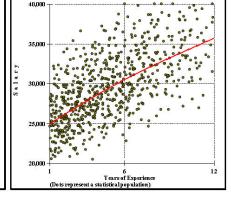
ERI's 2013 All Agriculture Salary Survey provides market-based pay data for 123 benchmark jobs in this 240+ page publication. Input was received from organizations located in multiple states and the District of Columbia. The effective date of the data is March 31, 2013.

Two pages of information are reported for each benchmark position, including job descriptions, Selected Characteristics of the Occupation (SCOs), total annual direct compensation, incentive/variable pay, survey means, medians and percentiles, and graphs with data points. The survey contains three different sections of data: 1) public data, 2) ERI Assessor databases, and 3) data provided by participants. Please see the example format below:

Categories	No. of Incumbents	Mean	First Decile	First Quartile	Median	Third Quartile	Ninth Decile	Rate oj Erroi
Public Databases								
Annual Salary		\$26,404	\$19,014	\$21,622	\$25,970	\$33,302	\$37,702	
Incentive/VariablePay								
Total Direct Annual Compensation		\$26,404	\$19,014	\$21,622	\$25,970	\$33,302	\$37,702	0.2
ERI Assessor Databases								
Annual Salary		\$30,513	\$26,074	\$27,900	\$29,970	\$32,661	\$35,035	
Incentive/VariablePay		\$356	\$306	\$328	\$352	\$384	\$411	
Total Direct Annual Compensation		\$30,869	\$26,380	\$28,228	\$30,322	\$33,045	\$35,446	
Survey Participants' Databases								
Annual Salary		\$37,079	\$18,032	\$28,167	\$38,704	\$41,404	\$44,000	
Incentive/VariablePay		\$1,955	\$500	\$969	\$1,456	\$3,262	\$5,000	
Total Direct Annual Compensation	227	\$39,034	\$18,532	\$29,136	\$40,160	\$44,666	\$49,000	1.1

Position Description

Greets and receives callers or visitors at establishment, and determines nature of business. Asks for caller's or visitor's name, arranges for appointment with or notifies person called upon on caller's arrival, guides caller to destination, and records name, time of call, nature of business, and person called upon. May issue visitor's pass when required. May type memos, correspondence, reports, and other documents. May operate PBX telephone console to receive incoming messages. May make future appointments and answer inquiries. May perform variety of clerical duties and other duties pertinent to type of establishment. May collect and distribute mail and messages. May work in office of medical practitioner or in other health care facility and be designated accordingly. eDOT: 237.367-038



Selected Characteristics of Occupation (SCOs) from ERI's Occupational Assessor

eDOT SCOs*		Mental & Stress Demands	Physical Demands		Far Acuity	N	
		Understanding & Memory		Strength	S	Depth Perception	И
	237.367-038	Memory	F	Occasionally Lift/Carry	0	A ccommodation	0
Occupational Code	237	Short Instruction Memory	F	Frequently Lift/Carry	0	Color Vision	N
Specific Vocational Preparation (SVP)	4	Detailed Instruction Memory	F	Push/Pull	N	Field of Vision	0
Education Level	5	Sustained Concentration & Persistence		Walking	0	Environmental Conditions	
Worker Functions		Short Instruction	F	Sitting	F	Exposure to Weather	N
Data	3	Detailed Instruction	0	Standing	0	Extreme Cold	N
People	6	Concentration & Attention	F	Sit/Stand Option	N	ExtremeHeat	N
Things	7	Work Schedule	0	Climbing	N	Wet and/or Humid	И
Literacy Demands		Work Routine	F	Balancing	N	Noise Intensity Level	2
Mathematics Level	2	Work Distractions	F	Stooping	N	Vibration	N
LanguageLevel	3	Work Decisions	0	Kneeling	N	Atmospheric Conditions	N
ReasoningLevel	3	Work Completion	F	Crouching	N	Proximity to Moving Parts	N
Aptitudes	93	Social Interaction		Crawling	N	Exposure to Electrical Shock	N
General Learning Ability	3	Public Interaction	F	Reaching	0	Working In High Places	N
Verbal Aptitude	3	A ssignment/A ssistance	F	Reaching Upward	0	Exposure to Radiation	N
Numeric Aptitude	2	Work Review	0	ReachingDownward	0	Working With Explosives	N
Spatial Aptitude	2	Peer Interaction	F	Handling	0	Exposure to Toxic Chemicals	N
Form Perception	2	Work Behavior	F	Fingering	0	Exposure to Biohazards	N
Clerical Perception	3	Adaptation		Feeling	И	Other Environmental Conditions	N
Motor Coordination	2	A daptation to Change	0	Keyboard Use	F	Additional Measures	
Finger Dexterity	3	Hazard Awareness	0	Talking	F	Creativity	0
Manual Dexterity	2	Travel	0	Hearing	0	Administrative Activity	0
Eye-Hand-Foot Coord.	2	Independent Planning	0	Tasting/Smelling	N	Discretion/Independent Judgment	F
Color Discrimination	1			Near Acuity	0		

^{*} For an explanation of eDOT SCO values, please see the definitions on page 265.

