

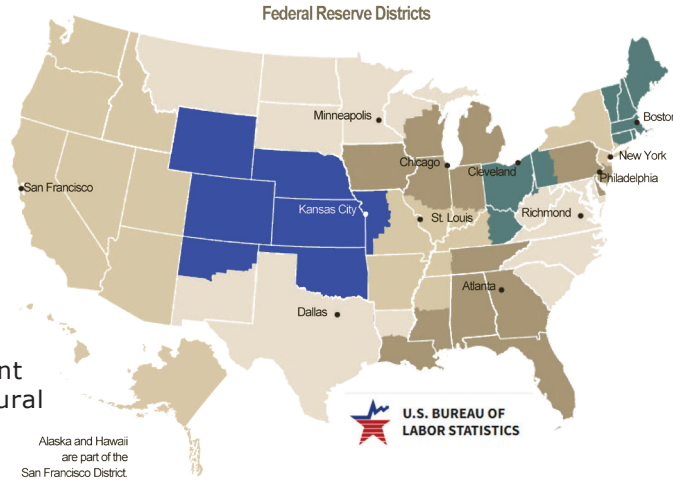
## Key Insights from Bureau of Labor Statistics Data on Agriculture in the Federal Reserve Tenth District

### Significant Insights from 2023

#### *A*griculture's Modest Workforce but Significant Rural Impact

The agriculture sector (NAICS 11) reported employment of 50,535 workers across 7,158 establishments in the Tenth Federal Reserve District, offering an average annual wage of \$20,746. While this is much lower when compared to other sectors like health care (813,185 workers) or retail trade (671,813 workers), agriculture is a key driver of rural employment, supporting communities where other industries are less prevalent, TABLE 1.

– Why it matters: Agriculture's employment numbers, while modest, play an outsized role in rural development and food security.



#### Animal Production and Aquaculture

##### Reports the Largest Number of Employees

NAICS 112 (Animal production and aquaculture) reported the highest employment level of any agricultural sub-sector at 24,519 workers across 2,483 establishments, with an average annual wage of \$23,537. This includes activities such as cattle ranching, hog farming, and dairy production, TABLE 2.

– Why it matters: Animal production dominates agricultural employment, supporting both regional food supply and export industries.

#### Crop Production Reported the Second-Largest Employment Level

NAICS 111 (Crop production) reported employing 19,751 workers across 3,427 establishments, making it the second-largest employer within the sector. This sub-sector offered relatively high wages, with an average annual income of \$25,777, making it one of the financial rewarding areas in agriculture, TABLE 3.

– Why it matters: Crop production is foundational to the district's agricultural economy, with its higher wages reflecting strong market demand for staple crops.

**TABLE 1 ANNUAL AVERAGES, 2023**  
Bureau of Labor QCEW\* Statistics - Average Values by NAICS\*\* Industry, Private Ownership Only.

	REGION: FEDERAL RESERVE DISTRICT 10***			REGION: FEDERAL RESERVE DISTRICT 10***		
	Average Annual Establishments Count	Average Annual Employment Level	Average Annual Wage	Average Annual Wage - 2022	Average Annual Wage - 2021	Average Annual Wage - 2020
10 Total, all industries	509,551	5,552,813	\$46,448	\$44,500	\$42,269	\$40,610
NAICS 11 Agriculture, forestry, fishing and hunting	7,158	50,535	\$20,746	\$18,439	\$17,260	\$18,419
NAICS 21 Mining, quarrying, and oil and gas extraction	2,650	34,345	\$19,626	\$19,013	\$17,197	\$16,983
NAICS 22 Utilities	1,114	20,669	\$45,713	\$45,341	\$45,097	\$47,714
NAICS 23 Construction	45,573	389,170	\$52,962	\$49,520	\$46,097	\$46,191
NAICS 31-33 Manufacturing	14,531	544,718	\$46,659	\$46,842	\$43,356	\$41,638
NAICS 42 Wholesale trade	32,195	263,475	\$49,955	\$46,755	\$43,924	\$42,727
NAICS 44-45 Retail trade	43,910	671,813	\$31,198	\$30,199	\$29,242	\$27,907
NAICS 48-49 Transportation and warehousing	13,493	258,702	\$33,509	\$32,610	\$31,674	\$31,323
NAICS 51 Information	12,444	128,550	\$42,978	\$39,524	\$39,911	\$36,670
NAICS 52 Finance and insurance	30,673	269,782	\$58,127	\$57,558	\$55,236	\$49,510
NAICS 53 Real estate and rental and leasing	25,243	101,264	\$36,845	\$33,040	\$32,251	\$29,152
NAICS 54 Professional, scientific, and technical services	90,529	508,947	\$48,236	\$44,117	\$0	\$0
NAICS 55 Management of companies and enterprises	6,801	104,222	\$33,583	\$29,692	\$29,333	\$28,095
NAICS 56 Admin. and support and waste mgt. and remediation svcs.	31,348	348,285	\$28,867	\$26,585	\$0	\$0
NAICS 61 Educational services	7,533	81,451	\$13,285	\$11,144	\$11,668	\$12,277
NAICS 62 Health care and social assistance	64,510	813,185	\$27,764	\$26,363	\$27,131	\$26,142
NAICS 71 Arts, entertainment, and recreation	7,304	114,922	\$15,816	\$15,554	\$14,096	\$13,127
NAICS 72 Accommodation and food services	32,806	612,877	\$14,207	\$14,054	\$13,654	\$11,007
NAICS 81 Other services (except public administration)	37,578	187,600	\$32,070	\$29,016	\$0	\$0
NAICS 99 Unclassified	2,239	3,165	\$1,194	\$1,476	\$1,358	\$1,532

