AMERICAN SAMOAN LONGLINE COST-EARNINGS QUESTIONNAIRE

XXXX (survey year) OPERATION

 Date of interview: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Vessel Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Vessel’s permit number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_

Interviewee’s name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Contact (phone): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Interviewee position (check all if apply)

 ❑ Vessel/business owner

 ❑ Agent

 ❑ Operator Captain

# I. About the owner OR owner operator

1. How many fishing vessels do you (or the company you work for) own? \_\_\_\_\_\_\_ vessel(s)

 How many vessels fish in **Am. Samoa Longline** Fishery \_\_\_\_\_\_\_

 How many vessels fish in **other fisheries** \_\_\_\_\_\_\_

1. When did you (or your company) start longline fishing in Am. Samoa? \_\_\_\_\_\_\_\_\_yr
2. In XXXX(Year of survey), does your household (or the fishing company you work for) have other income sources besides the fishing business in Am. Samoa?

❑ No

❑ Yes. Income from longline fishing was \_\_\_\_\_\_\_% of the total household income

1. Do the vessel owner live in Am. Samoa? ❑ Yes ❑ No
2. How long have you (or the fishing company you work for) owned this vessel? \_\_\_\_\_\_\_\_\_ yrs
3. Is this vessel operated by a hired captain or by owner?

 ❑ by hired captain

❑ by owner

1. If it was operated by a hired a captain, how did you find the captain for this vessel– *write down the details \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_*

**II. About the Vessel**

1. When was the vessel built? \_\_\_\_\_\_\_\_\_\_\_ year

1. When was the vessel purchased?\_\_\_\_\_\_\_\_\_\_\_ year
2. What was the vessel purchasing price? $\_\_\_\_\_\_\_\_\_\_\_\_\_\_;

10a: Did the vessel purchase price included permit: ❑Yes ❑ No. If No, the price for the permit $\_\_\_\_\_\_\_\_\_\_\_\_\_ (for ❑ lease ❑ purchase ❑ free from initial allocation)

1. What was the start-up costs (to get it ready for fishing first time after purchase) $\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. What is the vessel current (appraisal) value? $\_\_\_\_\_\_\_\_\_\_\_\_\_ and when was the last appraisal performed \_\_\_\_\_\_\_\_\_\_ (year)?

 12a. When was the last major upgrade (not including the state-up costs) that would have changed the vessel market value \_\_\_\_\_\_ (year)? and the costs for the upgrades $ \_\_\_\_\_\_\_\_\_

1. How much you think your vessel (include all gears and equipment and permit) could be sold for? $\_\_\_\_\_\_\_\_\_\_\_\_\_

13a. How much you think your permit could be sold for? $\_\_\_\_\_\_\_\_\_

1. What is the vessel length? \_\_\_\_\_\_\_\_\_\_\_\_\_ ft
2. What is the vessel width/beam? \_\_\_\_\_\_\_\_\_\_\_\_\_ ft
3. Holding capacity of **fuel:** \_\_\_\_\_\_\_\_\_\_\_\_ Gallons?

1. Holding capacity of **fish**:\_\_\_\_\_\_\_\_\_\_\_ (lbs)

**III. About Vessel Operation and Fish Sold in XXXX(Year of survey)**

1. How many trips this vessels landed in XXXX(Year of survey) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ trips
2. What areas did this vessels operated (fishing) in XXXX(Year of survey) (check all if apply)

 ❑ American Samoa EEZ

 ❑ Other EEZ \_\_\_\_\_\_\_\_\_ (i.e. Cook Islands)

 ❑ High Sea

1. Where do you usually sell/distribute fish landed by this vessel? What was the % among those outlets?

❑ Give away to friend to family \_\_\_\_\_\_\_\_ %

❑ Sell to the Cannery \_\_\_\_\_\_\_\_\_ %

❑ Sell to restaurant \_\_\_\_\_\_\_\_\_%

❑ Other distributors or brokers (list the name(s) \_\_\_\_\_\_\_

**IV. About Labor Costs in XXXX(Year of survey)**

1. How many crew do the vessel usually had \_\_\_\_\_\_\_\_\_\_ (NOT including captain)?
2. How many crew are foreign \_\_\_\_\_\_\_\_\_\_ (NOT including captain)?
3. On average, how long of the crew have been working with this vessel/company?

\_\_\_\_\_\_\_\_\_ yr

1. What is the longest time a current crew has been working with this vessel? \_\_\_\_\_\_\_\_\_ yr
2. How captain was paid?

