



Costs and Earnings Study, 2004

Area 12A Crab Fishers
Quebec Region

**Fisheries and Oceans Canada
Policy and Economics Regional Branch
Quebec Region**

October 2006

COSTS AND EARNINGS STUDY, 2004

AREA 12A CRAB FISHERS

QUEBEC REGION

OCTOBER 2006

FISHERIES AND OCEANS CANADA

QUEBEC REGION

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ACRONYMS

MT: metric ton

PERB: Policy and Economics Regional Branch

DFO: Department of Fisheries and Oceans

MI: Magdalen Islands

ABBREVIATIONS

\$M: millions of dollars

kg: kilogram

n.a.: not available

- : zero

EQUIVALENCIES

1 kg: 2.2046 pounds

1 foot: 0.3048 metre

(In this document, vessel length is in feet to facilitate understanding and ensure uniformity with similar studies that were previously published.)

Acknowledgements

We would like to thank all of the fishers who took part in this study. Without their collaboration, this study would not have been possible. As such, we feel that it is important to mention that most Area 12a crab fishers who were selected for this study voluntarily agreed to participate.

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Summary

1. Industry Overview

Snow Crab Landings in Quebec

In 2004, Quebec snow crab landings totalled 15,062 metric tonnes (MT) valued at \$94.4M (Table 1).

Gaspé Area accounted for 57% of this total, followed by the North Shore (27%) and the Magdalen Islands (16%). Area 12 crab fishers were responsible for over a third of snow crab landings in Quebec (38%), and landed more crab than any other fleet. On the other hand, Area 12A crab fishers made up one of the smallest crab fishing fleets and accounted for approximately 1% of total snow crab landings in Quebec (Table 1).

We observed significant differences in vessel length in the various areas. For example, vessels under 45 feet caught approximately 61% of the Lower North Shore snow crab; whereas they only landed 14% and 43% of the crab in Gaspé Area and the Magdalen Islands. On the other hand, boats 55 feet or more accounted for 61% of landings in Gaspé Area, compared to 1% and 46% on the North Shore and the Magdalen Islands respectively (Table 2).

Area 12A Crab Fishers – Landings and Fleet Characteristics

Area 12A crab fishers reported nearly 340 tonnes of landings in 2004 worth nearly \$1.4M. The value of the snow crab landings amounted to \$1.1M, which constituted 79% of the total value of the fleet's landings (Table 1).

Nearly 52% of Area 12A crab fishers use boats between 35 feet and 44 feet, 11 inches, whereas the others (48%) utilize boats between 25 feet and 34 feet, 11 inches (Table 3).

Table 5 provides a great deal of technical and economic data on the Area 12A crab fishing fleet such as the number of fishers, the length

of the fishing season, as well as the average age, length and purchase price of the boats, asset values and loan balances.

Area 12A crab fishers achieved average incomes of \$156,949 in 2004. Lobster accounted for 79% of their total income (\$123,240), followed by Greenland halibut (\$26,090, 17%) and cod (\$4,460, 3%) (Table 6).

Nearly a quarter of these fishers (22%) only caught snow crab, whereas the other fishers (78%) landed three or more species (Table 6).

Over half of Area 12A crab fishers (56%) spent more than 50 days at sea during the 2004 season. The remainder of the fishers were divided into two groups of equal size: the first group spent less than 30 day at sea (22%); and the second group spent between 30 and 39 days at sea (22%) (Table 8).

Over two thirds of Area 12A crab fishers (67%) had four crew members, including the captain (Table 8).

2. Costs and Earnings Study, 2004 – Methodology

Survey Sample

In the reference of the national costs and earnings study on fishing businesses in Canada, Quebec fleet samples were determined using landing data compiled by the DFO, Quebec Region's Statistics and Licensing Division. This database contains information on fishing effort, registered vessels and landings in terms of quantity and value. It also provides details on species landed and ports of landing used.

Quebec fishing businesses with landings worth over \$10,000 in 2004 comprised about 60 different fleets, taking into account the main species landed, the landing area and, in certain cases, vessel length and fishing gear used. The national costs and earnings study targeted 40 of these fleets¹.

¹ See the complete list of fleets in Annex 2.

Calculations were made to determine a representative sample size for each fleet, including Area 12A crab fishers, taking into account gaps between earnings and vessel length.

Data Collection

For each fleet, a certain number of fishers, more than the minimum required to obtain a representative sample, were selected at random to take part in the study.

Researchers were hired to contact the Quebec fishers and fill out the questionnaire with them in person.

Table 13 shows that the 9 Area 12A crab fishers were selected. Of these, 6 agreed to take part in the study and fully completed the questionnaire.

