

## Script of Follow-up Telephone Interview with Vessel Owners

Hello, my name is \_\_\_\_\_ and I am calling from the Alaska Fisheries Science Center. I am trying to reach [vessel owner].

[IF NOT AVAILABLE] --> Thank you, I will call back later. When would be a good time to reach [vessel owner]?

[IF QUALIFIED RESPONDENT IS ON THE PHONE]

**QA** Recently, we mailed you a survey asking you about your recent fishing activity, entitled "Southeast Alaska Fisheries Economic Activity Survey." Do you remember receiving that survey?

- 1 YES [SKIP TO QA1]
- 2 NO [SKIP TO QA2]

**QA1** As of today, we have not received your completed survey. You are one of a small group of vessel owners who landed fish at ports in Southeast Alaska we are asking for input, so your response is very important. All of your answers are confidential and your name will not be revealed to anyone. If we send you another survey, would you be able to complete the survey and return it to us within a week of receiving it?

- 1 YES – SEND NEW SURVEY [SKIP TO VERIFY]
- 2 YES – DO NOT NEED ANOTHER SURVEY [Thanks. We will be looking forward to receiving your completed survey.]
- 3 SURVEY HAS ALREADY BEEN RETURNED [THANK AND TERMINATE]
- 4 NO [SKIP TO QA3]

**QA2** We are collecting job and spending information for your vessel to help us understand better the important role that your fishing activity plays in the economy of the Southeast region of Alaska. You are one of a small group of vessel owners we are asking for the information, so your response is very important. I'd like to remind you that all of your answers are confidential and your name will not be revealed to anyone. If we send you another survey, could you return the survey to us within a week after you receive it?

- 1 YES – SEND NEW SURVEY [SKIP TO VERIFY]
- 2 YES – DO NOT NEED ANOTHER SURVEY [Thanks. We will be looking forward to receiving your completed survey.]
- 3 NO [SKIP TO QA3]

VERIFY (If new survey needs to be sent)

I would like to verify some information that I have. I have your name as...

NAME \_\_\_\_\_  
STREET ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
PHONE \_\_\_\_\_

Thank you, I will send another survey out today.

**QA3** It is extremely important for our analysis that we obtain the information from fishermen like you. The information you provide will help us understand how your fishing activity have contributed to the community's economy. The information will be useful for fishery management decision makers, and, thereby, increase the long-run economic benefits to the fishermen like you. If it is convenient for you, we can administer phone interview with you now. Would you be able to spend about 20 minutes to provide the information now?

- 1 YES [SKIP TO PHONE]
- 2 NO [THANK AND TERMINATE]

PHONE

Thank you very much. I am going to ask you first about the characteristics of your vessel.

**Q1** I would like to verify some information about your name, address, and characteristics of your vessel. The information is public information, and is from a government data source (Commercial Fisheries Entry Commission, Alaska Department of Fish and Game). I have your name as...

| Item                   | Information on Record                        | Corrections (if any) |
|------------------------|--|----------------------|
| <b>Owner's name</b>    | <i>Phish Erman</i>                           |                      |
| <b>Owner's address</b> | <i>Rt. 1, Box 368, Stewart,<br/>MN 55385</i> |                      |
| <b>Vessel name</b>     | <i>Lutefisk</i>                              |                      |
| <b>USCG vessel ID</b>  | <i>3333666</i>                               |                      |
| <b>State/vessel ID</b> | <i>AK/FV33336</i>                            |                      |

| Item                         | Information on Record | Corrections (if any) |
|------------------------------|-----------------------|----------------------|
| <b>Vessel home port</b>      | <i>Ketchikan, AK</i>  |                      |
| <b>Refrigeration system?</b> | <i>Yes</i>            |                      |
| <b>Freezing system?</b>      | <i>No</i>             |                      |

**NOTE FOR RESPONDENTS (Say the following to the respondents)**

In the remaining questions, I am going to ask you about employment of crew and skipper(s) and payments to them during the 2009 calendar year (January 1 – December 31).

