THE COUNTY AGENT

"The Field Agent of the Agricultural Forces of the Nation"

BY
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County Agent Leader

Cooperative Extension Work in Agriculture and Home Economics
Oregon Agricultural College and U.S. Dept. of Agriculture
Cooperating
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County Agents

C. C. Cate ................................................ Medford, Jackson County
A. R. Chase .............................................. The Dalles, Wasco County
H. R. Glaisyer ........................................... Klamath Falls
S. B. Hall ................................................. Gresham, Multnomah County
O. B. Hardy ................................................ Lakeview, Lake County
W. W. Howard .......................................... Ontario, Malheur County
C. L. Jamison ............................................ Fossil, Wheeler County
R. C. Jones ............................................. Tillamook, Tillamook County
A. E. Lovett ............................................. Redmond, Crook County
N. S. Robb ................................................ Eugene, Lane County
M. S. Shrock ............................................. McMinnville, Yamhill County
J. L. Smith ................................................ Coquille, Coos County
P. H. Spillman ........................................... La Grande, Union County
C. D. Thompson ......................................... Grants Pass, Josephine County

CARRYING THE COLLEGE TO THE PEOPLE

County Agent Work Organization and Markets
Farm Management Demonstrations Exhibits, Demonstration Trains
Cooperative Dairy Work Industrial Club Work
Home Economics Correspondence Courses
Farmers’ Course, Movable Schools Bulletins
Demonstrations by Specialists
INTRODUCTION

This little circular is designed to meet the numerous inquiries about County Agricultural Agents that are received by the Extension Service of the Oregon Agricultural College. It has a twofold purpose:

1. To present facts that will enable the reader to understand the nature and judge the value of County Agent Work.

2. To outline the steps to be taken in securing agents in those counties that are now without them.
THE COUNTY AGENT MOVEMENT

The county agent movement, which was introduced in the North as recently as 1911, in New York state has now (May, 1916) spread into all the thirty-three northern and western states. C. B. Smith of the U. S. Department of Agriculture says, in commenting on the growth of the work, "On July 1, 1912, there were 3 County Agents in the whole North and West. A year later there were 140; on July 1, 1914, there were 230 and now (Nov. 1915) there are 383." Including the southern states, where the movement originated, there are at present in the United States, more than 1100 county agents.

The growth of the movement in the State of Oregon is indicated by the following table.

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<tr>
<th>Name of County</th>
<th>Date Started</th>
<th>Name of Agent</th>
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<tr>
<td>Union</td>
<td>August 11, 1913</td>
<td>Paul H. Spillman</td>
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<tr>
<td>Coos</td>
<td>November, 1913</td>
<td>J. L. Smith</td>
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<tr>
<td>Lane</td>
<td>February 1, 1914</td>
<td>N. S. Robb</td>
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<td>Klamath</td>
<td>March 15, 1914</td>
<td>H. R. Glaisyer</td>
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<td>April 1, 1914</td>
<td>R. C. Jones</td>
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<td>Crook</td>
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<td>C. C. Cate</td>
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<td>January 16, 1916</td>
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<td>A. R. Chase</td>
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<td>Josephine</td>
<td>February 15, 1916</td>
<td>C. D. Thompson</td>
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A NATIONAL MOVEMENT

The County Agent movement is nation wide. It is supported by Federal appropriation, authorized by the passage of the so-called Smith-Lever Act of Congress, 1914. Practically every state in the Union has enacted legislation providing state funds to supplement the Federal Smith-Lever funds.

The County Agent movement has the endorsement and support of the United States Department of Agriculture, every agricultural college in the United States, the National Grange, the leading farm journals of this and other states, and thousands of influential farmers who are familiar with its nature and purposes and what it has done and is doing for the betterment of farm conditions.

