

Attachment F

List of Potential Questions Motherships

OMB Control No. 0648-0369; Expiration Date: 07/31/2009

- Date surveyed completed.
- Name of person(s) completing survey.

Question 1. Vessel Characteristics

- What is the vessel's US Coast Guard ID?
- What is the vessel's state ID?
- What is the vessel's name?
- What is the vessel's hull type?
- What is the vessel's gross tonnage?
- What is the vessel's net tonnage?
- What is the vessel's length overall?
- What is the vessel's registered length?
- What is the vessel's beam?
- What is the vessel's fuel capacity?
- What type of fuel does the vessel use?
- What type of propulsion does the vessel use?
- For main and auxiliary engines:
 - What is the make?
 - What is the model?
 - What is the horsepower?
 - How old is each engine?
 - What is the remaining expected useful life of each engine?
 - When was the last complete engine overhaul?
- What type(s) of electronic equipment does this vessel have on board?
 - What is the remaining expected useful life of this equipment?
- What is the vessel's hold capacity (in pounds of fish)?
- What is the remaining expected useful life of this vessel (as a fish processing vessel)?
- What was the purchase price of this vessel?
- In what year was this vessel built?
- In what year was this vessel purchased?
- What is the homeport for this vessel?
- In which port is the majority of vessel maintenance done?
- In what year was the last structural modification made to this vessel?
 - What was that modification?
 - Where was this work done?
- Which of the following storage capabilities does the vessel have?
 - Ice
 - Freezer
 - Live Fish Hold
 - RSW
 - Fish Meal
- What types of processing equipment are available on board this vessel?
 - What is the make of each type?
 - What is the model of each type?
 - How many is there of each type?
 - How old is each type?
 - What is the expected remaining useful life of each type?
- What is the total area and volume of the vessel's cold storage facilities?
- How much frozen product can the vessel hold?
- How much freezer storage space does the vessel have?
- How much non-cold storage volume does the vessel have?
- How much storage space does the vessel have for fish meal?
- What is the vessel's processing capacity by species/product per period (in metric tons or pounds)?
- For each product the vessel freezes, what is the freezing capacity of the vessel per period?
- What species are processed on board this vessel?
- What products are processed on board this vessel?
- To which markets are products sold?

Question 2. Ownership

- Type (e.g., Sole Proprietor, Corporation)
- Who is the primary owner of the vessel?
 - Please provide contact information for this individual.
- Who is the primary contact regarding this vessel's operations in the event we need to contact him/her for further information?
 - Please provide contact information for this individual.
- Is this vessel owned or leased by the operator?
- Does a management company run this vessel?
 - If yes, please provide the contact information for this company.
 - If yes, is the management company independent of the vessel-owning company?
- Do the owners of this vessel also own catcher vessels?
 - If yes, please provide vessel identification.
- Is this vessel owned by a company that owns other vessels?
- Is this vessel owned by a company that owns processing plants?
- How much time does the owner(s) spend processing commercially or participating in commercial processing activities?
- Does the vessel owner participate in the Capital Construction Fund program using revenues from this vessel?
- Does the vessel owner participate in the Fishing Vessel Obligation Guaranty program with this vessel?

