

A.3 Script for Follow-up Telephone or In Person Interview with Vessel Owners

Interviewer - Say the following to respondent:

Hello, my name is _____ and I am calling on behalf of the Alaska Fisheries Science Center I am trying to reach [vessel owner].

QA0 [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]

QA1 Recently, we mailed you a survey asking you about your recent fishing activity, entitled "Southwest Alaska Fisheries Data Collection Project." Do you remember receiving that survey?

- 1 YES [Skip to QA2]
- 2 NO [Skip to QA3]

QA2 As of today, we have not received your response (*or the response we received was incomplete*). You are one of a small group of vessel owners who landed fish at ports in Southwest Alaska who 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? Or, if you have a copy of the form, would you like to complete the survey now during this phone call?

- 1 YES - SEND NEW SURVEY [SKIP TO VERIFY]
- 2 DO NOT NEED ANOTHER SURVEY, will fill out the one they have and return it. [Thanks. We will be looking forward to receiving your completed survey. Please contact me at _____ if you have any further questions.]
- 3 SURVEY HAS ALREADY BEEN RETURNED [THANK AND TERMINATE]
- 4 YES HAVE A COPY AND WANT TO DO IT NOW [Skip to Phone or In Person]
- 5 NO, DO NOT WANT TO PARTICIPATE [Thank for their time and say goodbye]

QA3 We are collecting employment and spending information for your vessel to help us better understand the important role that your fishing activity plays in the economy of Southwest Alaska. You are one of a small group of vessel owners we are asking for 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, tell them we will call back after they receive the survey form]
- 2 NO, DO NOT WANT TO PARTICIPATE [Thank for their time and say goodbye]

VERIFY (If new survey needs to be sent)

I would like to verify some information that I have. I have your name and address as... Make any corrections as indicated:

NAME _____

STREET ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____

Email _____

Thank you, I will send you another survey today. Would you like it sent by mail or by email?

PHONE OR IN-PERSON INTERVIEW

Interviewer - Say the following to respondent:

Thank you very much. First I am going to ask you about your contact information and registration information we have for this vessel. Then I'll ask you about your vessel labor and then about your vessel operating expenses.

Section A. VESSEL CONTACT AND REGISTRATION INFORMATION

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 _____ [interviewer continues to check the other information in the table and make corrections as indicated].

Item	Current Information	Corrections (if any)
Owner's name	<i>Phish Erman</i>	
Owner's address	<i>Rt. 1, Box 368, Stewart, MN 55385</i>	
Contact Person's Name	XXX	
Phone	XXX	
Email	XXX	
Vessel name	<i>Lutefisk</i>	
USCG vessel ID	<i>3333666</i>	
State Vessel ID	<i>AK/FV33336</i>	
Vessel home port	<i>Ketchikan, AK</i>	
Vessel's home port	<i>Kodiak, AK</i>	

Q2 Did this vessels have landings or deliveries in SW Alaska fisheries in 2014? Please look at the map of the Southwest Boroughs & Census Areas and Associated Communities that is included on page 4 in the survey to see how we are defining SW Alaska.

- 1 YES [Continue to Q3]
- 2 NO [Skip to Comments]

Q3 During 2014, how many months (0 to 12) were you the owner or operator of this vessel?
 _____months

Section C. 2014 VESSEL LABOR INFORMATION

Interviewer – Say the following to respondent:

In the next set of questions I'm going to ask you about the number of crew members, skippers and owners that worked on this vessel during 2014 and where they lived when not fishing on this vessel. Please keep the Southwest Alaska map in front of you for these questions. We don't need precise numbers, just do the best you can at estimating the figures.

Q4 *What were the total number of crew members, skippers and owners who worked on board this vessel during the year and were paid, either by crew share or by wages or salaries, for their fishing-related labor?*

_____ Total number of crew members, excluding skippers and owners, who were paid for work on the vessel.

_____ Total number of skippers who were paid for work on the vessel.

_____ Total number of owners who were paid for work on the vessel. (Note: Exclude owners who were paid only an ownership share.)

