

# Farm, Ranch and Other Agricultural Manager

## PANHANDLE

*Average Wage*  
\$23.99

*Average Annual  
Job Openings*  
60

*Employment in*  
2004      2014  
1,250    1,650

## TEXAS

*Average Wage*  
\$20.60

*Average Annual  
Job Openings*  
335

*Employment in*  
2004      2014  
9,100    10,900

## UNITED STATES

*Employment in*  
2006  
3,300

*Female*    11%  
*Minority* 31%

## EMPLOYMENT CODES

OES 71005

O\*NET 11-9011.02  
*Farm, Ranch, & Other  
Agricultural Managers*

## JOB DESCRIPTION

Guide and assist farmers in maximizing the financial returns to their land by managing day-to-day activities. Directly supervise and coordinate the activities of agricultural workers. May work in smaller establishments performing both supervisory and management functions, including the areas of accounting, marketing, and personnel.



## SKILLS AND APTITUDES NEEDED

- ◆ Managerial skills to organize and operate a business
- ◆ Competent with computers
- ◆ Basic knowledge of accounting and bookkeeping
- ◆ Knowledge of credit sources for buying seed, fertilizer, and other inputs necessary for planting
- ◆ Familiar with safety regulations and requirements of governmental agricultural support programs
- ◆ Mechanical aptitude for use of tools, equipment
- ◆ Knowledge of relationships between farm operations such as use of pesticides balanced with environmental conditions



When managing a small crop farm for an absentee owner, a farm manager may assume responsibility for all functions, from selecting the crops to participating in planting and harvesting. Alternately, the owner of a large farm may employ a farm manager to oversee a single activity. Farm management firms and corporations involved in agriculture employ highly trained professional farm managers who may oversee tenant operators of several farms. In these cases, farm managers may establish output goals; determine financial constraints; monitor production and marketing; hire, assign, and supervise workers; determine crop transportation and storage requirements; and oversee maintenance of the property and equipment. Farm managers overseeing several farms may divide their time between traveling to meet farmers and landowners, and planning the farm operations in their offices.

## PANHANDLE AREA PUBLIC TRAINING PROVIDERS

Training Provider	Direct	Related	Education Offering
Clarendon College Clarendon, Pampa	√	√	A.A.S. (Associate in Applied Science Degree), Ranch and Feedlot Operations Major  Certificate of Completion (Ranch and Feedlot Operations)
Frank Phillips College Borger, Perryton	√	√	A.A.S. (Associate in Applied Science Degree), Farm and Ranch Management or Swine Management Majors  Certificate of Completion (Agriculture Supervisor)
West Texas A&M University Canyon	√		B.S. (Bachelor of Science Degree), Agribusiness, Agriculture Business and Economics, or Equine Industry and Business Majors

For information on public training providers outside of the Panhandle Area, please refer to the Resource Index.

### LICENSE/CERTIFICATION

Optional: American Society of Farm Managers and Rural Appraisers Accredited Farm Manager (AFM) Accreditation

### HIGHEST EMPLOYMENT LEVELS BY INDUSTRY

Animal Production	86%
Crop Production	12%
Self-employed/Unpaid Family Workers	1%
Support Activities for Crop Production	1%

### FOR MORE INFORMATION

Alternative Farming System Information Center (AFSIC), National Agricultural Library USDA, 10301 Baltimore Ave., Room 132, Beltsville, MD 20705-2351, (301) 504-6559, <http://www.nal.usda.gov/afsic>

American Society of Farm Managers and Rural Appraisers, 950 Cherry St., Suite 508, Denver, CO 80246-2664, (303) 758-3513, <http://www.asfmra.org>

ATTRA, National Sustainable Agriculture Information Service, P.O. Box 3657, Fayetteville, AR 72702, (800) 346-9140, <http://www.attra.ncat.org>

Center for Rural Affairs,  
145 Main St., P.O. Box 136, Lyons, NE 68038, (402) 687-2100, <http://www.cfra.org>

For additional website sources, please refer to the Resource Index.

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