PI IC HI LL Cost Earnings survey form 20200228\_DK\_MP3\_070620

HAWAII PELAGIC LONGLINE COST-EARNINGS QUESTIONNAIRE

For 2019[[1]](#footnote-1) operation

Survey date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Surveyor:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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

Vessel’s permit number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_(can fill in later in office)

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

Interviewee position: ❑Vessel owner ❑ Owner operator ❑ Hired captain ❑ Vessel manager or\_\_\_\_\_\_

Vessel operator: ❑ \_\_\_\_\_\_\_% trips taken by owner operator in 2019

❑ \_\_\_\_\_\_\_% trips taken by hired captain in 2019

# I. About the Owner OR Owner-Operator

1. How many active longline fishing vessels do **you or your company** own with Hawaii longline permits?

\_\_\_\_\_\_\_ # of active vessel(s)

\_\_\_\_\_\_\_# of permit (non-active vessel)

1. When did you start to own your first longline vessel in Hawaii longline fishery? \_\_\_\_\_\_ year
2. Have you captained a longline vessel in 2019? ❑ Yes ❑ No

*If yes,* did you captain all the trips taken by the vessel in 2019? ❑ Yes ❑ No

1. Last year (2019), did you land and sell any fish on the West Coast? ❑ Yes ❑ No

**If yes**, why did you decide to land on the West Coast, instead Hawaii?

❑ Better price in West Coast

❑ Needed to pick up crew

❑ Needed to go West Coast for a dry dock

❑ Other (please give details) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Do you own other businesses beside fishing ❑ Yes ❑ No

5a. If yes, how important is fishing to your company portfolio (in term of % of revenue)? \_\_\_\_\_\_\_\_\_\_\_ in 2019

1. Did you hire a vessel manager/agent to manage land-based business related to fishing in 2019? ❑ Yes ❑ No

6a. If yes, how to pay for this position? $\_\_\_\_\_\_\_ (a month)?

What are the main tasks of the vessel manager (such as get supply ready for trips? Bookkeeping?) \_\_\_\_\_\_\_\_\_\_\_

1. Where do you usually sell your fish and how much do you pay for handling fees?

% \_\_\_\_\_\_\_\_\_\_ United Fishing Agency (Auction), the fee is %\_\_\_\_\_\_\_\_\_of revenue% \_\_\_\_\_\_\_\_\_\_ other stores in Hawaii, the fee is %\_\_\_\_\_\_\_\_\_ of revenue for handling or other fees

%\_\_\_\_\_\_\_\_\_\_\_outside Hawaii, the fee is %\_\_\_\_\_\_\_\_\_\_\_\_\_ of revenue for handling or other fees;

1. In what year were you born \_\_\_\_\_\_\_\_-

**II. About the Hired Captain and Crew** *(for owner operator, skip Question #9&10 and go to #11)*

1. Is the hired captain a family member or relative to the owner? ❑ Yes ❑ No
2. Captain age? \_\_\_\_\_\_\_\_\_\_years
3. How long has your captain been with your company? \_\_\_\_\_\_\_\_ years
4. Number of crew working in this vessel in 2019

12a: number of local crew \_\_\_\_

12b: number of foreign crew \_\_\_\_\_\_ and where are they from

\_\_\_\_\_\_\_\_ Pilipino (# of crew)

\_\_\_\_\_\_\_\_ Indonesian (# of crew)

\_\_\_\_\_\_\_\_ others (# of crew)

1. How many crew in this vessel are on a renewed contract? \_\_\_\_\_\_\_\_\_\_

**III. About the Vessel and Vessel Purchase**

1. What is the vessel’s fuel capacity? \_\_\_\_\_\_\_\_\_\_\_\_ gallons
2. What is the vessel’s holding (fish) capacity? \_\_\_\_\_\_\_\_ metric tons
3. When was the vessel purchased? \_\_\_\_\_\_\_\_\_\_\_ year
4. What was the vessel purchase price? $\_\_\_\_\_\_\_\_\_\_\_\_\_\_

17a. Did the vessel purchase price included permit: ❑Yes ❑ No.

If No, the price for the permit $\_\_\_\_\_\_\_\_\_\_\_\_\_(❑ 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 appraisal value in 2019 (or the survey year) $\_\_\_\_\_\_\_\_\_\_\_? and when was the last appraisal performed \_\_\_\_\_\_\_\_\_\_(year)?

19a. When was the last major upgrades (not including the state-up costs) that would have changed the vessel market value

\_\_\_\_\_\_\_\_ (year) and how much it costs for the updates $\_\_\_\_\_\_\_\_\_\_?

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

20a. How much you think your permit could be sold for? $\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Did you purchase or lease the permit for this fishing vessel? ❑Yes (purchase) ❑Yes (lease) ❑ No

21a. If yes, when it was purchased or leased \_\_\_\_\_\_\_\_ Year

21b. If yes, how much did it cost for purchase for $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ or lease $\_\_\_\_\_\_\_\_\_\_\_\_\_ per year?