Interviewer – Say the following to the respondents: *Now thinking about the crew and others who worked on the vessel, where do those people live when not fishing? Again look at the map and give your best estimates for the next three questions.*

Q4a. *What was the residency of your **paid crew members** in 2014? Please indicate the approximate number of **paid crew members** who were residents of each of the areas listed below. Refer to the map for the Alaska areas. [Interviewer – make sure the figures add up to the totals given in Q4]*

_____ Aleutians West	_____ Kodiak Island
_____ Aleutians East	_____ Other Alaska
_____ Bristol Bay	_____ West Coast
_____ Dillingham	_____ Elsewhere in the U.S.
_____ Lake and Peninsula	_____ Outside the U.S.

Q4b. *What was the residency of your **paid skippers** in 2014? Please indicate the approximate number of **paid skippers** who were residents of each of the areas listed below. [Interviewer – make sure the figures add up to the totals given in Q4]*

_____ Aleutians West	_____ Kodiak Island
_____ Aleutians East	_____ Other Alaska
_____ Bristol Bay	_____ West Coast
_____ Dillingham	_____ Elsewhere in the U.S.
_____ Lake and Peninsula	_____ Outside the U.S.

Q4c. *What was the residency of **owners who were paid for work on the vessel** in 2014? Please indicate the approximate number of **owners who were paid for work on the vessel** who were residents of each of the areas listed below. [Interviewer – make sure the figures add up to the totals given in Q4]*

_____ Aleutians West	_____ Kodiak Island
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- | | |
|---|--|
| <input type="checkbox"/> Aleutians East | <input type="checkbox"/> Other Alaska |
| <input type="checkbox"/> Bristol Bay | <input type="checkbox"/> West Coast |
| <input type="checkbox"/> Dillingham | <input type="checkbox"/> Elsewhere in the U.S. |
| <input type="checkbox"/> Lake and Peninsula | <input type="checkbox"/> Outside the U.S. |

Section D. Vessel Operating Costs and Expenditures During 2014

Interviewer – Say the following to respondent:

In this section, we are going to ask about your vessel expenditures. Your answers to the following questions will help us estimate the economic contribution of the commercial fishing industry to SW Alaska and elsewhere. We ask for your best estimate of the relative size of different expenditures as a percentage of total vessel costs, and where those purchases were made, based on your general recollections. We are not asking for a complete and accurate accounting – just your best rough estimates.

Q5 During 2014, approximately **what percentage of your total fisheries revenues (before taxes) for this vessel was spent on total vessel cost items?**: _____%

(Explain to them that for our purposes, total vessel cost = total fisheries revenue – owner net income)

Q6 In the table on page 7, entries in the (shaded) column labeled “our baseline estimate” represent **approximate percentages of total vessel costs** (from question 5) paid for different vessel expenditure categories. These entries represent information gleaned from data collected in other regions that we are trying to calibrate for Southwest Alaska fisheries. Please review the percentages shown in the shaded column, and then in the next column please note any corrections you feel better reflect your business operation. We don’t need exact percentages; approximations are fine.

Payments for fishing trip-related labor to crew members, skippers, and owners who worked on board this vessel during the year and were paid, either by crew shares or by wages or salaries, for their fishing-related labor: In rows 1-4 of the table include bonuses and payroll taxes, but exclude owners’ net income, employee benefits (insurance, paid leave, etc.) and also exclude the value of any employee-paid contributions for fuel, food, management fees and other vessel expenses. Amounts deducted from crew’s pay to cover food, fuel, management fees or other vessel expenses should be included in the corresponding category totals in table rows 6, 7, 8 and 13.

In row 12, **Purchase or lease of quota (annualized cost)** is the approximate cost of any SW Alaska fisheries quota leased plus the approximate annualized cost of any SW Alaska fisheries quota shares purchased during the year.

