
EXPLORING AGRICULTURAL CAREERS



Liz Binversie, UW-Extension, Agriculture Educator
Sammy VanDeurzen, UW-Extension, Agriculture Intern

Website:

www.fyi.uwex.edu/agcareers

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Agricultural Careers



The discovery of agriculture was the first big step toward a civilized life.

- Arthur Keith

The Road to Becoming an Agricultural Lender

Where do you start?



Graduate high school and choose a college that suits your needs.



Work towards a major in financing, accounting, or something of interest to you.



Gain experience through internships and jobs in the field.



Gain experience with agriculture and farming practices.

Take a variety of classes like sales, real estate, and credit analysis.



Complete any necessary certifications.



Graduate college with a bachelors degree.



Apply for positions at financial institutions and complete the on the job training.

While you may not follow every step or follow this exact order, this road map can serve as a guide.

Good luck!



AGRICULTURAL LENDER

What is the most rewarding part of this job? One of the most rewarding parts about being involved in financing agriculture is being able to watch a customer or client succeed in what they are doing. Agricultural lenders help customers achieve their goals. They get out to farms and homes, visit with the customers, and form friendly relationships with them.

Background Information: Agricultural lenders are hired by farm credit service providers or financial institutions. They provide finances to the rural area in the form of loans, leasing, farm cash management, crop insurance, accounting and tax services, life and disability insurance, and appraisal services. There are many different positions available at financial institutions. These positions may include loan officers, tax accountants, appraisers, and insurance salespeople. Jobs like these involve managing loans for farmers, financing farmland, setting values on collateral, analyzing client credit, and handling the client's taxes and accounting.

Experience/Education Needed: For this career, you need at least a bachelor's degree. Degrees in financing and accounting are very beneficial. There are also opportunities for training classes in many different aspects of financing, like insurance, sales, credit analysis, and real estate. Because you will be working with farm finances, it is helpful to have some sort of experience in agriculture as well.

Average Salary Range: The salary for someone employed in the agricultural financial sector can range from \$13-\$33 per hour, depending on your administration, certifications, and expertise. There is a lot of room for advancement for positions in this area of agriculture.

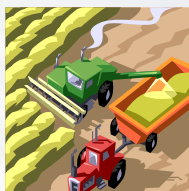
Career Roadmap: These are the steps one might take to get to this career.

Graduate high school, go to college, and start working towards a bachelor's degree (four years) in financing, accounting, or a related field that interests you. While in school, take a variety of classes and get at least two different internships. Get any required certifications and complete any on the job training provided.



The Road to Becoming an Agricultural Machinery Technician

Where do you start?



Get involved in farming and fieldwork and learn basic maintenance repairs.



Graduate high school and choose the college that suits your needs.



Get jobs and internships in the field.



Take a variety of crop and seeding classes.

Work towards a degree in agricultural mechanics.



You may want to specify your education to learn more about a certain brand or product.



Graduate college or finish your program in agricultural mechanics.



Look and apply for positions at farm implement dealers or maintenance companies.

While you may not follow every step or follow this exact order, this road map can serve as a guide.

Good luck!



AGRICULTURAL MACHINERY TECHNICIAN

What is the most rewarding part of this job? The best part about this job is working with the customers. They are great people, and it is really rewarding to help them out.

Background Information: Agriculture machinery technicians are usually hired by farm implement dealers that sell and service farming machinery, products, and parts. Some dealers also provide consulting services related to machinery and farming solutions. As the machinery technician, you will maintain, diagnose, and repair all kinds of farm equipment. You may teach customers who buy new machines how to use and maintain them and put on clinics related to farming solutions as well.

Experience/Education Needed: For this career, you need at least an associate's degree or an apprenticeship in agricultural mechanics. Forage cropping and seeding classes and programs will also help you be successful in this career. However, on the job training is what will prepare you the most.

Average Salary Range: Most machinery technician jobs are paid hourly rather than salary. The pay for this career can range from \$12 to \$19 per hour.

Career Roadmap: These are the steps one might take to get to this career.

To start off, get involved with farming and agriculture and learn to do some fieldwork and simple maintenance repairs on the machinery. Go to either a four year or technical college and work towards a degree in agricultural mechanics. Take a variety of crop or seeding classes to help you understand the uses of the machinery you will be repairing.



The Road to Becoming an Agriscience Teacher

Where do you start?



Start off by taking many different agriscience classes and joining FFA in high school.

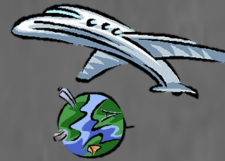


Graduate high school and choose a 4-year university that fits your needs, and work towards an agriculture education major.

Join collegiate clubs and take a variety of classes to help prepare for your teaching career.

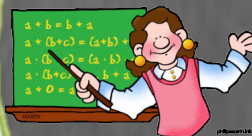


Look for internships and ways to get involved in agriculture education to gain experience and make sure you like it.



If you have the opportunity, travel or study abroad and work with agriculture around the world.

Before graduating college, you have to student teach for credits.



Graduate college with an agriculture education major and your teacher certifications.

Start looking for jobs as an agriscience teacher in a school or gain more experience.

While you may not follow every step or follow this exact order, this road map can serve as a guide.

Good luck!



AGRISCIENCE TEACHER

What is the most rewarding part of this job? The most rewarding thing about this job is seeing the students get it. The lightbulb goes off in their heads and you can see that they are actually enjoying the topics you're teaching them. Agriscience teachers get the opportunity to make learning fun and inspire the next generation to be passionate about agriculture.

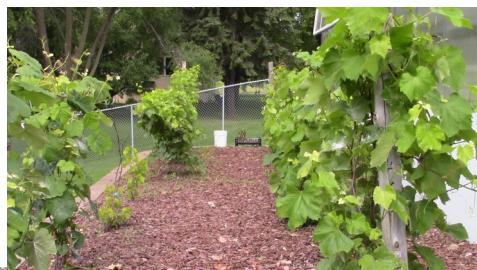
Background Information: Agriscience programs are designed to inspire youth to pursue agricultural careers by teaching students about the many different aspects of agriculture including large and small animals, leadership, wildlife, horticulture, and aquaculture. Agriscience teachers frequently serve as the school's FFA advisor. This means they lead the FFA chapter and encourage FFA members to be involved in agriculture programs.

Experience/Education Needed: For this career you need a teaching certification and a bachelor's degree in agriculture education. The education classes and student teaching credits you will take while in college will prepare you for teaching. The agricultural education field is always changing, so it is beneficial to continue taking classes related to teaching agriculture all throughout your career.

Average Salary Range: The average salary range is from \$36,000 to about \$65,000 depending on how long you have been teaching and the level of education you have completed.

Career Roadmap: These are the steps one might take to get to this career.

