Farmers, Ranchers, and Other Agricultural Managers
in 2 California Counties

Contents

What is Lightcast Data?

Lightcast data is a hybrid dataset derived from official government sources such as the US Census Bureau, Bureau of Economic Analysis, and Bureau of Labor Statistics. Leveraging the unique strengths of each source, our data modeling team creates an authoritative dataset that captures more than 99% of all workers in the United States. This core offering is then enriched with data from online social profiles, resumés, and job postings to give you a complete view of the workforce.

Lightcast data is frequently cited in major publications such as *The Atlantic*, *Forbes*, *Harvard Business Review*, *The New York Times*, *The Wall Street Journal*, and *USA Today*.

Report Parameters

1 Occupation

11-9013   Farmers, Ranchers, and Other Agricultural Managers

2 Counties

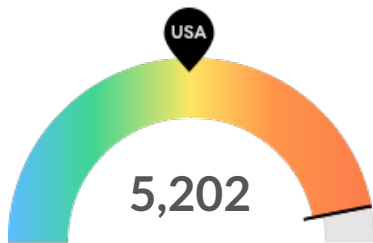6079   San Luis Obispo County, CA

6083   Santa Barbara County, CA

Class of Worker

QCEW Employees, Non-QCEW Employees, and Self-Employed

The information in this report pertains to the chosen occupation and geographical areas.
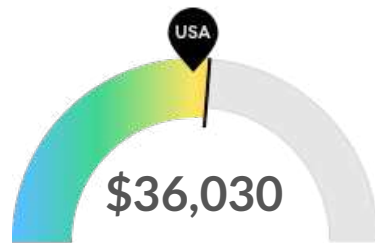
Executive Summary

## Aggressive Job Posting Demand Over a Deep Supply of Regional Jobs

5,202	**$36,030**	**4**
Jobs (2023)	**Compensation**	**Job Posting Demand**

Your area is a hotspot for this kind of job. The national average for an area this size is 1,289* employees, while there are 5,202 here.

Earnings are about average in your area. The national median salary for Farmers, Ranchers, and Other Agricultural Managers is $33,491, compared to $36,030 here.
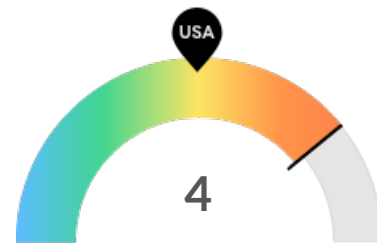
Job posting activity is high in your area. The national average for an area this size is 2* job postings/mo, while there are 4 here.

*National average values are derived by taking the national value for Farmers, Ranchers, and Other Agricultural Managers and scaling it down to account for the difference in overall workforce size between the nation and your area. In other words, the values represent the national average adjusted for region size.

