

**California CPFV**

**(Commercial Passenger Fishing Vessel)**

**2012 Calendar Year**

**Cost and Earnings Survey**

***All answers are strictly confidential.***

***Please report 2012 calendar year statistics.***

**This survey is funded by the National Oceanic and Atmospheric Administration, National Marine Fisheries Service, to collect data on the California CPFV fishery in order to better understand and manage recreational fishing.**

**Data collected will be kept confidential as required by section 402(b) of the Magnuson-Stevens Act and NOAA Administrative Order 216-100, Confidentiality of Fisheries Statistics, and will not be released for public use except in aggregate statistical form without identification as to its source.**

**This survey questionnaire addresses the costs and income streams related to the operation of a CPFV vessel. The survey has 9 parts:**

1. **Industry Participation Background**
2. **Annual Business Based Expenditures**
3. **Vessel Characteristics**
4. **Annual Vessel Based Expenditures**
5. **Annual Vessel Based Fishing Operations Revenue**
6. **Annual Vessel Based Non-Fishing Operations Revenue**
7. **Individual trip type Expenses and Revenues**
8. **Owner Opinion**
9. **Business Structure and Outlook**
10. **Industry Participation Background**

| **#** | **Question** |  |
| --- | --- | --- |
|  | What year did you become involved in the CPFV industry in any capacity? |  \_\_\_\_\_\_\_ (YYYY) |
|  | Do you serve as the primary vessel captain for a CPFV vessel? |  [ ]  Yes [ ]  No |
|  | How many CPFV vessels do you own? | \_\_\_\_\_\_\_ vessel(s). |
|  | If you own a vessel, what year did you purchase first vessel? | \_\_\_\_\_\_\_ (YYYY) |

1. **Business Based Expenditures for the 2012 Calendar Year**

(Exclude Vessel Specific Expenditures)

If expenses are attributed to multiple vessels, check here **[ ]**

| **#** | **2012 Business Expenses** | **Expenses** | **Number of vessels covered by expense** |
| --- | --- | --- | --- |
|  | Professional services (legal, accounting, etc.)? | $ | # |
|  | Total payroll of non-vessel personnel (include wages, bonuses, benefits, payroll taxes, retirement payments and life, health, and unemployment insurance)**Exclude captain and crew payroll.** | $ | # |
|  | Rent paid on office space used for CPFV business?Include expenses if deductible from personal income tax for business expenses. | $ | # |
|  | Lease or loan payments for business motor vehicles? | $ | # |
|  | Telephone and other communications (business satellite phone, cell phone, internet/network)?Include expenses if deductible from personal income tax for business expenses. | $ | # |
|  | Advertising services or charges? Exclude if included in booking fee charges. | $  | # |
|  | Insurance (Vessel, property, liability, cars and trucks, etc.)? | $ | # |

1. **Vessel Characteristics**

For additional vessels please use additional forms.

| **#** | **Vessel**  | **#** |
| --- | --- | --- |
|  | CDFG management district? [ ] South: San Diego County[ ] South: Orange/Los Angeles County[ ] Channel (Ventura to Santa Barbara Counties)[ ] Central (San Luis Obispo to Santa Cruz County)[ ] Bay Area (San Francisco and San Pablo Bay Counties, San Mateo, and Marin Counties)[ ] Wine (Sonoma and Mendocino Counties)[ ] Redwood (Humboldt and Del Norte Counties) |
|  | Year purchased? |  \_\_\_\_\_\_\_ (YYYY) [ ] NA |
|  | Year built? |  \_\_\_\_\_\_\_ (YYYY)  |
|  | Vessel length (ft)? |  \_\_\_\_\_\_\_ (ft) |
|  | Vessel gross tonnage (GRT)? |  \_\_\_\_\_\_\_ (GRT) |
|  | Insured vessel replacement value? | $ |
|  | Total horsepower of the main engine(s)? |  HP  |
|  | Year of engine upgrade/replacement?If not applicable check the NA box. | \_\_\_\_\_\_\_ (YYYY) [ ] NA |
|  | Cruising speed (knots)? |  knots |
|  | Type of fuel? | [ ] Gasoline [ ] Diesel [ ] Other:\_\_\_\_\_\_\_\_\_\_\_  |
|  | Maximum total capacity (including captain and crew)? |  # people |
|  | Maximum number of passengers? | # people |
|  | Number of bunks (maximum overnight passengers)? | # people |
|  | Is there a “hot” galley available? |  [ ] Yes [ ] No |

1. **Vessel Based Expenditures for the 2012 Calendar Year**

Additional vessels will use additional forms.