Question 3. Capital Costs

- The following questions deal with the long-term debt position associated with this vessel in year X:
 - At the beginning of year X, what was the total debt?
 - What new debt was incurred during year X?
 - What were the total amount of principal payments made in year X?
 - What were the total amount of interest payments made in year X?
 - If this vessel is owned, what were the total debt/interest expenses in period x?
 - If this vessel is leased, what were the total lease payments in period x?
 - What were the vessel's depreciation costs in period x including all gear and equipment?
 - What is the book value of the vessel including all gear and equipment?
 - What is the estimated market value of the vessel including all gear and equipment?
 - What is the estimated market value of the electronic equipment on this vessel?
 - What is the estimated market value of the fishing gear for this vessel?
 - What is the estimated market value of the processing equipment on this vessel?
 - Does this vessel have any limited access permits/licenses or quota shares attached to it? Y N
 - ♦ If yes, what is the estimated market value of each type of licenses/shares attached to this vessel?
 - If you lease limited entry permits:
 - ♦ How much was spent to lease permits?
 - ♦ For how long did you lease the permit in year X?
 - ♦ For which particular fisheries are you leasing the permit?
 - If you own limited access permits:
 - ♦ When did you purchase these permits and what was their purchase price?
 - ♦ What is the estimated current market value of each type of permits/licenses/shares attached to this vessel?
 - ♦ How likely are you to sell your limited access permit if a buyback program were offered?
Very Likely __ Likely __ Not Likely __ Not at all __ Not sure __
 - ♦ If you were interested in selling your permit, what would be a fair price for your permit?
 - ♦ If you were interested in selling your permit, what is the minimum amount you would accept for your permit?
 - What is the maximum percent of your West Coast ex-vessel revenues would you be willing to pay to fund a buyback program?
0% __ 1% __ 2% __ 3% __ 4% __ 5% __
 - What is the minimum amount you would accept for a 1-year lease of each of type of permits/license/shares?
 - Is there any other capital with a replacement cost greater than \$x owned by or associated with this vessel?
 - ♦ If yes, what is it?
 - ♦ If yes, what is the estimated market value of each type of capital?

Question 4. Annual Operating Costs

- Total (fixed and variable) business expenses reported on tax return for this period.
- Does this company use an accounting service?
 - If yes, please provide the contact information.
- Does this company use a bookkeeping service?
 - If yes, please provide contact information.
- In the future would you be willing to allow your accounting or bookkeeping firms to release cost/earnings data to us as an alternative to completing a survey?
- How much was spent during the year on each of the following cost categories in year X:
 - overhead expense including association dues, professional fees (legal, financial, accounting, etc.), office expenses
 - fishery landing/business taxes associated with this vessel
 - income taxes
 - other taxes associated with this vessel not including income taxes or fishery business taxes based on amount of fish landed (e.g., property taxes)
 - P&I associated with this vessel
 - other insurance associated with this vessel (not including P&I)
 - routine vessel and equipment maintenance (not including fishing gear)
 - non-routine maintenance (i.e., major overhauls, new engine, refittings)
 - management salaries or fees
 - gear loss
 - vessel moorage or storage or gear storage associated with this vessel?
 - other shore costs
 - other fixed costs (please give only the total amount for other fixed costs but list below the components of that total.
- Did the vessel lease licenses?
 - If yes, how much was spent to lease licenses (by fishery/gear/period)?
- If this vessel has a west coast homeport and was active in Alaska or has an Alaskan homeport and was active on the west coast, what was the cost of transporting the vessel from homeport the fishing grounds?

Question 5. Operating Costs

- By fishery/region per period/unit of product and associated with this vessel:
 - What were the payments to a hired skipper?
 - What were the payments to an owner acting as skipper?
 - What were the payments to crew (not including skipper)?
 - What were the benefit costs to crew?
 - What were the payments to processing labor?
 - What were the salary payments to processing management?
 - What were the benefit costs to processing labor?
 - What were other payments to labor?
 - What were the costs of employee transportation?
 - What were labor recruitment costs?
 - What were the fuel/lubricant costs and quantities?
 - What were the ice costs and quantities?
 - What were the food costs?
 - What were the water costs?
 - What were the product additive costs and quantities?
 - What were the packaging costs?
 - What were the bait costs and quantities for each type of bait used?
 - What were other supply costs?
 - What were the total loading and unloading costs?
 - What were the waste disposal costs?
 - What were the communication costs?
 - If observers were carried on board, what were the observer costs?
 - What were the ex-vessel fish costs by species?
 - In addition to what was paid for fish, did this vessel provide any goods or services for deliveries in period x?
 - ♦ If yes, what types of goods/services did the company provide?
 - ♦ If yes, what was the approximate cost of the goods/services provided?
 - Did the vessel provide any post-season settlement(s) for fish deliveries?
 - ♦ If yes, what was the approximate amount of the settlement(s)?
 - What were shipping costs?
 - In year X, was more than one type of fishing gear used on this vessel?

