

Agriculture Career Guide -Maryland-



FARM CREDIT

Knowledge Center

Have you considered a career in Agriculture?

Use this guide to:

- Learn about the Top Ag Careers for 2020!
- Get inside scoop on what Ag employers want!
- View the 3 Steps for Prep!
- Find Ag Career related resources!

Agriculture Is More Than a Job... It's a *Passion. Career. Life.*

1 in **3** people work in agriculture worldwide - *and careers in agriculture include much more than working directly on a farm.*



In 2017, Agriculture and related industries provide 21.6 million full and part time jobs, which is 11% of total U.S. employment. Of those, only 2.6 million, or 1.3%, were direct on-farm employment.



Less than **2%** of the U.S. population is directly involved in production agriculture...and every farmer produces enough food and fiber for **166** people in the US and abroad.

The U.S. exports more food and fiber than we import - \$139.6 billion of American agricultural products were exported in 2018.



Americans spend 12.9% of their household income on food - *which is less than any other country in the world.*

Agriculture, food and related industries accounted for \$1.053 trillion of the U.S. gross domestic product (GDP), or 5.4% in 2017. American farms were \$132.8 billion, or 1% of GDP.

Farmers and ranchers receive only **15 cents of every dollar** spent on food at home and away. The rest goes to: wages and materials for production, processing, marketing, transportation and distribution.

Top Agriculture Careers for 2020...

Advances in science and technology are keeping farmers and agriculture professionals on top of their game, and by 2020 there will be even higher demand for skilled individuals in agriculture than there is today. Here are some top careers in agriculture in 2020.

Hydrologists - Earn an average of \$51,000 a year

Requires Bachelor's Degree in Biology or related environmental field.

Protect the environment and promote sustainability while helping supply the world with clean, safe water.

Agriculture Communicators - Earn an average of \$70,221 a year

Requires Bachelor's in Ag Business, Marketing, Communication or Education

Share the story of agriculture and engage the public to better understand it.

The industry needs to advocate now more than ever.

Food Scientists - Earn an average of \$70,418 a year

Requires Bachelor's in Food Science, Nutrition, Food Engineering

Improve food products and create new ones using scientific principles that help maintain a wholesome food supply.

Maryland Schools with Agriculture Programs

Anne Arundel Community College, Arnold

Chesapeake College, Wye Mills

Cecil College, North East

Community College of Baltimore County, Baltimore

Garrett College, McHenry

Harford Community College, Bel Air

Howard Community College, Columbia

Montgomery College, Rockville

Prince George's Community College, Largo

University of Maryland College Park, College Park

University of Maryland Eastern Shore, Princess Anne

Wor Wic Community College, Salisbury

Also in high demand are research scientists, agronomists, veterinarians, salespeople, finance experts, information technologists, electricians and mechanics – just to name a few.

Ag Employer Inside Scoop...

Employers within the Ag Industry are looking for:



The Time to Prepare is Now!

Review the
3 Steps for Prep!

Step #1: Start By Building Your Resume...

Resume Worksheet:

Personal Info:

Name (first and last): _____

Address: _____

City, State, Zip Code: _____

Email Address: _____

Phone Number: _____

Education: (Fill this out for each school attended)

School: _____

Dates attended and expected graduation date: _____

GPA or applicable courses taken: _____

Work/Volunteer Experiences:

Work/Experience: _____

Dates worked/volunteered/participated: _____

Tasks Completed: _____

Work/Experience: _____

Dates worked/volunteered/participated: _____

Tasks Completed: _____

Work/Experience: _____

Dates worked/volunteered/participated: _____

Tasks Completed: _____

Skills and Certifications (MSDOS, W!SE, child care certification, First Aide, animal care, etc...)

Leadership Opportunities (Clubs, civic groups, religious groups, etc...):

Awards and Honors (scholarships, awards, etc...):

Step #2: Dress For Success...

Dress For:

The Job You Want

Your Day

The Situation

DRESS CODES

WOMEN'S



Business - Formal



Business



Business Casual



Smart Casual



Casual

First impressions begin before you even speak.

DRESS CODES

MEN'S



Business - Formal



Business



Business Casual



Smart Casual



Casual

Step #3: Master The Business Handshake...

<p><u>Begin With an Oral Introduction of Yourself</u></p> <p>Before extending your hand, introduce yourself. Extending your hand should be part of a business introduction, not a replacement for using your voice. Extending your hand without a voice greeting may make you appear nervous or overly aggressive.</p>	<p><u>Pump Your Hand Only 2-3 Times</u></p> <p>A business handshake should be brief and to the point. Consider a handshake a short “sound bite” greeting, not a lengthy engagement. Holding on for more than three or four seconds can make other people feel uncomfortable.</p>	<p><u>Do Not Use a Forceful Grip</u></p> <p>A handshake should be a friendly or respectful gesture, not a show of physical strength. An uncomfortable handshake is never a pleasant experience for anyone. Imagine you are opening a door handle and use about the same level of grip in your handshake.</p>
<p><u>Avoid Offering a “Fish Hand”</u></p> <p>A limp hand is never a good idea when it comes to a business handshake. Do return the grip, but do not get into a power struggle, even if the other person squeezes too hard.</p>		<p><u>Forget “Lady Fingers”</u></p> <p>This is not a Southern cotillion, this is business. Offering only your fingers to shake may be appropriate in some social settings, but in business settings, you are an equal, not a “lady.” Extend your entire hand, and be sure to grasp using your entire hand as well.</p>
<p><u>One Hand Is Better Than Two</u></p> <p>Avoid the urge to handshake with two hands. It is always better in business introductions to use only one hand – your right hand – for the shake. The use of two hands with strangers is seen as intrusive, and too personal.</p>	<p><u>Shaking a Sweaty Hand</u></p> <p>If you shake hands with someone who has sweaty palms, do not immediately wipe your hands on your clothing, handkerchief, or tissue. This will further embarrass the other person, who is probably already aware they have sweaty hands. You can discretely wipe them on something after you are out of site, and wash them later.</p>	<p><u>Ending a Handshake</u></p> <p>End the handshake after 3-4 seconds or 2-3 pumps. In order to avoid creating an awkward moment, your shake should end before the oral introduction exchange does. Without conversation taking place during the entire handshake, it becomes too intimate and can feel more like hand holding.</p>

Agriculture Career Resources...

Visit:

www.AgExplorer.com for details on careers and use the career finder assessment to discover which career matches your interests.

www.AgCareers.com for job seeker tools, career searches, internships, and career profiles.

www.FarmFlavor.com/maryland-agriculture/ for current articles on Ag Careers and all things Maryland Ag.

www.USDA.gov to learn more about the Pathways Programs for High School internships.

www.ffa.org FFA is the premier youth organization preparing members for leadership and careers in the science, business and technology of agriculture.

www.4-h.org 4-H is America's largest youth development organization—empowering nearly six million young people across the U.S. with the skills to lead for a lifetime.



www.FarmCreditKnowledgeCenter.com

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