**Q2** During 2009, for how many months (0 to 12) were you an owner of this vessel?

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**Q3** On average, in 2009, how many total crew and skipper jobs (different positions) did this vessel have while fishing and/or having maintenance or repairs performed?

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**Q4** I am going to list seven (groups of) species for which I am interested in estimating the employment. They are groundfish other than pollock, pollock, crab (all), halibut and black cod, herring, salmon (all), and other species (all). For each of these fisheries, can you tell me the total number of crew members, skippers, and owners serving as skippers employed by this vessel and the number that were Southeast Alaska residents in 2009? If a crew member (or skipper) fished for more than one species, count them as employed for each species they fished.

(IF THE RESPONDENT DOES NOT HAVE THE SURVEY THAT HAS THE SOUTHEAST REGION MAP OR IF HE/SHE DOES NOT KNOW SOUTHEAST REGION, EXPLAIN THE REGION TO HIM/HER, BY PROVIDING DESCRIPTIONS OF THE REGION.) For determining the residency, please use the addresses on record of the crew members, skippers, and owners that served as skippers. If a crew member or skipper worked during more than one fishery, include their counts for each fishery.

| Fisheries this vessel participated   | Crewmembers  |                              | Skippers     |                              | Owners that are Skippers |                              |
|--------------------------------------|--------------|------------------------------|--------------|------------------------------|--------------------------|------------------------------|
|                                      | Total Number | Number that are SE residents | Total Number | Number that are SE residents | Total Number             | Number that are SE residents |
| <b>Groundfish other than pollock</b> |              |                              |              |                              |                          |                              |
| <b>Pollock</b>                       |              |                              |              |                              |                          |                              |
| <b>Crab (all)</b>                    |              |                              |              |                              |                          |                              |
| <b>Halibut and black cod</b>         |              |                              |              |                              |                          |                              |
| <b>Herring</b>                       |              |                              |              |                              |                          |                              |
| <b>Salmon (all)</b>                  |              |                              |              |                              |                          |                              |
| <b>Other species (all)</b>           |              |                              |              |                              |                          |                              |

**Q5** For each species group listed in the previous question, can you tell me the payment (in dollars) made to crew and skipper(s) for the 2009 calendar year. To help you figure out the payments to crew and skipper(s), I will give you the ex-vessel value of each species group landed in 2009. This data was obtained from a government data source (Commercial Fisheries Entry Commission, Alaska Department of Fish and Game). Information contained on crew employment agreements may assist you in accurately answering the question. Include bonuses and payroll taxes, but exclude benefits, insurance, etc. Payments would also exclude food, fuel, fees, and other vessel expenses that may be listed in the vessel's agreement. The government data says that the ex-vessel value of salmon is \_\_\_\_\_ dollars in 2009...

| Fisheries this vessel participated   | 2009 Ex-vessel value reported by species for this vessel | Net crew payments | Net skipper payments |
|--------------------------------------|--|-------------------|----------------------|
| <b>Groundfish other than pollock</b> | \$0  | \$                | \$                   |
| <b>Pollock</b>                       | \$0  | \$                | \$                   |
| <b>Crab (all)</b>                    | \$0  | \$                | \$                   |
| <b>Halibut and black cod</b>         | \$0  | \$                | \$                   |
| <b>Herring</b>                       | \$52,000   | \$                | \$                   |
| <b>Salmon (all)</b>                  | \$175,000  | \$                | \$                   |
| <b>Other species (all)</b>           |  |                   |                      |

**Q6** I am going to list vessel income statement revenue and expenditure categories and a representative share percent. Please make corrections to the shares so they apply to your vessel in 2009. We don't need to know the actual numbers - just the shares of total revenue and shares of total expenditures. (The income statement information is from an out-dated economic model we hope to be able to update.)