Start by taking a lot of agriscience classes and join FFA in high school. This will help you figure out what agriculture is like and what parts of it are your favorites. After that, choose a college or university that fits your needs. In Wisconsin, there are only a few schools that offer the agricultural education major. While in college, it may be beneficial to travel or study abroad in agriculture. This will help you to see how agriculture is viewed in other parts of the world. You will have to student teach before graduating college to gain experience before heading out and looking for a job.



The Road to Becoming an Agronomist

Where do you start?



In high school, become familiar with crops and take a variety of science classes.



Graduate high school and choose a college that suits your needs.



Strengthen your note taking and reporting skills.



Do internships as a crop scout for cooperatives/ companies.

Work towards a degree in agronomy, crop science, or a related degree.



Meet with other members of the farm team, like bankers and nutritionists.



Graduate college with a degree in agronomy or crop science.



Look and apply for positions at cooperatives/ companies or market yourself as an independent consultant.

Good luck!

While you may not follow every step or follow this exact order, this road map can serve as a guide.



AGRONOMIST

What is the most rewarding part of this job? The best part about this job is being able to work outside with different crops and equipment. It is also very rewarding to see how your work helps farmers, such as improving crop yields and creating cost effective solutions to everyday problems.

Background Information: Agronomists can either work for cooperatives or be hired directly by crop growers as independent consultants. They will consult on seeds, fertilizer, crop protection, and much more. Agronomists troubleshoot issues, providing specialist advice to farms on how to maximize yields and be the most cost effective at the same time. Agronomists also scout fields which involves walking through the fields and looking for different bugs, weeds, and unusual-looking crops as well as checking the crop growth.

Experience/Education Needed: For this career, you should have some experience with crops and an understanding of biology and science. A degree in agronomy or crop science will give you the knowledge you will need and on the job training and internships will give you hands-on experience.

Average Salary Range: Depending on your skill set and years of experience, the average salary for this career can range from \$30,000 to \$70,000.

Career Roadmap: These are the steps one might take to get to this career.

Start by graduating high school and work towards a degree in agronomy or crop science. Gain experience through internships at agronomy companies/cooperatives. Strengthen your note taking and reporting skills and make sure to be detail oriented. Meet with bankers and nutritionists to help you understand all aspects of crop growing.



The Road to Becoming an Area Sales Manager (Crops)

Where do you start?



In high school, take agriculture classes and gain experience working with crops.



Graduate high school and choose a college that suits your needs.



Look for different internships with crop scouts or agronomists every summer.



Take a wide variety of business and sales classes.

Start working towards a degree in crop science or biology.



Read a lot of industry publications to stay up to date on new crop trends.



Graduate college or complete the courses in crop science or biology.



Look for cooperative positions and work your way up to a manager position.

Good luck!



While you may not follow every step or follow this exact order, this road map can serve as a guide.

AREA SALES MANAGER (CROPS)

What is the most rewarding part of this job? The best part about this job is that every single day is different. This can sometimes be a challenge, but it is well worth it because right now is the most exciting time to be in the crop industry with all of the new products and technology. It is very rewarding to watch a crop develop into its final product. In this position, you are working to feed the world by providing different crops with better yields and improved nutrition.

Background Information: Area sales managers for crops are usually hired by large cooperatives to service other cooperatives and independent dealers in their area. They sell crop products such as seeds, herbicides, growth regulators, seed treatments, and micro and macronutrients. They also work with customer development and retail sales. As the manager, they may be in charge of supervising other employees in the company as well.

Experience/Education Needed: In this career it is very important to get a very strong background in crops and agriculture. There are a lot of opportunities for internships in the crop industry, like crop scouting and agronomy. A degree in crop science or biology is very beneficial but there are other options for education, such as training programs and classes at the technical level.

Average Salary Range: The starting salary ranges from about \$45,000 to \$50,000. There are incentive programs and lots of room for advancement, which can bring the salary up to \$80,000.

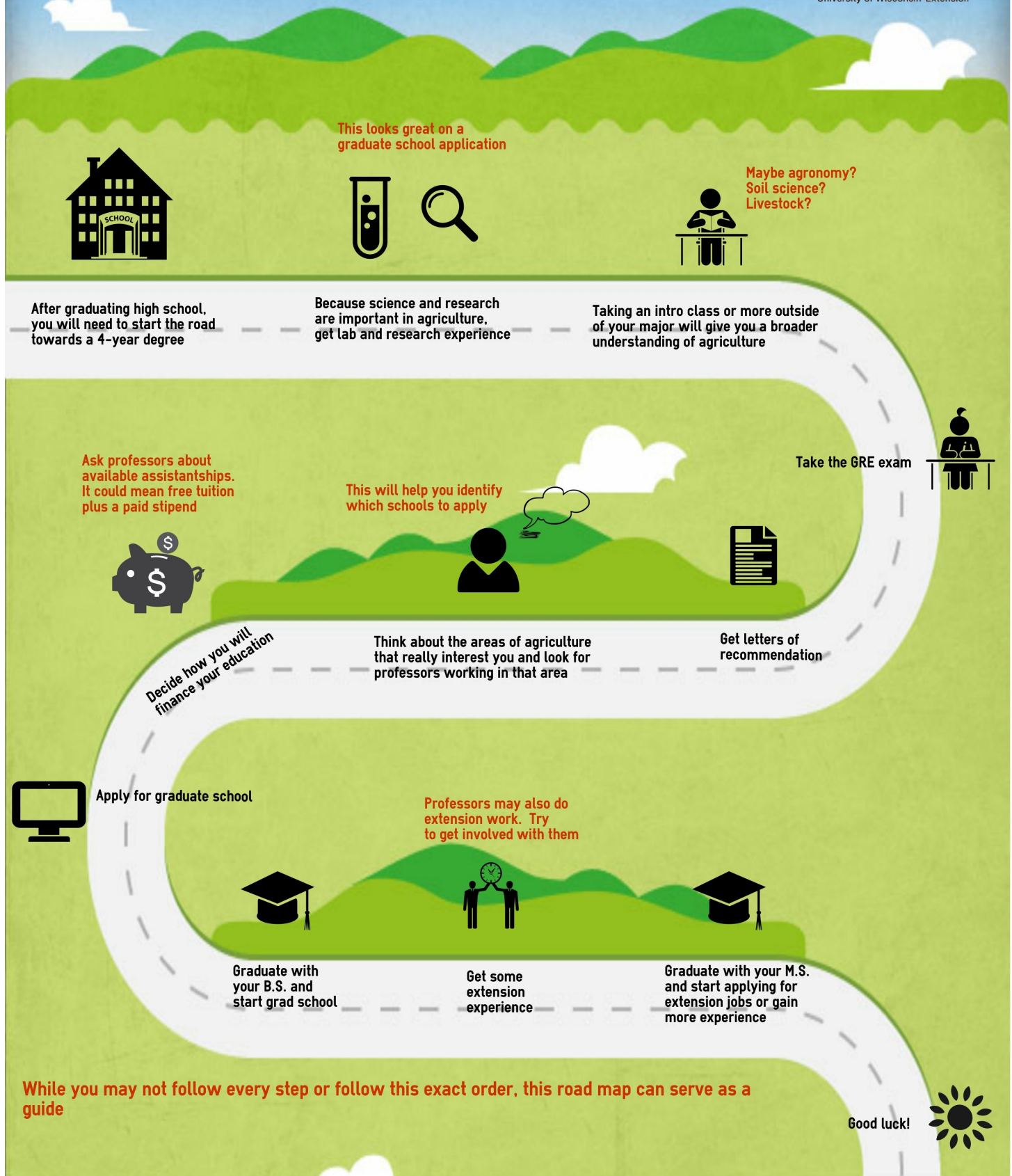
Career Roadmap: These are the steps one might take to get to this career.