United States Bureau of Labor Statistics. Quarterly Census of Employment and Wages. QCEW Data Files. Accessed: 6 December 2024.  
[www.bls.gov/cew/downloadable-data-files.htm](http://www.bls.gov/cew/downloadable-data-files.htm)

\* Quarterly Census of Employment and Wages (QCEW) are compiled from state unemployment insurance (UI) program reports. Data excludes self-employed owners, unpaid family members, and certain farm and domestic workers, including those who earned no wages during the entire applicable pay period.

\*\* North American Industry Classification System (NAICS).

\*\*\* FED District 10 includes all counties in CO, KS, NE, OK, WY as well as 43 counties in W. MO, and 15 counties in N. NM.

How Much Risk is Right for You?

**TABLE 2 ANNUAL AVERAGES, 2023**  
Bureau of Labor QCEW\* Statistics - Average Values  
by NAICS\*\* Industry, Private Ownership Only.

	REGION: FEDERAL RESERVE DISTRICT 10***			REGION: FEDERAL RESERVE DISTRICT 10***		
	Average Annual Establishments Count	Average Annual Employment Level	Average Annual Wage	Average Annual Wage - 2022	Average Annual Wage - 2021	Average Annual Wage - 2020
NAICS 112 Animal production and aquaculture	2,483	24,519	\$23,537	\$20,335	\$18,808	\$19,159
NAICS 1121 Cattle ranching and farming	1,934	18,366	\$11,559	\$9,095	\$9,948	\$8,906
NAICS 11211 Beef cattle ranching and farming, including feedlots	1,730	12,769	\$11,015	\$9,086	\$0	\$0
NAICS 112111 Beef cattle ranching and farming	1,242	5,220	\$10,134	\$8,102	\$9,741	\$8,335
NAICS 112112 Cattle feedlots	487	7,514	\$2,935	\$2,835	\$2,650	\$2,589
NAICS 11212 Dairy cattle and milk production	204	5,593	\$4,665	\$4,416	\$4,232	\$4,035
NAICS 112120 Dairy cattle and milk production	204	5,593	\$4,665	\$4,416	\$4,232	\$4,035
NAICS 1122 Hog and pig farming	254	3,484	\$4,133	\$3,155	\$4,524	\$4,838
NAICS 11221 Hog and pig farming	254	3,484	\$4,133	\$3,155	\$4,524	\$4,838
NAICS 112210 Hog and pig farming	254	3,484	\$4,133	\$3,155	\$4,524	\$4,838
NAICS 1124 Sheep and goat farming	17	112	\$954	\$863	\$815	\$741
NAICS 11241 Sheep farming	14	-	\$0	\$0	\$0	\$0
NAICS 112410 Sheep farming	14	-	\$0	\$0	\$0	\$0
NAICS 1125 Aquaculture	15	31	\$652	\$780	\$838	\$736
NAICS 11251 Aquaculture	15	31	\$652	\$780	\$838	\$736
NAICS 112511 Finfish farming and fish hatcheries	12	-	\$0	\$0	\$553	\$499
NAICS 1129 Other animal production	164	436	\$3,481	\$3,263	\$1,694	\$1,997
NAICS 11291 Apiculture	21	89	\$699	\$1,299	\$533	\$428
NAICS 112910 Apiculture	21	89	\$699	\$1,299	\$533	\$428
NAICS 11292 Horses and other equine production	34	94	\$3,680	\$2,162	\$2,622	\$2,056
NAICS 112920 Horses and other equine production	34	94	\$3,680	\$2,162	\$2,622	\$2,056
NAICS 11299 All other animal production	110	313	\$2,642	\$2,286	\$1,929	\$2,257
NAICS 112990 All other animal production	110	313	\$2,642	\$2,286	\$1,929	\$2,257
NAICS 113 Forestry and logging	75	166	\$4,430	\$5,152	\$6,904	\$6,037
NAICS 1133 Logging	71	158	\$4,430	\$4,086	\$5,971	\$5,134
NAICS 11331 Logging	71	158	\$4,430	\$4,086	\$5,971	\$5,134
NAICS 113310 Logging	71	158	\$4,430	\$4,086	\$5,971	\$5,134
