

AGRICULTURE, WATER & ENVIRONMENTAL TECHNOLOGIES

Summary

- » **Gender and race/ethnicity:** Comprising 28% of the workforce, women are underrepresented in this sector. Analysis shows overrepresentation of white workers. The largest age group is 45–64 years of age (Exhibits 37, 38, and 39).
- » **Employment and projected demand:** The largest middle-skill occupation is farmers, ranchers, and other agricultural managers, which has 2,742 annual openings (Exhibit 40).
- » **Wages:** The highest paid occupation is cost estimators, with an entry-level wage of \$26.09/hour (Exhibits 41a and 41b).
- » **Specialized skills:** The top skill is sales, and the top certification is certified pest control (Exhibit 42).

Top Job Titles

- Sales Representative
- Outside Sales Representative
- Account Executive

Exhibit 37. Gender composition of the top occupations in the agriculture, water, and environmental technologies workforce

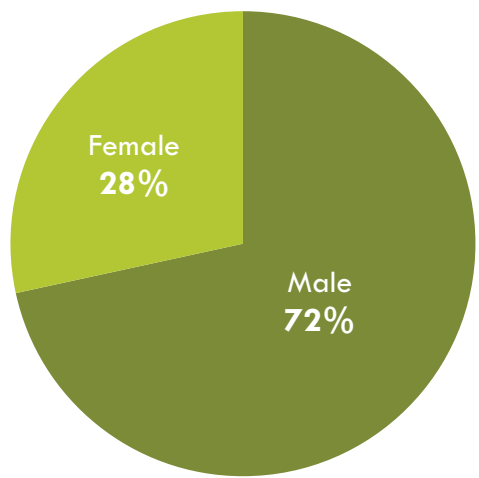


Exhibit 38. Race/ethnicity composition of the top occupations in the agriculture, water, and environmental technologies workforce

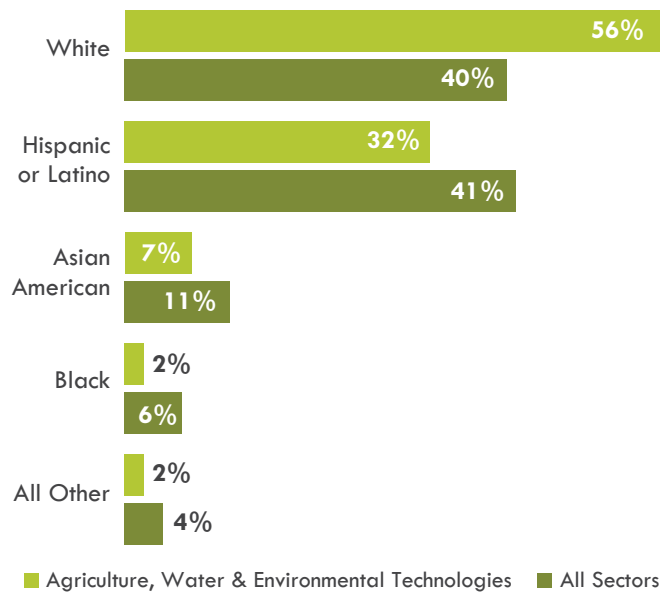


Exhibit 39. Agriculture, water, and environmental technologies age groups

Occupation	2021 Age Groups			
	14–24	25–44	45–64	65+
Agricultural Equipment Operators	682	2,372	1,910	590
Animal Trainers	87	506	453	79
Buyers and Purchasing Agents	115	1,224	1,326	245
Compliance Officers	52	1,127	1,213	177
Cost Estimators	74	827	970	346
Farm Equipment Mechanics and Service Technicians	94	732	677	109
Farmers, Ranchers, and Other Agricultural Managers	1,067	6,875	12,597	7,100
First-Line Supervisors of Farming, Fishing, and Forestry Workers	176	1,904	2,909	915
Food Science Technicians	37	329	342	46
Forest and Conservation Technicians	268	499	330	50
Forest and Conservation Workers	116	285	211	61
Mobile Heavy Equipment Mechanics, Except Engines	132	933	916	122
Pest Control Workers	150	608	459	92
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	406	4,642	4,666	1,019
Veterinary Assistants and Laboratory Animal Care-takers	240	535	172	28



Exhibit 40. Agriculture, water, and environmental technologies employment and occupational projections

Occupation	2021 Jobs	2026 Jobs	5-Year Change	5-Year % Change	Annual Openings
Farmers, Ranchers, and Other Agricultural Managers	27,640	27,426	(214)	(1%)	2,742
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	10,731	11,115	384	4%	1,137
Agricultural Equipment Operators	5,554	5,758	204	4%	933
First-Line Supervisors of Farming, Fishing, and Forestry Workers	5,905	5,978	73	1%	875
Buyers and Purchasing Agents	2,914	2,914	(0)	(0%)	294
Mobile Heavy Equipment Mechanics, Except Engines	2,111	2,188	77	4%	230
Compliance Officers	2,571	2,690	119	5%	227
Cost Estimators	2,222	2,318	96	4%	224
Pest Control Workers	1,309	1,356	47	4%	187
Farm Equipment Mechanics and Service Technicians	1,617	1,662	45	3%	177
Veterinary Assistants and Laboratory Animal Caretakers	974	1,047	73	8%	176
Animal Trainers	1,135	1,213	78	7%	157
Forest and Conservation Technicians	1,148	1,111	(37)	(3%)	140
Forest and Conservation Workers	674	691	17	2%	113
Food Science Technicians	764	761	(3)	(0%)	99



