

# 2017/2018 Entry-level Salary Information for Recent Graduates in Agriculture and Related Disciplines

Each year, participating agricultural colleges across the nation provide data to summarize entry-level salaries of recent graduates of their programs. The information is useful to help illustrate industry trends and provide appropriate baselines for both students and employers. The summary, which is coordinated by Iowa State University, includes information collected by career services offices from December 2017 and May 2018 undergraduates. After the data are tabulated, the summary is finalized in August of each year and disseminated to contributing schools for appropriate use. This year, the participating universities were:

Arkansas Tech University – College of Engineering and Applied Sciences  
Colorado State University – Warner College of Natural Resources and College of Agricultural Sciences  
Iowa State University – College of Agriculture and Life Sciences  
Kansas State University – College of Agriculture  
Louisiana State University – College of Agriculture  
Michigan State University – College of Agriculture and Natural Resources  
North Carolina State University – College of Agriculture and Life Sciences  
Oklahoma State University – College of Agricultural Sciences and Natural Resources  
Purdue University – College of Agriculture  
South Dakota State University – College of Agriculture and Biological Sciences  
Texas A&M University – College of Agriculture and Life Sciences  
The Ohio State University – College of Food, Agricultural and Environmental Sciences  
University of Florida – College of Agricultural and Life Sciences  
University of Georgia – College of Agricultural and Environmental Sciences  
University of Illinois – College of Agricultural, Consumer and Environmental Sciences  
University of Kentucky – College of Agriculture, Food and Environment  
University of Minnesota – College of Food, Agricultural, and Natural Resource Sciences  
University of Missouri – College of Agriculture, Food and Natural Resources  
University of Nebraska-Lincoln – College of Agricultural Sciences and Natural Resources  
University of Wisconsin – College of Agricultural and Life Sciences

## Agricultural Economics & Business

| Job Title                       | Average Salary  | Low Salary    | High Salary   | #          |
|---------------------------------|-----------------|---------------|---------------|------------|
| Accounting                      | \$46,252        | 30,000        | 60,000        | 19         |
| Business Analyst                | 56,100          | 35,000        | 75,000        | 25         |
| Elevator Management             | 58,000          | 55,000        | 62,000        | 4          |
| Farm Management/Land Appraisal  | 47,159          | 32,000        | 80,000        | 11         |
| Farming Operation               | 42,311          | 20,000        | 62,000        | 46         |
| Grain Merchandising/Commodities | 52,648          | 30,000        | 70,000        | 55         |
| Human Resources                 | 41,565          | 30,000        | 52,000        | 14         |
| Insurance                       | 44,813          | 24,500        | 70,000        | 24         |
| Lending/Finance                 | 45,288          | 21,000        | 75,000        | 81         |
| Marketing                       | 50,139          | 30,000        | 80,000        | 14         |
| Policy/International Trade      | 45,229          | 29,600        | 60,000        | 7          |
| Production/Management Trainee   | 50,008          | 30,000        | 75,000        | 97         |
| Sales Representative            | 48,994          | 24,000        | 81,250        | 113        |
| Other                           | 43,381          | 16,000        | 75,000        | 86         |
| <b>Major Total</b>              | <b>\$47,544</b> | <b>16,000</b> | <b>81,250</b> | <b>596</b> |
| <b>Further Education</b>        |                 |               |               | <b>110</b> |

