

# 2022/2023 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 2022 and May 2023 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  
Iowa State University – College of Agriculture and Life Sciences  
Kansas 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 – 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 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	\$52,833	40,000	62,000	6
Business Analyst	69,511	35,880	100,000	39
Customer Service/Support	54,305	30,000	75,000	23
Elevator Management	62,500	62,500	62,500	1
Farm Management/Land Appraisal	54,778	45,000	61,000	9
Farming Operation	54,114	38,480	80,000	13
Financial Advisor	62,300	40,000	100,000	20
Grain Merchandising/Commodities	61,910	44,400	75,000	37
Human Resources	55,227	43,680	63,000	3
Insurance	58,179	35,000	75,000	19
Lending/Finance	55,310	35,000	100,000	33
Marketing/Digital Marketing	53,076	32,500	67,000	16
Policy/International Trade	44,750	38,000	55,000	4
Production/Management Trainee	62,077	45,000	74,000	31
Sales Representative	60,876	30,000	90,000	84
Other	55,529	25,000	88,900	32
<b>Major Total</b>	<b>\$59,492</b>	<b>25,000</b>	<b>100,000</b>	<b>370</b>
<b>Further Education</b>				<b>82</b>

### Organizations Hiring Students in Agricultural Economics & Business

21st Century Equipment	BRJ Farms	Farm Credit Mid-America	John Deere
3C Electric	Buffalo Creek Farms	Farm Credit Services of America	John Eberle @ Four Star Wealth Management
49 Financial	Bunge	Ferguson Enterprises	Jones Lang LaSalle (JLL)
A&S Services	Busey Bank	Fidelis Creative Agency	Kansas State University
Abrasives of St. Paul	Cal-Maine Foods	Fidelity Bank & Trust	Keating Auto Group
Accenture	Cargill	Field Level Agriculture	Keller Farm & Supply, Inc.
Acentria Insurance	Cass County Prosecutor's Office	First American Bank	Kenn-Feld Group
Advanced Agrilytics	Caterpillar Inc	First Mid Ag Services	Kirkpatrick Farms
Ag Processing Inc. (AGP)	CDW	Florida Financial Advisors	Koinonia Wealth, LLC
Ag Tech Services	Central Bancompany	Frito Lay (PepsiCo)	Kraft Heinz
AgCarolina Farm Credit	Cerity Partners	Frontier Farm Credit	Kubota
AgCredit	Channel Seeds	Fulton Market Group	L&M Companies
Ag-Pro Companies	Cintas	Gartner	Labatt Food Service
AgroLiquid	Citibank	Gavilon	Leibold Irrigation
AgSouth Farm Credit	Citizens National Bank	Genpact	Livingston Farms
Agsurance LLC	CJ Logistics	Gerald Grain	Louis Dreyfus Company
Agtegra Cooperative	Clemens Food Group	Golden Harvest Seeds	Lowe's Home Improvement
AgVision	Co-Alliance, LLP	Goldman Sachs	Marlert
ALFA Insurance	Cobalt Cattle	Goosehead Insurance	Marlon Eilts Financial Services Inc.
AlightSolutions	CoBank	Gordon Food Service	Marriott International
All Day Events	Consolidated Grain and Barge	Gowan, Inc.	Marsh McLennan
Allen, Williford & Seale, Inc.	Corteva Agriscience	Grainger	MC Marketing Management
American Farmers and Ranchers Mutual Insurance	Coyote Logistics	Gravity	Merchants Bank of Indiana
Amwins	CRC	Harvest Max	MetLife
Aon	Crowe	HealthScape Advisors	MHC Kenworth
Apgar Farms	Cushman Wakefield	Heartland Bank	Michigan Farm Bureau
Archer Daniels Midland Company	Dairy Farmers of America	HEB	Michigan House of Representatives
Athora Marketing	Datalysys	Helena Agri-Enterprises, LLC	Midwest Bank
Audience Media	Deloitte	Helm Fertilizer	MKMC
Auto-Owners Insurance Company	DigTech, Inc	Hewlett Packard Enterprise (HPE)	MoLo Solutions
Avision Young	E*Trade at Morgan Stanley	Hillard Properties	Moore Supply Company
AWS	Echo Global Logistics	Hilton College Station & Conference Center	Morningstar
Bane-Welker Equipment	Eck Landscaping	Homestead Bank	Mustang CAT
Bank Iowa	Ecolab Inc.	Hoosier Heartland State Bank	MVP Orthopedics, Arthrex
Bank of America	Elanco Animal Health	Hormel Foods Corporation	National American Insurance Company
Bartlett Grain	Enterprise	Howlett Farms	National Cattlemen's Beef Association
BASF	Enterprise Holdings	Huntington Bancshares	National Debt Relief
Bayer Crop Science	Equitable Advisors	IGS Energy	Nebraska Farm Bureau
Beam Suntory	Exchange Bank	Indiana Board of Animal Health	Nebraska Wheat Board
Berman Subaru of Chicago	Expedia Group	Indiana Packers Corporation	Nelson Plant Food
BlackRock	Farm Bureau Financial Services	Infinity Wealth Advisors	New Fashion Pork
Blue Cross Blue Shield	Farm Business Farm Management	Innovative Livestock Services	
Brighter Door LLC	Farm Credit Administration	JD Investment Group	

