

THE INSTITUTE OF AGRICULTURAL MANAGEMENT

Portbury House | Sheepway | Bristol | BS20 7TE

T: 01275 843825 E: survey@iagrm.com

W: www.iagrm.org.uk



THE PROFESSIONAL BODY FOR THOSE
ENGAGED IN AGRICULTURAL
AND RURAL MANAGEMENT

The Institute of Agricultural Management invites you to take part in the latest survey of

FARM MANAGERS' THEIR JOBS & THEIR PAY

The 17th IAgrM Farm Managers' Salary Survey

Those who are employed as farm managers and managers of farm business units are invited to take part in the survey. Its aim, as before, is to provide members and others who are interested, including employers, with objective and up to date information about pay and employment conditions.

CONFIDENTIALITY WILL BE MAINTAINED AT ALL TIMES

No identification is requested on the questionnaire and nobody, other than those preparing the report, will have access to the individual responses.

Please return the questionnaire by 1st December 2019 at the latest

Institute of Agricultural Management
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Or by Email to: survey@iagrm.com

The results will be published in March 2020

If you receive this and you are not a farm manager please do forward to anyone you think may be interested in taking part in the survey.

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ABOUT YOU AND THE FARM YOU MANAGE

Please tick the appropriate box

1. Age in years

Under 30	
30-39	
40-49	
50-59	
60+	

2. Formal Agricultural Qualifications

Degree	
Diploma/ Certificate	
Other (please specify)	

3. Are you a member of IAgrM?

Professional Member	
Commended Member	
Member	
Fellow	
No	

4. Years of experience as a Manager

Less than 5	
5-10	
11-15	
16-20	
21+	

5. Gender

6. Have you undertaken an post-education Management or Leadership training?

7. Please list the UK Counties you farm in

Please tick the appropriate box

8. Type of employer

Private individual	
Family trust	
Land Management Company	
Other institution	
Other (please specify)	

10. What is your farm type?

Cereals	
General Cropping	
Dairy	
Grazing Livestock (lowland)	
Grazing Livestock (LFA)	
Pigs	
Poultry	
Mixed	
Horticulture	

9. What is your job title

11. Please tick your **MAIN** responsibilities: Please tick the appropriate boxes

Day to day organisation of the farm/ business unit		Financial control of business/ account management	
Recruitment/ dismissal of staff		Machinery purchase	
Trading policy i.e. buying and selling of stock and commodities		Long term investment decisions i.e. buildings	
Decisions relating to the farm system e.g. cropping and stocking policy		Diversified enterprises	
Property management		Other (please specify)	
Other (please specify)		Other (please specify)	
Other (please specify)		Other (please specify)	
Other (please specify)		Other (please specify)	

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12. What is the approximate number of farm hectares under your control?	
13. How many full-time regular workers are you responsible for?	
14. How many part-time workers (15hrs/wk average) are you responsible for?	
15. What percentage of your time is spent managing the farming enterprises?	
16. What percentage of your time is spent doing practical work?	

ABOUT YOUR SALARY & BENEFITS

Please circle appropriate answer

17. By which method are you paid?	Fixed Salary / Salary plus bonus / Salary plus share of profits / Other (please specify)
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18.

A. WHAT IS YOUR CURRENT GROSS ANNUAL PRE-TAX BASIC SALARY/ WAGE FROM FARMING FOR THE LAST YEAR END?	
B. WHAT ADDITIONAL SHARE OF PROFITS/ BONUS OR OTHER CASH EARNINGS, IF ANY, DID YOU RECEIVE DURING THE SAME PERIOD?	
C. Do you have any earned income other than from your farm manager role?	Yes/ No
D. If yes to 15c, what is the general nature of the earnings?	

19. Please give as accurately as possible an estimate of the **monetary pre-tax** value of **non-cash** benefits, where applicable, and add any others which may apply in your position.

In £ at last year end

House rent & rates	
Lighting & heating of house	
Private use of car/ farm vehicle	
Farm produce	
Others (telephone/ subscriptions etc.)	
Others	
Others	
TOTAL NON-CASH BENEFITS AT LAST YEAR END	

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20. Excluding Public Holidays, what is your annual holiday entitlement?	
21. a) What % of your salary do you contribute to your pension?	
b) What is the % contribution to your pension by your employer?	
22. Do you own a house of your own (whether you live in it or not)?	Yes/ No
23. When is your salary reviewed? For example, March Annually/ December Biennially etc.	

MEMBERSHIP OF THE INSTITUTE OF AGRICULTURAL MANAGEMENT

The Institute is the Professional Body for those engaged in Agricultural, Rural or Environmental Management and is a registered Charity (Charity No. 806635) governed by a Council of Trustees

The Institute's objects ('the Objects') are as follows:

- ❖ *to maintain and improve the standards and practice of Agricultural, Rural and Environmental Management;*
- ❖ *to advance, spread and promote all aspects of Agricultural, Rural and Environmental Management especially in the United Kingdom of Great Britain and Northern Ireland; and*
- ❖ *to encourage the study of Agricultural, Rural and Environmental Management.*

Institute Membership Grades

Member – MIAgrM

Commended Member – CMIAgrM

Professional Member – PMIAgrM/ PFIAGrM

Student Members – SIAgrM

To find out more go to

www.iagrm.org.uk/membership