

*DRAFT*

**2014**

**Southwest Alaska Fisheries Data  
Collection Project**

**CONFIDENTIAL**

**Personal Interview Worksheet for  
*Shorebased Processors***



**Conducted by  
NOAA Fisheries  
Alaska Fisheries Science Center**

OMB Approval No. XXXX-XXXX  
Expiration Date YYYY

## Instructions

This worksheet contains the information we will be asking you about in the interview. Please examine the worksheet and have it available during the interview. The interviewer will answer any questions and help fill out the worksheet during the interview. You do not need to fill out or return a completed worksheet prior to the interview. **YOUR RESPONSES ARE VOLUNTARY AND WILL BE STRICTLY CONFIDENTIAL AND USED ONLY TO ESTIMATE THE ECONOMIC CONTRIBUTIONS OF SW ALASKA FISHERIES TO SOUTHWEST ALASKA AND OTHER U.S. REGIONS.**

### Confidentiality

Per Section 402(b) of the Magnuson-Stevens Act (16 U.S.C. 1801, et seq.), all individual survey responses are confidential and will be held by only a limited number of researchers at Alaska Fisheries Science Center and contractors who are authorized to work with the data. After the data have been entered in an electronic format, only those researchers will have (password-protected) access to the data. Individual survey forms and electronic responses will be destroyed upon completion of the study. Your name, business name, and address will be used only for mailing and survey administration purposes. Only summary results of this survey will be reported to the public. NOAA Fisheries and other agencies will see only aggregate results in summary form, not individual responses.

**YOUR RESPONSES AND THE DATA COLLECTED FROM THIS SURVEY WILL NOT BE SEEN OR USED FOR ANY OTHER PURPOSE BY NOAA FISHERIES, OTHER FEDERAL GOVERNMENT AGENCIES, THE STATE OF ALASKA OR OTHER PARTIES.**

### Paperwork Reduction Act Statement

Public reporting burden for this collection of information is estimated to average 45 minutes per response, including the time for reviewing instructions, gathering the data needed, and completing and reviewing the form. Please send comments regarding this burden estimate or any other suggestions for reducing this burden to Chang Seung, Alaska Fisheries Science Center (Address: 7600 Sand Point Way NE Seattle WA 98115-6349), Phone: 206-526-4250 Email: [chang.seung@noaa.gov](mailto:chang.seung@noaa.gov)

Notwithstanding any other provisions of the law, no person is required to respond to, nor shall any person be subjected to a penalty for failure to comply with, a collection of information subject to the requirements of the Paperwork Reduction Act, unless that collection of information displays a currently valid U.S. Office of Management and Budget Approval Number. This collection of information has been approved by the U.S. Office of Management and Budget (Approval Number XXXX-XXXX expiration date yyyy).

## Content

This worksheet is designed to ask pertinent questions needed to characterize the role of commercial fish processing in the Southwest Alaska (SW Alaska) economy and elsewhere. For purposes of this survey, the SW Alaska economy includes the following boroughs and census areas (BCAs): Aleutians West Census Area (AW), Aleutians East Borough (AE), Bristol Bay Borough (BB), Dillingham Census Area (DH), Lake and Peninsula Borough (LP), and Kodiak Island Borough (KI).

The worksheet contains six sections. Section A contains business contact information, which we have pre-filled using publicly available sources. Section B asks for information about seafood products manufactured in SW Alaska. Section C asks about total jobs and the numbers of workers who reside in SW Alaska communities. Section D shows a representative processor's list of itemized expenses. **Expenses are shown as shares (%) of total sales revenue.** Section E collects information about your sales of supplies to fishing vessels, including mark-up percentages and where those items were purchased.

Please record your responses to the questions in Sections A through D so as to reflect your business operations. For example, in some locations a processor may serve as a buying station for fish purchases that are actually hauled to another location for processing. For this type of situation, the information in Section D should reflect the combined expenses of the buying station plus processing operations.

You may also sell supplies such as fuel, ice, bait, etc. to fishing vessels. These sales amounts and mark-ups are estimated and recorded in Section E. Finally section F records any comments you might have.

**Section A: Contact Information** (Please make any corrections.)

	<u>Information on Record</u>	<u>Corrections, if any</u>
Facility Name:	<i>Seafood World</i>	
Parent Company:	<i>Seafood Co.</i>	
Facility Address:	<i>Dillingham AK 99576</i>	
Contact Person:	<i>Perchis Erman</i>	
Phone:	<i>555-555-1234</i>	
Email:	<a href="mailto:erman@seafood.com">erman@seafood.com</a>	
Interview Date:	<i>Jan. aa, 20XX</i>	

## Section B: Product Cost Components

1. The shaded columns in the following table contain *pro forma* estimates (adapted from Crapo, Paust and Babbitt, UAF Sea Grant (2004) and from data gathered in prior surveys) of raw input purchase costs, yields, other variable costs, fixed costs, and sales prices for the main locally-produced seafood products associated with SW Alaska fisheries. Please record any necessary changes, corrections or additions to these items in the adjacent non-shaded columns.

