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

<table>
<thead>
<tr>
<th>Job Title</th>
<th>Average Salary</th>
<th>Low Salary</th>
<th>High Salary</th>
<th>#</th>
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<tbody>
<tr>
<td>Accounting</td>
<td>$46,252</td>
<td>30,000</td>
<td>60,000</td>
<td>19</td>
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<tr>
<td>Business Analyst</td>
<td>56,100</td>
<td>35,000</td>
<td>75,000</td>
<td>25</td>
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<tr>
<td>Elevator Management</td>
<td>58,000</td>
<td>55,000</td>
<td>62,000</td>
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<tr>
<td>Farm Management/Land Appraisal</td>
<td>47,159</td>
<td>32,000</td>
<td>80,000</td>
<td>11</td>
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<tr>
<td>Farming Operation</td>
<td>42,311</td>
<td>20,000</td>
<td>62,000</td>
<td>46</td>
</tr>
<tr>
<td>Grain Merchandising/Commodities</td>
<td>52,648</td>
<td>30,000</td>
<td>70,000</td>
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<tr>
<td>Human Resources</td>
<td>41,565</td>
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<td>52,000</td>
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<tr>
<td>Insurance</td>
<td>44,813</td>
<td>24,500</td>
<td>70,000</td>
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<tr>
<td>Lending/Finance</td>
<td>45,229</td>
<td>29,600</td>
<td>60,000</td>
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<tr>
<td>Marketing</td>
<td>50,139</td>
<td>30,000</td>
<td>80,000</td>
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<tr>
<td>Policy/International Trade</td>
<td>45,288</td>
<td>21,000</td>
<td>70,000</td>
<td>81</td>
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<tr>
<td>Production/Management Trainee</td>
<td>48,994</td>
<td>24,000</td>
<td>81,250</td>
<td>113</td>
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<tr>
<td>Sales Representative</td>
<td>42,311</td>
<td>20,000</td>
<td>62,000</td>
<td>46</td>
</tr>
<tr>
<td>Other</td>
<td>47,159</td>
<td>32,000</td>
<td>80,000</td>
<td>11</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$47,544</strong></td>
<td><strong>16,000</strong></td>
<td><strong>81,250</strong></td>
<td><strong>596</strong></td>
</tr>
</tbody>
</table>

