

**List of Potential Questions Catcher and Charter Vessels**

- Date surveyed completed.
- Name, title (owner, lessee, captain, etc.) 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/model?
  - What is the horsepower?
  - How old is each piece of equipment?
  - What was the cost of each engine?
  - What is the remaining expected useful life?
  - When was the last complete overhaul?
  - What is the expected replacement cost?
- What type(s) of equipment, e.g., electronics, gear-mounted electronics, deck gear, fishing gear (both on land and in the water (soaking) and including bycatch reduction devices), refrigeration, does this vessel have on board? For each item or category,
  - What was the total or average cost and quantity of equipment purchased this year?
  - What is the value and quantity of existing equipment (purchased in previous years)?
  - What is the remaining expected useful life of this equipment?
  - What is the expected replacement cost of this equipment?
  - Describe usage (hours used per day, percentage of time used, etc.).
- 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 remaining expected useful life of this vessel as a fishing vessel?
- What is the homeport for this vessel?
- In which port was the majority of vessel maintenance done?
- In what year was the last major structural modification made to this vessel?
  - What was that modification?
  - Where was this work done?
  - How often do you pull your vessel out of the water (drydock)?
  - How many days was the vessel in drydock?
- Which of the following storage capabilities does the vessel have? What is its capacity?
  - Ice
  - Freezer
  - Live Fish Hold
  - Refrigerated Sea Water
  - 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?
- Does this vessel use an automatic baiter?
  - If yes, what is the make?
  - If yes, what is the model?
  - If yes, what is the remaining expected useful life of this equipment?

- Without major structural modifications:
  - What type(s) of fishing gear is the vessel readily able to use?
  - How much of each type of fishing gear can the vessel readily use?
- How many berths does this vessel have?
- Does this vessel have an open deck or closed deck?

### Question 2. Ownership

- Type (e.g., Sole Proprietor, Corporation)
- Who is the primary owner of the vessel?
  - Please provide contact information for this individual and percentage of vessel owned
- 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?
  - If owned, indicate percentage owned.
- Does a management company run this vessel?
  - If yes, please provide contact information for this company.
  - If yes, is the management company independent of the vessel-owning company?
- Is this vessel owned by a company that owns other vessels?
  - Identify other vessels owned.
- Is this vessel owned by a company that owns processing plants?
- How much time does the owner(s) spend fishing commercially or participating in commercial fishing 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
  - permit and license fees
  - taxes: fishery landing/business taxes; federal, state or local income taxes or income tax rates; property tax; payroll tax
  - insurance: hull; protection and indemnity (P&I); health or medical; vehicle; other
  - 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 and maintenance
  - vessel moorage or storage or gear storage associated with this vessel
  - catch storage
  - travel or relocation expenses
  - other shore costs (e.g., vehicle or trailer expense, property leases)
  - other fixed costs (please give only the total amount for other fixed costs but list below the components of that total)
- 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 to the fishing grounds?

#### Question 5. Operating Costs

- By fishery/region per period/unit of product and associated with this vessel:
  - What were the price, quantity, unit size, and/or cost of:
    - ◆ fuel/lubricant?
    - ◆ bait?
    - ◆ light sticks?
    - ◆ salt?
    - ◆ ice costs and quantities?
    - ◆ water costs?
  - What were the costs of
    - ◆ food?
    - ◆ supplies?
    - ◆ handling, including loading and unloading, transportation, grading, packaging?
    - ◆ transshipment?
    - ◆ settlement fees?
    - ◆ waste disposal?
    - ◆ communication?
    - ◆ onboard processing costs?
  - If observers were carried on board, what were the observer costs?
- In period 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)
  - If a crew share system was used, please describe it.
  - 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 other payments to labor?
  - What were the benefit costs to labor?
  - What were the costs of employee transportation?
  - What were labor recruitment costs?