(continued)

December 2022 / May 2023

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

Northwestern Mutual	SunSouth John Deere	New York University
Nutrien Ag Solutions	Syngenta	North Carolina State University
nVenia	TechSav	Northeastern University
Oklahoma State University	TenCate Advanced Armor	Northern Illinois University
Oracle NetSuite	Texas Department of Transportation (TXDOT)	Oklahoma State University
Partners for Production Agriculture	The Anderson's, Inc.	Oklahoma State University College of Osteopathic Medicine
Peerless Pump Company	The Atkins Group	Purdue University
Peoples Company	The Boeing Company	Saint Louis Washington University
PepsiCo	The Curious Plot	South Dakota State University
Peterson Corn Genetics, LLC	The Equity	South Texas College of Law
PGIM Real Estate	The Scoular Company	Southern Methodist University
PIC	TK Custom	Texas A&M University
POET	TMC Transportation	Texas Christian University
PowerPollen	Triangle Insurance	Texas State University
Prairie Land FS	Trouw Nutrition	Texas Tech University
Precision Planting	Turano Bakery	Texas Woman's University
Premier Crop Systems	U.S. Army Construction Engineering Research Laboratory	The Ohio State University
Premier Events	UBS	University of Arkansas
PriceWaterhouseCoopers	Union Bank & Trust	University of Florida
Pro Connections	United Bank of Iowa	University of Houston
Pro Hunters	United Rentals	University of Illinois - Urbana-Champaign
Purdue University	United States Senate	University of Indiana Robert H. McKinney School of Law
Purina Honor Show Feeds	United Utility Supply	University of Minnesota - Twin Cities
QC Supply	University of Minnesota - Twin Cities	University of Missouri - Columbia
Quality Plus Feeds	University of Missouri	University of Nebraska - Lincoln
Rabo AgriFinance	University of Wisconsin - Madison	University of Nebraska College of Law
Rain and Hail Insurance	US Foods	University of Oklahoma College of Law
Rappaport Reiches Capital Management	USDA	University of Southern California
RDP Foodservice	USDA FSA	University of Tennessee
Reynolds Farm Equipment	USI Insurance Services	University of Texas
Richmond Electric	Valbridge Property Advisers	Vanderbilt Law School
Risk Placement Service	Valedor Partners	Washington University
Rock River Lumber and Grain	Vanguard Group	
RSM US LLP	Verbio Agriculture LLC	
Ryan Specialty Group	Vermillion Financial Advisors	
Sandhills Global	Viterra	
Savant Wealth Management	Wayne-Sanderson Farms	
Schreiner Goods	Wells Fargo	
Scotlynn Group	West Monroe Partners	
Scotts Miracle-Gro Company	Western Sugar	
Seaboard Foods	Wetovick Farms	
Sewell Automotive Companies	Williams Farms Pioneer Seed	
ShankerValleau	Winfield United	
Sherwin-Williams	Worldwide Express	
Signature Performance	Wyffels Hybrids	
Sinclair Tractor	XPerience AG	
Smithfield Foods, Inc.	Zurich	
Smoak Groves		
Social Enterprise		
Sonepar		
Southern Glazers		
Southern Pipe and Supply		
St. Louis Comptroller of Currency	<b>Further Education</b>	
Stafford County Flour Mills	ATP Flight School	
State of Illinois	Brazos Valley Flight Service	
Steel and Pine Furniture Company	Cornell University	
Stine Seed Company	Drake University	
StoneX Group, Inc.	Duke University	
Stoney Creek Ranch	Iowa State University	
StrategIQ Financial Group	Johns Hopkins Carey Business School	
Summit Agricultural Group	Kansas State University	
Sunrise Cooperative	McGill University	
	Michigan State University	