**Average Raw Input Purchase Cost** is average exvessel price per delivered pound for purchased fish.

**Product Recovery Rate or Yield** is expressed as a percentage of round weight.

**Total Raw Product Cost** equals “Average Raw Input Purchase Cost” divided by “Product Recovery Rate or Yield”.

**Other Variable Costs** are non-fish inputs such as labor, supplies and materials, but excluding fixed costs.

**Fixed Costs** include overhead, profit, depreciation, interest, amortization and taxes.

**Average First Wholesale Revenue** is the average sales price per lb for product leaving the plant.

		Average Raw Input Purchase Cost (\$ per lb)	Product Recovery Rate or Yield (% of round wt)	Total Raw Product Cost per processed lb (\$)	Other Variable Costs per processed lb (\$)	Fixed Costs per processed lb (\$)	Average First Wholesale Revenue per processed lb (\$)	
Fishery	Product	Amt. Corrected	% Corrected	Amt. Corrected	Amt. Corrected	Amt. Corrected	Amt. Corrected	
<b>Crab</b>	Cook. whole	2.20	90%	2.44	0.81	0.50	3.75	
	<i>Other product:</i>							
<b>Halibut</b>	Head & Gut	4.08	72%	5.67	0.36	0.50	6.53	
	<i>Other product:</i>							
<b>Herring</b>	Whole	0.14	99%	0.14	0.15	0.22	0.51	
	<i>Other product:</i>							
<b>Sablefish</b>	Head & Gut	3.60	68%	5.29	0.44	0.50	6.23	
	<i>Other product:</i>							
<b>Pacific cod</b>	Head & Gut	0.30	63%	0.48	0.44	0.50	1.42	
	<i>Other product:</i>							
<b>Rockfish</b>	Skinl. fillet	0.50	30%	1.67	0.40	0.50	2.57	
	<i>Other product:</i>							
<b>Flatfish</b>	Head & Gut	0.10	67%	0.15	0.51	0.50	1.16	
	<i>Other product:</i>							
<b>Pollock</b>	Head & Gut	0.15	62%	0.24	0.20	0.14	0.58	
	<i>Other product:</i>							
<b>Chinook</b>	Head-on	4.05	88%	4.60	0.42	0.50	5.52	
	<i>Other product:</i>							
<b>Chum</b>	Head-on	0.72	89%	0.81	0.40	0.50	1.71	
	<i>Other product:</i>							
<b>Coho</b>	Head-on	1.19	92%	1.29	0.40	0.50	2.19	
	<i>Other product:</i>							
<b>Pink salmon</b>	Canned	0.30	65%	0.46	0.39	0.50	1.35	
	<i>Other product:</i>	Head-on	0.30	91%	0.33	0.39	0.50	1.22
	<i>Other product:</i>							
<b>Sockeye</b>	Head-on	1.64	92%	1.78	0.41	0.50	2.69	
	<i>Other product:</i>							
<b>Other:</b>								

**Section C: Employment**

Questions in this section ask for the total number (Question 2) of Line workers, Supervisors and support staff, and Administrative staff who worked in or supported plant operations in 2014. Then, for Questions 2a, 2b, and 2c, please indicate, for each category, the approximate number who were residents of the listed **SW Alaska boroughs and census areas, Other places in Alaska, West Coast (Washington, Oregon or California), Elsewhere in the U.S., or Outside the U.S.** For determining residency please use any addresses you may have on record or your best guess. (A map of SW Alaska BCAs and communities is provided at the end of this document).

2. What was the number of total Line workers, Supervisors and support staff, and Administrative staff **who worked in or supported plant operations in 2014.**

- \_\_\_\_\_ Total number of Line workers
- \_\_\_\_\_ Total number of Supervisors and support staff
- \_\_\_\_\_ Total number of Administrative staff.

2a. What was the residency of your **Line workers** in 2014? Please indicate the approximate number of **Line workers** who were residents of each of the areas listed below.

- |                          |                             |
|--------------------------|-----------------------------|
| _____ 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.      |

2b. What was the residency of your **Supervisors and support staff** in 2014? Please indicate the approximate number of **Supervisors and support staff** who were residents of each of the areas listed below.

- |                          |                             |
|--------------------------|-----------------------------|
| _____ 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.      |

2c. What was the residency of **Administrative staff** in 2014? Please indicate the approximate number of **Administrative staff** who were residents of each of the areas listed below.