THE OREGON LAW

The law providing for County Agent work in Oregon is found in Chapter 110 of the Session Laws of 1913. Under this act counties with
an area of less than 5,000 square miles may appropriate up to $2,000 per year and larger counties up to twice that amount for the work. The law places the supervision of the work under the Oregon Agricultural College.

WHY COUNTY AGENT WORK STARTED

County Agent Work was started in the United States for three important reasons:

(1) A vast fund of agricultural information, assembled at an enormous cost to our Federal Government and our several states, has not been made use of by a satisfactory number of the people on the farm. The present assistant Secretary of Agriculture, Hon. Carl Vrooman, is authority for the statement that the information assembled has cost the nation 250 million dollars. This situation has been compared with that of a great manufacturing concern whose warehouses are full to overflowing but whose selling and distributing facilities are so inadequate that the product can not be placed in the hands of the consumer. The agricultural bulletin, institute lecture, the farm paper article, the State demonstration farm, all these and other agencies have played and are playing their part; but experience has taught that the ocular demonstration ON THE FARMER'S OWN FARM, of the improved variety, the better method of culture, or the standard market grade, etc., is the most effective agency for bringing about the wide-spread adoption of better methods. So, while experiment station bulletins may have announced the development of an improved strain of wheat, it is the actual demonstration of its merit on ten or twenty farms within a county, that brings about its general use, with a resultant increase in the total cereal production of the county that may far exceed in value the cost of the demonstrator.

(2) Again, in every community there may be found side by side on adjoining farms the man who has solved a problem and the man who is expending time, labor, and money to work out independently a solution to the same problem. Every neighborhood has its farmer who is eminently successful in some particular line. He is master of the science and skilled in the art of his specialty, and neither professor nor experimenter could improve upon his practical work. But he is busy, having neither the time nor the feeling that he can with dignified propriety advise others of his own success. His knowledge, therefore, fails to find its way across a narrow country road to the near-by neighbor. Here then, as the common carrier of the communities' good practice, is found a second important function of the County Agricultural Agent.

(3) "There are headquarters for city affairs, for political affairs, and for other affairs, but we have no headquarters for local agricultural affairs."

Farmers have met at conventions, in grange halls, and country school houses and after the meeting some one has said: "That's good, but what
are we going to do about it? We have talked it over before.” The difficulty is that there has been NO ONE TO ACT FOR THEM, no one to actually bring about cooperative shipping after it has been decided to ship cooperatively; no one to get quotations and assemble orders for the car of lime; no one to find the market for the disease-free potato seed the community club has grown; no one to organize the cow-testing association or interest the boy in his club project; no one “to represent the community or the region, to stimulate it, to point the way, to project meetings, policies, methods of work as applicable to the place, to bring in experts and specialists when needed, to have an office in which the facts pertaining to the agriculture of the region are assembled and where they will be available for any person who desires them,” no one, in short, to do for the community those things which must be done cooperatively and cannot be done by the individual acting independently. In the service here suggested, then, is found a third important reason for the introduction of County Agent Work.

AN ERRONEOUS CONCEPTION

The statement that “the farmer doesn’t need any one to teach him how to farm” is often directed against the County Agent movement. The movement, however, is not based upon a disregard for the intelligence, ability, or skill of the farmer of today in those spheres in which he acquires experience; but just as the capable mother finds a time when the child’s welfare demands the doctor’s care, so problems present themselves for which the most successful farmer finds no solution in the store-house of his experience. Indeed, if it were not so, farming would differ from all other activities; for in no trade, occupation, or profession, does the individual depend in all cases upon his own experience. The question may be fairly asked, HOW MANY YEARS OF PRACTICAL EXPERIENCE MUST A FARMER HAVE?

