

The **Occupation Profiles** tool is located on QualityInfo.org, a website of the **Oregon Employment Department**

Farmers, Ranchers, and Other Agricultural Managers (119013)

Portland Tri-County (Clackamas, Multnomah, Washington)

State of Oregon Licenses and Certifications

for Farmers, Ranchers, and Other Agricultural Managers

No statewide license is required for this occupation.

Wage Range

for Farmers, Ranchers, and Other Agricultural Managers

Area	10th Percentile	25th Percentile	50th Percentile (Median)	75th Percentile	90th Percentile	Average Hourly	Average Annual
Oregon	\$15.97	\$18.62	\$34.08	\$42.09	\$57.81	\$33.55	\$69,773
Portland Tri-County	16.93	20.12	33.25	41.54	50.33	32.10	66,776

Employment Outlook

for Farmers, Ranchers, and Other Agricultural Managers

Statewide Employment Analysis	<p>Employment in this occupation in 2017 was much larger than most occupations across the state. The total number of job openings is projected to be somewhat larger than most occupations in Oregon through 2027. This occupation is expected to grow at a somewhat faster rate than the statewide average growth rate for all occupations through 2027.</p> <p>Reasonable employment opportunities exist.</p>
Area Employment Analysis	<p>Employment in this occupation in 2017 was somewhat larger than most occupations in the region. The total number of job openings is projected to be similar to job openings for most occupations in the region through 2027. This occupation is expected to grow at about the regional average growth rate for all occupations through 2027.</p>

Area Employment Projections

for Farmers, Ranchers, and Other Agricultural Managers

Replacement openings are caused by existing workers permanently leaving their occupation. Many additional job openings occur due to job changes within occupations.

Area	2017 Employment	2027 Employment	Percent Change	Annual Change Openings	Annual Replacement Openings	Total Annual Openings
Oregon	5,962	6,897	15.7%	94	472	566
Portland Tri-County	1,459	1,659	13.7%	20	114	134

Industries of Employment

for Farmers, Ranchers, and Other Agricultural Managers

Industry	Ownership	2017 Employment
Total All Industries	All	1,459
Crop Production	Private	218
Vegetable and Melon Farming	Private	22
Fruit and Tree Nut Farming	Private	32
Greenhouse, Nursery, and Floriculture Production	Private	120
Other Crop Farming	Private	44
Animal Production	Private	20

Educational Requirements

for Farmers, Ranchers, and Other Agricultural Managers

The typical entry level education for this occupation is a high school diploma or equivalent. Those with a bachelor's degree have a competitive advantage in the labor market.

Knowledge

for Farmers, Ranchers, and Other Agricultural Managers

Examples of the knowledge needed for success in this occupation is listed below, in order of importance. This information comes from the Occupational Information Network (O*NET).

- **Administration and Management:** Knowledge of business and management principles involved in strategic planning, resource allocation, human resources modeling, leadership technique, production methods, and coordination of people and resources.
- **Production and Processing:** Knowledge of raw materials, production processes, quality control, costs, and other techniques for maximizing the effective manufacture and distribution of goods.
- **Personnel and Human Resources:** Knowledge of principles and procedures for personnel recruitment, selection, training, compensation and benefits, labor relations and negotiation, and personnel information systems.
- **Biology:** Knowledge of plant and animal organisms, their tissues, cells, functions, interdependencies, and interactions with each other and the environment.
- **Sales and Marketing:** Knowledge of principles and methods for showing, promoting, and selling products or services. This includes marketing strategy and tactics, product demonstration, sales techniques, and sales control systems.
- **Customer and Personal Service:** Knowledge of principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
- **Mathematics:** Knowledge of arithmetic, algebra, geometry, calculus, statistics, and their applications.

Skills

for Farmers, Ranchers, and Other Agricultural Managers

Examples of the skills needed for success in this occupation are listed below, in order of importance. This information comes from the Occupational Information Network (O*NET).

- **Speaking:** Talking to others.
- **Management of Personnel Resources:** Selecting and managing the best workers for a job.
- **Monitoring:** Keeping track of how well people and/or groups are doing in order to make improvements.
- **Coordination:** Changing what is done based on other people's actions.
- **Judgment and Decision Making:** Thinking about the pros and cons of different options and picking the best one.
- **Critical Thinking:** Thinking about the pros and cons of different ways to solve a problem.
- **Active Listening:** Listening to others, not interrupting, and asking good questions.
- **Instructing:** Teaching people how to do something.
- **Time Management:** Managing your time and the time of other people.
- **Social Perceptiveness:** Understanding people's reactions.
- **Negotiation:** Bringing people together to solve differences.
- **Complex Problem Solving:** Noticing a problem and figuring out the best way to solve it.
- **Active Learning:** Figuring out how to use new ideas or things.
- **Persuasion:** Talking people into changing their minds or their behavior.
- **Reading Comprehension:** Reading work-related information.

