

2020/2021 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 2020 and May 2021 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 – Agriculture Department
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
North Carolina State University – College of Agriculture and Life Sciences
Oklahoma State University – Ferguson College of Agriculture
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 Georgia – College of Agricultural and Environmental 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	\$48,857	45,000	54,000	7
Business Analyst	61,652	35,000	100,000	31
Customer Service/Support	42,711	18,000	52,500	16
Elevator Management	54,507	39,520	62,000	3
Farm Management/Land Appraisal	56,813	32,500	100,000	8
Farming Operation	42,964	15,000	60,000	28
Financial Advisor	56,923	40,000	92,000	13
Grain Merchandising/Commodities	57,565	45,000	65,000	31
Human Resources	48,417	24,000	68,000	12
Insurance	44,875	34,000	63,000	8
Lending/Finance	48,310	33,750	98,000	63
Marketing	52,499	30,000	65,000	15
Policy/International Trade	42,000	30,000	55,000	7
Production/Management Trainee	53,816	20,000	77,000	45
Sales Representative	53,187	24,000	75,000	63
Other	49,376	20,000	100,000	59
Major Total	\$51,425	15,000	100,000	409
Further Education				103

Organizations Hiring Students in Agricultural Economics & Business

7-Eleven	Building Products Wholesale	Dragon Drone Services	H-E-B
ACADES Malawi	Busey Bank	Ducker Worldwide	Helena Agri-Enterprises
Accenture	Busey Wealth Management	Dybdal Charolais	Helms Cattle Company
Advanced Auto Parts	C B Acres	Eagle Fireworks	Heritage Land Bank
Advanced Agrilytics	Calihan Pork Processors	Eastern Michigan Bank	Hertz Farm Management
Ag Credit	Capstone Financial Advisors	Einspahr Farms	Hog Slat, Inc.
Ag South Farm Credit	Cargill	Else Construction	Home State Bank
AgCarolina Farm Credit	Carolina Farm Credit	Enterprise Holdings	HomeAdvisor
AGCO	Casey's	Enterprise Products	Horizon Therapeutics
AgPro	Center for North American	Equity Cooperative Livestock	Hormel Foods Corporation
AgReliant Genetics, LLC	Studies	Sales Association	Hyder Construction
AgriGold	CGB Enterprises, Inc.	Ernest R Garza and Co	Illinois Farm Bureau
AHW LLC	Chi Alpha Campus Ministry	Everlight Solar	Innovien Solutions
Aimpoint Research	CHS Inc.	Falling Waters Farm	Intercontinental Capital Group
ALDI USA	Cintas First Aid & Safety	Farm Credit Administration	Iscential
Ally Logistics	Circle A Ranch	Farm Credit Mid-America	J.D. Heiskell
Altria Group Distribution	Citizens Debt Relief, LLC	Farm Credit of Enid	J.R. Simplot
Company	Citizens State Bank	Farm Credit Services of	Jackson County Co-Op Credit
Amazon	Climate FieldView	America	Union
Amplified Ag	Co-Alliance Cooperative Inc.	Farmers and Merchants State	James Mick
Apex Clean Energy	CoBank	Bank	Jamie Stover Performance
Appfolio	Coia Implement Sales	Farmers Mutual Hail Insurance	Horses
Aptitude Contracting	Colony Brands, Inc.	Ferguson Enterprises	Japanese Tobacco
Archer Daniels Midland	Colorbotics	Fidelity Investment	JBS USA
Arrive Logistics	Comal Independent School	First Citizens Bank	JCB North America
Avatar Insurance	District	First Financial Bank	Jim's Agri Air
BA Genetics	Community State Bank	First National Bank of Omaha	John Deere
BancFirst	Compeer Financial	First Nebraska Bank	Jones Hay Service
Bank First	Congresswoman Vicky	Five Star Co-op	JPMorgan Chase & Co.
Bank of America	Hartzler	Forward Air	Juarez Guzman
Bank Orion	Cooperative Elevator	Frenchman Valley Cooperative	KAAPA Ethanol Holdings LLC
Bartlett Company	Coosaw Farms	Frito Lay	Kearney
Battle Lumber Company	Cornerstone Bank	FuturesOne	Keaton Reese Farms
Bayer Crop Science	Corteva Agriscience	Galt	Kellogg Company
Be Realty LLC	Costa Farms	Gavilon	Ken's Oil Service
Beacon Credit Union	Coyote Logistics	GEICO	Kerndt Brothers Bank
Beck's Hybrids	Crane ISD	Global Brand and Export	Kiefer Farms
Bectran, Inc.	CrossBorder Solutions	Development	Koch Industries
Bergman Farms	Cushman & Wakefield	Goosehead Insurance	Kraft Foods Group, Inc.
BigIron	CVS Health	Grainger	Kubota
BKD, LLP	D & K Materials	Green Belt Bank and Trust	LandCare
BMO Harris Financial	Dawson Logistics, LLC	Green Country LLC	Landmark Service Group
Bonly Industries	Deloitte Consulting	GSE Farms	Landus Cooperative
Boviteq	Design Build Structures	Guilian Tourist Company	Lane Farms
Boyd and Sons Machinery	Dimensional Fund Advisors	H2O Sportz and Marine	Liberty National Bank
Brown and Caldwell Consulting	Disco	Hartung Brothers	Lincoln Savings Bank
Company	Donn Palms	Heartland Retirement	