1. To know whether protein comes cheaper in bran at $20.00 a ton or in oil meal at $35.00?
2. To know whether he should apply nitrogen or phosphorus, or potash or sulphur or lime to his soil, separately or in combination, and if so, in what amounts and what the cost should be?
3. To be able to identify hog cholera by post mortem examination?
4. To know the life-history and control of the many insect pests and fungus diseases that are of economic importance?
5. To start an egg circle, a cooperative stock-shipping association, a public market, a milk-shipping association, etc.?
6. To stop the spread of a contagious disease, like foot-and-mouth disease, hog cholera, or sheep scab; or to wage a campaign against jack rabbits, ground squirrels, or other rodents?
7. To get his neighbors to standardize the potato crop, the apple crop or some other crop so that the community can market advantageously?
8. To protect his community against impure seed and adulterated feed?

These, and other questions which might be added, serve to illustrate the many cases in which the special agent may be of service to the successful and experienced farmer.

**SPECIFIC RESULTS OF COUNTY AGENT WORK IN OREGON**

Some conception of the total influence of the small number of County Agents now employed in Oregon may be obtained from the following summary compiled from the report of the twelve county agents of this State for the year 1915.

6,300 farm visits were made; 35,500 people attended meetings addressed by agents. These were mostly local meetings held out in country school houses and grange halls, where local conditions were talked over by one familiar with them and with the people assembled. 45 adult organizations were formed with a membership of 2,000, quite a step in the direction of organizing the unorganized farmer. Agents assisted in holding 33 short courses out in the counties; through their influence 33 silos were erected during the year; 48 registered bulls were purchased and half as many registered boars; 750 cows were tested for butter fat production privately in County Agent counties and more than 3,300 were tested in cow-testing associations. About seven hundred were tuberculin tested through County Agent influence, and a like number were vaccinated as protection against black leg. In three counties a total of 19,700 acres of wet land were included in drainage districts organized through the activities of the agents or put under private drainage systems planned by the agents. The value of this one accomplishment may be measured in thousands of dollars. Further work is reported in connection with livestock feeding, balancing rations, soil fertility, farm records, etc.

Perhaps a better idea of the actual results of work done may be gained from a report of one or two projects described in detail. Let us consider for example:

**A SINGLE SERVICE OF GREAT IMPORTANCE**

A certain County Agent inspected the seed potatoes in the three principal seed houses of the county and found the stock on hand to be generally affected with rhizoctonia and fusarium wilt, two diseases that had been largely responsible for reducing the export of potatoes of that county from something like 400 to 500 cars a year down to less than 20 cars a year. The dealers had not recognized the presence of the disease but agreed to handle clean seed if the agent would find it. The agent was able to locate some disease-free seed and it is significant that he located it through another County Agent who had organized a community into an association that had for its purpose the growing, grading, and marketing of disease-free potatoes. As a result of the activity of the two agents, many acres of potatoes may produce a normal yield, whereas
complete or partial failure would have followed the planting of the diseased seed. This day’s work may benefit many people who will never know of the service rendered and the total gain to the county may be greater than the cost of the agent and his office for an entire year.

A DEMONSTRATION AND ITS RESULTS

The following is but one of many demonstrations as they are made by the agents in the field. In this instance the cooperator makes his own report as to results.

The presence of black alkali rendered a tract of land practically worthless, and one of the owners of the region called upon the County Agent to suggest a method of treatment. Drainage was recommended, with the suggestion that the trial be made on a small but representative plot. Because of high freight rates on small shipments of tile, four acres were drained at a rather high total labor and material cost of $138.50. The owner gives the following figures on the operations:

Crop 1914—4 acres—20 bu. barley or 5 bu. to the acre.
Crop 1915—4 acres—278 bu. wheat and barley or 69 1/2 bu. to the acre.

"Placing a value of 80 cents a bu. on this crop, the result is $222.40-$138.50 or $83.90 net gain this year from the above operation. In our minds and from these results we firmly believe that tile drainage is an unqualified success. There are few investments that pay so well on alkali land. We intend to drain forty acres more as quickly as possible."

A COMMUNITY CAMPAIGN

"Fifty two thousand five hundred forty-three jack rabbits poisoned by actual count," and the special agent of the U. S. Biological Bureau adds, "A conservative estimate of the number of rabbits killed during the two months that actual poisoning was in progress would be 65,000."