Jobs

## Regional Employment Is Higher Than the National Average

An average area of this size typically has 1,289* jobs, while there are 5,202 here. This higher than average supply of jobs may make it easier for workers in this field to find employment in your area.
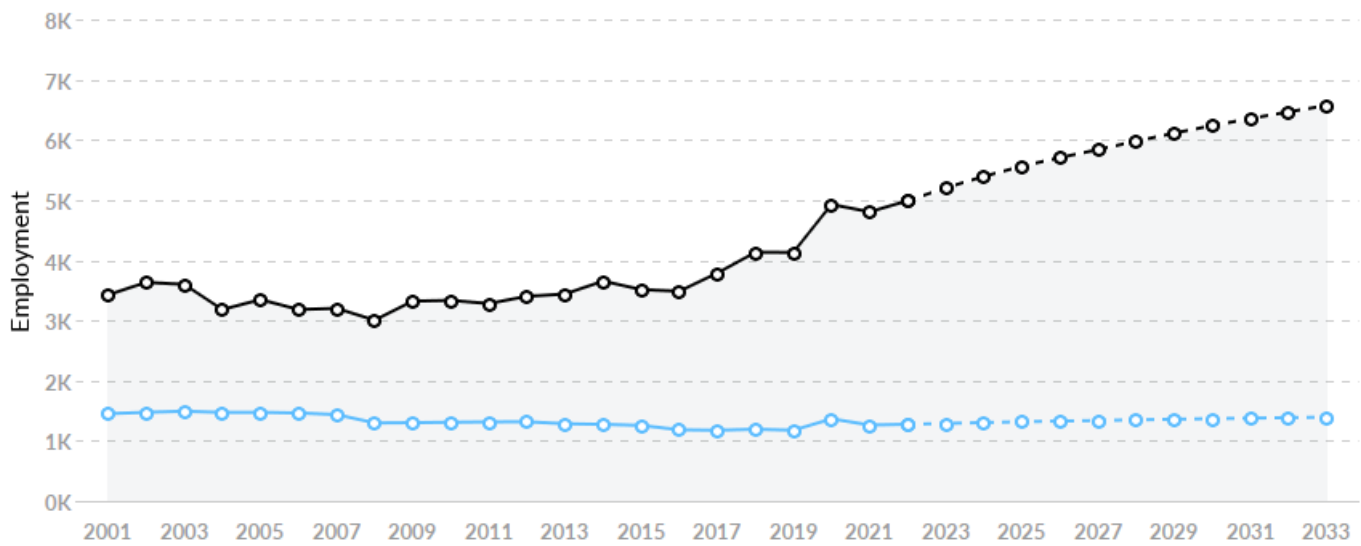
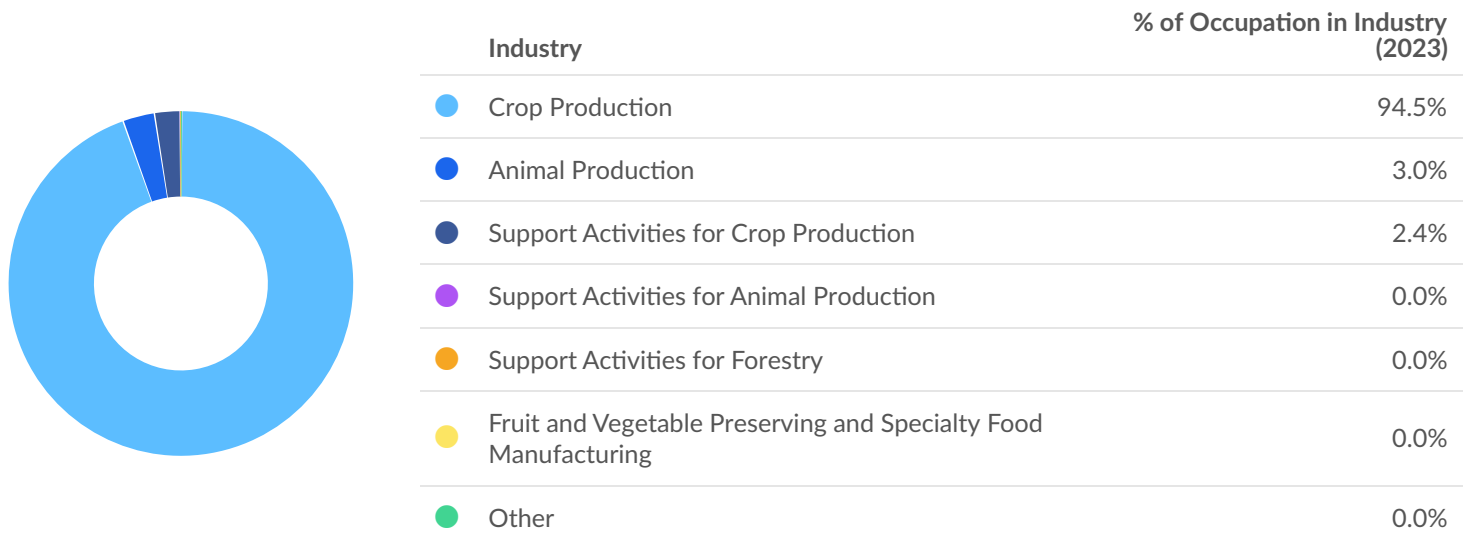|	Region	2023 Jobs	2033 Jobs	Change	% Change
●	2 California Counties	5,202	6,570	1,368	26.3%
●	National Average	1,289	1,393	103	8.0%

*National average values are derived by taking the national value for Farmers, Ranchers, and Other Agricultural Managers and scaling it down to account for the difference in overall workforce size between the nation and your area. In other words, the values represent the national average adjusted for region size.