While in high school, gain as much crop and farming experience as you can. Work towards a degree in either crop science, agronomy, biology, or a related major and continue to get experience by getting different internships every summer. In most cases, you will likely start working in an entry-level position before moving your way up to a manager position.



The Road to Becoming an Agriculture Extension Educator

In most cases, you will need a master's degree. But where do you start?



While you may not follow every step or follow this exact order, this road map can serve as a guide

COUNTY EXTENSION AGENT/EDUCATOR

What is the most rewarding part of this job? The most rewarding part about being a county extension agent/educator is seeing the difference you can make in the community. You get to use trusted university resources and apply that knowledge to solve local problems and improve people's lives.

Background Information: An extension agent/educator is a person that works within the county to connect university research with the community's needs to troubleshoot problems related to agriculture. Agents/educators also use their resources to create and facilitate educational outreach programs to inform people of all ages about agriculture.

Experience/Education Needed: To be successful in this position, a bachelor's degree and a master's degree in an agriculture-related field are required, but you could have a PhD or DVM. Degrees include dairy or animal science, soil science, agronomy, entomology, horticulture, agriculture education, and more. Preparation for this career can be done through internships, field experience, and volunteer opportunities.

Average Salary Range: The average starting salary range is about \$40,000 to \$45,000 but can be as much as \$60,000 or \$70,000 depending on how long you've been an extension agent/educator.

Career Roadmap: These are the steps one might take to get to this career.

Figure out what you are most passionate about. Get your bachelor's degree in an agriculture-related field. While in college, get involved with agricultural student organizations or university extension professors or programs. Figure out how to finance graduate school. Graduate research may be a good opportunity and could finance your master's degree. Complete your master's degree in an agriculture-related field and then get connected with other extension agents and offices to get more experience in the field. Look for opportunities and job openings to head-start your career.



The Road to Becoming a Crop Manager

Where do you start?



While in high school, get a job on a farm and gain crop experience.



Graduate high school and decide on the best college for you.



Prepare for the exam that will make you a Certified Crop Advisor (CCA).



Continue gaining experience in the field and explore other skills, such as mechanics.

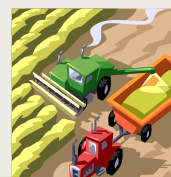
Work towards a degree or take courses in crop science or agronomy.



Graduate college or complete the courses in crop science.



Take the CCA exam.



Look and apply for crop manager positions at cooperatives/companies, and farms.

Good luck!



While you may not follow every step or follow this exact order, this road map can serve as a guide.

CROP MANAGER

What is the most rewarding part of this job? If you love working with crops, big equipment, tractors, and out in a field, then this is the perfect career. You get to do what you love every day and see the impact on the farm. There is something new with every day, which keeps it exciting.

Background Information: Crop managers are either hired by farms or cooperatives. Most of the time the work is more seasonal, but there may be some consulting work in the wintertime as well. Crop managers are in charge of everything that has to do with growing crops. This includes finding land, planting, fertilizing, controlling weeds, harvesting, grading, and recordkeeping. Crop managers may also be in charge of employee activities and payroll.

Experience/Education Needed: There are a lot part-time courses and clinics that will allow you to get some extra skills. You will need to keep your crop knowledge current, especially with new technology and improvements in this field. Winter meetings, workshops, and conferences can give you continuing education credits which are needed to maintain your Certified Crop Advisor or CCA certification.

Average Salary Range: The average salary range really depends on what you do with this position and how much education you have. Farm work ranges from an hourly wage of \$8 to \$20. A manager with CCA certification could have a salary anywhere from \$40,000 to \$80,000 with benefits included.

Career Roadmap: These are the steps one might take to get to this career.

It is important to gain as much experience as possible and get out into the field. There are a lot of educational opportunities for a career like this which include four-year degrees as well technical college degrees and courses. You can also become certified in crop advising and managing by becoming a CCA.



The Road to Becoming a Dairy Promotions Ambassador

Where do you start?



While in high school, get involved in organizations like 4-H and FFA that get you familiar with agriculture.

Start building a network of connections that you can collaborate with in the future.



Graduate high school and decide what college is best for you.



Take some public speaking classes or attend speaking workshops.

Join your local Farm Bureau.

Look for internships and job opportunities to gain experience in the field.



Graduate college with a degree in Ag Ed or something similar.

Look for positions with Dairy Promotions organizations.

Good luck!



While you may not follow every step or follow this exact order, this road map can serve as a guide.

DAIRY PROMOTIONS AMBASSADOR

What is the most rewarding part of this job? The best part about this job is being able to share the farm story with people who may not know about agriculture. Getting to share the agriculture experience with youth of all backgrounds and bridging the gap between city and country is very rewarding.

Background Information: As a Dairy Promotions Coordinator, you will most likely be hired by a Dairy Promotions committee or organization in your area. Dairy Promotions organizations coordinate activities and events to try and bridge the gap between the agriculture and city populations. Some of the events they coordinate are breakfast on the farm, education events for youth at fairs, and classroom visits to elementary through middle schools. A lot of the classroom activities and visits are done year round. As the Dairy Ambassador, you will coordinate and be in charge of the education and youth areas at various events. This job also involves taking care of the booking requests.

Experience/Education Needed: For this career, it is very beneficial to get a degree in teaching as well as take classes in public speaking. Organizations like Farm Bureau sometimes host workshops and trainings that will help you in this position.

Average Salary Range: Most Dairy Ambassador positions are part-time and are paid hourly. The pay can range from \$10-\$20 per hour. Dairy Ambassadors are independent contractors as well, so the pay may change based on the programs that they do.

Career Roadmap: These are the steps one might take to get to this career.

In this career, it is important to be involved in organizations such as Farm Bureau that will get you familiar with agriculture education and outreach in the community. Take agriculture classes in high school and build a network of people you would be willing to collaborate with in the future. It is encouraged that, if possible, everyone should experience college to help develop a very useful skillset.



The Road to Becoming a Dairy Reproduction Specialist (Breeder)

Where do you start?



Start off by graduating high school and figuring out what you want in a future career.



Decide whether or not you want to go to college to learn even more or go directly into the workforce.

If you go to college, start working towards a degree in dairy science or something similar.



Look for jobs and internships at companies working with breeding as well as data analysis.