| **#** | 2012 Vessel Expenditures | # |
| --- | --- | --- |
|  | All payments made to skipper and crew (include wages, bonuses, benefits, payroll taxes, retirement payments and life, health, and unemployment insurance)? | $ |
|  | Fuel costs? | $ |
|  | Annual principal payment on note? | $ |
|  | Annual interest payment on note? | $ |
|  | Industry association fees/memberships? | $ |
|  | Payments made for mooring costs?  | $  |
|  | Booking fees paid to landing? | $ |
|  | Booking fees paid to booking agent **other than** landing? |  |
|  | Haul out costs paid in 2012? | $  |
|  | Vessel and on-board equipment purchases, repair and maintenance (expensed in 2012)?(Engine, electronics, tanks, icemaker. fishing equipment, etc.)  | $ |
|  | Food and drink costs? | $ |
|  | Bait costs? | $ |
|  | Ice (purchased dockside)? | $ |
|  | U.S. taxes, government fees and vessel permits (local, state, and federal)? | $ |
|  | Foreign taxes, government fees, visas, vessel permits, and foreign fishing licenses? | $ |

1. **Vessel Based Fishing Operations Revenue for the 2012 Calendar Year**

|  |  |  |
| --- | --- | --- |
| **#** | **Revenue for 2012** | **#** |
|  | Annual total number of trips? | Trips |
|  | Annual total number of passengers? | Pass |
|  | Ticket sales & related fees (fuel, rod rentals, gunny sack, bunk sur-charges, etc.)? | $ |
|  | Food/beverage sales (not included in ticket sales)? | $ |
|  | Souvenirs? | $ |
|  | Filet charges to vessel operator?(do not include tips and fillet charges paid to crew) | $ |
|  | CDFG Angler License Commissions? | $# of licenses:\_\_\_\_\_\_\_ |

1. **Vessel Based Non-Fishing Operations Revenue for the 2012 Calendar Year**

The following questions pertain to sources of revenue other than that generated by the charter boat fishing operation.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **#** | **NON-FISHING** | **Number of Trips by Type?** | **Average # Passengers per Trip?**  | **2012 Total Annual Revenue?** |
|  | Non-fishing passenger trips (wildlife viewing, SCUBA, burials)? | Trips | Pass/Trip | $ |
|  | Renting of vessel for non-recreational activities (research, construction, filming)? | Trips | Pass/Trip | $ |
|  | Commercial fishing activity, specify\_\_\_\_\_\_\_\_\_\_? | Trips |  | $ |
|  | Lodging that is owned by charter boat owner? |  |  | $ |
|  | Equipment rental? |  |  | $ |

1. **Average Trip Based Revenues/Expenditures for the 2012 Calendar Year**

For each species/trip length combination you operate, please indicate the primary target species and trip length, and answer the following questions.

**Please include only revenues and expenditures that apply to the vessel owner.**

Use additional pages as needed**.**

| **#** | **Revenues/Expenditures****(Average Per Trip) Check trip type to right** **Primary Target Species** | [ ] **1/2 day**[ ] **3/4 day**[ ] **Twilight**[ ] **Night**[ ] **Overnight**[ ] **Day and a half**[ ] **Multiday**[ ] **Long Distance****Sp:\_\_\_\_\_\_\_\_\_\_\_** | [ ] **1/2 day**[ ] **3/4 day**[ ] **Twilight**[ ] **Night**[ ] **Overnight**[ ] **Day and a half**[ ] **Multiday**[ ] **Long Distance****Sp:\_\_\_\_\_\_\_\_\_\_\_** | [ ] **1/2 day**[ ] **3/4 day**[ ] **Twilight**[ ] **Night**[ ] **Overnight**[ ] **Day and a half**[ ] **Multiday**[ ] **Long Distance****Sp:\_\_\_\_\_\_\_\_\_\_\_** |
| --- | --- | --- | --- | --- |
|  | Average hours at sea? | \_\_\_\_\_(hours)\_\_\_\_\_(days) | \_\_\_\_\_(hours)\_\_\_\_\_(days) | \_\_\_\_\_(hours)\_\_\_\_\_(days) |
|  | Total trips per year? |  |  |  |
|  | Average passengers per trip? |  |  |  |
|  | Average revenue per trip?(Tickets, fuel & bunk surcharges, food and drink, souvenirs, fillet charges paid to vessel)  | $ | $ | $ |
|  | Average labor cost per trip? ($ or % revenue) | $ **%**Rev | $ **%**Rev | $ **%**Rev |
|  | Average fuel cost per trip?( $ or Gallons) | \_\_\_\_\_\_\_\_gallons$ | \_\_\_\_\_\_\_\_gallons$ | \_\_\_\_\_\_\_\_gallons$ |
|  | Live bait expenses?($ or % revenue) | $ %Rev | $ %Rev  | $%Rev |
|  | Other bait expenses? | $ | $ | $ |
|  | Months operating?(Circle those that apply) | Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec |  Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec |  Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec |
|  | Total officer and crew size? (including captains) |  |  |  |
|  | Proportion of trips that are open party v. full vessel charter? |  |  |  |