Regional Breakdown
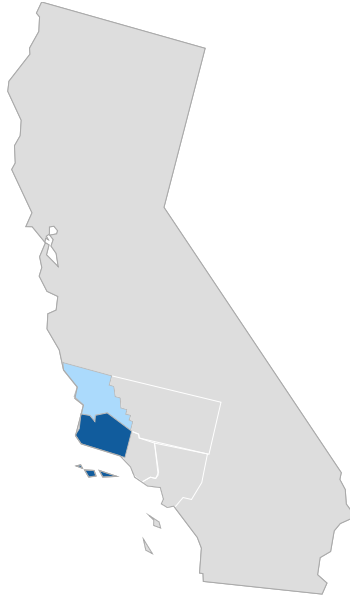
County	2023 Jobs
Santa Barbara County, CA	4,560
San Luis Obispo County, CA	641

Most Jobs are Found in the Crop Production Industry Sector

	Industry	% of Occupation in Industry (2023)
🔵	Crop Production	94.5%
🔵	Animal Production	3.0%
🔵	Support Activities for Crop Production	2.4%
🟣	Support Activities for Animal Production	0.0%
🟠	Support Activities for Forestry	0.0%
🟡	Fruit and Vegetable Preserving and Specialty Food Manufacturing	0.0%
🟢	Other	0.0%

Compensation

Regional Compensation Is 8% Higher Than National Compensation

For Farmers, Ranchers, and Other Agricultural Managers, the 2021 median wage in your area is $36,030, while the national median wage is $33,491.
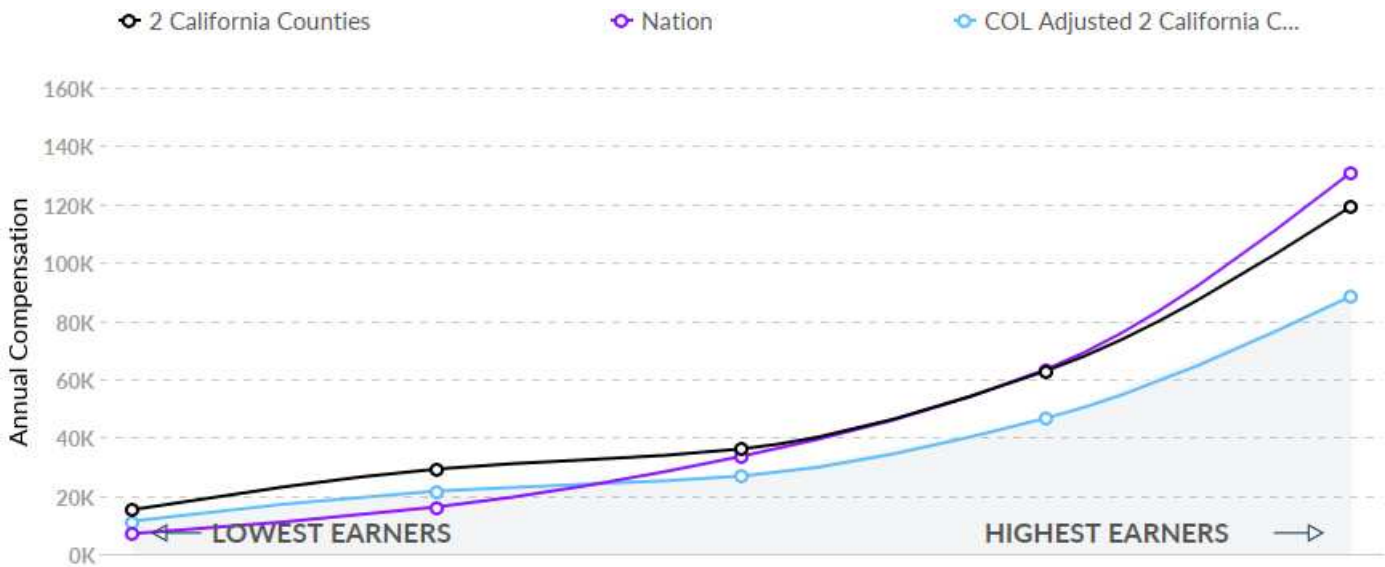
Job Posting Activity