Stay involved in clubs such as dairy club or judging teams to become familiar with the animal.

Graduate college with a degree in dairy science or something similar like animal husbandry.



Look for breeder openings (if you choose not to go to college, start here).



Complete the training period that the company offers for reproductive specialists.

While you may not follow every step or follow this exact order, this road map can serve as a guide.

Good luck! 

DAIRY REPRODUCTION SPECIALIST (BREEDER)

What is the most rewarding part of this job? The best part about this job is working with many different clients, both people and cows, who eventually become like family. It is also great to see farms improve their milk production and have healthier cows because of your services.

Background Information: As a reproductive specialist, it is your job to detect when a cow is in heat or ready to be bred and then breed her. This involves recordkeeping and analysis of cows that are bred and consulting with the farmers on the best breeding options. Reproductive specialists do most of their business through farm visits, meaning that this career involves a lot of travel and teamwork to get the job done. Most breeders are hired by cooperatives or companies that provide artificial insemination services, semen, and a wide variety of dairy farming products. Most breeders also work with other companies for their testing and sampling needs.

Experience/Education Needed: Although this career does not require an official degree, it is beneficial to have a degree in dairy science or a related field. Most companies that hire reproductive specialists provide training classes to teach them how to breed. There are also workshops and online classes available to stay updated on the current trends in agriculture and breeding.

Average Salary Range: The salary range for this career varies greatly because it is mostly commission based. It can be anywhere from \$28,000 starting pay to \$120,000 if you are full time and have a high success rate for your breedings.

Career Roadmap: These are the steps one might take to get to this career.

Although being a reproductive specialist or breeder is a job that most people can jump into right away, it may be beneficial to follow some of these steps. Graduate high school and pick a college that is right for you. It is important to stay involved in student clubs like dairy club and dairy judging to become familiar with the animals. Graduating with a degree in dairy science may offer advantages in your career in the long run.



Where do you start?



Start off by getting involved with the Earth Team and doing some volunteer work while still in high school.



After graduating high school, start to think about what interests you the most.



Work towards getting a 4-year degree in environmental science, natural resource management or a related major.



Work on getting a temporary internship with the USDA to get used to what they do.

Take a wide range of agriculture classes, such as soils, animal husbandry, agronomy, mapping, and biology.

Graduate college with a bachelor's degree in environmental science, natural resource management, or a related major.



Look for opportunities to work with agriculture and the USDA to gain experience in the field.



Start applying for conservation or USDA positions or gain more experience.

While you may not follow every step or follow this exact order, this road map can serve as a guide.

Good luck!



DISTRICT CONSERVATIONIST— USDA

What is the most rewarding part of this job? The best part of this job is that you get to help farmers improve the environment. This is a great career for someone who is passionate about conserving natural resources and the environment.

Background Information: The USDA works to improve water, air, and soil quality by administering farm programs and manure and water storage solutions. The District Conservationist's job for the USDA is to manage the office and its staff, making sure everything is taken care of and work runs smoothly. They deal with the rules and regulations for the USDA and work with farmers to ensure requirements and protocols are being met. This may include making sure that permits or contracts have been obtained for various building projects on farms.

Experience/Education Needed: For this career, you need a lot of agronomy, soils, biology, and plants classes. Mapping and GIS classes are also extremely beneficial if not already required. A degree in city planning may also be beneficial for this particular position.

Average Salary Range: The average starting salary range for this job is about \$35,000 but can be as much as \$135,000. There is always room for advancement in a career like this.

Career Roadmap: These are the steps one might take to get to this career.

To start off, become a volunteer with the Earth Team or related organization. A lot of employees involved in the USDA started out as volunteers for the Earth Team. Get an internship with the USDA if they are available. This will give you hands-on experience and you can learn more about what the USDA does. While in school, take classes like soils, biology, and animal husbandry. The district conservationist job has a lot to do with the planning and facilitation of agricultural projects, so it may be beneficial to go to college and get a degree in something like city planning.



The Road to Becoming an Energy Advisor

Where do you start?



Graduate high school and decide on either a university or a tech school.



If university, major in engineering or a related degree.

If tech school, choose a program or apprenticeship in engineering or utilities.



Look for jobs and internships to gain experience in the field.

While in college, take a variety math and calculation classes.



Graduate college or complete your apprenticeship.



Look and apply for positions with energy programs.

Continue taking classes in energy advising and apply for your Certified Energy Manager (CEM) certification.



Good luck!



While you may not follow every step or follow this exact order, this road map can serve as a guide.

ENERGY ADVISOR

What is the most rewarding part of this job? The most rewarding part about this job is that you get to educate people about the importance of energy efficiency and design projects that will improve energy savings. Most of the time you are also bringing a monetary incentive to your customers so they are always happy to see you! It really is a fun job!

Background Information: Energy advisors are hired to work for programs that focus on energy efficiency and renewable resources. These programs provide resources, information and financial incentives to the public and then create projects that will save energy. Most energy advisors have a range of groups they advise, such as agriculture, school, and government. This includes answering questions regarding the lights and energy-using equipment in barns, schools, government buildings, and on streets.

Experience/Education Needed: For this career, most people have a degree in engineering or utilities from either a university or a tech college. There are apprenticeships in mechanical engineering as well that will help prepare you for this job. Math and calculation classes are also beneficial.

Average Salary Range: The average salary for an energy advisor can range from \$50,000 to \$100,000 depending on how many years of experience and the level of education you have.

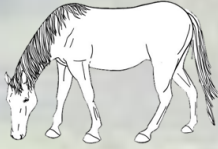
Career Roadmap: These are the steps one might take to get to this career.

After high school, decide which path you are going to take to get to this career. Take math and calculation classes and strengthen your engineering skills. Gain a lot of experience by getting jobs and internships in the field. You can also continue your education and become a Certified Energy Manager (CEM).



The Road to Becoming a Horse Farm Manager

Where do you start?



In high school take equine science classes and get involved with horses.



Graduate high school and choose whether or not you want to go to college.



Find jobs and internships at farms or stables.



If you chose not to get a degree, take an equine short course.

In college, work towards an equine science degree.



Talk to other horse breeders to learn new skills and techniques.



Graduate college with a degree in equine science or complete the short course.



Apply for positions at stables or farms and work towards owning your own animals.



Good luck!



While you may not follow every step or follow this exact order, this road map can serve as a guide.

HORSE FARM MANAGER (Large Scale)

What is the most rewarding part of this job? The best part about his job is getting a healthy foal and watching it grow. Horses have such big personalities and are so fun to work with. The big, fancy ribbons and trophies that you can win at the fairs and horse shows don't hurt either!

Background Information: Horse farm managers can own their own horses as well as be employed at other farms or stables. Horse owners often show and sell their horses and semen from their studs. It is the farm manager's job to make sure all of the work on the farm gets done. They feed the horses, monitor animal health, and take care of the foaling mothers. They also collect, process, and package the semen for shipment. They are in charge of all the marketing and sales for the horses and well as the semen. It is also their job to maintain the semen processing lab by washing the supplies and staying up to date with their equipment.

