm and home demonstration agents were doing active work and they deserve much credit for the splendid results of their efforts."

Mecklenburg and Anson counties each had six community fairs this year and Mecklenburg is preparing for fourteen next year. A total of 36 community fairs were promoted by our agents in the state. The best individual exhibit and sometimes the whole community exhibit is sent to the county fair. At 32 county fairs our trained agents were sent out as judges. 23 of these counties had convenient kitchens installed and operated by our agents as at the community fairs.

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We were much limited in space at the state fair and had room for only forty glass containers from each county exhibiting its Ganning Club products. These were so arranged that the advance in training was shown, the progress being from easily sterilized fruits and vegetables to the more difficult vegetables, preserves, pickles, and jellies. The exhibit as a whole showed a marked uniformity and a wonderful fidelity to the standard. Guilford County received the prize for the best county exhibit and Wags carried off first premium in five different classes.

Sixty feet of space were allotted to the Home Demonstration division for the demonstration of its activities. Twelve county agents were called in to assist the field force from the head office and an old loom was set in operation with an expert agent weaving rugs. Basket making went on in another booth with cross stitch embroidery nearby. A third booth was filled with all kinds of boxes and packages for parcel post marketing and the packing and grading of eggs, butter, vegetables, and poultry were explained. The home convenience booth was very popular, particularly the demonstration of the making of the fireless cooker, the iceless refrigerator, and the home water system. Demonstrations of bread making and the preparation and cooking of meats and vegetables were given in the convenient kitchen. In the last booth a demonstration of canning in tin was given and orders were taken for Club products. Space did not permit us to show work done in home dress-making, the house beautiful, or in sanitation, but we hope to secure room from these next year.

Three counties have been added to the 44 reporting work done, making 47 organized by November 1, 1916. 29 of these counties employ agents for their whole time, 4 for eight months in the year, 5 for six months, 7 for four months, and 1 for three months. For the supervision of the individual clubs in the county 156 sub agents are employed for three months at nominal salaries paid from local funds.

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That these women may do their work more effectually and cover the territory more thoroughly, 20 counties have either furnished automobiles and paid the running expenses or made it possible for the agent to operate her own machine. The 44 agents employed have traveled during the year 128,460 miles and held 11,361 meetings and conferences with an attendance of 142,138 people. They record 25,882 letters written.

Thirteen of our women were sent out during the year to 91 Farmers' Institutes to conduct the women's meetings.

In August a Farm Women's Convention, conducted by our home demonstration force, was held at the A. & M. College, Raleigh. Demonstrations in all our activities were given and 30 of our agents were in attendance. That this can be made a fine round-up meeting was evidenced by the attendance aggregating in the six meetings 1,180 women.

A home demonstration short course of twelve weeks was held at the State Normal College last winter for our workers, 16 agents and would-be agents attending. Before the general canning work began, a state canning school and conference for agents was held, 75 agents and sub-agents attending. A one month short course in gardening, dairying, poultry and home demonstration work will be given at the A. & M. College in January, 1917.

Four technically trained women who wished to get practical training with the view of going into home demonstration work, were placed with well trained, systematic agents during the hard canning season and remained longer for the training they received in marketing and the organization and conducting of women's clubs. We draw some of our best county agents from women who have satisfactorily gone through this probation period.

For some time there has been the need of a book of standard recipes for canned products with a simple explanation of modern methods of commercial canning.

To fill this need I prepared Extension Bulletin No. 11, Canning and Preserving with 4-H recipes, and in July the Division of Extension authorized the printing of 25,000 copies. From the first of July to December 1st, 12,000 of these bulletins have been sent out on request.

In November a reprint of Extension Bulletin No. 7, "The Study of Foods and Household Convenience," by Miss Jamison, home demonstration assistant specializing in foods, was authorized. This pamphlet has proven so popular that the first edition of 10,000 copies was exhausted before eight months had passed.

The following compose the field staff from the central office of Home Demonstration Work:

Mrs. Jane S. McKimmon, State Agent.
 Miss Minnie L. Jamison, Assistant Specializing in Foods.
 Miss Grace E. Schaeffer, Organization Assistant.
 Mrs. J. H. Henley, Assistant in Canning for three months.
 Mrs. Estelle Smith, County Agent acting as Field Agent.
 Mrs. Gretchen Bayne, County Agent acting as Field Agent.

