

## **2019/2020 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 2019 and May 2020 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:

Auburn University – College of Agriculture  
Clemson University – College of Agriculture, Forestry and Life 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  
Middle Tennessee State University – School of Agriculture  
Oklahoma State University – College of Agricultural Sciences and Natural Resources  
Purdue University – College of Agriculture  
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 Illinois – College of Agricultural, Consumer and Environmental Sciences  
University of Maryland – College of Agriculture and Natural Resources  
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	\$49,147	33,280	75,000	6
Business Analyst	58,276	42,000	80,000	33
Customer Service/Support	47,847	22,000	67,000	17
Elevator Management	51,000	50,000	52,000	2
Farm Management/Land Appraisal	46,923	25,000	62,000	13
Farming Operation	43,811	20,000	80,000	14
Financial Advisor	49,022	30,000	80,000	24
Grain Merchandising/Commodities	55,888	35,000	75,000	46
Human Resources	44,397	30,160	60,500	13
Insurance	44,762	25,000	65,000	21
Lending/Finance	45,803	25,000	60,000	46
Marketing	49,223	20,000	65,000	13
Policy/International Trade	52,333	42,000	74,000	6
Production/Management Trainee	53,214	35,360	72,000	37
Sales Representative	52,146	18,000	80,000	97
Other	46,966	15,000	82,000	89
<b>Major Total</b>	<b>\$50,082</b>	<b>15,000</b>	<b>82,000</b>	<b>477</b>
<b>Further Education</b>				<b>66</b>

### Organizations Hiring Students in Agricultural Economics & Business

Allen Honda	Carroll Implement LTD	Farmers State Bank	High Plains Farm Credit
ALPHA Facilities Solutions	Central Valley Ag	FDIC	HighRadius Corporation
Altair	Cerner	Federal Reserve Board of Governors	Hilti North America
Amazon	Cetera Investment Services	Fertilizer Dealer Supply	Home City Grain
American National	CGB Enterprises	Fidelity Bank and Trust	HomeAdvisor
AON	Charles Schwab	Fidelity Investments	Hoosier Heartland State Bank
Apex Systems	Cintas	Findlay Implement Company	Hormel Foods
Applegate's Seed House	Citizens First National Bank	First American Bank	Illinois Pork Producers Association
Archer Daniels Midland	Coastal AgroBusiness	First National Bank	Indiana State Department of Agriculture
Arthur J. Gallagher	Columbus Literacy Council	First National Bank of Syracuse	Industrial Specialist Solutions
Asset Plus Corp	Comer Equipment Company	First United Bank	Innovative Ag Services
AT&T Inc.	Community State Bank	Flint Hills Resources	IntelinAir
AXA Advisors	Consumers National Bank	FNB Bank	InterBank
Ayco	Cornerstone Government Affairs	Forest Edge	Iowa State Bank
Baker Hughes	Corteva Agriscience	Friedland Industries, Inc.	Iowa State University
Balance4ward	Coyote Logistics	Frito-Lay	Iowa State University Foundation
Bane-Welker Equipment	Creekside Nursery	Frontier Futures Inc.	J.R. Simplot Company
Bank of America	Crop Risk Services	G6 Hospitality	J6 Farms
Bank of Wolcott	CUSB Bank	Galveston Insurance Associates	Janney Montgomery Scott, LLC
BASF	Dague Farms	Gavilon	JBS
Bayer Crop Science	Daikin	GDM Seeds	JC Wilkie Construction LLC
Baytree	Dell	General Land Office	JCB North America
Beacon Ag Group	Deloitte Consulting LLP	General Mills	JLL
Beaver Creek Transport	Dosch Marshall Real Estate	Georgia Pacific	John Deere
Belstra Milling Co	E & J Gallo Winery	Gilligan Company	Johnson Farms
Best Buy Headquarters	Eaton Farm Bureau Cooperative	Girard Farms	Jordan Farms
Big Iron Auctions	eCatholic	Golden Harvest Seed	JP Morgan Chase & Co.
Black Gold Farms	Edward Jones	Golden State Farm Credit	J-Six Enterprises
Bobcat of Indy	Effingham Equity	Goosehead Insurance	Kalcevic Farms Inc.
Brandt	Ellie Mae Music	G-Panzer Productions, LLC	Kane Hall Barry Neurology
Brazos County 911 District	Enertech	Gratiot Agricultural Professional Services	Kentland Bank
Brown Distribution	Epic Systems	Great Plains Bank	Kokomo Grain Co
Buck Bros Inc.	Evolution Ag	Gredohn Farms	Kraft Heinz
Buckeye Power	Express Employment Professionals	GreenStone Farm Credit Services	Krieger Farms
Bunge North America	Farm Bureau Financial Services	Grid Beyond	Kronos Incorporated
Bunge, EGT	Farm Credit Administration	H2 Ag	Kubota Tractor Corporation
Busey Wealth Management	Farm Credit East/Crop Growers	Harley Davidson Motor Co.	La Reina Ranch Designs
BWI Companies	Farm Credit Mid-America	Heartland Bank	Land O'Lakes, Inc.
Cactus Feeders	Farm Credit Services of America	Heartland Beverage LLC	Larad Vaccines
Cal-Maine Foods	Farmers Elevator & Exchange	Helena Agri Enterprises	Legacy Meats
Calmer Cornheads	Farmers Mutual Hail		Lehenbauer Farms
Camden Property Trust			Lenny's Gas N Wash
Camp Ridgecrest			
Cargill			
Carlomagno Surveying			
Carolina Bridge Construction			
Carroll Construction Supply			