- |                          |                             |
|--------------------------|-----------------------------|
| _____ 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.      |

## Section D: Operating Costs and Expenditures

This section asks for information that will help us estimate the economic impact of commercial fish processing in the Southwest Alaska economy. We ask for your best estimate of the relative size of different expenditures and where purchases were made, based on your general recollections. We are not asking for a complete and accurate accounting – just your best rough estimates.

3. In the following table, entries in the shaded column represent **approximate percentages of total annual revenue that were spent** on different expenditure categories. These entries are information gleaned from previous data collections that we are trying to update for SW Alaska fisheries. Please review the percentages shown in the table, and in the blank column please note any corrections you feel better reflect your local processing operations. We don't need exact percentages; approximations are fine.

**Payments to Line workers, Supervisors and support staff, and Administrative staff that worked in or supported plant operations:** In rows 3-6 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 food and other living expenses. Amounts deducted from employee's pay to cover food and other living expenses should be included in the total in row 12 "Other business costs and expenses".

**Other business costs and expenses** in row 12 also include, e.g., offload fees; off-site storage and freezing costs; tendering costs; rental, lease, repair and maintenance of buildings, machinery and equipment; and amounts deducted from employee's pay to cover food and other living expenses.

**SHADED CELLS DO NOT NEED TO BE FILLED IN.**

		<b>(%) of total annual revenue</b>	
		<b>Our baseline estimate</b>	<b>Your correction (if any)</b>
<b>Expenditures</b>			
<b>1</b>	Fish purchases from harvesting vessels (plus shrink)	<b>60%</b>	
<b>2</b>	Other fish purchases (plus shrink)	<b>1%</b>	
<b>3</b>	Processing labor (sum of lines 4, 5 and 6)	<b>16%</b>	
<b>4</b>	Line workers	<b>11%</b>	
<b>5</b>	Supervisors and support staff	<b>3%</b>	
<b>6</b>	Administrative staff	<b>2%</b>	
<b>7</b>	Packaging, materials, supplies and freight	<b>7%</b>	
<b>8</b>	Fish taxes and landings tariffs	<b>1%</b>	
<b>9</b>	Fishery quota purchases (annualized)	<b>1%</b>	
<b>10</b>	Energy, Utilities and Waste Disposal	<b>2.5%</b>	
<b>11</b>	Insurance	<b>0.5%</b>	
<b>12</b>	Other business costs and expenses	<b>3%</b>	
<b>13</b>	Owners' Net Income (before income tax)	<b>8%</b>	
	<i>Operating Costs + Net Income = Total Revenue</i>	<b>100%</b>	100%



4. In the following table, please record the **approximate percentage of each expenditure item that was spent in SW Alaska boroughs and census areas (BCAs), Other places in Alaska, West Coast (WA, OR or CA), Elsewhere in the U.S., or Outside the U.S.** The percentages in each relevant expenditure item row sum to 100%. *For example, fish from vessels might have been purchased 100% locally, while “packaging, materials and supplies” might have been purchased 100% from businesses in Seattle (West Coast).* (A map of SW Alaska BCAs and communities is provided at the end of this document).

Expenditure Items	Approximate Percentage of This Expenditure Spent in:										
	Southwest Alaska BCAs*						Other Alaska	West Coast	Other US	Outside the US	Totals
	AW	AE	BB	DH	LP	KI					
Fish purchase cost plus shrink											100%
Packaging, materials, supplies and freight											100%
Fish taxes and landings tariffs											100%
Fishery quota purchases (annualized)											100%
Energy, Utilities and Waste Disposal											100%
Insurance											100%
Other business costs and expenses											100%
Owners' Net Income (before income tax)											100%
*Southwest Alaska BCAs include: <b>AW</b> =Aleutians West Census Area, <b>AE</b> =Aleutians East Borough, <b>BB</b> =Bristol Bay Borough, <b>DH</b> =Dillingham Census Area, <b>LP</b> =Lake and Peninsula Borough, and <b>KI</b> =Kodiak Island Borough.											

## Section E: Vessel Supply Sales, Mark-ups and Location of Purchases

In the first table below please enter the approximate dollar amounts of fuel, ice, bait, gear and any other **supplies** that you **sold to fishing vessels** during the most recent fiscal year ending in 2014. Then in column 4 please correct (if necessary) the approximate **percentage mark-up** earned for sales of the corresponding items supplied to fishing vessels (i.e., mark-up as a percentage of your purchase cost).

In the second table please record the **approximate share of your purchases of each item that were made in SW Alaska BCAs, Elsewhere in Alaska, the West Coast (WA, OR or CA), Elsewhere in the U.S., and Outside the U.S.** (A map of SW Alaska BCAs and communities is provided at the end of this document).

