Agribusiness Management programs\textsuperscript{1,2} teach individuals to apply economic and business principles to the organization, operation, and management of agricultural enterprises. You will learn about the production, processing, marketing, and distribution of agricultural products. You will also study accounting, finance, management, and public policy, as well as technical agriculture, mathematics, life and natural sciences, social sciences, international studies, communications, and humanities. You will learn how to make the best decisions regarding production, management of crops and animals, marketing, finance, and business organization for agribusiness firms.

Agricultural businesses are those involved in producing, transporting, processing, and distributing food and fiber products. Almost 20\% of the U.S. economy’s output involves the food and fiber sector—90\% of which occurs beyond the farm gate. Agribusiness is a dynamic industry with a high degree of global and technological sophistication. The agribusiness sector includes companies that are on the cutting edge in the use of Biotechnology, Strategy, Information Systems, Risk Management, Logistics, and International Trade.

Programs at Montana State University\textsuperscript{2} teach the application of business and economic principles to farming and ranching and related sectors of the general economy. Training in agricultural business includes courses in agricultural firm management, marketing farm products, farm credit and finance, agricultural prices and outlook, agricultural policy, management science, agricultural law, technical agriculture, and the business aspects of industries serving agriculture. Surveys indicate that employers seek out graduates with expertise in communication, critical thinking, business management, and quantitative analyses. This program specifically develops each of these skills.

Many employment possibilities are open to students with training in agricultural business. Positions are available with businesses that process and market agricultural products. There is a large number of businesses that sell products and services to farmers and ranchers such as fertilizer companies, farm machinery companies, banks, and farm credit institutions. Also, opportunities exist to operate and manage farms and ranches. In addition, federal and state governments employ persons with training in agricultural business. Many graduates of this program work for regional, national, and even international agribusiness firms that market, process, and transport agricultural products. Other graduates work for companies that service agriculture by supplying inputs to producers. Agricultural credit institutions employ many of our graduates. Some graduates continue their education by pursuing graduate degrees or attending law school.

The MSU agribusiness management curriculum has established an excellent reputation with employers and is specifically designed for management training with emphasis on finance, accounting, and managerial economics in agriculture-related businesses and industries.

Characteristics associated with success\textsuperscript{1} in this major include a strong interest in areas of agriculture and related businesses, and the ability to make good, logical decisions.

Occupations in this field require the ability to\textsuperscript{1}:

- Work with numbers and statistical concepts
- Observe and listen objectively
- Be a leader who can take initiative and who enjoys working with other people
- Communicate ideas effectively both orally and in writing

Related occupations include\textsuperscript{1}:

<table>
<thead>
<tr>
<th>Agronomy</th>
<th>Agribusiness Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchaser</td>
<td>Lender</td>
</tr>
<tr>
<td>Aquaculturist</td>
<td>Appraiser</td>
</tr>
<tr>
<td>Agricultural Business Technology</td>
<td>Insurance Agent</td>
</tr>
<tr>
<td>Nursery/Greenhouse Manager</td>
<td>Agriculture/Farm Supplies Retail/Wholesale</td>
</tr>
<tr>
<td>Food Production Manager</td>
<td>Extension Agent</td>
</tr>
<tr>
<td>Farmer (Owner)</td>
<td>Farm/Home Management Advisor</td>
</tr>
<tr>
<td>Banker</td>
<td>Farm Manager</td>
</tr>
<tr>
<td>Foreign Services Officer</td>
<td></td>
</tr>
</tbody>
</table>

\textsuperscript{1} This list includes many related occupations. The full list is available in the program brochure or on the university’s career services website.

\textsuperscript{2} This information is based on the program brochure and official university documents, as of the last update.
MSU graduates (Bachelor’s degree) were hired in the following selected fields: 

Accountant/Financial Analyst – Press Telegram
Administration – Don Kelly Construction
Agriculture Loan Officer – Bank of the Rockies; First Bank of Montana; Northwest Farm Credit Services
Ag Loan Officer Trainee – First State Bank of Forsyth
Assistant Investment Advisor – Sharp Financial
Carpenter – J E Construction
Construction Worker – Barnard Construction
Credit Officer – Northwest Farm Credit Services
Entry Level Supervisory Trainee – ConAgra Foods
Farmer – Self Employed; Wolf Corp Farms; Uffelman Farms
Farm Hand – Steve Leck Farm Inc.; Haynie Brothers Farm
Farm Loan Officer – Montana Farm Service Agency
Farm Manager – Inbody Farms Inc.; Brady Farms
Field Scout – CENTROL, INC.
General Manager – S and S Sports
Implement Salesman – Moodie Implement Co.
Insurance Producer – First West Insurance Agency LLC
Loan Officer Trainee – Independence Bank
Manager – Kenyon Noble Lumber
Manager Trainee – Central Montana Co-op
Management Trainee – CHS Incorporated
Market Management – Rodeo Production Company
Marketing Director – Rodeo Production Company
Noxious Weed Coordinator – Resource Conservation and Development
Owner – Montana Records Management
Personal Banker – Chase Bank N.A.; US Bank
Private Contractor – Self-Employed
Product Specialist – John Deere Harvester Works
Production Supervisor – ConAgra Lamb Weston
Program Coordinator – Montana Stock Growers Association
Purchasing and Training Assistant – Murdoch’s Ranch and Home Supply
Ranch Manager
Range Management Specialist – Natural Resources Conservation Service
Rancher – Mills Ranch
Regional Manager – Montana Farm Bureau
Salesman – Valley Crop Care
Salmon Fisherman – Alaska Fishing Adventures
Shipping Specialist – Cleanwaste
Vice President – ABM Ranch
Western Montana Regional Manager – Montana Farm Bureau

Salary averages of survey respondents (# of respondents in parentheses): 

<table>
<thead>
<tr>
<th>Year</th>
<th>MT</th>
<th>Out-State</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$41,000 (5)</td>
<td>Insufficient Data</td>
</tr>
<tr>
<td>2011</td>
<td>$36,643 (7)</td>
<td>$31,700 (4)</td>
</tr>
<tr>
<td>2010</td>
<td>$47,682 (4)</td>
<td>$34,969 (6)</td>
</tr>
<tr>
<td>2009</td>
<td>$40,300 (3)</td>
<td>$52,500 (2)</td>
</tr>
</tbody>
</table>

In the field for “Farmers, Ranchers, and other Agricultural Managers” the lowest 10% of salaries for 2012 (comparable to new college graduate starting salaries) was $31,700 annually. The median wages in the nation in 2012 was estimated at $69,300 annually. In 2012 there were 930,600 positions nationally with an expected growth forecast of –19% through 2022. In 2012 there was not enough data to report salaries for the State of Montana. In 2012 there were 2,340 positions in Montana with an expected growth forecast of –5% through 2022. Job openings in Montana and nationally are due to both growth and net replacement. Please remember when reviewing the salary information that it is the “median,” meaning 50% of reported wages fell below and 50% above the reported wage.

Other Sources of Information:

Center for Rural Affairs: www.cfra.org
National FFA Organization: www.ffa.org
American Society of Farm Managers and Rural Appraisers: www.asfmra.org
Department of Agriculture Economics & Economics - Montana State University: http://www.montana.edu/econ/