Experience/Education Needed: Although there is no official education requirement for being a horse farm manager, there are many different kinds of equine short courses that are very beneficial to take. In this position, you learn from other horse owners and breeders as you go.

Average Salary Range: This career is not one that has a conventional salary. You can get an income from selling the horses and semen, but at a small scale it is more of a hobby than a career. In order to make a living off of a career like this, it needs to be done at a large scale.

Career Roadmap: These are the steps one might take to get to this career.

Start off by graduating high school and choose whether you want to get a degree or not. If so, there are many schools that offer equine science degrees. If not, gain experience in the horse industry through internships and take short courses to learn extra skills such as semen collecting, storing, and selling. Work at a stable or horse farm and eventually acquire your own animals.



The Road to Becoming a Land Conservation Technician

Where do you start?



Start off by getting your high school diploma or GED and thinking about what you want in a career.



Apply to a 4-year university and start working towards a Bachelor of Science degree.



If available, get a job at a bank that deals with farmer expenses. This will help you get familiar with the costs.



While in college, look for opportunities to be a crop scout intern, get your feet wet, and get used to crops.

Take a variety of classes related to conservation and agronomy.



Graduate from college with a Bachelor of Science degree.



Look for opportunities to work with land conservation to gain experience in the field.



Start applying for land conservation or co-op positions or gain more experience.

While you may not follow every step or follow this exact order, this road map can serve as a guide.

Good luck!



LAND CONSERVATION TECHNICIAN

What is the most rewarding part of this job? The best part about this job is being outside and not cramped up in an office for 40 hours a week. You get to be outside in nature and know what is going on in the fields. This job also involves meeting a bunch of new people and farmers in the area.

Background Information: This career involves working on projects to promote farming practices like cover crops and no-till methods for farmers to try and increase soil biology and infiltration. In this job you will most likely work with large dairies and cash crop farms to test new crop planting methods against conventional methods. A land conservation technician's goal is to convince farmers to use farming practices that are more beneficial for the environment. Technicians may also serve as manager for research projects, which involves working with the farmers that have chosen to use the new planting methods and keeping track of what is working and what is not. Technicians are also involved with different committees that involve land conservation.

Experience/Education Needed: You will need a high school diploma or GED and a Bachelor of Science degree in biology, agronomy, or conservation related field. For this particular career, you may also need to get special certifications in nutrient management planning or other areas.

Average Salary Range: The average salary range is from \$30,000 to about \$85,000 depending on your work experience, the amount of time you are there, and the effort you put into the job. Private consulting is also a great way to gain more experience and increase your salary.

Career Roadmap: These are the steps one might take to get to this career.

First, graduate high school or get your GED. Get your Bachelor of Science degree, while making sure to take classes such as conservation, agronomy, soils, plants, and others that are related. While in college, look for an internship as a crop scout; this will provide you with experience and help you learn how to identify certain things like crops, weeds, and insects. It may also be beneficial to intern or work at a bank that works with farmers and their expenses. This will help you to recognize where the money comes from and how to finance future projects related to conservation and farming.



The Road to Becoming a Landscape Designer

Where do you start?



In high school, take some horticulture and landscaping classes.



Graduate high school and choose the college that best suits your needs.



Gain business and marketing experience by taking different courses.



Take a variety of design classes.

Work towards a degree in horticulture and/or business.



Look for internships and jobs in the landscaping business to gain experience.



Graduate college with a degree in horticulture or and/or business.



Apply for positions at landscaping companies or look into starting your own design business.

Good luck!



While you may not follow every step or follow this exact order, this road map can serve as a guide.

LANDSCAPE DESIGNER

What is the most rewarding part of this job? The most rewarding part about this job is being able to work with such a great group of people. The clients are fantastic and always appreciate what you do for them.

Background Information: Landscape designers often work for landscaping companies that offer full services in landscape design, installation, and construction. They sometimes provide mowing, tree and shrub disease control, turf over-seeding, ornamental pruning, and snow plowing services. As the designer, you draw plans, choose plants and materials, and install any additional structures desired to create a quality landscape for the customer.

Experience/Education Needed: A degree in horticulture or business and hands-on experience will prepare you the most for this career. There are also landscape design classes you can take.

Average Salary Range: The average salary can range from \$20,000 to \$70,000. Your salary may be higher if you are working in the winter compared to a seasonal position.

Career Roadmap: These are the steps one might take to get to this career.

Start off by exploring the many different aspects of landscaping and decide what you want to do with it. Go to college and get a degree in horticulture or business. Take design classes and continue gaining as much experience as possible.



Where do you start?



In high school, become well rounded in science, math, English, and (of course!) agriculture and animals.



Graduate high school and choose a college that suits your needs.



Enter the pre-vet program.



Gain experience in the field with internships and jobs during the summer.

Join clubs and organizations that allow you to become familiar with animals.



Finish the pre-vet program and apply for vet school.



Begin to specify and study the animals you are interested in servicing



Graduate vet school and get your DVM.



Look for positions at animal hospitals or start your own practice.

While you may not follow every step or follow this exact order, this road map can serve as a guide.

Good luck!



LARGE ANIMAL VETERINARIAN

What is the most rewarding part of this job? The best part about this job is getting to work with a variety of customers who eventually become your friends. It is also very rewarding to see the improvements on farms and know that farmers have benefited from your services—whether it is from the veterinary services or the additional consulting on things like barn designs. And of course, the fact that you get to help animals live healthy lives is rewarding.

Background Information: Large animal veterinarians work at animal hospitals or veterinary clinics that provide veterinary services for dairy, beef, horses, swine, goats, and sheep. This includes services such as herd checks, administering medicines, checkups, and surgeries. Most veterinarians at animal hospitals work with different animals and do farm visits where the service is needed. This includes total production medicine, care and evaluation, records and analysis, and sometimes consulting on barn designs and building.

Experience/Education Needed: For this career you need 3 to 4 years of pre-veterinary studies as well as four years at a veterinary medicine school where you will get your Doctor of Veterinary Medicine Degree or DVM as well.

Average Salary Range: As a large animal veterinarian the starting salary can range from \$75,000 to \$85,000. Depending on how busy your practice is or whether it is private or not, you can have a salary up to about \$150,000.

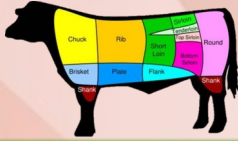
Career Roadmap: These are the steps one might take to get to this career.

It is important to graduate high school with a well-rounded education, including science, math, English, and obviously, agriculture and animals. Begin a pre-vet program while in college and learn broadly about animal sciences. As you finish the pre-vet program and enter veterinary school, begin to specify and study the animals you are interested in servicing. Complete four years of education at a veterinary school and gain as much experience as possible to get your DVM.



The Road to Becoming a Meat Market Manager

Where do you start?