Trended EEO-1 Demographic Estimates Specific Census data can be obtained by subscribing to ERI's Geographic Assessor

Trend to Month/Year eDOT Title:		eceptionist			Codes: eDOT Code:		237.367-038	
OES Area:	U	S - National			OES Code:		1930007000000	
SOC Job Family:	R	eceptionists and In	formation Clerks		SOC Code:		434171	
			Black or African	Native Hawaiian or Other Pacific			American Indian or	
	Total	White	American	Islander	Asian	Hispanic or Latino	Alaska Native	Two or More Races
Male	7.3%	4.8%	0.9 %	0.0%	0.4 %	0.9%	0.1%	0.2%
Female	92.7%	68.2%	9.6%	0.1%	2.0 %	10.5%	0.6%	1.6%
Totals	100.0%	72.9%	10.5 %	0.1%	2.5%	11.4%	0.6%	1.8%

Sample Information

Benchmark Title	Mean Total Compensation		
Chief Human Resources Officer	\$303,652		
Biologist	\$70,541		
Soil Conservationist	\$67,772		
Bookkeeping Manager	\$63,862		
Veterinary Technician	\$32,616		
Receptionist	\$32,655		

Information is from ERI Assessor databases as of March 31, 2013.

Benchmark Job List

Accountant Diver

Accounting Manager Dog Groomer
Administrative Assistant Dump Operator

Agricultural Engineer Environmental Director
Agronomist Environmental Scientist
Animal Care Sales Representative Environmental Supervisor
Animal Scientist Executive Vice President

Animal Trainer Farm Equipment Mechanic
Animal Training Sales Representative Farm Machinery Operator
Animal Warden Farm Worker/Crop Field

Aquatic Biologist Farmer Field Crop
Artificial Breeding Distributor Fence Erector

Auctioneer Fishing Vessel Deckhand

Benefits Clerk Florist

Benefits Supervisor Forest Ecologist
Biologist Forest Worker

Blacksmith Forester

Bookkeeper Forklift Operator

Bookkeeping Manager Fumigator
Botanist Gardener
Building & Facilities Manager Gate Guard

Cashier Gate Guard General Manager Farm

Chief Executive Officer Grant Coordinator
Chief Financial Officer Groundskeeper

Chief Human Resources Officer Heavy Equipment Mechanic
Chief Marketing & Sales Officer Heavy Equipment Operator

Chief Operating Officer Herbarium Worker
Computer Network Analyst Histopathologist
Computer Technical Support Specialist Histotechnologist

Controller, Top Corporate Hoisting Machine Operator

Customer Service Representative (General Calls)

Horse Exerciser

Customer Service Supervisor

Horseshoer

Dairy Processing Operator Horticultural Specialty Grower

Database Administrator Horticulturist

Human Resources Analyst Human Resources Manager

Hydrographer Hydrologist Interpreter

Irrigation Worker

Janitor

Janitorial Supervisor Laboratory Tester Landscape Supervisor

Livestock Sales Representative

Logger

Logging Operations Inspector

Machinery Mechanic
Maintenance Helper
Maintenance Mechanic
Maintenance Supervisor
Maintenance Worker
Nursery Manager
Nursery Worker
Office Helper
Parasitologist
Payroll Clerk
Payroll Supervisor
Plant Breeder

Plant Pathologist Receptionist

Safety Inspector

Safety Manager Sanitary Engineer

Secretary

Security Guard Security Manager

Soil Conservation Technician

Soil Conservationist

Soil Scientist

Supervisor Farm Workers

Top IT Officer
Tractor Operator
Tree Surgeon
Tree Trimmer
Truck Driver Heavy

Truck Driver Light
Truck Driver Medium

Truck Driver Tractor Trailer

Variety Saw Operator Veterinary Technician Warehouse Laborer Warehouse Manager Warehouse Worker Web Administrator

Webmaster

Wood Technologist

Workers' Compensation Administrator

Zoologist