- ◊ If yes, how much did each gear change cost?
- How was each position paid? (e.g., salaries, hourly, crew share)
- How were processing labor costs calculated?
- If a crew share system was used, please describe it.
- For other labor only:
 - ◊ How much was spent in period x on non-management wages?
 - ◊ How much was spent in period x on management salaries?
 - ◊ How much was spent in period x on benefits?
 - ◊ How much was spent in period x on other labor related costs?
 - ◊ What were labor recruitment costs in period x?
 - ◊ What were labor transportation costs in period x?

Question 6. Effort/Crew Descriptors

- Please indicate the number of days in year X the vessel spent in each of the following activities:
 - at sea active in processing
 - at sea in transit
 - in port for maintenance, set-up or routine layovers
 - in port laid up due to lack of economically viable fishing opportunities
- By fishery/season/zone:
 - what was the pre-season set-up time?
 - how many days were spent away from port in an average period?
 - what is/was the minimum number of days the vessel would be expected to spend in port between fishing trips?
 - how many days were spent processing in an average period?
 - what constitutes a typical crew, by position?
 - how many processing shifts were there per day?
 - what was the average length of each shift?

Question 7. Catch/Revenue

- Did this vessel participate in any West Coast or Alaska fisheries in period x?
 - If yes, in which fishery(ies)?
 - If yes, what were the landing amounts by species?
 - If yes, what time of the year were these landings made?
 - If yes, what was the catch quality and condition by species?
 - If yes, what was the quantity discarded?
 - If yes, what was the weighback?
 - If yes, what were the quantities of product by species, product form and quality/grade for each period?
 - If yes, what were the revenues associated with this production by species, product form and quality/grade for each period?
 - If yes, were any of these product sales transactions within the company or between subsidiaries of a larger company and if so which?
- What were the ex-processor quantities and prices by species, product form and quality/grade?
- What was the ex-processed value of product FOB Alaska or FOB Seattle by species, product form and quality/grade?
- On average what percentage of plant sales were written off as bad debt expense in period x?
- What were the estimated recovery rates for each product by species?
- Did this plant have any other processing related revenue sources in period x?
 - If yes, what were they?
 - If yes, approximately how much annual revenue did the plant get from each source?
- Excluding the fishing income related to the Alaska landings described above and landings for which West Coast fish tickets were filled out, was there any other fishing related income in period x associated with this vessel?
 - If yes, from what general area was the fish associated with this revenue caught?
 - If yes, what was the time of year?
 - If yes, approximately how much revenue was received from these sources?
 - If yes, what were the sources of this income?
 - If yes, what was the catch quality and condition by species?
 - If yes, what was the quantity discarded?
 - If yes, what was the weighback?

Question 8. Opportunity Cost

- For each fishery and period in which the vessel participated during year X, what would have been the next best possible use of the vessel and how would that have affect profitability?

Question 9. Regional Impact

- For each of the following cost categories please specify the vessel's total annual expenditures; the percentage spent in Alaska; the percentage spent in Washington; the percentage spent in Oregon; the percentage spent in California; the percentage spent in other states and the percentage spent abroad. For crewmembers, consider the expenditure to be made in the crewmembers county of residence. (This will be in tabular form)

Total expenditures in:

| | Home <u>county/port</u> | <u>AK</u> | <u>WOC</u> | Home state <u>Other US</u> | <u>non-US</u> |
|------------------------------------|----------------------------|-----------|------------|-------------------------------|---------------|
| Vessel/Engine repair/replacement | | | | | |
| Gear repair/replacement | | | | | |
| Fuel/lubricant | | | | | |
| Food and Supplies | | | | | |
| Ice and Bait | | | | | |
| Processing wages | | | | | |
| Fishery Business or Landings Taxes | | | | | |
| Dues and Fees | | | | | |
| Insurance | | | | | |
| Interest Expense | | | | | |
| Licenses | | | | | |
| Packaging materials | | | | | |
| Transportation | | | | | |
| Communication | | | | | |
| Moorage | | | | | |
| Miscellaneous | | | | | |

