

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

Job Title	Average Salary	Low Salary	High Salary	#
Accounting	\$58,610	41,600	70,000	10
Business Analyst	64,700	42,000	100,000	33
Customer Service/Support	47,742	15,600	70,000	16
Elevator Management	50,348	37,440	62,000	7
Farm Management/Land Appraisal	46,346	30,000	65,000	15
Farming Operation	39,318	25,000	75,000	22
Financial Advisor	53,505	35,600	68,000	19
Grain Merchandising/Commodities	58,139	37,440	75,000	43
Human Resources	40,518	36,000	51,000	6
Insurance	56,398	33,280	70,000	11
Lending/Finance	54,688	36,000	85,000	33
Marketing	55,956	25,000	78,000	8
Policy/International Trade	37,000	36,000	38,000	2
Production/Management Trainee	58,819	35,000	85,000	31
Sales Representative	57,461	30,000	90,000	78
Other	55,917	29,000	100,000	69
Major Total	\$55,641	15,600	100,000	403
Further Education				61

Organizations Hiring Students in Agricultural Economics & Business

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

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Organizations Hiring Students in Agricultural Economics & Business (continued)

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