2021/2022 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 2021 and May 2022 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
- 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 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

<table>
<thead>
<tr>
<th>Job Title</th>
<th>Average Salary</th>
<th>Low Salary</th>
<th>High Salary</th>
<th>#</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>$58,610</td>
<td>41,600</td>
<td>70,000</td>
<td>10</td>
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<tr>
<td>Business Analyst</td>
<td>64,700</td>
<td>42,000</td>
<td>100,000</td>
<td>33</td>
</tr>
<tr>
<td>Customer Service/Support</td>
<td>47,742</td>
<td>15,600</td>
<td>70,000</td>
<td>16</td>
</tr>
<tr>
<td>Elevator Management</td>
<td>50,348</td>
<td>37,440</td>
<td>62,000</td>
<td>7</td>
</tr>
<tr>
<td>Farm Management/Land Appraisal</td>
<td>46,346</td>
<td>30,000</td>
<td>65,000</td>
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<tr>
<td>Farming Operation</td>
<td>39,318</td>
<td>25,000</td>
<td>75,000</td>
<td>22</td>
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<tr>
<td>Financial Advisor</td>
<td>53,505</td>
<td>35,600</td>
<td>68,000</td>
<td>19</td>
</tr>
<tr>
<td>Grain Merchandising/Commodities</td>
<td>58,139</td>
<td>37,440</td>
<td>75,000</td>
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<tr>
<td>Human Resources</td>
<td>40,518</td>
<td>36,000</td>
<td>51,000</td>
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<tr>
<td>Insurance</td>
<td>56,398</td>
<td>33,280</td>
<td>70,000</td>
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<tr>
<td>Lending/Finance</td>
<td>54,688</td>
<td>36,000</td>
<td>85,000</td>
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<tr>
<td>Marketing</td>
<td>55,956</td>
<td>25,000</td>
<td>78,000</td>
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<tr>
<td>Policy/International Trade</td>
<td>37,000</td>
<td>36,000</td>
<td>85,000</td>
<td>31</td>
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<tr>
<td>Production/Management Trainee</td>
<td>58,819</td>
<td>35,000</td>
<td>90,000</td>
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<tr>
<td>Sales Representative</td>
<td>57,461</td>
<td>30,000</td>
<td>90,000</td>
<td>78</td>
</tr>
<tr>
<td>Other</td>
<td>59,917</td>
<td>29,000</td>
<td>100,000</td>
<td>69</td>
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<tr>
<td><strong>Major Total</strong></td>
<td>$55,641</td>
<td>15,600</td>
<td>100,000</td>
<td>403</td>
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</tbody>
</table>

### Organizations Hiring Students in Agricultural Economics & Business

- 180 Degrees
- 4-D Construction
- 4-S Farms
- A4 Advertising- Alltec USA
- ABC Supply Co. Inc.
- Addison Group
- Ag Processing Inc.
- Aggie Relo
- Ag-Pro Companies
- Agricair
- Agrivision Equipment Group
- AIG
- ALDI USA
- Amazon
- American Hereford Association
- American Lumber
- Ameriprise Financial
- Angi Inc.
- Anuvia Plant Nutrients
- Aon
- Archer Daniels Midland
- Arrive Logistics
- Aspen Skiing Company
- Austin Window Fashions
- Avison Young
- AXA XL
- AXIS
- Bag Supply Company
- Bales Consulting Service
- Bank of America
- BankIowa
- Barry’s Metals
- Bartlett & Company
- Barwick Cattle
- BASF
- Bayer Crop Science
- BDO USA, LLP
- Beacon Credit Union
- Beck’s Hybrids
- Bedrock Drilling
- Ben E. Keith
- Benchmark TAMU Hotel
- BKD CPA’s and Advisor’s
- Blimling & Associates, Inc.
- BMO Harris
- Boeing
- BPM Microsystems
- C&C Salvage LLC
- Caledonia Farmers Elevator
- Cal-Maine Foods
- Cappenberg InVent
- Caregill
- Carolina Farm Credit
- CBRE Group
- Centerra Cooperative
- Central Valley Ag
- Centris
- Ceres Solutions Cooperative, Inc.
- Charles Taylor Adjusting
- CHS Inc.
- Chubb Insurance
- Churchill Farms
- CIBC
- Cimarron Crossing Feeders
- Citizens Debt Relief, LLC
- CliftonLarsonAllen
- Co-Alliance Cooperative Inc.
- Companion Sitter Service
- Compass Group
- Consolidated Grain & Barge
- Cornerstone Bank
- Corteva Agriscience
- Coyote Logistics
- Crystal Steel Fabricators
- Crystal Valley
- Dayton Freight Lines, Inc.
- DeLaval
- Dell Technologies
- Deloitte
- Dizzy G Ranch
- Dodge Industrial
- Dupree Cattle Company
- Dynamo Specialty Distributing
- E. & J. Gallo Winery
- Eagle’s Catch
- EcoLab
- Einspahr Farms
- El Bandido Tequila
- Eldon C. Stutsman, Inc.
- Ellsworth Farmers Exchange
- Energy Transfer, LP
- Enterprise
- Ernst & Young
- Exchange Bank
- Farm Bureau Financial Services
- Farm Credit Administration
- Farm Credit East
- Farm Credit Illinois
- Farm Credit Mid-America
- Farm Credit Services of America
- Farmers Grain Co.
- Farmers Mutual Hail
- FarmTek
- First American Bank
- First National Bank of Omaha
- First National Bank of Syracuse
- First State Bank Nebraska
- Fischer Farms
- Flint Hills Resources
- Ford Motor Company
- Fort Bend Body Shop and Storage
- FuturesOne
- Gartner
- Gavilon
- General Motors
- Goosehead Insurance
- G-Panzer Productions, LLC
- Great Plains Bank
- Greener Images
- GreenStone Farm Credit Services
- Harris Feeding Company
- HD Commodities
- Heartland Bank
- H-E-B
- Hefty Seed
- Henry Ag Inc.
- Hiel Trucking, Inc.
- High Plains Farm Credit
- Hog Slat Inc.
- Home Depot
- Home Partners of America
- Hoosier Associates Inc.
- Hoover’s Hatchery
- Horizon Ag Products
- Hormel Foods Corporation
- Hub Group
- Hubbell Roth and Clark
- Hungryman Butte Ranch
- Huntington Bank
- Huston Farms
- Hyprecreation USA Inc.
- Illinois NFP Tax and Audit
- Illinois Soybean Association
- Indiana Beef Cattle Association
- InterBank
- International Paper
- Iowa Land Sales & Farm Management
- ISAC
- ISDA
- JBS USA
- John Deere
- Johnson Brothers Distributing
- JPMorgan Chase
- JR Simplot
- Jushi
- Kansas State University
- Keith Ellison for Attorney General Campaign
- Keller Farm & Supply, Inc.
- KellyMitchell Group, Inc.
- KeyBanc Capital Markets
- Kimball Midwest
- Kornia Brothers Inc.
- KPI Integrated Solutions
- L&H Wischmeier
- Land O’Lakes
- Landmark Implement
- Landus Cooperative
- Liebre Insurance
- Louis Dreyfus Company
- LynRea Dairy
- MADD Engineering
- Mariner Wealth Advisors
- Mast Productions
- McDadam
- McKinney & McKinney Inc.
- McMurray Transport LLC
- Meadowlane Farms
- Medline Industries, Inc.
- Meents Law P.C.

