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A REVIEW OF SHORE'S ASSETS.

A Garden Spot to Live in But Large Opportunity for Development.

Dr. Grear, President of the L. D. Caulk Dental Company, of Milford, Del., in an address before the Chestertown Rotary Club at the Voshel House Monday evening, talked of the Del-Mar-Va Eastern Shore Association as he saw it giving many interesting facts. Dr. Grear is one of the most progressive men on this peninsula and is giving much of his time to the forming of the Del-Mar-Va Eastern Shore Association. His address follows:

First let's name and get into our minds the Counties comprising the Del-Mar-Va Peninsula. New Castle, Kent and Sussex of Delaware, Wicomico, Worchester, Dorchester, Somerset, Kent, Caroline, Queen Anne and Talbot of Maryland, Accomac and Northampton of Virginia. These four-teen counties constitute an economic unit and if the Peninsula is to be developed as it is planned that it shall be, every one of the fourteen counties must, of necessity, take its part in the Peninsula development, for no one county should expect to derive benefit from such a campaign as will be put over without first contributing its effort energy, enthusiasm and money toward the movement. In other words, the program of the Del-Mar-Va Eastern Shore Association affords a platform upon which we can all stand and stand without involving any sacrifice of our local interest, while on the other hand we participate in the common benefits accruing from a common endeavor.

Some of the purposes of the Association are—

To advertise and publicize the entire Peninsua continuously and nationally.

It can organize comprehensive movements to bring prospective settlers into the Peninsula on inspection tours.

It can make a careful survey of the existing industrial opportunities and attract the attention of capital to them.

It can be of assistance to every part of the Peninsula in opening up new markets for Peninsula products.

It can encourage the production of standardized products and the development and use of trade names by supporting such movements in the national advertising and publicity fields.

It can attract the attention of editors and special writers and secure their cooperation in telling the story of the Del-Mar-Va Peninsula to the nation.

It can take leadership in urging the development of needed rail, highway or waterway facilities.

It can assist community trade or agricultural clubs which may desire to form local organizations by giving them fund raising and organization assistance.

It can serve as a clearing house for the inquiries regarding the Del-Mar Va Eastern Shore Peninsula, its resources and opportunities.

It can publish pamphlets and bulletins dealing with the Del-Mar-Va Eastern Shore Peninsula and its various communities and distribute them nationally.

Can, or could any one of these projects be successfully accomplished through the individual effort of any one of these fourteen counties?

Here in Chestertown, Kent County Maryland, you should look forward confidently to the time when your river bay and beach frontages are developed and receive their share of the nation's resort and tourist business. You should look forward to the time when your large and oft-times inadequately developed farms are broken up and settled by progressive agriculturists each one tilling intensely a comparwhen your canning establishments are duction to the maximum.

You should look forward to the day when your strong marketing organizamultiplied, and when your brands are nationally known and nationally established.

You should look forward to the time Peninsula is recognized as a havenions are in a position to guarantee fair prices to every producer as is done on the Pacific Coast.

You should look forward to the time when your County, your State and our Peninsula is recognized as a haven for the American worker of modest means who seeks to liberate himself from the grind of the big city factories and the congestion of metropolitan flats and tenement buildings. Here in Maryland, as in Delaware, we can truthfully say that with a few acres of land there is included economic liberty.

Maryland, as in the case of Delware, has had the benefit of a leadership that has revolutionized its road nd school system. We who are assembled here can, if we will, make our ontribution to this leadership, and if n this endeavor we are to be presenty successful, we must realize that the leven counties in Maryland are economically and irrevocably joined with he five other counties comprising the astrn shore territories of the states of Delaware and Virginia.

It may be thought and it may be said—Why all this effort and expenditure when the Del-Mar-Va Peninsula s prosperous and succeeding as it is?

The economic conditions of this eninsula are not known or understood y its people to the extent which they hould be for the reason that those of us who are intensely engaged in our private business have not had the time or perhaps the inclination to make a careful survey of the Peninula's development during the past decade, and, with this thought in mind, will bring to your attention certain facts which may astound you. In ther words, practically an asset and liability sheet of some or the counies of this Peninsula.

There are those of us who when we receive a balance sheet showing our company's activities, will casually look over and let it go at that, while here are others who take a balance sheet and analyze it from every angle o determine where the gains are made nd where the losses occur. And unless this is carefully and intelligently done, a balance sheet has but little worth.

The balance sheet which I am to present to you was not made by the States of Delaware, Maryland, or Virginia, but is a statement of facts based upon Federal Census Bureau's investigation, and these are the facts —not mine, but those of your Government.