If available, take food processing classes in high school and see if it is something you enjoy.

Graduate high school and decide whether or not you want to go to college for a degree in food processing.



While in college, take many different meat processing and sanitation classes.



If you choose not to get a 4-year degree, look for and take apprenticeship programs in meat processing.

To gain experience, get a job at a grocery store and work in the meat department.

Graduate college with a food processing degree or finish an apprenticeship program.



Work on gaining as much experience as possible in the field of processing and preparing meat.

Look for meat manager positions available at grocery stores, meat markets, or butcher shops.

Good luck!



While you may not follow every step or follow this exact order, this road map can serve as a guide.

MEAT MARKET MANAGER

What is the most rewarding part of this job? The best part about this job is the art and skill it takes to get the final product you want. Every butcher and meat processor has a different way of doing things and each one is unique. If you work in a smaller market, you get to know the people you work with and become a small family.

Background Information: As the meat market manager, it is your job to make sure all of the meat looks presentable, rotate and restock the product when needed, and prepare the store for customers. There is also a lot of customer service involved and you may have to answer questions about meat products from time to time. This job may also include processing, cutting, seasoning, or packaging meat to get the product ready for sale. Depending on the location and specialty of the meat market, you may have to process other things, such as brats.

Experience/Education Needed: The number one thing that will prepare you for this position is experience in the field. Not very much education is required to work at a meat market in general, but apprenticeships and classes are extremely beneficial for this position.

Average Salary Range: As a meat market manager, you will most likely be paid an hourly wage. The pay could be anywhere from \$12-\$16 an hour. Pay raises and advances will come with experience and time.

Career Roadmap: These are the steps one might take to get to this career.

It is important to get your high school diploma. After that, you can start looking for jobs in the meat processing industry or choose to go to school. There are many opportunities for schooling in this field, such as apprenticeship programs, classes, and even bachelor's degrees in food science and microbiology. It is important to gain as much experience as you can when pursuing a career like this, even if you choose not to go to school.



The Road to Becoming a Meat Processor Executive Vice President

Where do you start?



Graduate high school and choose the college that is best for you.

Work towards a degree in food or meat science, animal science, or a related field.



Take a wide variety of classes to become familiar with all sides of the industry including business management.



Get internships and jobs related to meat or food processing.

Continue working on your communication skills, both written and oral.

Graduate college.



Gain more experience. You may have to start at an entry level position and move up.

Look for opportunities to move up to a higher position.

Good luck!



While you may not follow every step or follow this exact order, this road map can serve as a guide.

MEAT PROCESSOR EXECUTIVE VICE PRESIDENT

What is the most rewarding part of this job? The best thing about this job is getting to work with and employ such a wide variety of people, and by employing these people you are helping out their families as well. It is also very rewarding to be a part of the system that is feeding the world.

Background Information: The executive VP of a meat processing company deals with operations, engineering, human resources, food safety, cattle procurement, and the purchasing of other resources for processing.

Experience/Education Needed: Taking agriculture classes in high school and being involved in organizations such as FFA and 4-H will prepare you for the agricultural industry. A degree in animal or meat science will give you a background in food production agriculture. There are also courses and trainings that you will have to complete throughout your career as an executive vice president that deal with management and business skills.

Average Salary Range: The salary range for an executive vice president can range from \$50,000 to \$150,000. There is a lot of room for advancement in a position like this and it will depend on education, experience, and work quality.

Career Roadmap: These are the steps one might take to get to this career.

When on the road to a career like this, be sure to study a broad array of topics because you will have many different responsibilities. It is very important to work on your communication skills; oral and written. It will be beneficial to major in the field you wish to have a career in such as animal science, meat science, food science, or a related field and also minor in agricultural business. Get internships and job experience in the field to expose yourself to the sales and marketing side as well.



The Road to Becoming a Nutritional Consultant (Dairy)

Where do you start?



In high school, work hard in your chemistry, biology, and math classes. You will need those skills.



Get involved in organizations like 4-H and FFA and start working with animals.



Graduate high school and choose a college that will best suit your needs. A degree in animal or dairy science is the best.



In college, stay active in clubs that get you involved with dairy cows, and get used to the animal.



Look for internships and job opportunities to gain experience in the field.

To help fund your college career, do some research trials while working with nutrition.

Graduate college with a bachelors degree in animal or dairy science.



Get certified in dairy management if that is something you want to deal with as a consultant as well.



Look for consulting jobs with companies with good reputations and start consulting.

While you may not follow every step or follow this exact order, this road map can serve as a guide.

Good luck!



NUTRITIONAL CONSULTANT (DAIRY)

What is the most rewarding part of this job? The best thing about this job is being able to help a farm change for the better and seeing the rewarding results. Being able to travel and not being stuck behind a computer is also a great benefit.

Background Information: Nutritionists work for or own companies that consult on animal nutrition and management. They also deal with strategies, planning, and financial monitoring to help improve the efficiency and overall productivity of dairy farms in the area. As an independent consultant, your job would consist of all of the above duties, as well as going around to farms in the area and checking on how their cows are doing while giving suggestions about what needs to be fixed to make the cows healthier.

Experience/Education Needed: For a position like this, you will need at least a bachelor's degree in dairy or animal science. In order to do consulting work about management issues, you will also need a certification in dairy management.

Average Salary Range: The average salary range for this job is from \$35,000-\$40,000 for someone starting out as a consultant for a company and about \$75,000 for someone that is an experienced independent consultant.

Career Roadmap: These are the steps one might take to get to this career.

In high school, it would be most beneficial to try and understand math, biology, and chemistry. It is also really important to get involved in high school as well as in college in things like FFA, 4-H, and Dairy Club. Do research trials and work for a consulting company with a good reputation. That will keep you on the right track to becoming an independent consultant. Attend a four-year college to get your bachelor's degree in dairy or animal science. Gain hands-on experience through internships while in college.



The Road to Becoming an Organic Farmer

Where do you start?



Start by graduating high school and figuring out what you want in a career.



Decide whether you want to go to college to learn more about organic agriculture or go directly into the workforce.



Work your way up to a journey worker, where you will begin to gain your own farming facilities but still work under the master.



Start off as an apprentice to a master farmer and learn the field and gain experience.

Look for an agriculture apprenticeship with an existing organic farmer.



After completing your journey work, you would now be considered a master and can have your own apprentices.



Obtain the rest of the equipment and facilities you need to run an organic farm.



Complete all necessary requirements and gain the certifications you need to be 100% organic.

While you may not follow every step or follow this exact order, this road map can serve as a guide.

Good luck!



ORGANIC FARMER

What is the most rewarding part of this job? It is very rewarding to be building the food system and be involved in the new organic and sustainable food markets. It is also great to be a part of a sustainable agriculture community where the production of organic products is decentralized. This allows for diversified farms that have flexibility and less of an environmental impact.