**(sample for longliner vessel type)**

| Category                                 | Representative % of Revenue | Corrections (if any) | % of expenditures made in SE Alaska communities |
|--|-----------------------------|----------------------|---|
| Harvest Revenue                          |                             |                      |   |
| SE Alaska                                | 45.0%                       |                      |   |
| Other Alaska                             | 41.7%                       |                      |   |
| West Coast                               | 5.3%                        |                      |   |
| Total harvest revenue                    | 92.1%                       |                      |   |
| Permit lease revenue and payments        |                             |                      |   |
| Paid                                     | -8.8%                       |                      |   |
| Received                                 | 0.9%                        |                      |   |
| Net                                      | -7.9%                       |                      |   |
| Other income (tendering, charters, etc.) | 15.8%                       |                      |   |
| Total revenue                            | 100%                        | 100%                 |   |
| Variable Expenses                        |                             |                      |   |
| Vessel/engine repair                     | 5.50%                       |                      |   |
| Gear repair/replace                      | 3.00%                       |                      |   |
| Processing equipment repair              | 0.00%                       |                      |   |
| Fuel and lubricants                      | 15.00%                      |                      |   |
| Food and supplies                        | 2.50%                       |                      |   |
| Ice and bait                             | 2.10%                       |                      |   |
| Dues and fees                            | 1.10%                       |                      |   |
| Transportation, shipping, storage        | 1.90%                       |                      |   |
| Miscellaneous                            | 2.00%                       |                      |   |
| Crew shares                              |                             |                      |   |
| Processing and harvesting crew           | 26.22%                      |                      |   |
| Tech crew                                | 0.00%                       |                      |   |
| Management and observer                  | 1.28%                       |                      |   |
| Crew P&I insurance                       | 3.03%                       |                      |   |
| Packaging and other materials            | 0.10%                       |                      |   |
| Fish and landing tariffs                 | 0.10%                       |                      |   |
| Bad debt                                 | 0.25%                       |                      |   |
| Subtotal                                 | 64.08%                      |                      |   |
| Fixed Expenses                           |                             |                      |   |
| Insurance                                | 4.50%                       |                      |   |

| Category   | Representative % of Revenue | Corrections (if any) | % of expenditures made in SE Alaska communities |
|--|-----------------------------|----------------------|---|
| Moorage  | 0.50%                       |                      |   |
| Interest payments (short term liabilities)             | 2.50%                       |                      |   |
| G&A overhead, including employee recruitment, training | 2.00%                       |                      |   |
| Licenses, equip. and gear leases                       | 0.20%                       |                      |   |
| Miscellaneous  | 0.20%                       |                      |   |
| Subtotal   | 9.90%                       |                      |   |
| Total expenditures                                     | 73.98%                      |                      |   |
|  |                             |                      |   |
| Net income   | 26.02%                      |                      |   |

## COMMENTS

That's all the questions I have for you. Thank you very much. Do you have any comments that you feel would assist us to report the economic contribution of fishers like you to the economy of the Southeast region of Alaska?

- 1 YES [OBTAIN THE COMMENTS AND GO TO CONCLUDE]
- 2 NO [GO TO CONCLUDE]

## CONCLUDE

Thank you for your time. We really appreciate your participation. If you have any further questions, please contact me (Shannon Davis) at the The Research Group by telephone at (541) 758-1432 or email at shannon\_davis@class.oregonvos.net.

## QUESTIONS/COMMENTS AND ANSWERS

***[If concerned about purpose of the call]*** This is not a marketing or sales call. We are collecting information on your fishing activity. I want to assure you that your answers will be kept confidential and your name will not be revealed to anyone.

***[If asking about the study sponsor]*** This survey is being conducted by The Research Group in cooperation with the Alaska Fisheries Science Center, NOAA Fisheries, also known as the National Marine Fisheries Service, a U.S. government agency charged with understanding the effects of federal management actions and policies affecting the nation's saltwater fisheries.

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