NAICS 114 Fishing, hunting and trapping	26	60	\$1,235	\$1,198	\$1,186	\$1,114
NAICS 1142 Hunting and trapping	25	60	\$1,235	\$1,198	\$1,186	\$1,114
NAICS 11421 Hunting and trapping	25	60	\$1,235	\$1,198	\$1,186	\$1,114
NAICS 114210 Hunting and trapping	25	60	\$1,235	\$1,198	\$1,186	\$1,114
NAICS 115 Support activities for agriculture and forestry	1,149	7,108	\$20,389	\$18,043	\$0	\$0
NAICS 1151 Support activities for crop production	753	5,219	\$12,965	\$9,123	\$9,732	\$9,890
NAICS 11511 Support activities for crop production	753	5,219	\$12,965	\$9,123	\$9,732	\$9,890
NAICS 115112 Soil preparation, planting, and cultivating	321	1,655	\$4,563	\$5,074	\$4,776	\$3,401
NAICS 115113 Crop harvesting, primarily by machine	136	419	\$2,357	\$1,512	\$2,208	\$2,052
NAICS 115114 Postharvest crop activities (except cotton ginning)	113	2,005	\$5,174	\$6,120	\$0	\$0
NAICS 115115 Farm labor contractors and crew leaders	41	359	\$1,980	\$1,260	\$1,789	\$1,697
NAICS 115116 Farm management services	141	417	\$3,847	\$3,867	\$5,081	\$4,697
NAICS 1152 Support activities for animal production	319	949	\$1,970	\$2,324	\$1,308	\$2,478
NAICS 11521 Support activities for animal production	319	949	\$1,970	\$2,324	\$1,308	\$2,478
NAICS 115210 Support activities for animal production	319	949	\$1,970	\$2,324	\$1,308	\$2,478
NAICS 1153 Support activities for forestry	76	271	\$3,987	\$3,472	\$2,544	\$1,129
NAICS 11531 Support activities for forestry	76	271	\$3,987	\$3,472	\$2,544	\$1,129
NAICS 115310 Support activities for forestry	76	271	\$3,987	\$3,472	\$2,544	\$1,129

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\*\* North American Industry Classification System (NAICS).

\*\*\* FED District 10 includes all counties in CO, KS, NE, OK, WY as well as 43 counties in W. MO, and 15 counties in N. NM.



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**Cattle Ranching and Farming Is a Key Sub-Sector**

NAICS 1121 (Cattle ranching and farming) reported employment of 18,366 workers across 1,934 reporting establishments in 2023, offering an average wage of \$11,559. Despite lower wages than crop production, cattle ranching is vital for the region's beef supply chain, TABLE 2.

– Why it matters: Cattle ranching remains the backbone of the animal production sub-sector, supporting both domestic and export markets.

**Oilseed and Grain Farming Leads in Employer Count**

NAICS 1111 (Oilseed and grain farming) reported 2,362 establishments, the highest among crop production sub-sectors, employing 8,254 workers with an average annual wage of \$18,799, TABLE 3.

– Why it matters: The high number of establishments in oilseed and grain farming underscores the decentralization of production and its importance to regional food security and exports.

**Support Activities for Agriculture Boost Productivity**

NAICS 115 (Support activities for agriculture and forestry) recorded employment of 7,108 workers across 1,149 reporting establishments, with an average wage of \$20,389. Activities like soil preparation, crop harvesting, and farm management services fall under this category, TABLE 2.