Abilities

for Farmers, Ranchers, and Other Agricultural Managers

Examples of the abilities needed for success in this occupation are listed below, in order of importance. This information comes from the Occupational Information Network (O*NET).

- **Oral Expression:** Communicating by speaking.
- **Oral Comprehension:** Listening and understanding what people say.
- **Problem Sensitivity:** Noticing when problems happen.
- **Written Expression:** Communicating by writing.
- **Category Flexibility:** Grouping things in different ways.
- **Inductive Reasoning:** Making general rules or coming up with answers from lots of detailed information.
- **Near Vision:** Seeing details up close.
- **Information Ordering:** Ordering or arranging things.
- **Written Comprehension:** Reading and understanding what is written.
- **Deductive Reasoning:** Using rules to solve problems.
- **Speech Clarity:** Speaking clearly.
- **Speech Recognition:** Recognizing spoken words.

Detailed Work Activities

for Farmers, Ranchers, and Other Agricultural Managers

Examples of the detailed work activities involved with this occupation are listed below, in order of importance. This information comes from the Occupational Information Network (O*NET).

- Compile operational data.
- Develop organizational policies or programs.
- Manage agricultural or forestry operations.
- Monitor facilities or operational systems.
- Supervise employees.
- Prepare staff schedules or work assignments.
- Approve expenditures.
- Analyze financial records to improve budgeting or planning.
- Develop emergency response plans or procedures.
- Determine resource needs.
- Evaluate quality of materials or products.
- Conduct employee training programs.
- Hire personnel.
- Monitor organizational compliance with regulations.
- Estimate cost or material requirements.
- Analyze data to inform operational decisions or activities.
- Purchase materials, equipment, or other resources.
- Perform manual agricultural, aquacultural, or horticultural tasks.
- Communicate organizational policies and procedures.
- Maintain regulatory or compliance documentation.
- Prepare reports related to compliance matters.
- Perform manual service or maintenance tasks.
- Inspect condition or functioning of facilities or equipment.
- Maintain personnel records.
- Maintain operational records.
- Direct sales, marketing, or customer service activities.
- Direct administrative or support services.
- Direct organizational operations, projects, or services.
- Coordinate with external parties to exchange information.
- Monitor resources.
- Confer with organizational members to accomplish work activities.
- Negotiate contracts for transportation, distribution, or logistics services.
- Advise customers on technical or procedural issues.
- Analyze data to determine project feasibility.
- Prepare operational budgets.
- Prepare financial documents, reports, or budgets.
- Train employees on environmental awareness, conservation, or safety topics.
- Negotiate sales or lease agreements for products or services.
- Direct facility maintenance or repair activities.
- Manage construction activities.
- Implement organizational process or policy changes.

Portland Tri-County (Clackamas, Multnomah, Washington)

Schools and Training Providers

for Farmers, Ranchers, and Other Agricultural Managers

The training providers listed below offer programs related to this occupation. This information is updated once per year. Anyone interested in a particular program should check with the training institution regarding its availability. Listing these training providers does not necessarily constitute or imply their endorsement, recommendation, or favoring by the State of Oregon.

School	City	Programs of Training and 2016 Graduates		
Blue Mountain Community College	Pendleton	Agricultural Business and Management, General	Associate Degree	4
		Agricultural Production Operations, General	Postsec. Awards/Cert./Diplomas ; 1-2 yrs.	5
		Agricultural Production Operations, General	Associate Degree	6
		Animal/Livestock Husbandry and Production	Postsec. Awards/Cert./Diplomas ; <1 yr.	14
		Animal/Livestock Husbandry and Production	Associate Degree	13
		Crop Production	Postsec. Awards/Cert./Diplomas ; <1 yr.	14
		Crop Production	Associate Degree	12
		Crop Production	Associate Degree	2
Chemeketa Community College	Salem	Applied Horticulture/Horticulture Operations, General	Associate Degree	6
		Crop Production	Postsec. Awards/Cert./Diplomas ; 1-2 yrs.	2
		Crop Production	Associate Degree	2
		Crop Production	Associate Degree	2
Clackamas Community College	Oregon City	Applied Horticulture/Horticulture Operations, General	Postsec. Awards/Cert./Diplomas ; <1 yr.	0
		Applied Horticulture/Horticulture Operations, General	Postsec. Awards/Cert./Diplomas ; 1-2 yrs.	0
		Applied Horticulture/Horticulture Operations, General	Associate Degree	10
		Crop Production	Postsec. Awards/Cert./Diplomas ; 1-2 yrs.	1
Klamath Community College	Klamath Falls	Agribusiness/Agricultural Business Operations	Associate Degree	0