First, I will take up the Maryland counties. Every one of the nine Maryland Eastern Shore Counties showed a decrease in land values between 1920 and 1925 with one exception. According to the Census figures, land values in Talbot County decreased from $11,619,000 to $7,898,000.

In Queen Anne's County from $11,036,000 to $7,992,000.

In Cecil County from $8,506,000 to $6,364,000.

In Kent County from $10,064,000 to $6,264,000.

In Caroline County from $8,914,000 to $6,002,000.

In Worcester County from $9,917,000 to $6,144,000.

In Dorchester County from $14,235,000 to $7,001,000.

Now for the exception. According to the Federal Farm Census of 1925, land values in Somerset County were $6,023,000, whereas land values in 1920 were $5,882,000. That is, Somerset land values increased while the eight other Counties showed a pronounced decrease. It will not do to say that the Census figures are wrong. The same standards were applied by the Census Department in every County We must look a little farther, and when we do, what do we find. Among other things, we find these facts. In Talbot County during the period between 1920 and 1925, farm acreage stood still and the number of white farmers decreased.

In Wicomico County farm acreage stood still. There was a very slight increase in the number of white farmers, while there was practically no change in land values.

In Caroline County the number of white farmers increased slightly and farm acreage stood still.

In Kent County the number of white farmers decreased and the farm acreage decreased.

In Cecil County the number of white farmers decreased and farm acreage decreased.

In Queen Anne County the number of white farmers decreased and farm acreage decreased.

In Worchester County there was a slight decrease in the number of white farmers and a more decided decrease in farm acreage.

In Dorchester County the number of white farmers decreased and farm acreage decreased.

Now for Somerset. There we find that land values increased, the number of farms increased in a decided fashion while farm acreage stood practically still.

In other words, so far as Somerset County was concerned, there were more farmers on the soil in 1925 than here were in 1920 but there was less and under cultivation. Smaller plots were tilled more and more intensively. f we run over the reports further, we ind that Somerset County is, from the oint of view of agriculture, one of the most highly diversified Counties or he Peninsula.

Unfortunately, I do not have the advance sheets at hand setting forth the returns of the 1925 Farm Census for Delaware and Virginia. I have given he figures for Maryland because they eem to established this principle:

Sub-division of large acreage into maller holdings which are intensively ultivated contributed, not only to community stability, but to general prosperity. Moreover, agricultural urn-over increases in direct proportion o the acreas which are intensively cultivated. Communities get ahead not simply on the basis of the fact that their land is in use, but on the basis of the fact that their land is put o the best possible use in view of the demands existing in the most easily accessible markets.

Lets analyze the County of Sussex Delaware. It is an impressive domain, comprising 584,320 acres. Of this amount, 413,000 acres are classified as farm land. It is acreage with a fence around it. And that, in many instances, tells the story. For, out of the 413,000 acres presumably in farms, there was only 266,000 acres classified as improved in 1920. And that was a decrease from 288,000 acres in 1910 and 312,000 acres in 1900. Personally, I would like very much to know what those Census figures mean. Why should the number of farms in Sussex County decrease between 1910 and 1920? It is not because we have been driving the farmers out by selling off our land for building lots. When I look at the table of produce I find that Sussex County produces: Corn, oats, wheat, barley, rye, buckwheat, timothy, clover, and alfalfa, as can nearly all the counties of this peninsula. All of the crops that they raise in Iowa, Nebraska and Kansas. Our yields when land is well handled compare favorably with western yields. But corn land in owa sells for about three to five imes the price for which corn land in Sussex County sells.

When I look a little farther, I see that the counties of the Del-Mar-Va peninsula produce: strawberries, raspberries, blackberries, dewberries, apples, peaches, pears, plums, cherries graps, watermellons, cantaloupes and nuts. The man who wants to raise corn, can raise corn, or if instead of cultivating a large area, an owner decided to cultivate a smaller area and secure an annual return from three acres equal to or exceeding the annual return of 30, 40 or 50 acres devoted to general farming, he can do that. And this same condition applies to practically every section of the Eastern Shore. Again, I find that we can produce white potatoes or sweet potatoes and yams.

We have something to say to the man in Maine, New York, Pennsylvania or Michigan who has been growing white potatoes and wants to keep on doing so. We can grow just as many bushels of potatoes an acre down our way as he can grow up his way and he can grow them on cheaper land and in a more desirable climate.

I am confident that we have something worth while to say to the truck farmer on Long Island, to the general farmer in the Middle West, and to the agriculturist in New Jersey who is finding himself burdened by extortionate increases in the price of tillable acreage. And we can broadcast that we are within eighteen hours of eighteen million people who will be eager to buy that which we grow when they learn (which they will) that it is the best on earth. Sussex County has a story to tell. So has Kent. The trouble is that we are not prepared to tell it. So we are going out after the facts. When we get them, we will broadcast them.