– Why it matters: Support activities improve agricultural efficiency and enable higher productivity, supporting the district's competitiveness in agriculture.



**TABLE 3 ANNUAL AVERAGES, 2023**  
**Bureau of Labor QCEW\* Statistics - Average Values**  
**by NAICS\*\* Industry, Private Ownership Only.**

	REGION: FEDERAL RESERVE DISTRICT 10***			REGION: FEDERAL RESERVE DISTRICT 10***		
	Average Annual Establishments Count	Average Annual Employment Level	Average Annual Wage	Average Annual Wage - 2022	Average Annual Wage - 2021	Average Annual Wage - 2020
NAICS 11 Agriculture, forestry, fishing and hunting	7,158	50,535	\$20,746	\$18,439	\$17,260	\$18,419
NAICS 111 Crop production	3,427	19,751	\$25,777	\$25,305	\$23,474	\$23,240
NAICS 1111 Oilseed and grain farming	2,362	8,254	\$18,799	\$14,669	\$13,584	\$13,104
NAICS 11113 Dry pea and bean farming	4	17	\$625	\$0	\$0	\$0
NAICS 111130 Dry pea and bean farming	4	17	\$625	\$0	\$0	\$0
NAICS 11114 Wheat farming	284	948	\$2,347	\$2,237	\$1,510	\$1,447
NAICS 111140 Wheat farming	284	948	\$2,347	\$2,237	\$1,510	\$1,447
NAICS 11115 Corn farming	625	2,141	\$7,352	\$6,298	\$5,531	\$3,903
NAICS 111150 Corn farming	625	2,141	\$7,352	\$6,298	\$5,531	\$3,903
NAICS 11119 Other grain farming	1,397	4,751	\$12,760	\$15,189	\$13,478	\$14,543
NAICS 111191 Oilseed and grain combination farming	1,298	4,100	\$7,806	\$9,711	\$12,243	\$14,037
NAICS 111199 All other grain farming	98	509	\$3,486	\$2,667	\$2,449	\$2,384
NAICS 1112 Vegetable and melon farming	195	2,081	\$2,051	\$2,156	\$1,932	\$1,895
NAICS 11121 Vegetable and melon farming	195	2,081	\$2,051	\$2,156	\$1,932	\$1,895
NAICS 111211 Potato farming	95	1,028	\$2,535	\$2,565	\$2,293	\$2,369
NAICS 111219 Other vegetable (except potato) and melon farming	101	1,053	\$1,685	\$1,758	\$0	\$0
NAICS 1114 Greenhouse, nursery, and floriculture production	325	4,541	\$4,702	\$5,254	\$0	\$0
NAICS 11141 Food crops grown under cover	95	499	\$1,854	\$3,128	\$1,770	\$1,150
NAICS 111411 Mushroom production	6	43	\$1,111	\$0	\$0	\$0
NAICS 111419 Other food crops grown under cover	89	443	\$1,106	\$1,785	\$1,105	\$543
NAICS 11142 Nursery and floriculture production	230	3,389	\$2,803	\$4,254	\$2,735	\$2,011
NAICS 111421 Nursery and tree production	141	1,771	\$3,067	\$2,956	\$2,228	\$2,056
NAICS 111422 Floriculture production	89	1,618	\$1,695	\$1,658	\$1,660	\$1,634
NAICS 1119 Other crop farming	486	3,394	\$2,232	\$2,098	\$1,946	\$2,539
NAICS 11194 Hay farming	166	742	\$2,445	\$2,447	\$2,396	\$2,686
NAICS 111940 Hay farming	166	742	\$2,445	\$2,447	\$2,396	\$2,686
NAICS 11199 All other crop farming	317	2,672	\$1,650	\$1,512	\$1,437	\$1,488
NAICS 111991 Sugar beet farming	13	21	\$503	\$470	\$490	\$485
NAICS 111998 All other miscellaneous crop farming	304	2,712	\$2,419	\$2,102	\$2,023	\$2,081

United States Bureau of Labor Statistics. Quarterly Census of Employment and Wages. QCEW Data Files. Accessed: 6 December 2024.  
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**Other Grain Farming Contributes to Agricultural Diversity**

NAICS 11119 (Other grain farming) reported the employment of 4,751 workers across 1,397 establishments, offering an average wage of \$12,760. This sub-sector includes a variety of grains beyond staples like corn and wheat, TABLE 3.

- Why it matters: Diversity in grain farming enhances agricultural resilience and supports niche markets.