In row 13, **other expenditures** include payments (including amounts paid by the crew) for tendering, transportation, shipping, storage, P&I insurance, packaging, other materials, crew insurance benefits, crew paid leave benefits, licenses, equipment leases, gear leases, coop dues, other fees, moorage expenses, and fish taxes and landings tariffs.

Row	Expenditure Items	Approximate Percentage of Total Vessel Costs	
		Our baseline estimate	Your Correction (if any)
1	Total Payments for fishing trip-related labor <i>(Note this item is the total of rows 2, 3 and 4)</i>	35%	
2	Payments to hired crew members	25%	
3	Payments to hired skippers	10%	
4	Payments to owners for fishing-related labor on the vessel	0%	
5	Vessel/engine/gear repair or replacement	14%	
6	Fuel and lubricants (including amounts paid by crew)	23%	
7	Food, supplies, ice and bait (including amounts paid by crew)	1%	
8	Management fees, monitoring & observer costs (including amounts paid by crew)	2%	
9	Vessel insurance	6%	
10	Interest payments (short-term liabilities)	3%	
11	G&A overhead, including recruitment and training	3%	
12	Purchase or lease of quota (annualized cost)	2%	
13	Other expenditures (including amounts paid by crew)	11%	
	Total Vessel Costs	100%	100%

Interviewer - Say the following to the respondent:

Major repairs, overhauls and vessel refits are a necessary part of "Vessel/engine/gear repair or replacements" (item 5 in the preceding table). Usually these types of major investments are intended to be recouped over a number of years. Answers to the following three questions will help identify whether any expenditures for major repairs, overhauls and vessel refits are included in the total for item 5 and, if so, how many years are these investments expected to last?

Q7 How often does this vessel undergo a scheduled **major overhaul or refit**?:

Every _____ years.

Q8 In which port(s) are **major overhauls or refits** typically done?:

Q9 If the "Vessel/engine/gear repair or replacement" expenditures shown in table row 5 include costs for a **major overhaul or refit** of the vessel, approximately what portion of the expenditures included in row 5 was for the **major overhaul or refit**?: _____%.

Interviewer – Say the following to the respondent:

In this question, we are going to ask you where those expenditures were made

Q10 *In the following table, please record the **approximate percentage of each expenditure item that was spent in each SW Alaska BCA, Elsewhere in Alaska, West Coast communities (WA, OR or CA), Elsewhere in the US, and Outside the US.** The sum of the percentages in each row is 100%. For example, repair costs (in row 1) might have been spent 15% in Kodiak Island Borough in SW Alaska (KI) and 85% in Seattle (West Coast).*

Row	Expenditure Items	Approximate Percentage of This Expenditure Spent in:									
		Southwest Alaska BCAs*						Other Alaska	West Coast	Else-where in the US	Outside the US
		AW	AE	BB	DH	LP	KI				
1	Vessel/engine/gear repair or replacement										
2	Fuel and lubricants (including amounts paid by crew)										
3	Food, supplies, ice and bait (including amounts paid by crew)										
4	Management fees, monitoring & observer costs (including amounts paid by crew)										
5	Vessel insurance										
6	Interest payments (short-term liabilities)										
7	G&A overhead, including recruitment and training										
8	Purchase or lease of quota (annualized cost)										
9	Other expenditures (including amounts paid by crew)										

* Southwest Alaska BCAs include: **AW**=Aleutians West Census Area, **AE**=Aleutians East Borough, **BB**=Bristol Bay Borough, **DH**=Dillingham Census Area, **LP**=Lake and Peninsula Borough, and **KI**=Kodiak Island Borough.

COMMENTS

Interviewer - Say the following to the respondent:

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 Southwest region of Alaska and elsewhere?

- 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 (Name) at (Company Name) by telephone at (XXX-XXX-XXXX) or email at (interviewer@email.com).

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 *Company Name* on behalf of 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 ocean fisheries.