Background Information: Organic farming is a type of agriculture that relies on different techniques such as crop rotation, green manure, compost, and biological pest control. Fertilizers and pesticides can be used by organic farmers only if they are considered natural, so this excludes any synthetically made fertilizers or pesticides, plant growth regulators, hormones, antibiotics, and genetically modified organisms (GMOs). Organic farms can produce anything that a non-organic farm can such as vegetables, beef, pork, eggs, corn, milk, and much more. There are also organizations like SLO (Sustainable Local Organic) Farmers' Cooperative, that consist of organic farmers in the area that pool together their products to compete with larger production agriculture.

Experience/Education Needed: Although there is no required degree to be an organic farmer, there are many great opportunities to start off with an apprenticeship with an existing organic farm. This will help you learn the field and eventually help you to gain facilities for your farm.

Average Salary Range: Depending on what you are producing on the farm and the size of the farm, the average salary range for an organic farmer can be from \$30,000 to \$120,000.

Career Roadmap: These are the steps one might take to get to this career.

The best way to start this career journey is to look for apprenticeships with existing farms. In an apprenticeship program you will start as an apprentice with a mentor, move up to a journey worker, and finally become a master, where you will be able to mentor others.



The Road to Becoming a Production and Forecasting Manager – Floral Plant Growers L.L.C.

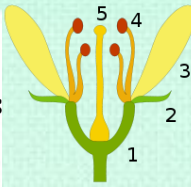
Where do you start?



Start off by taking horticulture classes in high school and figure out what you are interested in.

Graduate high school and work towards getting a horticulture degree, either from a 2-year tech school or a 4-year university.

In college, take a wide variety of plant classes to broaden your horizon.



Graduate college with a degree in horticulture.

Look for internships and jobs in the horticulture industry to get your feet wet and make sure it's what you like.

With a career like this, you most likely will start in a greenhouse job, planting and caring for the flowers.



Work hard and gain as much experience as possible, make your way up from a greenhouse job to a higher position.

Once you have worked your way up and have experience, start applying for management positions in the industry.

While you may not follow every step or follow this exact order, this road map can serve as a guide. Good luck!



PRODUCTION AND FORECASTING MANAGER (FLORAL PLANT GROWERS L.L.C.)

What is the most rewarding part of this job? The best part about this job is being able to go to the store and see the consumers purchasing your flowers and the joy that the plants bring to these people. Plus, you can't help but be happy when you're working with so much color! It is also so great to get outside and get your hands dirty every once in a while.

Background Information: Production and Forecasting Managers work for companies that produce and grow annuals, perennials, baskets, plugs, and many more plant products for wholesale to garden centers, mass merchandisers, supermarkets, and club stores all over the United States. As the Production and Forecasting Manager, it is your job to put together the right amount of the right mixes of plant merchandise to ship out to retailers. You also communicate with growers to get in new products to grow, sell, and even experiment with.

Experience/Education Needed: You will need some kind of a horticulture degree, whether it is a four-year or a two-year technical degree. Take a lot of horticulture classes in high school and college. Those really help you get familiar with this field. What really will prepare you for a career like this is getting out into the field and doing internships and getting jobs working directly with plants and flowers to gain experience.

Average Salary Range: The average pay range for a greenhouse worker is about \$10-\$12 per hour, all the way up to \$25 per hour. A Production and Forecasting Manager's salary can range from about \$30,000 to about \$90,000.

Career Roadmap: These are the steps one might take to get to this career.

It is important to take horticulture classes in high school to make sure that this is something you are interested in. Start working towards a horticulture degree from either a two-year technical college or a four-year university. Work on finding internships and gaining experience in the field, which will help you to understand the industry. In a career like this, you will likely start out at the bottom and work your way to the top.



The Road to Becoming a Reporter/Columnist

Where do you start?



In high school, focus greatly on your reading, writing, and English classes.

Graduate high school and choose the college that is best for you.

Major in something such as ag journalism.



Build your communication skills and take humanities and creative writing classes.

Expose yourself to the agricultural field by getting different jobs and internships.

Take other classes to gain an understanding of law, government, and history.



Graduate college with a degree in ag journalism or something similar.

Look for positions with newspapers and press companies.

Good luck!

While you may not follow every step or follow this exact order, this road map can serve as a guide.



REPORTER/COLUMNIST

What is the most rewarding part of this job? The most rewarding part about this job is that, if you love to do it, you can do it as long as you want. It is different every day and never boring; there is always something new and exciting to report on. You also get to meet a lot of new and exciting people.

Background Information: Reporters/columnists are hired by newspaper companies that report on many different topics ranging from sports to agriculture. They gather news and information and write articles and columns to keep the public informed on what is going on in their area. They may also write opinion columns or take pictures for the articles. Some columnists may be in charge of designing the newspaper layout as well.

Experience/Education Needed: In this career, any education in writing is going to be very beneficial and some places even offer degrees like agriculture journalism. Experience in the agricultural field will allow you to become familiar with the industry. It is also important to have a bit of an understanding of government, law, and history.

Average Salary Range: Depending on the size of the company you work for, the average salary for a reporter/columnist can range from \$20,000 to \$60,000.

Career Roadmap: These are the steps one might take to get to this career.

Start in high school by taking advantage of your English, reading, and writing classes. In college, major in something like agriculture journalism and get exposed to the industry. You can do this through internships or other experiences. Build your communication skills and study humanities and creative writing. It is also important to gain a strong understanding of government, law, and history.



The Road to Becoming a Technical College Instructor

Where do you start?



Graduate high school and pick the college that best suits your needs.



Work towards a degree in the relevant subject that you wish to teach.



Take speaking or presentation classes and attend workshops to prepare you to instruct.



Look for jobs and internships to get you familiar with the agriculture industry.

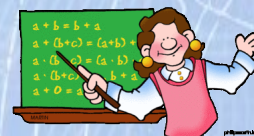
Proceed to graduate school and work towards a masters degree.



Finish college or graduate school



Gain more experience in the agriculture industry. You can never have enough!



Be open-minded as you look for positions as a technical college instructor.

Good luck!



While you may not follow every step or follow this exact order, this road map can serve as a guide.

TECHNICAL COLLEGE INSTRUCTOR (AGRICULTURE)

What is the most rewarding part of this job? The best part about this career is being able to teach the students using hands-on material that they are more interested in and understand better. It is great to see the students not only learning knowledge, but also gaining the skills they need to be successful in a career.

Background Information: Technical colleges are usually two-year public colleges that offer many programs and classes to prepare students for high-tech careers and get them started on their bachelor's degrees. Technical college instructors, especially in agriculture, teach many different types of classes. Instructors are also in charge of running any learning facilities their subject involves and evaluating students that may have internships or be employed at these facilities.

Experience/Education Needed: Depending on the position, you may need a master's degree in the relevant subject matter you want to teach, but in most cases a bachelor's degree is enough. It is also important to take classes, even as a professor, to keep up with the ever-changing agriculture industry.