The Del-Mar-Va Eastern Shore Association will broadcast in general and we will broadcast in particular. We will find out what is wrong, analysing the cause of failure. Having ascertained the things that won't work, we will run down and definitely locate the things that will. The Association will keep a trained, skilled organization busy thinking about our problems. Instead of asking a question a day we will ask a question a minute until we find out what we want to know and they will be expected to find out for us.

So much for agriculture. What of ur industrical future? You know and know that operating from Sussex County, it is possible to build up a business that will reach around the world. But, have we gone the limit in that direction? If we can, by increasing our agricultural population build up a labor surplus, will not industry inevitably seek to utilize that urplus? A great many of us, doubtless, imagine that industrial population comes primarily from the cities That is a mistake. The basis of our industrial population is the labor surlus bred upon the soil. For, agricultural population is the foundation pon which every other endeavor rests. We cannot have factories unless somewhere or other there are farmers. But ets turn in another direction.

This Peninsula has many miles of ocean front. What is that frontage worth? How much of it is marketable? What can we offer people who want to spend a few weeks or a few months each year where they can see he ocean? When we come to tell our tory, what can we truthfully say about our beaches, about our resort possibilities, about our home sites?

And last, but not least, we have a nearer uniform climate, or, as the State Weather Service reports it, the climate of Maryland and Delaware when considered all the year round is one of the best in the United states. Winters are mild although characterized by weather that does not lack in invigorating qualities. Zero weather has been recorded in Baltimore only thirteen times in fifty-two years, and in twenty years, five times at Cambridge. Summers are warm as in other good agricultural sections of the United States. They are tempered by cool spells. Our Spring and Autumn are both delightful seasons.

The geographical position of these states is decidedly favorable for a uniform and abundant supply of moisture for all purposes. The annual precipitation average for Maryland 41.61, and for Delaware 43.25. The average annual snow fall is moderate and does not remain long on the ground Gloomy weather is conspicuous by its absence. The sun shines some portion of the day on this peninsula about 321 days in the year on the average, and winter sunshine is nearly double the amount which occurs over the lake region.

The growing season, or frost free period, is remarkably long for the latitude in which Maryland and Delaware are located averaging about 185 days Severe storms are infrequent. Prolonged droughts are rare occurrences and there is almost total freedom tornadoes. With all these facts here present and many others not thought of isn't it possible through proper publicity to create a desire in the minds of those who have not these advantages to take residence on this Peninsula? And since the Del-Mar-Va Association is an Association in fact with practically $100,000 a year for two years appropriated to be used by the Association for the Peninsula's development, we, the Association are of the opinion that it has set sail to go. In closing let me read to you certain facts sent to me by our good friend, the Chief Justice of the State of Delaware.

There are many reasons for believing that the Del-Mar-Va Peninsula is one of the most favored spots on earth but only three will be given here.

1. There is no place in the world where table foods that are most enjoyed are found in such abundance, variety and excellence. Land and air and sea contribute their greatest blessings in profusion, and in every month of the year there is much, within easy reach that appeals to the desire and fancy of all persons, even the most fastidious The only possible fault that can be found is this. [illegible]at because of the abundance of so many good things a person lacking self control may not live as long as he might exist in some ess favored clime.

2. The Peninsula is just about the right distance from the large cities It is in the open country where all its inhabitants can enjoy the comforting and health giving sunshine and fresh air which a kind Providence so generously bestows upon its peoples, and where every one can grow and prosper according to his deserts. Desirable and, which is plentiful and productive, can be bought at reasonable prices nd the crops therefrom can be disposed of in markets that are readily accessible. This is so, mainly because of the wonderful stone highways that extend in every direction, and are not surpassed by any roads in this or any other country. Not only figuratively but almost literally it is true that this is a land flowing with milk and honey.

3. The people of the Peninsula seem to be a little bit different and a little bit better than those of other parts. They are more homogenious for one thing, and take greater pride in their possessions which are often of blessed memory. Many of their estates have come down through generations, and about their hearth stones cluster traditions and recollections that are priceless. The population of the Peninsula today is, for the most part, original stock, more sophisticated, perhaps, but not much improved, in essentials, over the old, and could not very well be. The inhabitants are proud of their homes, proud of their blessings, and proud of this highly favored territory ying between the two great Bays.

They are, as a people, God fearing and right living, having unbounded respect for the Bible, the Church and the Law. By their good spirits and contentment they constantly prove hat good health and a clear conscience are the greatest blessings, and that wealth and fame are not indispensable to happiness and peace.

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