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

Lewis Century Stock Farms Inc.	Raytheon	TQL	Texas A&M University School of Law
Linwood Farms	Reno-Hamilton Harvesting	Trackside Solutions	The New School
Louis Dreyfus	Revive Hemp	Tri Ag Products	The Ohio State University
Luckey Farmers	Roach Ag Marketing, Ltd	Trimble	The University of Texas - Austin
Lumos Marketing Group	Rowe Insurance	TSC	University of Cambridge
Maquoketa State Bank	Royalty Meat Company	TTI	University of Denver
Maryland Farm Bureau	RSM	Tundra Technical Solutions	University of Florida
Maschia Gaspardo	Ruybal Farm and Ranch, LLC	U.S. Army	University of Georgia
Massachusetts Mutual	Salt Fork Logistics	U.S. Bank	University of Illinois - Urbana-Champaign
McAdam Financial	Sandhills Publishing	U.S. Grains Council	University of Nebraska
McDonald Pelz Global Commodities	SawOaks Canna Farm	United Bank of Iowa	University of North Texas
Medix	Schoenrock Farms Inc.	United Rentals	University of South Carolina
Medline Industries	Schultes Farms	University of Mississippi Small Business Development Center	University of South Dakota School of Law
MemoryBlue	Seaboard Foods	Unum	University of Southern California
Midwest Bank	Secure Wealth Management	USDA ARS	University of Wisconsin - Madison
Missouri Soybean Association/ Missouri Soybean Merchandising Council	Security First Bank	USDA FSA	Washington and Lee Law
MKC	Seed Consultants	Vanguard	
Mohler Farms	Seidel Construction	Verdant Partners LLC	
Mondelez International	Seneca Foods	Vermeer Corporation	
Morningstar Inc.	Septic Maintenance	Victory Shares Dividend Associates	
Morton Buildings	Sewell	VisionBank	
Mustang CAT	Silver Mountain Jewelry	Vit Plus Corporation	
MWI	Sinclair Tractor	VMLY&R	
National Appraisal Partners	Singletree Transportation	W.W. Grainger	
National Beef	Smithfield Foods	Walmart	
NEG Energy Services	South Atlantic	Walt Disney Company	
Nestle	South Carolina Small Business Development Center	WEBstaurantStore	
Nift	Southern Glazer's Distribution	Wedgworth's Inc.	
North Bay Produce	Spirit Airlines	Wellfleet	
Northern Star Integrated Services LLC	Stafford Barrett Commercial Broker	Westfield Insurance	
Northwest Bank	State Farm - Ben Rister Agency	White Lodging-Otis	
Northwest Farm Credit Services	State Farm Insurance	Wintrust Financial	
Northwestern Mutual	Steinert Farms	Wisconsin Department of Health Services	
Nutrien Ag Solutions	Stephenson Marketing Cooperative	Wisnaker Builder Services	
Office of U.S. Senator Jerry Moran	Stine Seed Company	Woodlands Church	
Ohio House of Representatives	Stryve Foods	Woodruff	
Oldham Goodwin Group	Sunbelt	Work First Foundation	
One Fat Dove	Super Sod	WP Law	
Oracle Corporation	Syngenta	WPLG Channel 10	
Ostrander Farms	Target Corporation	<b>Further Education</b>	
Our Daily Bread Food and Resource Center	TD Ameritrade	Boston University	
Papa Farms	Team Leader Inc.	Clemson University	
Parrott Implement Co.	Techtronic Industries	Concordia University	
Penske Truck Leasing	Tek Systems	Drake University Law School	
PepsiCo	Texas A&M University	Franklin University	
Perdue Farms Inc.	Texas Academy of Gymnastics	HEC Paris	
PIC	Texas Agricultural Cooperative Council	Indiana University-Purdue University-Indianapolis	
Piedra Resources	Texas Propane Gas Association	Iowa State University	
Pinnacle Bank	Textbook Solutions	Johns Hopkins University	
Precision Test and Balance	The Andersons Inc.	Kansas State University	
PricewaterhouseCoopers	The Bank	Louisiana State University	
Principle Choice Solutions LLC	The Context Network	Louisiana State University Paul M. Hebert Law Center	
Promise Habitat Services	The Delta Companies	National University of Ireland	
R1 RCM	The Go Solution	Oklahoma City University	
Rain and Hail	The Greenery	School of Law	
Rainbow Tree Company	The Kroger Co. of Michigan	Oklahoma State University	
Ravenna Economic Development Corporation	The Navigators	Purdue University	
Raymond James	The Scouler Company	South Dakota State University	
	The Woodlands Township	Texas A&M International University	
	Topco Associates	Texas A&M University	