### E1. Vessel Supply Item Sales and Mark-up Percentages

Item	Approx. Amount Sold (\$ thousands)	Mark-up %	Mark-up % Correction (if any)
Fuel	\$	10%	
Ice	\$	10%	
Bait	\$	10%	
Gear	\$	10%	
Other	\$	10%	

### E2. Vessel Supply Item Location of Purchase

Item	Approximate Percentage of This Expenditure Spent in:										
	Southwest Alaska BCAs*						Other Alaska	West Coast	Other US	Outside the US	Totals
	AW	AE	BB	DH	LP	KI					
Fuel											100%
Ice											100%
Bait											100%
Gear											100%
Other											100%



**Section F: Comments**

Tendering and Fish Transporting Comments

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Storage and Warehousing Comments

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Product Market and Shipping Comments

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Comments on Interview Questions and Other Comments

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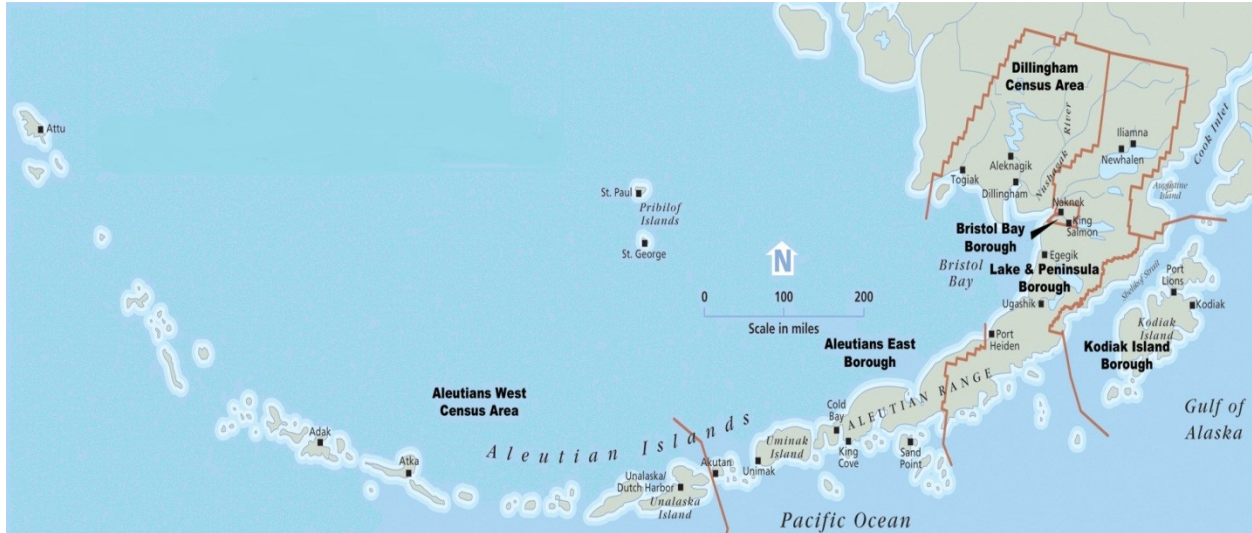
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**THANK YOU FOR YOUR PARTICIPATION!**



## Appendix: SW Alaska Boroughs & Census Areas and Associated Communities

This following map and list of SW Alaska Boroughs & Census Areas (BCAs) and associated communities is provided to assist you in answering questions on the geographic distribution of fishing labor in Section C (questions 2a, 2b and 2c), operating expenditures in Section D and vessel supply sales in Section E.



SW Alaska Boroughs & Census Areas	Associated Communities
Aleutian West Census Area ( <b>AW</b> )	Atak, Adak, Nikolski, St. Paul, St. George, Unalaska (Dutch Harbor)
Aleutian East Borough ( <b>AE</b> )	Akutan, Belkofski Village, Cold Bay, False Pass, King Cove, Nelson Lagoon, Pauloff Harbor, Sand Point, Unga
Bristol Bay Borough ( <b>BB</b> )	King Salmon, Naknek, South Naknek
Dillingham Census Area ( <b>DH</b> )	Aleknagik, Clarks Point, Dillingham, Ekwok, Ekuk, Koliganek, Manokotak, New Stuyahok, Portage Creek, Twin Hills, Togiak
Lake and Peninsula Borough ( <b>LP</b> )	Chignik Lake, Chignik Lagoon, Chignik, Egegik, Ivanoff Bay, Iliamna, Igiugig, Kokhanok, Levelock, Nondalton, Newhalen, Port Heiden, Port Alsworth, Pilot Point, Perrysville, Pedro Bay, Ugashik
Kodiak Island Borough ( <b>KI</b> )	Akhiok, Afognak, Kodiak, Karluk, Larsen Bay, Ouzinkie, Old Harbor, Port Lions