This represents a work of organization and cooperation. There was leadership. In contrast to a system whereby every farmer buys and mixes his own poison in his own way, the Agent obtained the services of a government specialist in rodent control and together they organized community clubs, purchased strychnine cooperatively at a saving, appointed a poison mixer for each community club, demonstrated to him the effective method of mixing poison; and then, with all working unitedly and understandingly under the direction of the agent and government specialist, rabbits were destroyed in greater numbers than ever before.

WHAT A FEW OREGON FARMERS HAVE SAID ABOUT COUNTY AGENTS

"It is my belief that the work of County Agents throughout the country is of inestimable value to farmers and stockmen, but when it comes to our own county I can speak with certain knowledge, for my duty requires me to visit all parts of the county, and everywhere I find evidence of the good work of our Mr. Lovett."—J. F. Blanchard, farmer and County Commissioner of Crook County.
"The County Agriculturist, C. C. Cate, has done wonders for this county."—H. H. Weatherspoon, Horticultural Commissioner and farmer, Elgin, Oregon.

"In my opinion this law (providing agricultural extension work for the counties) is doing more to develop the agricultural resources of the State than any law that was ever passed."—Senator I. S. Smith, Coos County.

"The farm record work recently conducted under the supervision of our County Agent was the best thing that ever happened for Tillamook County."—Joe Donaldson, Tillamook.

"It was largely through the efforts of our County Agent, R. B. Coglon, that we were enabled to start our cooperative stock-shipping and establish our public market in Lane County."—C. J. Hurd, farmer and Market Master, Eugene, Oregon.

"I figure that the eight months of my membership (in Coos County Cow-Testing Association) has helped me to gain several hundred dollars for the next three years, for I would have continued keeping some of the unprofitable cows."—William Lindstrom, Coos County. (One of seventy-eight statements received from as many members of the cow-testing associations organized by J. L. Smith, County Agent of Coos County.)

"Mr. Jones (County Agent, Tillamook County) started this drainage district and it is a big thing for the county."—Carl Hunt, Tillamook, Ore.

"From the information gained in all counties where the Agriculturist has been given a fair trial it has been demonstrated beyond a doubt that practically all farmers who have come in touch with him are strong supporters of the work."—J. W. Brewer, Sec'y Development Bureau in report to Executive Secretary Portland Chamber of Commerce, after investigation in Eastern Oregon counties having agents.

STATE GRANGE ENDORSES COUNTY AGENT WORK

The State Grange of Oregon at its 43rd annual meeting in Grants Pass (May 9-11, 1916), went on record as favoring County Agent Work, as indicated by the adoption of the following resolution:

WHEREAS it has developed through the deliberations of this State Grange in annual convention assembled that through cooperation we may advance the agricultural interests and build up and strengthen our order and

WHEREAS experience teaches that we cannot get far in our cooperative enterprises without an employed agent to carry out the details of our plans and act as a center for the community and aid it in the establishment of community breeding and standardization of products upon which cooperative marketing depends. Therefore be it resolved:

That we endorse the employment of county agricultural agents to perform this service for the farmers of each county and

That we urge the subordinate and Pomona granges of our respective
counties to devote themselves actively to securing agricultural agents in all counties and

That they (the granges) cooperate in building up a county agricultural council, similar to that now in effect in Lane County, which will cooperate with and aid in the direction of the activities of the county agricultural agent.

HOW TO GET A COUNTY AGENT

Experience in this State and elsewhere has taught that it is not wise for a county to make provision for the employment of an Agricultural Agent unless the farmers themselves favor the action and thoroughly understand the nature and purpose of County Agent work. The movement should be a farmer's movement, backed and supported by farmers.