24 Unique Job Postings

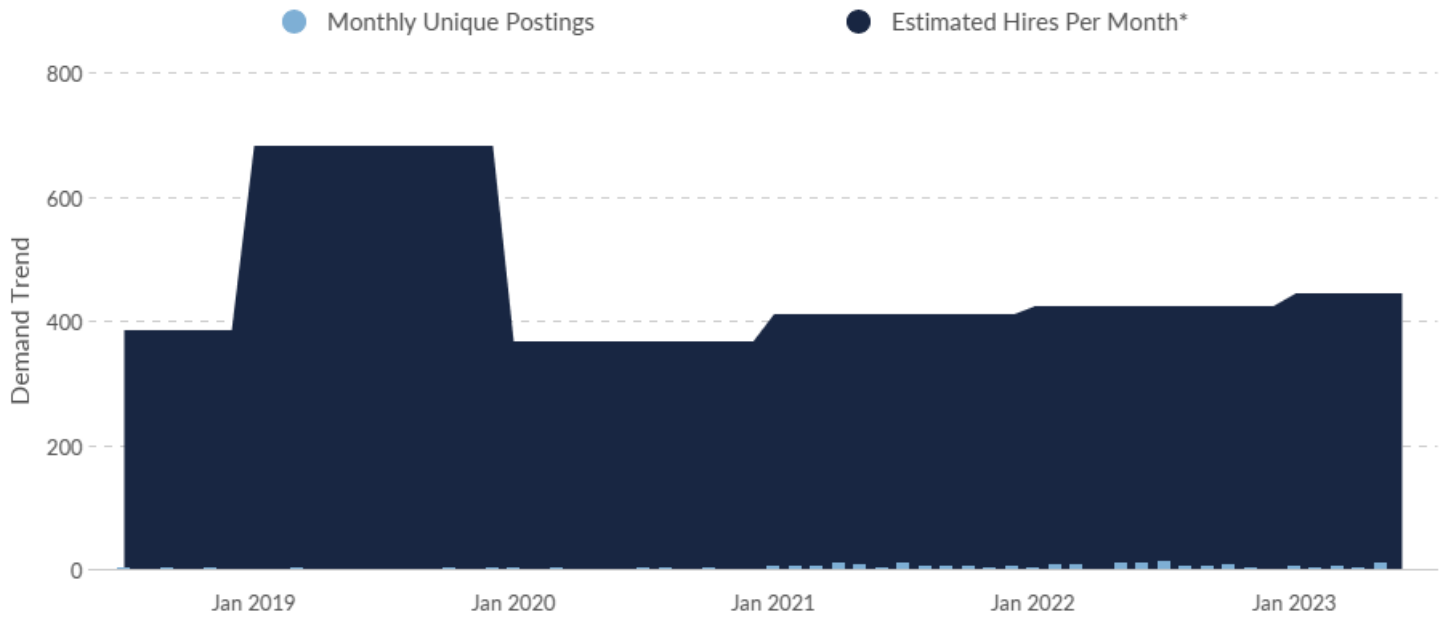The number of unique postings for this job from Jan 2023 to Jun 2023.

15 Employers Competing

All employers in the region who posted for this job from Jan 2023 to Jun 2023.

29 Day Median Duration

Posting duration is 4 days shorter than what's typical in the region.

| Occupation	Avg Monthly Postings (Jan 2023 - Jun 2023)	Avg Monthly Hires (Jan 2023 - Jun 2023)
Farmers, Ranchers, and Other Agricultural Managers	4	443

*A hire is reported by the Quarterly Workforce Indicators when an individual's Social Security Number appears on a company's payroll and was not there the quarter before. Lightcast hires are calculated using a combination of Lightcast jobs data, information on separation rates from the Bureau of Labor Statistics (BLS), and industry-based hires data from the Census Bureau.