## Organizations Hiring Students in Agricultural Economics & Business

|                                   |                             |                                       |  |
|-----------------------------------|-----------------------------|---------------------------------------|--|
| 1st Farm Credit                   | Beacon Credit Union         | Community State Bank                  | Farmers Trust & Savings Bank             |
| 1st State Bank                    | Ben E. Keith                | Compeer Financial                     | FAST Enterprises                         |
| 3D Farms                          | Best Buy                    | Conagra Brands                        | FBFM                                     |
| 49 Financial                      | Blue Bell                   | Congressional Bank                    | Fidelity Bank and Trust                  |
| 4Rivers Equipment                 | Blue Diamond Growers        | Context Network                       | Fidelity Investments                     |
| A to Z Drying                     | BMO Harris Bank             | Cooperative Producers Inc.            | First American Bank                      |
| A&R Slonaker Farms                | Bolivar Insulation          | Corbion                               | First National Bank of America           |
| AA Commodities & Investments      | Boston Bruins               | Corn Belt Ag, LLC                     | First National Bank of Bastrop           |
| Addison Group                     | Brekke Farms                | Cortes Financial Management           | First Premiere Bank                      |
| ADP                               | Bridgewater Bank            | Corteva                               | Fisher Investments                       |
| Ag Partners LLC                   | Brooksource                 | Cottingham & Butler                   | Five Star Coop                           |
| Ag Processing Inc.                | Brown Farms                 | Countryside Co-op                     | Flint Hills Resources                    |
| Ag Tech Associate                 | Buckle                      | Cox Automotive                        | FLM+                                     |
| Ag-Max Ag Helicopter              | Buds and Blossoms           | Crop Production Services              | FMC Corporation                          |
| AgReliant Genetics                | Bunge North America         | Cropzilla                             | Fobber Trailer Sales                     |
| Agri Laboratories                 | Bunker Hill Farms Inc.      | Cummins, Inc.                         | Forest Products Distributors             |
| Agricultural Development Group    | C&S Heating & AC            | Curtis Orchard                        | Forum Energy Technologies                |
| AgriLogic                         | C.H. Robinson               | D&D Ingredient Distributors           | Frahm Appraisal                          |
| AgTexas                           | Cabin Creek Farms           | D&G Equipment                         | Frerichs Farms                           |
| AgVision International            | Camping World               | Dallas Fire Department                | FuturesOne Grain and Livestock Marketing |
| Alight Solutions                  | Capital Farm Credit         | Dan Harbison                          | Gavilon                                  |
| Allen, Williford & Seale, Inc.    | Carey Farms                 | DCW Cattle                            | GB Construction                          |
| Allstate                          | Cargill                     | Denali Water Solutions                | General Mills                            |
| All-Texas                         | Carnival Music              | DHL                                   | Genus PIC                                |
| Alston Spruill Farms              | Catalent                    | Dixon Valve and Coupling              | Georgia Highlands College                |
| Amazon                            | Cavender's Boot City        | DMRE                                  | Gestal - Jyga Technologies               |
| American Financial Funding Corp.  | CBRE                        | Double Barrel Game Farm               | Gohl Brothers LLC                        |
| Ameriprise Financial              | CBS Law                     | Dow AgroSciences                      | Golden Age Farm                          |
| Archer Credit Union               | CDW                         | Dow DuPont, Inc.                      | Goldsboro Milling Company                |
| Archer Daniels Midland            | CED                         | Dr. Pepper Snapple Group              | Grace Bible Church                       |
| Ardent Mills                      | Cedar County Coop           | Driscoll's                            | Gradex, Inc.                             |
| Arkansas Game and Fish Commission | Cedar Hill Ranch LLC        | Duff and Phelps                       | Granite                                  |
| Auto-Owners Insurance             | Central National Bank       | DuPont Pioneer                        | G-ray Trucking                           |
| Avanade                           | Ceres Solutions             | Dupre Logistices, LLC                 | Great West Bank                          |
| Avant                             | CGB Enterprises             | Echo Global Logistics                 | GreenStone Farm Credit Services          |
| B. A. Fischer Sales Company       | Charles Schwab & Co         | Ecolab                                | Gregory Poole Equipment Company          |
| Bachman's                         | Chemtool Incorporated       | Edward Jones                          | Greiner Farms                            |
| Ball Horticultural                | Chipotle Mexican Grill      | Elanco Animal Health                  | Greta Dalrymple                          |
| BancFirst                         | Chris Cartwright Inc.       | Exact Sciences Corporation            | Hanes Geo Components                     |
| Bank Iowa                         | CHS Inc.                    | Farm Credit Administration            | Hardin County Savings Bank               |
| Bank of America                   | Chubb Agribusiness          | Farm Credit Illinois                  | Harvey Fertilizer & Gas                  |
| Bank Plus                         | Cimarron Funds              | Farm Credit Mid-America               | Heartland Cooperative                    |
| Bartlett & Company                | Cintas Corporation          | Farm Credit of Florida                | Heath Ag                                 |
| BASF                              | Citizens Savings Bank       | Farm Credit of Western Arkansas       | HEB                                      |
| Basil Financial Group             | CK Harris & Sons            | Farmers Mutual Hail Insurance Company | Helena Chemical Company                  |
| Bazooka Farmstar, Inc.            | Clark Farms                 | Farmers State Bank                    | Henrob Corporation                       |
| Beacon AG Group                   | Clearfork Wealth Management |                                       |  |
|                                   | CME Group                   |                                       |  |
|                                   | Co-Alliance                 |                                       |  |
|                                   | CoBank                      |                                       |  |