It is true that opposition to the agent is usually due to misunderstanding, principally as to the service he renders and as to the cost to the individual occasioned by his employment. A first step then, toward securing an agent should be the correction of this misunderstanding. For that purpose

A COUNTY WIDE CAMPAIGN IS BEST.

A few influential farmers representing various sections of the county should come together at the call of some farmer who is willing to take the initiative, and plans should be laid for a meeting in each community for the consideration of the matter. It is advantageous, but not necessary, if the arrangements for the campaign can be made through such farmers' organizations as the Grange or Farmers' Union. The Master of the Pomona Grange, or President of the Farmers' Union, or the two working in conjunction, may very easily arrange for the series of special meetings.

It is much more desirable to make a short campaign of meetings extending over a week or ten days than to bring the matter up intermittently at meetings throughout the year. The question should be brought fairly before all the farmers of a county for decision. Better speakers can be obtained and better publicity given when the effort is concentrated on a series of meetings. Large dodgers can be circulated announcing the time and place of meetings on the schedule. In many cases large parties in automobiles have toured the county and well-attended and enthusiastic meetings have been held.

THE AGRICULTURAL COLLEGE WILL ASSIST

The Extension Service of the Oregon Agricultural College will send a representative to assist in explaining the work, if such a campaign is arranged. He will be prepared to help with the meetings and write articles for the local papers, distribute literature, and explain the work to individuals or groups. The College considers it to be its function to explain the work rather than urge it upon a county. With the plan of
work well understood and a fair and impartial report of the work in other counties presented, the matter should be decided by the farmers themselves.

A petition to the county court should be circulated at these meetings and elsewhere for the signatures of those farmers who favor the employment of a County Agent. At least 20 percent of the farmers of the county should sign such a petition. This number of signatures will indicate sentiment and constitute a large enough number of willing cooperators for the accomplishment of good results after the work is instituted.

FORM OF PETITION

The petition to the county court may take the following form:

TO THE HONORABLE BOARD OF COUNTY COMMISSIONERS OF ____________ COUNTY, STATE OF OREGON:

We, the undersigned residents of ____________ County, do hereby petition that an appropriation of $ ____________ be made from the funds of the county in accordance with Chapter 110, General Laws of Oregon 1913, for use in and about agricultural or farm demonstration and field work to be conducted under the direction of the Oregon Agricultural College. The said appropriation when duplicated by the State shall constitute a fund for the employment of a County Agricultural Agent and provide for his official expenses and the maintenance of his office.

AGREEMENT WITH COUNTY COMMISSIONERS

If a Board of County Commissioners has, in accordance with the petition of a representative number of tax paying farmers, made an appropriation for the employment of a County Agent, it is then desirable that a memorandum of understanding be entered into between the representatives of the Agricultural College and Board of County Commissioners. The following form indicates the general agreement that may be modified to suit special cases. It also indicates the general plan of County Agent work in Oregon.

MEMORANDUM OF UNDERSTANDING BETWEEN THE EXTENSION SERVICE OF THE STATE AGRICULTURAL COLLEGE AND THE BOARD OF COUNTY COMMISSIONERS OF ____________ COUNTY

1. The legal authorization for the work of the County Agricultural Agent, as it will be conducted in ____________ County, is found in Chapter 110 of the Oregon Statutes of 1913, and the work will be prosecuted in compliance with the provisions of that statute.

2. Since the aforesaid statute imposes upon the Agricultural College the duty of supervising County Agent work in Oregon, the College will select and appoint the Agent for ____________ County. In event of unsatisfactory service or any sufficient reason the College is also authorized to discontinue the services of an Agent and employ another in his stead.
3. It is agreed herewith that the County Agent is the joint representative of the Oregon Agricultural College, U. S. Department of Agriculture, and County. The former shall be officially represented by the State Leader of County Agents and the latter by the Board of County Commissioners of County.