#### Question 6. Effort/Gear Descriptors

- Please indicate the number of days in year X the vessel spent in each of the following activities:
  - at sea and active in fishing
  - 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:
  - Number of trips, days at sea
  - what was the pre-season set-up time?
  - what were the revenues (including post-season settlements)?
- For each of the gear/fishery combinations in which this vessel was active:
  - how many days were spent away from port/at sea in an average period?
  - how many days were spent fishing in an average period?
  - how many days were spent searching in an average period?
- For a typical species/gear combination trip:
  - how long is the typical trip in days?
  - what constitutes a typical crew, by position?
  - what is the break-even revenue for a trip?

**Question 7. Catch/Revenue**

- Did this vessel participate in any {specify region} commercial 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 revenues received from these landings by species and grade?
- Did this vessel receive any post-season settlements in period x?
  - If yes, what was the approximate value of the settlement(s) received?
  - If yes, what was the species and weight of fish associated with each settlement(s)?
  - If yes, what time of was year the catch was landed?
- In addition to what was paid for the fish, were goods or services received for deliveries made by this vessel in period x?
  - If yes, what type(s) of goods/services were received?
  - If yes, what was the approximate value of the goods/services received?
- Excluding the fishing income related to the {specified region} landings, 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 period x, what would have been the next best possible use of the vessel and how would that have affected profitability?

**Question 9. Regional Impact**

- For each of the following cost categories please specify the vessel's total annual expenditures; the percentage expended locally (in the county of the vessel's homeport); the percentage expended in state but outside the county of the vessel's homeport; the percentage expended in region (e.g., Northeast, Mid Atlantic Southeast, Gulf, West Coast, Alaska); the percentage expended in other US states; and the percentage expended abroad. For crew members, consider the expenditure to be made in the crewmember's county of residence.

**Example for West Coast vessel:**

Total expenditures in:

|                                    | <u>Home<br/>county/port</u> | <u>AK</u> | <u>WOC</u> | <u>Home state<br/>Other US</u> | <u>non-US</u> |
|------------------------------------|-----------------------------|-----------|------------|--------------------------------|---------------|
| Vessel/Engine Repair/Replacement   |                             |           |            |                                |               |
| Gear Repair/Replacement            |                             |           |            |                                |               |
| Fuel/lubricant                     |                             |           |            |                                |               |
| Food and Supplies                  |                             |           |            |                                |               |
| Ice and Bait                       |                             |           |            |                                |               |
| Crew Share                         |                             |           |            |                                |               |
| 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 or 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, product quality, catch per unit effort, percentage of time spent searching, percentage of time laid up, targeting strategies, fixed and variable costs, input configurations, crew compensation and turnover, vessel investments, your catch share?
- By fishery/gear/season if the season were extended by x days, would this vessel take part in the extended season?
  - If yes, in what activities would the vessel have otherwise been engaged if the season were not extended?
  - If yes, what would the expected gross and net revenues be for this additional period of fishing?
  - If yes, how would the ex-vessel price paid by processors be affected?
  - If yes, what would be the maximum number of additional days you would participate in this fishery/season if it were extended?
- By fishery/season, how would harvesting the same quantity of fish over a period x days longer than last season affect catch per unit effort, fish quality, and harvesting cost per metric ton of product?
- By fishery/season, how has harvesting fish over a period x days longer than another past season affected catch per unit effort, targeting strategies, fish quality, and harvesting cost per metric ton of product?
- If the same quantity of fish were landed over a period x days longer than the past season, how would utilization rates, product quality, and harvesting cost per metric ton of product be affected?
- 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, did the vessel receive a higher price for fish caught under the CDQ than for fish caught in an open-access fishery?
- If yes, was the vessel obligated to take the entire CDQ contracted for?
- If yes, was the CDQ used to locate fish prior to a season opening?
- 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 fish buyers and processors for which this vessel fished on market orders in period x.
- Describe the types of contractual arrangement by which fish were supplied to each processor.
- Please indicate to which of the following this vessel sold its products in period x: independent processors, processors within the same company that owns the vessel, foreign buyers, restaurants, retailers, and consumers.
- What were the ex-vessel prices by species, grade and season?
- What were the estimated costs for each day spent fishing by season?