**IV. Fixed Costs in 2019 (not including trip costs)**

1. How do you pay mooring fees, by trip or by month? ❑ by trip or ❑ by month

22a. Annual total mooring fees? $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_ in 2019

1. Did you do your own bookkeeping/accounting or hire someone (may skip for hire captain)?

❑ No, I do my own bookkeeping

❑ Yes, I hire someone (including shared one with other businesses in the company) but different from the vessel manager

23a. If Yes, how much did you spend on bookkeeping/accounting in 2019 for this vessel? $ \_\_\_\_\_\_\_\_\_\_ per year

1. What was the annual insurance cost for this vessel in 2019? $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ per year

24a. This included (please check):

❑Vessel

❑ Liability (“P” and “I”)

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

❑ Pollution

1. Did you have any vessel loan payments for this vessel in 2019?

❑ Yes If yes, 25a. how much? $ \_\_\_\_\_\_\_\_\_\_\_\_\_ per month (OR $ \_\_\_\_\_\_\_\_\_\_\_\_\_ per year)

❑ No

1. Please list ***routine maintenance*** (not including trip costs) done for the vessel in 2019 and the annual cost of each

1) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Please list major repairs and upgrades in 2019 (Not include the routine maintenance and “start-up” costs listed above, this may include gear replacement, generators, engine transmission, gear box for engine, engine parts, spool, exhaust systems, etc.) and the total costs for each repair):

1)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. About dry-dock cost:

28a. How often do you dry dock the vessel? Every \_\_\_\_\_\_\_ years

28b. When did you last dry dock your vessel? \_\_\_\_\_\_\_\_\_\_\_\_\_\_ year

28c. How much did it cost? $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

28d. If dry dock was done in 2019, were any major repairs listed in Q26 include in this cost? (ask this to avoid double counting) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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

29a. How often do you overhaul? How many years in between? \_\_\_\_\_\_\_ years

29b. When did you last overhaul your vessel? \_\_\_\_\_\_\_\_\_\_\_\_\_\_ year

29c. How much did it cost? $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Did I miss any items on other fixed costs? ❑ Yes ❑ No

29a. If yes, how much are the other fixed costs $\_\_\_\_\_\_\_\_\_ what are the other fixed costs\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?

**V. Labor Costs (how fishermen get paid)**

*In the following questions the terms ‘share’ (%) are interpreted as part of the revenue or net revenue from a fishing trip goes towards the caption or crew. This is in contrast to ‘flat rate’ ($) which is when a crewmember earns the same amount of money regardless of the revenues from a fishing trip or per month.* ***Trip Revenue is defined as after sale revenue. Net revenue is defined as after sale and trip costs are deducted.***

1. How many people’s pay check was based on the revenue generated from this vessel and how did they get pay? \_\_\_\_\_\_\_ people

30a: Owner ❑ Shares \_\_\_\_\_\_\_\_\_% of ❑ gross revenue or ❑ net revenue

30b: Vessel manager ❑ Flat rate $\_\_\_\_\_\_\_\_\_\_\_ ❑ per trip or ❑per month

Or ❑ Shares \_\_\_\_\_\_\_\_\_% of ❑ gross revenue or ❑ net revenue

30c: Captain ❑ Shares \_\_\_\_\_\_\_\_\_% of ❑ gross revenue or ❑ net revenue

30d: \_\_\_\_# of Crew ❑ Shares \_\_\_\_\_\_\_\_\_% of ❑ gross revenue or ❑ net revenue

30e: \_\_\_\_# of Crew ❑ Flat rate ***+*** ❑ Bonus and the bonus schedule\_\_\_\_\_\_\_\_\_\_\_\_\_ (% of lbs etc?)

Or Average $\_\_\_\_\_\_\_\_\_ per crew ❑ per month ❑ per trip

1. Initial cost/payment to retain a foreign/non-local crew member?

31a. Initial payments for foreign crew (including agent fees, airfare/tickets, transit (min. 30 days from Samoa or Ensenada, etc) )

$\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ per crew

31b. Non-local/Micronesian crew (fee for green cards, medical, etc.) $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ per crew

31c. Average years for a new contract/foreign crew that initial payment occurred \_\_\_\_\_\_\_\_\_\_\_\_\_\_ years

1. Which of the following trip expenses did you subtract from the trip revenue to get net revenue (**for shares**)

❑ Trip costs (e.g. fuel, bait, resupply of gears, prevision, etc.)