4. According to the plan of County Agent work adopted in Oregon, the County Agent shall endeavor to work with and through existing organizations of farmers that have for their purpose the promotion of agricultural interests, and when there is no such organization in a community, the County Agent shall encourage its formation in order that his work may be more effectively and efficiently accomplished.

5. The County Agent shall endeavor to have created a County Agricultural Council, consisting of one of the County Commissioners, selected by that body, and one member from each of the aforesaid existing local farmers' organizations in the county, and he shall work in cooperation with this council in planning and executing his work.

6. The County Agent shall formulate a program of work designed to deal with the important agricultural problems of County, and the same shall be approved by the aforesaid cooperating parties. The County Agent shall make regular reports to the Agricultural College, U. S. Department of Agriculture, County Agricultural Council, and the County Court, with regard to the expenditure of funds and the work accomplished by him for the betterment of agricultural conditions in the county.

7. The County Agent shall establish at some suitable place in Oregon, an office in which he shall assemble information of value pertaining to the agriculture of the county. It shall be generally announced that on (*Saturday) of each week the County Agent will, so far as conditions will permit, be in his office for consultation, and to give such information and assistance as he can to those who may call. (*Monday) of each week shall be understood as the County Agent's day in his office for the preparation of reports, answering correspondence and preparation of articles for the press of the county. The remaining four days shall, as far as conditions will permit, be spent in the prosecution of work on the farms of the county. It is not assumed that the general plan set forth in this section shall be arbitrary or binding.

8. The County Commissioners shall certify to the Secretary of State, upon a regular form provided for that purpose, that an appropriation has been made, in accordance with, and for the purpose set forth in, Chapter 110 of the session laws of 1913, stating the amount and time which it is intended to cover, but in no case shall this imply that the entire amount shall be expended within the time specified unless necessary, and any unexpected balance shall remain in the treasury until needed or be returned to the county making appropriation.

9. Upon receiving notice from the Secretary of State that a proper certificate has been filed by the County Commissioners as provided in Section 8 of this memorandum, it is understood that warrants may be drawn to cover salary and expenses incurred in the prosecution of County Agent work.

10. The county funds set apart for this work shall be turned over in semi-annual or annual payments in advance to the treasurer of the Agricultural College and be disbursed by him as are other college funds, upon warrants drawn by the college authorities. In no case shall any part of these funds be used for any other purpose than the prosecution of County Agent work in County and the meeting of actual expenses incident thereto.

* Subject to change to meet local conditions.
11. This memorandum shall become effective on the date of the fixing of the signatures hereto.

Date........................................ Signed........................................
For the Extension Service of Oregon Agricultural College

Date........................................ Signed........................................
For the Board of County Commissioners

Date........................................ Approved....................................
Director of Extension Service.

WHAT THE COUNTY AGENT COSTS

The county court is permitted by the law of the State to appropriate $2000 a year for County Agent work. The average of the appropriations now in effect in thirteen Oregon counties is about $1700. The State money increases the total budget to twice that of the county appropriation. On the average about half the budget goes into the salary of the men employed. The balance covers traveling expenses, office maintenance, supplies, etc. There are some expenses to be met the first year such as purchase of automobile, typewriter, filing cabinet, etc. that are not to be met thereafter.

Men suited for County Agent positions are specialists as truly as the doctor, lawyer, or teacher. They have had practical experience as well as scientific training, and to be successful must have broad vision and possess qualities of leadership. Such men can only be secured by the payment of liberal salaries. So much depends upon the character and ability of the agent himself that it is felt to be unwise to limit the appropriation in any way that would make impossible the employment of the best of men.

The County Agent necessarily spends much of his time out of his office. The nature of his office, however, is such that it should not be closed to the public four or five days out of the week. It is desirable that a clerk or stenographer be present to pass out bulletins, library books, etc., or to receive callers and ascertain their wants in order that they may be attended to by the Agent upon his return. The Agent has extensive correspondence and can reach many more people when he has stenographic assistance that will enable him to distribute circular letters and write articles for the press of his county, but as a rule funds have not been provided for this service.