Exhibit 41a. Agriculture, water, and environmental technologies hourly wages in the region

Occupation	Hourly Wages		
	25th Percentile	Median	75th Percentile
Cost Estimators	\$26.09	\$34.94	\$46.94
Compliance Officers	\$25.75	\$33.68	\$44.60
Mobile Heavy Equipment Mechanics, Except Engines	\$23.00	\$28.62	\$34.76
Buyers and Purchasing Agents	\$22.96	\$29.26	\$38.04
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	\$22.01	\$29.65	\$44.49
Farm Equipment Mechanics and Service Technicians	\$18.13	\$22.18	\$28.23
Food Science Technicians	\$17.44	\$20.67	\$25.68
Forest and Conservation Technicians	\$15.86	\$17.72	\$24.05
First-Line Supervisors of Farming, Fishing, and Forestry Workers	\$14.71	\$19.86	\$25.42
Pest Control Workers	\$14.59	\$18.19	\$22.66
Forest and Conservation Workers	\$14.21	\$17.41	\$19.29
Agricultural Equipment Operators	\$14.01	\$14.39	\$17.60
Veterinary Assistants and Laboratory Animal Caretakers	\$14.01	\$15.76	\$17.27
Farmers, Ranchers, and Other Agricultural Managers	\$14.00	\$16.80	\$29.98
Animal Trainers	\$9.38	\$14.32	\$22.36

Exhibit 41b. Agriculture, water, and environmental technologies average hourly wages in the region

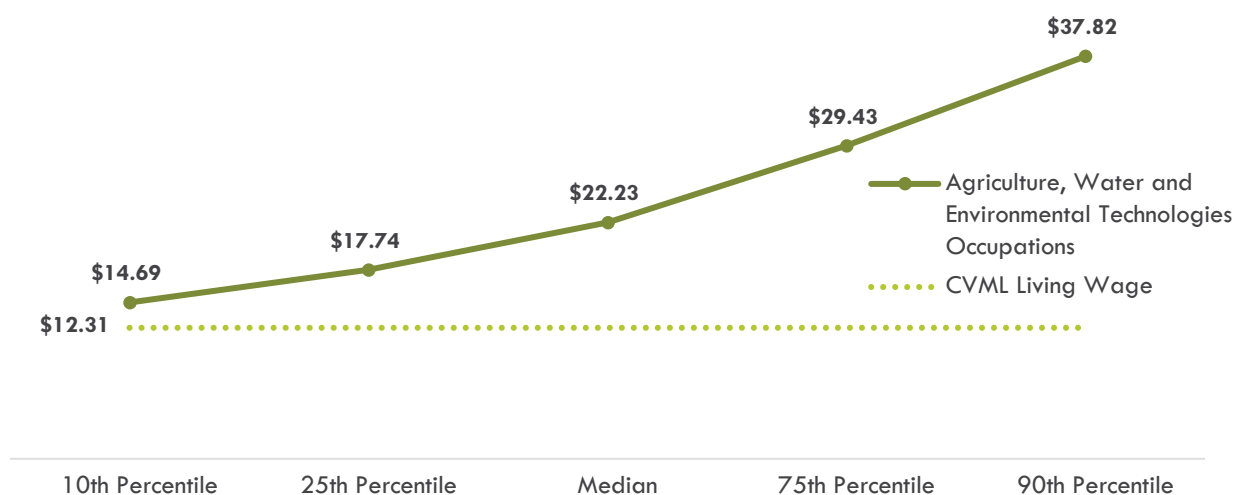


Exhibit 42. Top 10 certifications, specialized skills, and software skills in job postings for agriculture, water, and environmental technologies occupations

Certifications	Specialized Skills	Software Skills
Certified Pest Control	Sales	Microsoft Office
Certified Veterinary Technician	Customer Service	Microsoft Excel
Property and Casualty License	Repair	Salesforce
Life Insurance License	Quality Assurance and Control	Customer Relationship Management (CRM)
Insurance Agent Certification	Budgeting	SAP
OSHA Forklift Certification	Product Knowledge	Enterprise Resource Planning (ERP)
Applicators License	Data Entry	CRM software
Real Estate Certification	Business Development	Software as a Service (SaaS)
Life and Health Insurance License	Sales Management	Tableau
Food Service Certification	Retail Industry Knowledge	AutoCAD

Exhibit 43. Agriculture, water, and environmental technologies workforce demand (annual job openings), postsecondary supply of students (awards), and additional students needed to fill the gap in the region