❑ Others (details: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_)

Use the table below to list the information for Q30, 31, 32 for each person accordingly:

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Position** | **Foreigner**  (Y/N) | **Shares**  **%**  **Or flat rate** | **Of Trip Revenue**  **or**  **Net Revenue** | **Flat Rate**  (Per Trip or  Per Month) | **Bonuses**  (Per Trip or  Per Month) | **Initial Payment**  (when hired) | **What Year**  (for initial payment) |
| Owner/Operator |  | \_\_\_\_\_\_\_\_\_% | ❑trip rev  ❑net rev |  |  |  |  |
| Hired Captain |  | \_\_\_\_\_\_\_\_\_% | ❑trip rev  ❑net rev | $\_\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑Per month | $\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑lbs caught  \_\_\_  ❑Per trip❑Per month |  |  |
| Crewmember 1 | ❑Yes  ❑No | \_\_\_\_\_\_\_\_\_% | ❑trip rev  ❑net rev | $\_\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑Per month | $\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑lbs caught  \_\_\_  ❑Per trip❑Per month | $\_\_\_\_\_\_\_ |  |
| Crewmember 2 | ❑Yes  ❑No | \_\_\_\_\_\_\_\_\_% | ❑trip rev  ❑net rev | $\_\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑Per month | $\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑lbs caught | $\_\_\_\_\_\_\_ |  |
| Crewmember 3 | ❑Yes  ❑No | \_\_\_\_\_\_\_\_\_% | ❑trip rev  ❑net rev | $\_\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑Per month | $\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑ lbs caught | $\_\_\_\_\_\_\_ |  |
| Crewmember 4 | ❑Yes  ❑No | \_\_\_\_\_\_\_\_\_% | ❑trip rev  ❑net rev | $\_\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑Per month | $\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑ lbs caught | $\_\_\_\_\_\_\_ |  |
| Crewmember 5 | ❑Yes  ❑No | \_\_\_\_\_\_\_\_\_% | ❑trip rev  ❑net rev | $\_\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑Per month | $\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑ lbs caught | $\_\_\_\_\_\_\_ |  |
| Crewmember 6 | ❑Yes  ❑No | \_\_\_\_\_\_\_\_\_% | ❑trip rev  ❑net rev | $\_\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑Per month | $\_\_\_\_\_\_\_\_\_\_\_  ❑Per trip❑ lbs caught | $\_\_\_\_\_\_\_ |  |

**VI. Trip Costs** (Only for the vessels without any cost data collected from the observers)

1. Did your vessel conduct tuna and swordfish trips in 2019?

❑ Only tuna and swordfish

❑ Only swordfish

❑ Both tuna and swordfish

1. If this vessel took both tuna and swordfish trips in 2019 or did that previously, are there any costs for switching one gear type to another

34a. Costs to switch **from swordfish** fishing to tuna fishing: \_\_\_\_\_\_\_\_\_ (cash and labor?)

34b. Costs to switch **from tuna fishing** to swordfish fishing: \_\_\_\_\_\_\_\_\_ (cash and labor?)

1. For your 2019 trips, how much did you “average” trip cost (if vessel fished two trip types in 2019, asked for both trips)?

Average tuna trip $ \_\_\_\_\_\_\_\_\_

Average Swordfish trip $ \_\_\_\_\_\_\_\_\_

1. For your 2019 trips, how much did you ***usually*** spend on an “average” trip (if vessel fished two trip types in 2019, asked for both trips)?

Trip type: ❑ Tuna ❑ Swordfish

1. Fuel cost : Fuel used: \_\_\_\_\_\_\_\_\_\_\_ Gallons, Fuel price \_\_\_\_\_\_\_, Fuel cost $ \_\_\_\_\_\_\_\_\_\_\_\_
2. Bait cost: Bait used: \_\_\_\_\_\_\_\_\_\_\_\_ Boxes, Bait price \_\_\_\_\_\_\_\_, Bait cost $ \_\_\_\_\_\_\_\_\_\_
3. Oil cost (included engine oil & hydraulic oil): \_\_\_\_\_\_\_\_\_ gallons per trip, and total oil cost per trip = $\_\_\_\_\_\_\_\_\_
4. Ice cost = $\_\_\_\_\_\_\_\_\_
5. Fishing gear costs = $\_\_\_\_\_\_\_\_\_\_
6. Provisions (food) costs = $\_\_\_\_\_\_\_\_\_\_
7. Communications = $\_\_\_\_\_\_\_\_\_\_
8. Lightstick costs (for swordfish fish trip ) $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**VII. Industry Perspectives**

1. What are the biggest **three** constrains or challenges that impact the economic performance of your fishing business
2. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
4. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

*We appreciate the confidential nature of the data being collected by this survey. NMFS will handle individual survey data as confidential business information and a form of protected personal information and will maintain the confidentiality of the information consistent with legal authorities available to it, including but not limited to the Privacy Act (5 U.S.C. Section 552a) and the Trade Secrets Act (18 U.S.C. Section 1905). NMFS will protect individual survey data from public disclosure to the extent permitted by law and it has instituted procedures to provide that protection.*

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1. The “year operation” may change depending on date of the OMB approval. [↑](#footnote-ref-1)