

**Hagen**  
**continued . . .**

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**Q: What are the career options for students studying agriculture economics?**

**A:** About a third of our people go into banking as farm credit officers. About a quarter of them go into farming, but you have to have a farm to go to so that area is somewhat limited. The rest of our students go into agribusiness and get involved with the buying and selling of fruits and grains or as field-representatives for canneries, pesticide firms, and the like. Banking, farm management, and export marketing are the fastest growing employment areas.

**Q: What agricultural trends do you see developing in our country?**

**A:** It's a frustrating time for people in agriculture. The economy has such a great influence on market trends. Not only are we affected by the U.S. economy, we are also affected by the world's economy. For instance, 80 percent of the cotton grown in the San Joaquin Valley is exported somewhere and then comes back to our stores in the form of shirts. Most of the U.S. almond crop is grown in California, but the export market is a major outlet. Because our domestic per capita consumption of almonds has been fairly stable, the only demand expansion we have is the export market. There should be an increasing trend for agricultural exports especially into the "Pacific-Rim" countries like Canada, Japan and China.

**Q: Do farmers have any method of control over the supply and demand situation?**

**A:** Farmers have been able to develop limited supply control of some commodities. This is done through government sponsored marketing orders and some farmer agencies and organizations. Generally, however, weather and pests make supply control impossible for most agricultural commodities. Demand expansion is attempted by many agricultural groups through advertising and export promotion but these efforts have produced limited results.

**Q: How do you feel about government programs?**

**A:** Most of them are politically oriented. They are designed in Washington and whoever has the most clout has the greatest say in making the policies. A majority of the programs are designed to stabilize farm incomes and prices but their results have often been just another variable for the farmer to contend with.

**Q: How do we justify paying farmers not to produce crops when world hunger is such a reality?**

**A:** If we were to eliminate support programs, there would probably be many farms eliminated due to the severe economic instability it would create in the agricultural sector. Thus, the viability of agriculture is contingent on helping growers stay economically solvent.

We have the capabilities to solve world hunger. The problem lies in politics and distribution. For example, 40 percent of the fruit crop in Jamaica rots in the fields. In India, their grain is not stored properly and it becomes infested with bugs. This type of thing is not uncommon throughout the world. The solution is to expose people to the facts, educate them, evaluate their agricultural development in planned economics and most importantly, motivate them to take action.

**Q: What areas of agriculture economics do you specialize in?**

**A:** I specialize in agricultural management and statistics. Recently I have been involved with teaching classes in international agriculture which is a big thing in our state and around the world. We have a lot of foreign students here who are interested in the program.

**Q: What do you enjoy most about your profession?**

**A:** I enjoy it when the alumni come back and say hello and tell me what they are doing. We try to maintain a close relationship with our alumni. They give us a call when they have a position available, which helps us in placing our graduates.