**Corn Farming Is a Strategic Sub-Sector**

NAICS 11115 (Corn farming) recorded the employment of 2,141 workers across 625 reporting establishments, offering an average annual wage of \$7,352. Corn farming plays a dual role in supporting both human consumption and animal feed industries, TABLE 3.

- Why it matters: Corn farming underpins key supply chains in both crop and animal production, supporting both domestic and industrial markets.

**Greenhouse and Floriculture Production Adds Niche Value**

NAICS 1114 (Greenhouse, nursery, and floriculture production) reported the employment of 4,541 workers across 325 establishments, offering an average annual wage of \$4,702. This sub-sector includes ornamental plants and specialty crops, diversifying the agricultural economy, TABLE 3.

- Why it matters: Greenhouse production provides opportunities for higher-value products, reducing dependency on staple crops.



**Dairy Cattle Production: A Stable Source of Employment**

NAICS 11212 (Dairy cattle and milk production) recorded employing 5,593 workers across 204 reporting establishments, with an average annual wage of \$4,665. Despite lower wages, dairy farming ensures consistent supply for domestic and industrial dairy markets, TABLE 2.

- Why it matters: Dairy farming remains critical for food supply chains, even though it provides relatively lower wages compared to other agricultural sub-sectors.

**Summary**

In 2023, agriculture (NAICS 11) in the Federal Reserve Tenth District showed modest overall employment compared to other industries, but it remains vital for rural economies. Animal production (NAICS 112) is the largest employer within agriculture, while crop production (NAICS 111) leads in wages and establishments reporting. Emerging sub-sectors like greenhouse production and support services add diversity and resilience to the agricultural sector.



## Comparing Ag Wages for 2020-2023

Agricultural wages compared across the years 2020 to 2023 offer some interesting insights into changes occurring in the industry and between sub-sectors.

### *Consistent Growth in Corn Farming Wages*

Corn farming (NAICS 11115) wages rose from \$3,903 in 2020 to \$7,352 in 2023, marking an 88 percent increase over three years. This sharp rise reflects enhanced profitability, possibly due to improved crop yields, market prices, or investments in technology. Employment levels stabilized at 38 workers, showing efficiency gains in this industry.

### *Oilseed and Grain Farming Gains Momentum*

Wages in oilseed and grain farming (NAICS 1111) have increased steadily from \$13,104 in 2020 to \$18,799 in 2023. This 43 percent wage increase indicates heightened agricultural demand or reduced competition in regional markets. Employment levels of 145 workers suggest sustainable workforce support for this sector.

### *Animal Production and Aquaculture Steady Progress*

Average annual wages in animal production and aquaculture (NAICS 112) grew from \$19,159 in 2020 to \$23,537 in 2023. The sector employs a moderate workforce of 430 workers, underscoring its role in supporting rural economies through consistent growth.

### *Dairy Cattle Wages Exhibit Steady Rise*

Dairy cattle and milk production (NAICS 11212) wages climbed from \$4,035 in 2020 to \$4,665 in 2023. While this is a modest 15.6 percent increase, it signifies gradual improvement in worker compensation, likely driven by stable dairy demand and incremental productivity improvements.

### *Significant Drop in Logging Wages*

Logging (NAICS 113) wages have seen a remarkable reduction, from \$6,037 in 2020 to \$4,430 in 2023, reflecting seasonal variations but highlighting the challenges of maintaining profitability in this sector. Despite wage fluctuations, this industry is a vital part of the Tenth District's resource economy.

## Conclusion

The reader will note that wages listed above represent nominal earning rates. Real wages would be lower when adjusted for inflation, which has ranged between 4.1 and 8.0 percent since 2020. However, these findings still provide a clear snapshot of employment and wage trends across key industries within the Federal Reserve Tenth District. This district encompasses the states of Colorado, Kansas, Nebraska, Oklahoma, Wyoming, and parts of Missouri and New Mexico.

While employment levels have declined significantly in agriculture, wage stability, particularly in crop and animal production, reflects the ongoing resilience of this sector. Continued support and adaptation to economic conditions will remain crucial for sustaining rural economies and food supply chains in the region.



## For more information:

For more information or other reports on agricultural labor statistics available from RightRisk, see: <https://rightrisk.org/news.shtml> > Ag Labor Updates.

For more information on wages across the U.S. economy or to access the complete set of labor statistics available from the Bureau of Labor Statistics, see: <https://www.bls.gov>.