### Organizations Hiring Students in Agricultural Economics & Business

1. 1st Farm Credit
2. 1st State Bank
3. 3D Farms
4. 49 Financial
5. 4Rivers Equipment
6. A to Z Drying
7. A&R Slonaker Farms
8. AA Commodities & Investments
9. Addison Group
10. ADP
11. Ag Partners LLC
12. Ag Processing Inc.
13. Ag Tech Associate
14. Ag-Max Ag Helicopter
15. AgReliant Genetics
16. Agri Laboratories
17. Agricultural Development
18. AgriLogic
19. AgTexas
20. AgVision International
21. Alight Solutions
22. Allen, Williford & Seale, Inc.
23. Allstate
24. All-Texas
25. Alston Spruill Farms
26. Amazon
27. American Financial Funding
28. Ameriprise Financial
29. Archer Credit Union
30. Archer Daniels Midland
31. Ardent Mills
32. Arkansas Game and Fish Commission
33. Auto-Owners Insurance
34. Avanade
35. Avant
36. B. A. Fischer Sales Company
37. Bachman’s
38. Ball Horticultural
39. BancFirst
40. Bank Iowa
41. Bank of America
42. Bank Plus
43. Bartlett & Company
44. BASF
45. Basil Financial Group
46. Bazooka Farmstar, Inc.
47. Beacon AG Group
48. Beacon Credit Union
49. Ben E. Keith
50. Best Buy
51. Blue Bell
52. Blue Diamond Growers
53. BMO Harris Bank
54. Bolivar Insulation
55. Boston Bruins
56. Brekke Farms
57. Bridgewater Bank
58. Brooksource
59. Brown Farms
60. Buckle
61. Buds and Blossoms
62. Bunge North America
63. Bunker Hill Farms Inc.
64. C&S Heating & AC
65. C.H. Robinson
66. Cabin Creek Farms
67. Capital Farm Credit
68. Carey Farms
69. Cargill
70. Carnival Music
71. Catalent
72. Cavender’s Boot City
73. CBRE
74. CBS Law
75. CDW
76. CED
77. Cedar County Coop
78. Cedar Hill Ranch LLC
79. Central National Bank
80. Ceres Solutions
81. CGB Enterprises
82. Charles Schwab & Co
83. Chemtool Incorporated
84. Chipotle Mexican Grill
85. Chris Cartwright Inc.
86. CHS Inc.
87. Chubb Agribusiness
88. Cimarron Funds
89. Cintas Corporation
90. Citizens Savings Bank
91. CK Harris & Sons
92. Clark Farms
93. Clearfork Wealth Management
94. CME Group
95. Co-Alliance
96. CoBank
97. Community State Bank
98. Compeer Financial
99. Conagra Brands
100. Congressional Bank
101. Context Network
102. Cooperative Producers Inc.
103. Corbion
104. Corn Belt Ag, LLC
105. Cortes Financial Management
106. Corteva
107. Cottingham & Butler
108. Countryside Co-op
109. Cox Automotive
110. Crop Production Services
111. Cropzilla
112. Cummins, Inc.
113. Curtis Orchard
114. D&D Ingredient Distributors
115. D&G Equipment
116. Dallas Fire Department
117. Dan Harbison
118. DCW Cattle
119. Denali Water Solutions
120. DHL
121. Dixon Valve and Coupling
122. DMRE
123. Double Barrel Game Farm
124. Dow AgSciences
125. Dow DuPont, Inc.
126. Dr. Pepper Snapple Group
127. Driscoll’s
128. Duff and Phelps
129. DuPont Pioneer
130. Dupre Logistics, LLC
131. Echo Global Logistics
132. Ecotab
133. Edward Jones
134. Elanco Animal Health
135. Exact Sciences Corporation
136. Farm Credit Administration
137. Farm Credit Illinois
138. Farm Credit Mid-America
139. Farm Credit of Florida
140. Farm Credit of Western
141. Arkansas
142. Farm Table Foundation
143. Farmers Business Network
144. Farmers Mutual Hail Insurance
145. Company
146. Farmers State Bank
147. Farmers Trust & Savings Bank
148. FAST Enterprises
149. FBBM
150. Fidelity Bank and Trust
151. Fidelity Investments
152. First American Bank
153. First National Bank of America
154. First National Bank of Bastrop
155. First Premier Bank
156. Fisher Investments
157. Five Star Coop
158. Flint Hills Resources
159. FLM+
160. FMC Corporation
161. Faber Trailer Sales
162. Forest Products Distributors
163. Forum Energy Technologies
164. Frahm Appraisal
165. Frenichs Farms
166. FuturesOne Grain and
167. Livestock Marketing
168. Gavilon
169. GB Construction
170. General Mills
171. Genus PLC
172. Georgia Highlands College
173. Gestal - Jyga Technologies
174. Gohi Brothers LLC
175. Golden Age Farm
176. Goldsboro Milling Company
177. Grace Bible Church
178. Gradex, Inc.
179. Granite
180. G-ray Trucking
181. Great West Bank
182. GreenStone Farm Credit
183. Services
184. Gregory Poole Equipment
185. Company
186. Greiner Farms
187. Greta Dalrymple
188. Hanes Geo Components
189. Hardin County Savings Bank
190. Harvey Fertilizer & Gas
191. Heartland Cooperative
192. Heath Ag
193. HEB
194. Helena Chemical Company
195. Henrob Corporation

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Organizations Hiring Students in Agricultural Economics & Business (continued)

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

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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