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Linn-Benton Community College	Albany	Agricultural Business and Management, General	Associate Degree	4
		Agroecology and Sustainable Agriculture	Postsec. Awards/Cert./Diplomas ; 1-2 yrs.	3
		Animal Sciences, General	Associate Degree	6
		Applied Horticulture/Horticulture Operations, General	Postsec. Awards/Cert./Diplomas ; <1 yr.	0
		Applied Horticulture/Horticulture Operations, General	Postsec. Awards/Cert./Diplomas ; 1-2 yrs.	1
		Applied Horticulture/Horticulture Operations, General	Associate Degree	4
		Crop Production	Postsec. Awards/Cert./Diplomas ; <1 yr.	0
		Crop Production	Associate Degree	0
		Horse Husbandry/Equine Science and Management	Associate Degree	5

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School	City	Programs of Training and 2016 Graduates		
Treasure Valley Community College	Ontario	Agricultural Business and Management, General	Postsec. Awards/Cert./Diplomas ; <1 yr.	3
		Agricultural Business and Management, General	Postsec. Awards/Cert./Diplomas ; 1-2 yrs.	0
		Agricultural Business and Management, General	Associate Degree	2
		Agronomy and Crop Science	Associate Degree	1
		Animal Sciences, General	Associate Degree	2
		Farm/Farm and Ranch Management	Postsec. Awards/Cert./Diplomas ; <1 yr.	4
		Farm/Farm and Ranch Management	Associate Degree	0
		Horse Husbandry/Equine Science and Management	Postsec. Awards/Cert./Diplomas ; <1 yr.	28
		Horse Husbandry/Equine Science and Management	Associate Degree	5
		Horticultural Science	Associate Degree	0
		Range Science and Management	Postsec. Awards/Cert./Diplomas ; <1 yr.	36
		Range Science and Management	Postsec. Awards/Cert./Diplomas ; 1-2 yrs.	0
		Range Science and Management	Associate Degree	0
		Viticulture and Enology	Postsec. Awards/Cert./Diplomas ; <1 yr.	0
Umpqua Community College	Roseburg	Crop Production	Postsec. Awards/Cert./Diplomas ; <1 yr.	5
		Viticulture and Enology	Postsec. Awards/Cert./Diplomas ; 1-2 yrs.	4
		Viticulture and Enology	Associate Degree	2

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School	City	Programs of Training and 2016 Graduates		
Oregon State University	Corvallis	Agricultural Business and Management, General	Bachelor's Degree	33
		Agronomy and Crop Science	Bachelor's Degree	13
		Animal Sciences, General	Bachelor's Degree	85
		Animal Sciences, General	Master's Degree	7
		Animal Sciences, General	Doctor's degree - research/scholarship	0
		Applied Horticulture/Horticulture Operations, General	Master's Degree	6
		Applied Horticulture/Horticulture Operations, General	Doctor's degree - research/scholarship	0
		Horticultural Science	Bachelor's Degree	48
		Plant Sciences, General	Master's Degree	6
		Plant Sciences, General	Doctor's degree - research/scholarship	1
		Range Science and Management	Bachelor's Degree	9
		Range Science and Management	Master's Degree	3
		Range Science and Management	Doctor's degree - research/scholarship	0

Career Pathways

for Farmers, Ranchers, and Other Agricultural Managers

These Oregon community colleges have defined career pathway roadmaps to facilitate entry into this occupation.

Community College	Pathway
Blue Mountain Community College	Precision Irrigated Agriculture
	Agriculture Business
	Agriculture Production
Clackamas Community College	Horticulture

Related Occupations

for Farmers, Ranchers, and Other Agricultural Managers

Occupations related to Farmers, Ranchers, and Other Agricultural Managers are listed below. This information comes from the Occupational Information Network (O*NET).

Related Occupations are not available for this occupation.