Lightcast

Top Companies	Unique Postings	
Good Samaritan Shelter	3	
Speedling Incorporated	3	
Cal Poly Corporation	2	
City Of San Luis Obispo	2	
Ecological Farming Association	2	
Alisal Guest Ranch And Resort	1	
Ambyth Estate	1	
Bee Sweet Citrus	1	
Calpoly Investments LLC.	1	
Central Coast Aquarium	1	

Top Job Titles	Unique Postings	
Farm Managers	6	
Farm Assistants	3	
Fisheries Technicians	3	
Greenhouse Managers	3	
Farmers Market Managers	2	
Activity Leaders	1	
Animal Husbandry Interns	1	
Horticulture Managers	1	
Scan Technicians	1	
Sustainable Agriculture Interns	1	

## Top Distinguishing Skills by Demand

An occupation's Distinguishing Skills are the advanced skills that are called for occasionally. An employee with these skills is likely more specialized and able to differentiate themselves from others in the same role.

Distinguishing Skills

Defining Skills

Necessary Skills
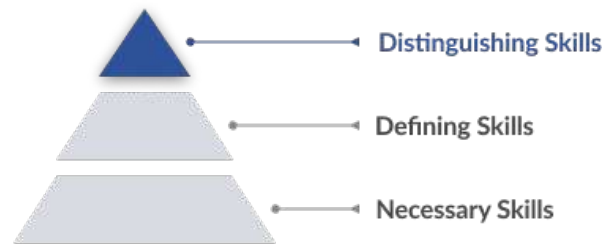
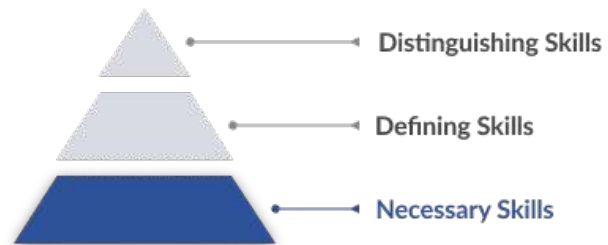| Skill	Salary Boosting	Job Postings Requesting
Cannabis Cultivation	✅	1
Fish Culture	❌	0
Aquaculture	❌	0
Spawning	❌	0

Top Defining Skills by Demand

An occupation's Defining Skills represent the day-to-day tasks and responsibilities of the job. An employee needs these skills to qualify for and perform successfully in this occupation.
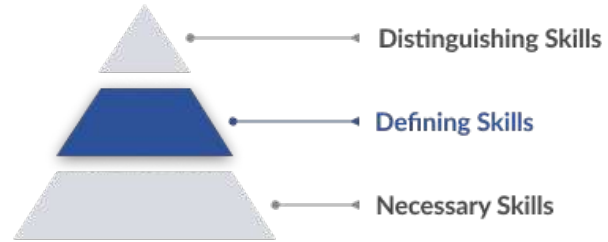
Skill	Salary Boosting	Job Postings Requesting
Valid Driver's License	❌	9
Transplanting	❌	1

# Top Necessary Skills by Demand

An occupation's Necessary Skills are the specialized skills required for that job and relevant across other similar jobs. An employee needs these skills as building blocks to perform the more complex Defining Skills.

| Skill	Salary Boosting	Job Postings Requesting
Irrigation (Landscaping And Agriculture)	❌	7
Biology	❌	5
Agriculture	❌	4
Pruning	❌	1
Cannabis	❌	0
Food Safety And Sanitation	❌	0

Demographics

Retirement Risk Is About Average, While Overall Diversity Is High
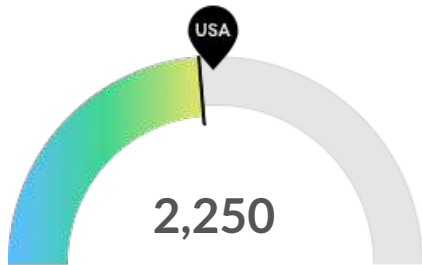
Retiring Soon