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Organizations Hiring Students in Agricultural Economics & Business (continued)

Liqui-Grow
 Lockheed Martin
 Logical Position
 Louisiana Land Bank
 Maplehurst Farms, Inc.
 Marathon Petroleum Corporation
 Martin Blad Farms
 McCook National Bank
 Meherrin Ag & Chemical
 Mercer Landmark
 Merck Animal Health
 Merit Bank
 Michigan Agricultural Commodities
 Mid Coast Title Company
 Midway Products Group
 MidWestOne Bank
 Miller Milling Company
 Mountaire Farms
 MSU Federal Credit Union
 My Yield
 Napoleon State Bank
 National Futures Association
 National Livestock Credit Corporation
 Nationwide
 Natural Bridge Honey Farm
 Nebraska Legislature
 NebraskaLand Bank
 Newmark
 Newsom Seed
 Niman Ranch
 Northrop Grumman
 Northwestern Mutual
 Novus Ag
 Nutrien Ag Solutions
 Office of Congressman Jim Baird
 Oracle
 Orthman Manufacturing
 Palmetto Benefits
 Paris Painting
 People's National Bank
 PepsiCo, Inc.
 Perficient
 Pfuntner Custom Homes
 Pillen Family Farms/DNA Genetics
 Platte Valley Equipment
 PoolCorp
 Precision Playing Co.
 Primerica
 Producers Livestock Marketing
 Professional Swine Management
 Profits Point Farm
 QBE Insurance
 Rabo AgriFinance
 Raemelton Farm
 Releaf Health Clinic
 Remington Seeds, LLC
 Rhinestones & Roses
 Richters & Sons Farms
 Ritter Farms
 Roach Ag Marketing
 Roby Brothers Partnership

Rocket Turf
 Royal Canin
 RSM US LLP
 RW Griffin - Coggins Farm Supply
 RZ Automation
 S Harris Financial Group
 S&W Seed Company
 Sales Manager
 SC Johnson
 Seaboard Foods
 SePRO Corporation
 Sinclair Tractor
 SJ Computers
 SolTex LLC
 Southern Glazers Wine and Spirits
 St. Ansgar State Bank
 Stadler Farms
 Stafford Barrett Commercial Brokerage
 Star of the West
 State Employee's Credit Union
 Stine Seed
 StoneX Group Inc.
 SVN Saunders Ralston Dantzier
 Syngenta
 TanDev LLC
 Target Corporation
 Texas AM Transportation Institute
 The Anderson's, Inc.
 The Hershey Company
 The Mather Group
 The Scouler Company
 Thomson Reuters
 Tipton Municipal Utilities
 TMC Transportation
 Topco
 Town & Country Bank
 TQL
 Trembling Prairie Farms
 Tri County Equipment
 Trinity School for Children
 TriOak Foods
 TTG Equipment
 Tyson Foods, Inc.
 U.S. Army
 U.S. House of Representatives
 UGA
 United Bank of Iowa
 United Consulting
 United Rentals
 United Wholesale Mortgage
 University of Maryland
 UPS
 US Bank
 US Foods
 USDA
 USDA FSA
 USDA NASS
 USDA RD
 Vans
 Vermeer Corporation
 Walther Farms

Wayne Farms
 Waypoint Bank of Cozad
 Welgaard CPAs & Advisors
 Wells Fargo
 Wisdom Index Advisors
 Wisenbaker
 Wolfden Farms LLC
 Woodson Lumber Company
 Woody's Bicycles
 YardBird
 Z Federal

Further Education

ATP Flight School
 Bush School of Government and Public Service
 Capital University
 Catholic University of America
 Colorado State University
 Cornell University
 Drake University
 Hong Kong University
 Iowa State University
 Kansas State University
 Kings College London
 Louisiana State University
 Michigan State University
 New Mexico State University
 Northwestern University
 Oklahoma State University
 Oral Roberts University
 Purdue University
 South Texas University College of Law
 Southern Methodist University
 St. Mary's University School of Law
 Texas A&M University
 The Ohio State University
 University of Bristol
 University of Denver
 University of Georgia
 University of Hong Kong
 University of Houston
 University of Illinois - Urbana-Champaign
 University of Kentucky
 University of Maine
 University of Maryland
 University of Memphis Law School
 University of Minnesota
 University of Missouri
 University of Nebraska
 University of Nebraska College of Law
 University of North Carolina - Pembroke
 University of North Texas
 University of Tennessee
 University of Texas
 Washburn University School of Law
 Washington University
 Western Illinois University
 Western Kentucky University