Average Salary Range: The average salary range for a college professor can range from \$50,000 to \$130,000. This will depend on where you teach, how much education you have, and how long you have been there. There are a lot of opportunities for benefits, promotions, and pay increases.

Career Roadmap: These are the steps one might take to get to this career.

Start by graduating high school and looking into the best college to suit your needs. Work towards a bachelor's degree in the relevant subject you are interested in teaching and, if needed, proceed to graduate school to receive your master's. Throughout your journey to this career, it is important to stay involved in clubs that are related to the career you want so you can become familiar and comfortable in that field. As you move along this career path, gain as much agricultural industry experience as you can. As you are looking for positions, be aware that many technical college instructors do more than just teach, so you may do some consulting work as well in this career.



The Road to Becoming a Turf and Fields Manager

Where do you start?



Graduate high school and choose a college that suits your needs.



Work towards a major in turf grass management or take a turf grass management program.

Gain experience through internships and jobs at a variety of different places.



Join the Sports Turf Managers Association (STMA) and start networking.



Work with as many different turfs and climates as you can.

There are limited opportunities in this field, so be sure to make a good impression.



Graduate college with a degree in turf grass management.



Look and apply for positions with sports team facilities, golf courses, resorts, etc.



While you may not follow every step or follow this exact order, this road map can serve as a guide.

Good luck!



TURF AND FIELDS MANAGER

What is the most rewarding part of this job? The best part about this job is seeing the grass turn out like you want it at the end of the growing season. The techniques for growing turf grass are very complicated so it is always rewarding to have nice looking and healthy grass that allows players of any sport to perform their best.

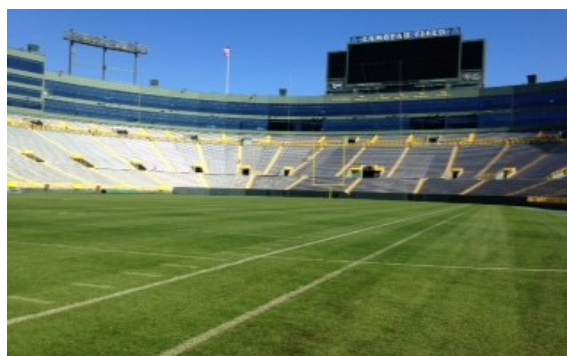
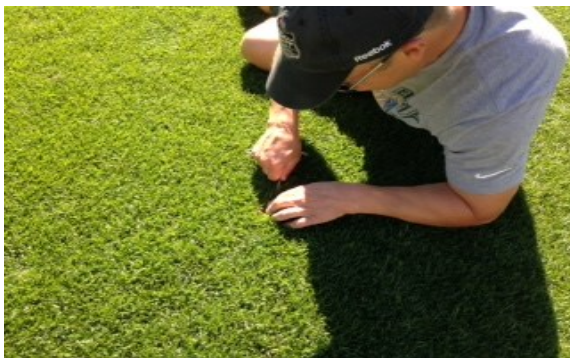
Background Information: Turf and fields managers can work for sports teams to maintain the fields while others manage the fields at golf courses and resorts. They are in charge of everything that grows in and around the facility where they are employed. This includes main playing fields, practice fields, decorative plants and flowers, and any surrounding grass. Along with growing the grass to its best quality, they are also responsible for seeding, maintaining, and painting lines if they are required.

Experience/Education Needed: For a career like this, you can get a degree in turf grass management or there are also shorter online programs available. Experience in the field through internships and jobs is the most beneficial in helping you along your career path.

Average Salary Range: Depending on what level of sports turf you manage or where you are located relevant to the climate, the salary could range from \$65,000 to \$130,000.

Career Roadmap: These are the steps one might take to get to this career.

Graduate high school, go to college, and major in turf grass management. Gain experience in the field through internships and jobs working with a variety of different turf styles and climates. Become a member of the Sports Turf Managers Association (STMA) and use that membership for networking. There are a limited number of opportunities for a career like this, especially at the professional sports level, so be sure to work hard and make a good impression.



Behind the Scenes

Liz Binversie

Liz is the Agriculture Educator for UW-Extension Brown County. She attended UW-Madison and University of Minnesota Twin-Cities. Liz works with farmers, agribusinesses, and others in the industry. Liz is working on providing educational resources and outreach programming about agricultural and horticultural careers. She hopes to increase awareness, knowledge, and perception about these careers.



Contact me at:

920-391-4612

elizabeth.binversie@ces.uwex.edu

Sammy Van Deurzen



Sammy was the 2015 Agricultural Workforce Development Summer Intern for UW-Extension Brown County and she's also an Agricultural Education student at UW-River Falls. A native to the De Pere area, she grew up on a dairy farm and has been involved in many agricultural organizations including 4-H, FFA, and Farm Bureau. Her research with this career exploration project was focused on visiting different agricultural careers in the area, gathering information, and creating instructional media to present to individuals looking to pursue a career in the agricultural and horticultural industries.

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UW-Extension East Metro Regional Office



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<http://www.uwex.edu/ces/dist/eastern/>

About UW-Extension

*We teach, learn, lead and serve, connecting people with the University of Wisconsin,
and engaging with them in transforming lives and communities.*

University of Wisconsin-Extension provides statewide access to university resources and research so the people of Wisconsin can learn, grow and succeed at all stages of life. UW-Extension carries out this tradition of the Wisconsin Idea – extending the boundaries of the university to the boundaries of the state – through its four divisions of continuing education, cooperative extension, business and entrepreneurship, and broadcast and media innovations.

PURPOSE to which we commit...

WE TEACH, LEARN, LEAD AND SERVE, CONNECTING PEOPLE WITH THE UNIVERSITY OF WISCONSIN, AND ENGAGING WITH THEM IN TRANSFORMING LIVES AND COMMUNITIES.

VISION of what we want to become...

A THRIVING, WELL-KNOWN AND SOUGHT-OUT EDUCATIONAL RESOURCE THAT REFLECTS THE RICH DIVERSITY OF THE STATE.

VALUES we strive to live by...

COMMUNITY

We empower others and ourselves by listening to, learning from, and respecting local knowledge. We value our partnerships and believe community voices are critical to success. We work in community with one another to build a culture of collegiality.

DISCOVERY

We promote lifelong learning, unbiased transformational education and excellence through our scholarly work. We integrate University research with community-based knowledge to explore new solutions and their practical applications. We encourage innovation in teaching, research and outreach to serve the public good.

INCLUSIVENESS

We recognize, appreciate and honor the differences, similarities and contributions of all people and communities. We are intentional in our efforts to ensure equity, justice and fairness. We embrace new ideas and approaches in our work.

RELATIONSHIPS

We foster positive relationships through honesty, open communication and accountability. We meet educational needs by creating linkages among cultural, economic and environmental contexts. We recognize and trust the essential and interconnected nature of all roles within Cooperative Extension.

RESPECT

We appreciate and serve as stewards of our state's resources. We honor and value each other's time and talents. We seek to maintain a balance between life and work priorities.

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