2,250
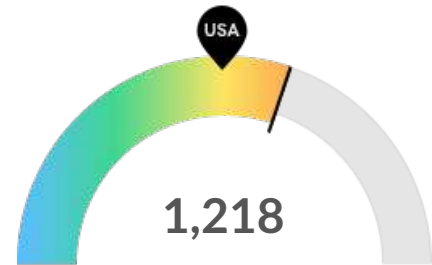
Retirement risk is about average in your area. The national average for an area this size is 2,422* employees 55 or older, while there are 2,250 here.
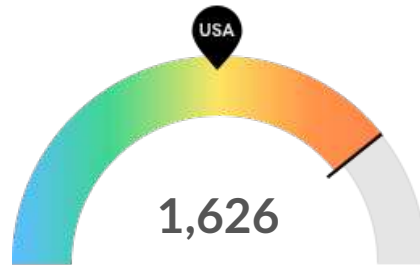
Racial Diversity

1,626

Racial diversity is high in your area. The national average for an area this size is 730* racially diverse employees, while there are 1,626 here.
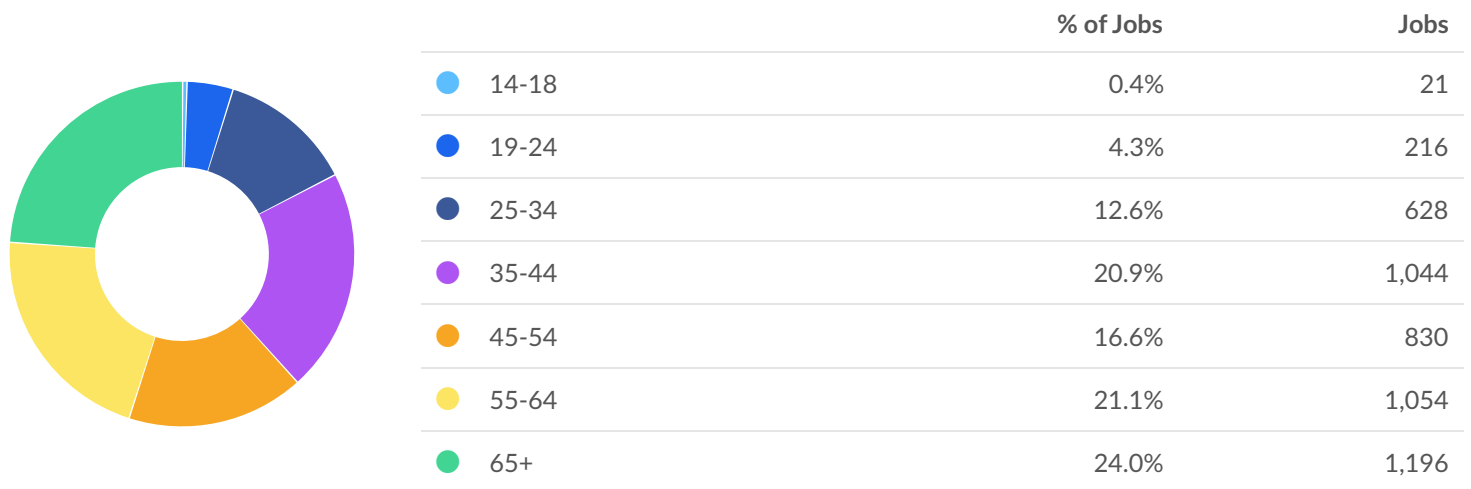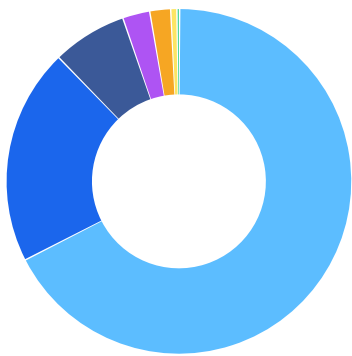
Gender Diversity

1,218

Gender diversity is high in your area. The national average for an area this size is 911* female employees, while there are 1,218 here.