 ❑ By shares \_\_\_\_\_\_ % of GROSS revenue

 \_\_\_\_\_\_ % of NET revenue

 ❑ Flat rate $\_\_\_\_\_\_

 ❑ Flat rate with bonus (details: $\_\_\_\_\_\_ + )

1. If shares by net revenue, which of the following trip expenses do you include as the trip costs?

 ❑ Trip costs (fuel, bait, gears, provision, fishing gears, freon, engine oil, communications)

 ❑ Agent fee, insurance, parts for repairs

 ❑ Any others \_\_\_\_\_\_

1. Does all the crew get pay by the same method?

If **YES**

❑ By shares \_\_\_\_\_\_ % of GROSS revenue

 \_\_\_\_\_\_ % of NET revenue

 ❑ Flat rate $\_\_\_\_\_\_\_ per month or year

 ❑ Flat rate with bonus $\_\_\_\_\_\_\_ **+** \_\_\_\_\_\_\_\_\_ bonus

If **NO**, (means that each crew paid differently), please fill out the table below

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Position** | **Shares or flat** | **If share****by Net Revenue** | **If flat rate****Trip or****Month** | **Flat****rate $**  | **Bonuses****(how)** | **Initial payment****(get this crew)** | **What year** |
| Owner operator | ❑Share ❑Flat | ❑Net Rev❑Rev | ❑month❑Trip |  |   |   |   |
| Hired captain | ❑Share ❑Flat | ❑Net Rev❑Rev | ❑month❑Trip |  |   |   |   |
| Crewmember 1 | ❑Share ❑Flat | ❑Net Rev❑Rev | ❑month❑Trip |  |   |   |   |
| Crewmember 2 | ❑Share ❑Flat | ❑Net Rev❑Rev | ❑month❑Trip |  |   |   |   |
| Crewmember 3 | ❑Share ❑Flat | ❑Net Rev❑Rev | ❑month❑Trip |  |   |   |   |
| Crewmember 4 | ❑Share ❑Flat | ❑Net Rev❑Rev | ❑month❑Trip |  |   |   |   |
| Crewmember 5 | ❑Share ❑Flat | ❑Net Rev❑Rev | ❑month❑Trip |  |   |   |   |
| Crewmember 6 | ❑Share ❑Flat | ❑Net Rev❑Rev | ❑month❑Trip |  |   |   |   |

1. As an owner of a fishing vessel, do you hire an agent to take care of the fishing business?

**❑** Yes

❑ No

If NO, what types of works that the owner usually takes care of?

❑ Book keeping

❑ Buying parts

❑ Look for crew and captain

❑ Getting the boats ready to depart (such as getting supplies, parts, call PIRO)

❑ Others \_\_\_\_\_\_\_\_\_\_ ?

**V. About Trip Costs**

1. Does trip cost varied by trip by trip?

If Yes. The main reasons for the variation by trip length? Or others ?

1. To list the costs of one trip in Jun and the one of the last trip landed XXXX(Year of survey)

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**VI. Fixed Costs**

1. Total mooring fees (port fees for all the trips before departures) in XXXX(Year of survey)? $ \_\_\_\_\_\_\_\_\_\_\_
2. Did you hire someone to do XXXX(Year of survey) bookkeeping or share bookkeepers with other family business?

 ❑ Yes. Pay $ \_\_\_\_\_\_\_\_\_\_\_ a month/year

 ❑ No. Owner does it.

 ❑ No. It is done by the agent.

 ❑ No. Share with business $ \_\_\_\_\_\_\_\_\_\_ of total

1. What were your insurance costs per year for this vessel (or for the all \_\_\_\_\_\_ the fishing vessels) in XXXX(Year of survey)? $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 This includes (Check if all apply)

 ❑ Vessel only

 ❑ Liability only (“P” and “I”)

 ❑ Vessel and liability

 ❑ Pollution

 ❑ Health (Please specify who is covered) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Did you have any vessel loan payments in XXXX(Year of survey)? ❑ Yes ❑ No

 *If yes* 1) How much were your payments in XXXX(Year of survey)? $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. When did you last dry dock your vessel? \_\_\_\_\_\_\_\_\_\_\_\_\_\_ yr
2. When do you plan for the next dry dock? \_\_\_\_\_\_\_\_\_\_\_\_\_\_yr
3. How much it costs in in total for the last drydock $ \_\_\_\_\_\_\_\_\_\_\_\_ …

Please list the major repairs in the dry dock and the cost associated with the report (if the data are available)

 cost $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 cost $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 cost $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 cost $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Have you overhauled your engine in the past? ❑ Yes ❑ No

 *If yes* 1) When did you last overhaul your engine? \_\_\_\_\_\_\_\_\_\_\_\_\_\_ yr

 2) How much did it cost $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 3) How often do you overhaul your engine? \_\_\_\_\_\_\_ yrs

1. Do you have any routine repairs and maintenance in trip or annual base? ❑ Yes ❑ No

 If YES, does it include in the trip costs above? ❑ Yes ❑ No

If NOT, how much it costs? $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in XXXX(Year of survey)

1. Beside the routine repairs and maintenance list above, do you have any major repairs and upgrades and maintenance works done in XXXX(Year of survey) for this vessel? If yes, the cost is $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Please list the major repairs and the cost associated with the report (if the data are available)

 cost $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 cost $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 cost $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 cost $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Are there any other vessel costs which I haven’t included? ❑ Yes ❑ No

 *If yes* (Please list)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Open Ended Questions? Is there anything else you would like to say? (present challenges, comments on fishing management)

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