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## Organizations Hiring Students in Agricultural Economics & Business (continued)

|   |   |  |   |
|---|---|--|---|
| Hertz Farm Management                             | Livestock Nutrition Center                                | Peterson Farm and Livestock            | Summit Agricultural Group                 |
| HFF   | Lockton Companies   | Petwell Partners                       | Sunrise Cooperative                       |
| Hickory Point Bank                                | Lone State Ag Credit                                      | Phil Overdorf Farms, Inc.              | Superior AG Resources Co-op               |
| Higginbotham                                      | Louis Dreyfus Company                                     | Pierce Manufacturing                   | Sweet Oak Agronomy and Precision          |
| High Radius Company                               | Mannington  | Pinnacle Bank                          | Syngenta                                  |
| Hi-Line Cooperative Inc.                          | Maroon Mowing   | Pipeline Foods                         | Target                                    |
| Hill of Berry's Farm                              | Martindale Consultants                                    | Pipestone System                       | Taylor Farms                              |
| Hillside Truck and Equipment                      | Mason Tractor   | Plaskolite                             | Taylor Realty & Appraisal                 |
| Holesinger Farms                                  | Massina Hof Winery and Resort                             | Pleasant Valley Orchard                | Team Marketing Alliance                   |
| Holman's Quality Plumbing                         | Matthews Feed & Grain                                     | POET Biorefining                       | Temple Furniture Inc.                     |
| Horizontal Boring & Tunneling Co.                 | MB Financial Bank   | Premium Cabinets                       | The Andersons Inc.                        |
| Hormel Foods                                      | McAllen Refrigeration                                     | Prime Market                           | The Kraft Heinz Co.                       |
| Housing Headquarters                              | Medix   | Producers Cooperative                  | The Mather Group                          |
| Houston Livestock Show and Rodeo                  | Meritage Homes  | Prophetstown State Park                | The Ohio State University                 |
| Hunley Creek Heifer Farm                          | Merrell Brothers  | Prosperity Bank                        | The Scoular Company                       |
| Huntington Bancshares Inc.                        | Merrill Lynch   | Public Funding Associate               | Thomas Livestock Co.                      |
| Huntington National Bank                          | MHI Homebuilding  | Pure Beauty Farms                      | Thorny Hill Farms                         |
| Hurley & Associates                               | Michigan CAT  | Rabo AgriFinance                       | Tiger Drug                                |
| I & S Furrer Farms, Inc.                          | Michigan Farm Bureau - Great Lakes Ag Labor Services      | Rain and Hail LLC                      | Tri Green Tractor                         |
| IMT Insurance                                     | Midwest Bank  | RAM Company                            | TriCity Insulation & Building Products    |
| Indiana Farm Bureau                               | Midwest Poultry Services                                  | Reagan Smith Energy Solutions          | TS Bank                                   |
| Insight Global                                    | Minnesota Department of Agriculture                       | Regnier Insurance Service              | Tyson Foods                               |
| IntelinAir  | Monsanto Company  | Republican Party of Iowa               | U.S. Air Force                            |
| Intellacare                                       | Montoya Foods Inc.  | Request Foods                          | U.S. Army                                 |
| INTL FCStone                                      | Moore Land & Cattle                                       | Restaurant Brands International        | U.S. Marine Corp                          |
| Iowa Premium Beef                                 | Mt. Olive Pickle Company                                  | Reynolds and Reynolds                  | U.S. Navy                                 |
| Iowa State Bank                                   | MUFG Union Bank   | Rippe Farms                            | Unilever                                  |
| J&S Farmers Insurance                             | Mustang Seeds   | Ristine Farms                          | United Ag Co-Op                           |
| J.B. Hunt   | National Association of Wheat Growers                     | Roach Ag Marketing                     | United Bank of Iowa                       |
| Jahn Research Group                               | Nationwide Insurance                                      | Roadsafe Traffic Signs                 | United Health Group                       |
| JBI Distributors                                  | Nebraska Bank of Commerce                                 | Roeder Brothers Seed                   | University Heights                        |
| JBS   | Nebraska Farm Business, Inc.                              | Rollo Insurance                        | University of Florida                     |
| JCB North America                                 | Nebraska Legislature                                      | Rooney Angus Ranch                     | University of Kentucky - CECentral        |
| JCP   | Nelson Seeds  | RW Griffin                             | University of Missouri                    |
| JD Hunt Construction                              | Nestle USA  | S. Harris Financial Group              | University of Wyoming                     |
| JDX Consulting                                    | Nichols Farm and Ranch                                    | Safe Fleet                             | US Bank                                   |
| Jim's Feed Supply                                 | North Carolina Dept. of Agriculture and Consumer Services | Sageworks                              | US Foods                                  |
| John Deere  | North Carolina Farm Bureau Mutual Insurance               | Sandhills State Bank                   | USAA                                      |
| Jozwiak Plumbing Inc.                             | North Carolina State University                           | Schlumberger                           | USDA                                      |
| Kalmbach Feeds                                    | Northstar Builders  | Schneider                              | USDA FSA                                  |
| Kents Floral Gallery                              | Northwestern Mutual                                       | Schneider Family Farms Red Angus Ranch | USDA NASS                                 |
| KG MarketSense                                    | OEC Group   | Schreiber Foods                        | Vaden's Acoustics and Drywall             |
| Kilgore's Medical Pharmacy                        | Ohigro Inc.   | Seaboard Foods                         | Van Wall Equipment                        |
| Kimball Midwest                                   | Ohio Development Services Agency                          | Senator Brandon Creighton              | Vanguard                                  |
| Kjergaard Family Farms                            | Oklahoma AgCredit   | Settje Agri-Service and Engineering    | Wallace Pork Systems                      |
| Kopsa Otte  | On Target Agriculture                                     | Shamrock Bank N.A.                     | Water Fleet                               |
| Kova Fertilizer                                   | One Acre Fund   | Simplot                                | Waukon Feed Ranch                         |
| Kramp Group                                       | Online Transport  | Sinclair Tractor                       | Wawa, Inc.                                |
| Kreger Financial                                  | Oracle Corporation  | Smith Moore, & Co                      | Wayfair                                   |
| Krehbiel Farms LLC d.b.a. Southwest Center Pivots | Organic Lawns by Lunseth                                  | Smithfield Foods                       | Webb Farms                                |
| Kroger  | OSI Group   | Sod Shop                               | Wellmann Insurance                        |
| Kubota Tractor Corp.                              | Ozark Mountain Biscuit Company                            | Southern Glazer's                      | Wells Fargo                               |
| L.A. Brett and Sons, Inc.                         | Paoli Farmers Coop Elevator                               | Southland Organics                     | West Point Optical                        |
| Labatt Food Service                               | Park Dental   | Southwest Detroit Environmental Vision | Wheeler Brothers Grain Company            |
| Lafayette Bank and Trust                          | Pegasus Logistics   | Spalding Financial                     | Wilbur-Ellis                              |
| Land O'Lakes                                      | PepsiCo, Inc.   | SpartanNash                            | Willacy County Coop                       |
| Larson Farms                                      | Perdue Farms  | Specialty Hybrids                      | Wisconsin Department of Natural Resources |
| Legacy Farmers                                    | Performance Ag Indiana                                    | Spectrum                               | Woodco Distributing                       |
| Liberty Lift                                      | Personify   | Stanley Black and Decker               | XSELL Technologies                        |
| Lifestyle Financial                               |   | Starkey Farms                          | Yeti Coolers                              |
| Limagrain Cereal Seeds                            |   | State Farm Insurance                   |   |
| Lindsay Insurance Agency                          |   | Stier Trucking                         |   |
| LINE-X Mid-Missouri                               |   | Strohauer Farms Inc.                   |   |
| Links Energy Partners                             |   |  |   |
| Little Apple Cars                                 |   |  |   |