Below is given a record of miles traveled by home demonstration forces, conferences and meetings held, letters written, and demonstrations given:

	Miles Traveled		Conferences		Meetings		Letters		Demonstrations
	Rail	Town	No.	Attendance	No.	At.	No.	At.	
Mrs. McKimmon, State Agent.	7,069	147	335	650	60	7,171	8,360.	-----	
Miss Jamison, Assistant	4,832	3,140	---	---	228	9,999	1,500	1,244	
Miss Schaeffer, Assistant	1,382	427	78	87	16	425	200	-----	
County Agents	41,292	128,458	6,620	12,006	11,361	142,135	25,982	3,204	
Women	---	---	---	---	---	---	---	2,630	
Girls	---	---	---	---	---	---	---	1,648	
TOTAL	55,635	132,182	7,083	12,743	11,665	159,731	31,042	6,918	

Summary:

Total number of miles by rail and team traveled by state agent, assistants and county agents	187,817
Total number of conferences and meetings held	18,748
Total attendance	172,474
Total number of letters written	30,842
Total number of demonstrations given	8,318
Total number dairy implements bought under agent's advice	1,070
Total number of home conveniences and devices made	3,193
Total number of winter gardens	450
Total number of rest rooms	19
Total number of community fairs	36
Total number of women enrolled	2,364

See Page 14. Does not include attendance at any community, county or state fair.

The following sketch by Mrs. Rosalind Redfearn, Home Demonstration Agent from Anson County, shows something of the method of procedure in a county.

"In winning the confidence of the woman in the home I first try to find out what interests her most. In some instances she is won by working through the daughter's achievements in baking, sewing, or canning, which appeals to the mother's pride. A little girl told me last year that she could not let her mother help her pack her tomatoes at first because the mother would put ungraded fruit in the can. However, after she saw the results of the sales of graded fruit she very willingly agreed to pack two graded, one for sale and one for home use. One mother said, 'My folks all like big, fat biscuit and I don't believe that the little hard ones are healthy anyway.' After she agreed to let her little daughter make some beaten biscuit for the community fair by the Club recipe she was really as proud of the blue ribbon as the girl herself. Sometimes they argue that little beans don't taste good and that white butter is just like the cow gives it. It is then that we try to teach them that a customer's tastes must be consulted before a sale can be made.

We have held several dairy schools showing good and bad butter, churns, molds, wrapping paper, and cartons. We have had lantern slides showing pictures of sanitary and unsanitary conditions. At my two days' school in May I had special lessons on butter making, demonstrated the iceless refrigerator and gave plans for building cement water troughs and spring houses. One demonstrator reports that she has sold enough buttermilk to pay for her spring house. She uses an oil stove to heat the water. One woman who sent her butter to town two years ago in a tin bucket and received 15¢ per pound for it now sells all she can make at 30¢ per pound.

Canning for market appeals to the country women and they have many improvements in the home from the proceeds. We encourage poultry growing also and have 150 club members in the county. Whenever it is necessary I help them secure customers for their products. At the Club school in May I had four ladies give a report of what their egg, poultry and butter money amounted to in

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a year. The amounts were \$119.00, \$160.00, \$183.00, and \$227.00.

Holding the demonstrations in the communities and especially in the home has resulted in purchasing better utensils for cooking, better articles for the dining table, neatness in the home, and improvement in cooking.

I have tried to demonstrate that a good dinner does not consist of four kinds of pie, three kinds of preserves, two kinds of cake, and beef, chicken, and ham all at one time, but in a well-balanced diet. At the community fairs held so far this fall the best plate of biscuit was made by Murtle Lee, a little club girl twelve years old.

At our home demonstration meeting in March we divided and distributed bulbs, vines, seeds, and house plants. The result of this has been good. One home that was especially bare and forlorn looking was so improved in appearance that it became a very common occurrence to hear people ask, "Who lives there?" One club member told me that it really rested her to get out and work in her flowers.

At the Wharf Community Fair the display of flowers was a very attractive feature and all the summer there has been a friendly rivalry between the people as to who could grow the finest flowers. This Community Club was organized in January and one plan of activity decided upon was a campaign against flies. They report every home in the community screened either with wire or with mosquito netting.

We have eleven community clubs in part of which both men and women are members. They have given special thought and study to the improvement of school buildings and grounds, better roads, campaign against flies, studies of goods, social life for young and old. At McFarlan they used as the educational feature 'A Study of North Carolina, Its People and Products.' At the close of this they had a spelling contest, using the names of counties, county seats, rivers, and mountains. This was very interesting and provided much fun as all acted as they did in school days years ago. Nearly all these places observed 'Patron's Day' at the opening of school. We have had three lantern lectures from the Health Department, one from the Audubon Society, two from the Dairy Division, and are now holding fine community fairs. These fairs are great factors in advertising the products of a community, in teaching lessons by comparison and observation, in inspiring others to improve their methods, and in visiting the people in the community.

To my mind the outstanding results of home demonstration work are as follows:

The people are waking up to -

1. Better living condition.
2. The need of more conveniences for the home.
3. Better ways of earning money.
4. The relation of food to better health and to more efficient work.
5. The necessity of educating the children.

The women are losing the feeling that all life is a drudgery because at the monthly meetings, the annual picnics, the institutes, and the community fairs, they get together and talk over better ways of doing homely household jobs, and let these are raised into the realm of interesting things.