1. **Owner Opinion**

Please check the appropriate box.

| **#** | **Question** | **Response** |
| --- | --- | --- |
|  | How do you view the business effects of fuel costs? |  [ ] Very Challenging [ ] Somewhat Challenging [ ] Neutral [ ] Somewhat Favorable [ ] Very Favorable |
|  | How do you view the business effects of bait fish stock? |  [ ] Very Challenging [ ] Somewhat Challenging [ ] Neutral [ ] Somewhat Favorable [ ] Very Favorable |
|  | How do you view the business effects of fishery regulations (including MPAs)? |  [ ] Very Challenging [ ] Somewhat Challenging [ ] Neutral [ ] Somewhat Favorable [ ] Very Favorable |
|  | How do you view the business effects of non-fishery government regulations? |  [ ] Very Challenging [ ] Somewhat Challenging [ ] Neutral [ ] Somewhat Favorable [ ] Very Favorable |
|  | How do you view the business effects of environmental conditions? |  [ ] Very Challenging [ ] Somewhat Challenging [ ] Neutral [ ] Somewhat Favorable [ ] Very Favorable |
|  | How do you view the business effects of ocean and fish stock health? |  [ ] Very Challenging [ ] Somewhat Challenging [ ] Neutral [ ] Somewhat Favorable [ ] Very Favorable |
|  | How do you view the business effects of Mexican visa and Mexican permit costs? |  [ ] Very Challenging [ ] Somewhat Challenging [ ] Neutral [ ] Somewhat Favorable [ ] Very Favorable |
|  | How do you view the business effects of competition from other CPFV vessels? |  [ ] Very Challenging [ ] Somewhat Challenging [ ] Neutral [ ] Somewhat Favorable [ ] Very Favorable |
|  | How do you view the business effects of competition from other US fisheries? |  [ ] Very Challenging [ ] Somewhat Challenging [ ] Neutral [ ] Somewhat Favorable [ ] Very Favorable |
|  | How do you view the business effects of competition from foreign ports / fisheries? |  [ ] Very Challenging [ ] Somewhat Challenging [ ] Neutral [ ] Somewhat Favorable [ ] Very Favorable |

1. **Business Structure and Outlook**

Please check the appropriate box.

|  |  |  |
| --- | --- | --- |
| **#** | **Question** | **Response** |
|  | How is your business structured? | [ ] C Corporation[ ] Sole Proprietorship[ ] Limited Liability Partnership (LLP)[ ] Limited Liability Company (LLC)[ ] S CorporationOther:\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  | Approximately, what percent of your 2012 total household income is generated from the charter boat operations? | [ ] 1% - 20% [ ] 21% - 40% [ ] 41% - 60% [ ] 61% - 80% [ ] 81% - 99% [ ] 100%  |
|  | Compared to 5 years ago, how many clients are you servicing in a year? | [ ] Many Fewer[ ] A Bit Fewer[ ] About the Same [ ] A Bit More[ ] Many More |
|  | What percent of your customers are return customers? | [ ] 1% - 20% [ ] 21% - 40% [ ] 41% - 60% [ ] 61% - 80% [ ] 81% - 99% [ ] 100% |
|  | How do you see the economic outlook for the charter boat industry over the next 5 years?  | [ ] Very Unfavorable[ ] Somewhat Unfavorable[ ] About the Same[ ] Somewhat Favorable[ ] Very Favorable |
|  | How do you see the federal management of species targeted by the California CPFV fishery over the last 2 years? | [ ] Very Unfavorable[ ] Somewhat Unfavorable[ ] Indifferent[ ] Somewhat Favorable[ ] Very Favorable |

May we link your answers to the information contained in the CA DFG CPFV Logbook database? The information provided will be kept confidential. The ability to link your cost and earnings information to your reported logbook information will allow for improved modeling and understanding of the CA CPFV fishery.

 \_\_Yes \_\_No

Signature:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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