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## Organizations Hiring Students in Agricultural Economics & Business (continued)

### Further Education

Baylor University  
Central Community College  
Chicago-Kent College of Law  
China Agricultural University  
Cornell University  
DePaul University College of  
Law  
Drake University  
Florida Gulf Coast University  
Franklin University  
George Mason University  
Georgetown University  
Johns Hopkins University  
Kansas State University  
Louisiana State University  
Loyola University  
Michigan State University  
Oklahoma City University  
School of Law  
Oklahoma State University  
Palmer Chiropractic College  
Pepperdine University School  
of Law  
Purdue University  
San Jose State University  
South Texas College of Law  
Southern Methodist University  
St. Mary's University  
Tarleton State University  
Texas A&M University  
Texas Tech University  
Texas Tech University School  
of Law  
The Ohio State University  
University of California - Davis  
University of California - San  
Diego  
University of Chicago  
University of Florida  
University of Georgia  
University of Houston  
University of Houston - Clear  
Lake  
University of Illinois - Urbana-  
Champaign  
University of Kansas  
University of Kentucky  
University of Melbourne  
University of Minnesota  
University of Missouri  
University of Nebraska College  
of Law  
University of North Texas  
University of Oklahoma  
College of Law  
University of Rochester  
University of Southern  
California  
University of Sydney  
University of Wisconsin -  
Madison  
University of Wyoming  
Wake Forest University  
Western Kentucky University