THE COST TO THE INDIVIDUAL FARMER

Upon this point there is much apprehension. The individual is inclined to feel that his share of the burden will be much greater than is actually the case. Assuming that a well-to-do farmer has a twenty thousand dollar farm assessed at half that amount on the tax roll, then the cost to him will be about $1.00 per year provided he lives in a county of about average assessed valuation ($16,000,000) appropriating
the average amount for this work. Taking a few specific instances: in Umatilla County the cost to the above-mentioned farmer would be 40 cents, or half the value of a bushel of wheat, providing the full $2000 were appropriated; in Coos or Tillamook counties the cost to the farmer for the average appropriation would be 80 cents or the equivalent of 5 pounds of cheese; in Marion County, 38 cents, or the value of the product of a good dairy cow in a day; in Douglas County 62 cents, or less than the price of a box of apples; in Linn County 54 cents, or the equivalent of about three dozen eggs.

A PARADOX

That objection is sometimes encountered to the employment of an Agricultural Agent by the farmers themselves on the ground of expense, seems strange upon analysis. We support our army, our navy, our law-making and law-enforcing bodies, our administrative officers of city, county, state, and nation, boards and commissions of many kinds, a vast number of teachers and educators for those of school age, and yet it has frequently been the additional agent whose sole object is that of service to the farmer and the farming community, against whom the hue and cry of the farmer has been raised.

COUNTY AGENT SHOULD NOT BE FRUIT INSPECTOR

In some counties in Oregon it has been the policy to make the County Agent the county fruit inspector and thus, for a small additional appropriation, secure both services from a single man. This is regarded by both College and Government officials as undesirable. The County Agent's work is educational and he should not be handicapped by police duties that will make him an unwelcome visitor upon any farm. True, he is qualified to aid individuals or communities in the control of orchard diseases, or to give information as to spraying, pruning, grading, or marketing of fruits; but to be burdened with the duty of police inspection decreases his efficiency as a County Agent.

HOW A COUNTY AGENT WORKS

The County Agent, to accomplish most, must work through groups. With from one to three thousand farmers in a county he cannot reach all in a satisfactory way by personal visitation. His method of work may be compared with that of a church pastor who meets his congregation in groups at meetings, who responds to specific calls for individual service, in visiting the sick, performing marriage ceremonies, securing aid for the distressed, etc., and when these services are well performed, finds that there is little time left for general visiting. Likewise, the busy County Agent has so many specific calls to inspect trouble in an orchard, herd, or flock, assist with a drainage system, attend a meeting, or conduct a demonstration, that he should not be expected to
make either frequent or occasional calls upon those who have not asked for special help.

The general plan of work is indicated in the memorandum of understanding printed elsewhere in this bulletin. It is highly desirable that an Agricultural Council, composed of one member from each of the farmers' organizations of the county be organized. This body should represent the influential farmers of the county who are familiar with its needs and able to assist the County Agent in adopting a program of work for the year. The County Agent then drafts projects outlining in detail the manner in which the program is to be carried out. These projects are sent to the Agricultural College and referred to specialists for amendment or approval. When the Agent enters upon his year's work therefore, his program represents the combined ideas of practical farmers in the county, the Agent himself, and the College and Government authorities.
"I have learned in going from county to county investigating this work that in many counties the man who is doing more than any other to advance local civilization is not the parson, not the editor, not the lawyer, nor yet the banker, but the County Agent."---Carl S. Vrooman, Asst. Sec'y, U. S. Dept. of Agriculture.

"The county farm agent is today the most powerful educational influence that can be employed. Scores of counties have gone ahead and made more progress with such an agent than they would have made in twenty years if left alone."---Hoard's Dairyman.

"I consider the farm bureau (organization supporting County Agent) the greatest potential agency for good we have yet developed in the State."---Beverley T. Galloway, Director Experiment Station, Cornell, N. Y.