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

Menards
Mercedes Benz of College Station
MetLife
Michigan House of Representatives
Micro Electronics
MidFirst Bank
Milestone Home Services
MoLo Solutions
Moore Maher Inc.
Morgan Stanley
Morningstar
Morton Private Wealth Strategies - Raymond James
Moss & Associates
Murdoch Farms LLC
Mustang CAT
Natuire Farms LLC
Neogen Corporation
New Century FS
NEW Cooperative
NewDay USA
Novogradac
NTT Data
Nuveen
Ohio Treasurer
Oklahoma AgCredit
Oracle Corporation
OSI Group
Our Daily Bread Food and Resource Center
Palla Dairies, LLC
PepsiCo, Inc.
Perdue Farms
Petitsville Grain Company
Philadelphia Insurance Co
Pivot Bio
PLG, LLC
POET
Posey County Co-Op
Purdue Extension
Purdue University
PwC
R Construction Company
Rabo AgriFinance
Rain and Hail Insurance
Rally Appraisal
Rash Enterprises
Ray-Man, Inc.
RCIS
Rhonda Floyd Photography
River Metals Recycling
Robison Cattle Company
Rock Solid Ag
Rocking P. Inc.
Rooster Ag
Rural Mutual Insurance Company
San Jorge
Schiff Farms
Scotts Miracle-Gro Company
Seaboard Foods
Site One Landscape Supply
Skidgel Cattle Company
Smithfield Foods
Southern Eagle Distributing
State Farm
Steinert Farms
Stine Seed Company
StoneX
Summit Agricultural Group
Sunrise Cooperative
Sygnta
Target
TaskUs
Technical Services US
Tenstreet
The Andersons
The Mather Group
The Scoular Company
Thirion Brothers Equipment Company
Total Quality Logistics
TTI, Inc.
Two Sisters and A Barn
Tyson Foods
U.S. Army
U.S. Home Mortgage Inc.
U.S. Sugar
Uber
UF/IFAS Extension
Union Bank & Trust Company
United
University of Florida Advancement
USDA
USDA AMS
USDA FSA
Vanguard
Verhasselt Farms
Veterans United Home Loans
Vivaldi Capital Management
Wada Farms
Walgreens
Walmart
Walt Disney Company
Warren CAT
Wayne Savings Community Bank
West Monroe
West Plains Grain
Whitford Farms
Whitley Penn
Wildwood Green Golf Club
Winsttrust Financial
Yellow
Young Farms
Z Federal

Further Education
Barry University School of Law
Clemson University
Colorado State University
Columbia University
Cornell University
Duke University
Georgetown University

Kansas State University
Mercer University - School of Law
Mississippi State University
North Carolina State University
Northern Illinois University
Ohio Northern University
Oklahoma State University
Purdue University
Songhao Wu
Texas A&M University
University of Alabama - School of Law
University of Arkansas
University of Florida
University of Illinois - Chicago
University of Illinois - Urbana-Champaign
University of Maryland
University of Minnesota
University of Missouri
University of Nebraska - Lincoln
University of North Texas - Health Sciences Center
University of Reading
Washington University

December 2021 / May 2022