Question 10. Labor/Employee/Family

- For each fishery/season provide the positions employed, the average number of workers employed in each position and how that position was paid.
- For each skipper this vessel employed in period x, provide the name of the skipper and months s/he was employed.
- Employee demographics.
 - Name, birth date (age), and contact information.
 - Respondent's ancestry or ethnic origin: American Indian or Alaskan native (specify tribe); Asian (specify, e.g., Cambodian, Vietnamese, Korean); Native Hawaiian or other Pacific Islander (specify, e.g., Guamese, Native Hawaiian); Black or African American (black racial groups only) (specify country of ancestry, e.g., US, Haitian, South African, Ugandan); White (specify country of ancestry, e.g., Italian, Norwegian, Portuguese, Lebanese).
 - Is the respondent Hispanic or Latino (e.g. Mayan, Mexican, Guatemalan, Salvadoran)?
 - Language respondent speaks at home, i.e., English, Spanish, Portuguese, Vietnamese, Korean, Italian
 - Percentage of respondent's annual income from fishing and related industries, e.g., processing, packing, dealing, gear manufacture, etc.?
 - Household income or percentage of household annual income from fishing/fishing related activities, e.g., fishing, processing, packing, dealing, gear manufacture, etc.?
 - Does the respondent belong to any fishing related organizations?
 - If so which one (s)?
 - What is the highest degree of level of school the respondent has completed?
 - Marital status
 - Number of persons in household
 - Religion
 - Other types of employment engaged in other than fishing
 - Months usually engaged in other employment
 - Number of years respondent has fished commercially or in survey fishery
 - Crew only: How many captains has the respondent fished with over the last five years?
 - Captain only: Years of experience as captain; how many owners has the respondent fished for over the last five years?

Question 11. Other

- By fishery:
 - Over the past x years how have changes in fishing regulations affected utilization rates, percentage of time laid up, product recovery rates, product quality and grades, product forms, fixed and variable costs, input configurations, crew compensation and turnover, plant investments, your processing share??
- By fishery/season:
 - If the season were extended by x days, would this vessel take part in the extended season?
 - If yes, what activities would the vessel be engaged in if the season were not extended?
 - If yes, what would the expected gross and net revenues be for this additional period of fishing?
 - If the season were extended by x days, how would the ex-vessel price paid to catcher boats be affected?
 - If yes, what would be the maximum number of additional days you would participate in this fishery/season if it were extended?
 - If the same quantity of fish were landed and processed over a period x days longer than the past season, how would utilization rates, product quality, and processing cost per metric ton of product be affected?
- By fishery/season, how would processing the same quantity of fish over a period x days longer than last season affect product recovery rates, product quality, and processing cost per metric ton of product?
- By fishery/season, how has processing fish over a period x days longer than another past season affected product recovery rates, product quality, and processing cost per metric ton of product?
- Has this vessel participated in any Community Development Quota (CDQ) fisheries?
 - If yes, was monetary compensation paid to the quota holder?
 - If yes, were quota holders given non-monetary compensation or considerations for the use of their quota, and if so in what form?
 - If yes, what benefits/advantages did the use of a CDQ provide other than additional catch?
 - If yes, was the vessel obligated to take the entire CDQ contracted for?
 - If yes, did the vessel pay a higher price for fish caught under the CDQ than fish caught in the open-access fishery?
 - If yes, did the vessel receive a higher price for products produced from CDQ fish?
 - If yes, were products produced from CDQ fish of a different quality than those produce from non-CDQ fish of the same species?
 - If yes, was the recovery rate different for products processed from CDQ fisheries?
- What measures do you use to assess the financial performance of the vessel?
 - On the basis of these measures, what has happened to performance over the past x year(s)?
 - If financial performance has changed, what are the primary reasons?
 - What changes in financial performance can be attributed to changes in fishing regulations?
 - What measures of economic performance for the fishery, and fleet as a whole, would be useful in assessing relative performance over time?
 - What additional data (if any) not asked for in this survey might they require?
- Please list the catcher boats that fished on contractual arrangements/market orders for this vessel in period x.
 - Describe the types of contractual arrangement by which fish were supplied by each catcher boat.
- Please indicate to which of the following the vessel sold its products in year X: independent wholesaler, other processors, marketing branch within the same company as that which owns the vessel, foreign buyers, restaurants, retailers, consumers.
- What were the estimated recovery rates for each product by species and season?
- What were the estimated costs for each day spent processing by season?