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Occupation Age Breakdown

		% of Jobs	Jobs
●	14-18	0.4%	21
●	19-24	4.3%	216
●	25-34	12.6%	628
●	35-44	20.9%	1,044
●	45-54	16.6%	830
●	55-64	21.1%	1,054
●	65+	24.0%	1,196

Occupation Race/Ethnicity Breakdown

	% of Jobs	Jobs
● White	67.4%	3,362
● Hispanic or Latino	20.3%	1,011
● Asian	7.0%	349
● Two or More Races	2.6%	127
● Black or African American	2.0%	97
● American Indian or Alaska Native	0.6%	29
● Native Hawaiian or Other Pacific Islander	0.3%	13

Occupation Gender Breakdown
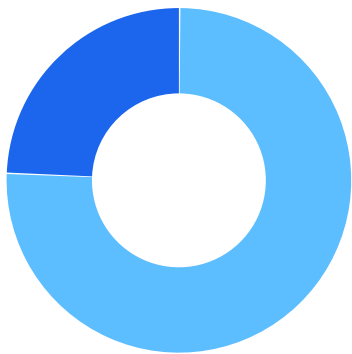
	% of Jobs	Jobs
● Males	75.6%	3,770
● Females	24.4%	1,218

National Educational Attainment
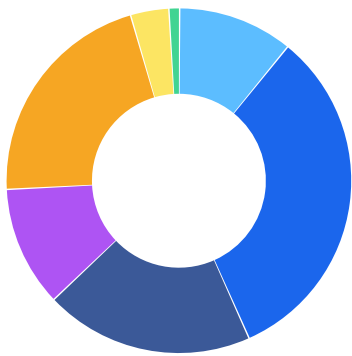
		% of Jobs
●	Less than high school diploma	10.8%
●	High school diploma or equivalent	32.5%
●	Some college, no degree	19.6%
●	Associate's degree	11.3%
●	Bachelor's degree	21.3%
●	Master's degree	3.6%
●	Doctoral or professional degree	1.0%

 Lightcast   Occupation Overview

Occupational Programs

11 Programs

Of the programs that can train for this job, 11 have produced completions in the last 5 years.

604 Completions (2021)

The completions from all regional institutions for all degree types.

703 Openings (2021)

The average number of openings for an occupation in the region is 74.

CIP Code	Top Programs	Completions (2021)	
01.0901	Animal Sciences, General	169	
01.0102	Agribusiness/Agricultural Business Operations	161	
01.1004	Viticulture and Enology	80	
01.1102	Agronomy and Crop Science	54	
01.0000	Agriculture, General	52	
04.0601	Landscape Architecture	50	
01.0905	Dairy Science	18	
01.0304	Crop Production	14	
01.0601	Applied Horticulture/Horticulture Operations, General	4	
01.0603	Ornamental Horticulture	1	

Top Schools	Completions (2021)	
California Polytechnic State University-San Luis Obispo	540	
Allan Hancock College	33	
Cuesta College	26	
Santa Barbara City College	5	

Appendix A

Farmers, Ranchers, and Other Agricultural Managers (SOC 11-9013):

Plan, direct, or coordinate the management or operation of farms, ranches, greenhouses, aquacultural operations, nurseries, timber tracts, or other agricultural establishments. May hire, train, and supervise farm workers or contract for services to carry out the day-to-day activities of the managed operation. May engage in or supervise planting, cultivating, harvesting, and financial and marketing activities. Excludes First-Line Supervisors of Farming, Fishing, and Forestry Workers (45-1011).

Sample of Reported Job Titles:

Hatchery Manager
Greenhouse Manager
Fish Hatchery Manager
Farm Manager
Ranch Manager
Nursery Manager
Hatchery Supervisor
Harvesting Manager
Farm Operations Technical Director
Aquaculture Director

Related O*NET Occupation:

Farmers, Ranchers, and Other Agricultural Managers (11-9013.00)