Questionnaire

The questionnaire (annex 2) was developed by Fisheries and Oceans Canada and used for all fleets in the Atlantic. In Quebec, interviews took place between January and September 2005.

The fishers who took part in the 2004 costs and earnings study did so on a voluntary basis. They were invited to supply information on the following subjects:

- Number of registered vessels
- Vessel characteristics
- Vessel acquisition cost
- Cost of the main major modifications, additions or improvements used to calculate depreciation
- Information on the fishing effort and fishing income
- Operating expenses by category and vessel
- Other income (quota rental, alternative vessel use, government transfers)
- Long-term debt tied to fishing activities

Data Entry and Processing

The data were entered, checked, processed and analyzed during 2005 and 2006 by the Quebec Region's Policy and Economics Branch in collaboration with the Economic Analyses Directorate in headquarters and their counterparts in the other DFO regions (Gulf, Newfoundland, Maritimes and Pacific).

Definitions

Following are the definitions of the technical terms used in this report:

- Snow crab fleet: group of fishers who mainly land snow crab and fish in the same area or sub-area. The fishers had to land a minimum value of \$10,000 to be selected for the study.
- Days at sea: number of days the fishing business spends at sea during the study period.
- Fishing days: days during which fishing gear is used to catch fish for sale during the study period.
- Number of trips: number of fishing trips made by the business during the study period.
- Crew members: number of employees, including the captain (owner or not) having worked on the vessel(s) during the study period.
- Operating expenses: expenses directly tied to fishing activities. A detailed list of expenses is found in question 7 of the questionnaire.
- Depreciation: reduction in the value of an asset by spreading its cost over a certain number of years.
- Gross profit margin: ratio that indicates how efficiently the business manages to sell its products at a profit.
- Operating profit margin: ratio that helps measure profitability. It is calculated without taking into account interest expenses, taxes, investment income or non-recurring loss.

- **Pretax profit margin:** ratio that measures how much a business earns compared to its sales. It is calculated in showing net profit before tax, in percentage of fishing revenues.

3. Study Results

Operating Expenses

In 2004, average operating costs for Area 12A crab fishers amounted to \$82,499. Salaries (\$46,724, 57%) made up the main expense, followed by boat maintenance and repairs (\$6,395, 8%), fishing gear (\$5,487, 7%) and bait (\$3,366, 4%) (Table 9).

Total variable costs accounted for 86% of expenses, while fixed costs accounted for 14% (Table 9).

Financial Performance

In 2004, the average gross profit was \$58,083 for Area 12A crab fishers. The gross profit margin was 41%. Table 10 also presents operating profits and net profits before taxes.

After depreciation and interest costs, Area 12A crab fishers made a \$46,027 net profit before taxes and achieved a 33% net profit margin (Table 10).

Cash flow

Table 11 presents cash flow, which represents all the income derived directly or indirectly from fishing activities minus the total operating costs, interest costs and principal payments. Cash flow does not take depreciation into account.

In 2004, in addition to gross fishing income, Area 12A crab fishers received average employment insurance benefits of \$11,505. Certain fishers also received income from fishing quota rentals or alternative boat uses. These sources of income are included in the "other income" section. Most Area 12A crab

fishers receive GST/QST refunds but these amounts have been deducted from the declared expenses (Table 11).

Long-term Debt

Table 12 presents a summary of the long-term debt for Area 12A crab fishers. The average long-term debt at the beginning of 2004 was \$44,520 and the average loan payments amounted to \$8,220. The debt load amounts vary greatly within the sample. Certain individuals are debt-free whereas other are carrying very heavy debt loads and servicing costs. Care should therefore be taken when interpreting the averages (Table 12).

4. Data Quality

This part of the report aims to illustrate the strengths and limitations of the data and how it can be efficiently used and analyzed. This can be especially important when making comparisons with data from different sources or drawing conclusions about costs or earnings evolution within a given period.

Data Validation

Several factors can affect the reliability of the study's data. For example, the respondents may have incorrectly interpreted the questions or mistakes may have been made during data entry.

In the data collection phase, however, efforts were made to keep this type of error to a minimum. This meant conducting a verification of the collected data and their coherence and following up with the respondents.

In fact, the data were validated by comparing certain gaps between the fleet average and by "crosschecking" with the researchers in order to detect and correct any inconsistencies.

Depreciation

We used a known method to calculate depreciation. Data supplied in questions 3 and 4 on vessel and vehicle acquisition costs as well as the costs of alterations, additions or major improvements were used for this purpose. Moreover, a section of the questionnaire deals specifically with depreciation amounts claimed on the fishers' 2004 income tax return (Question 11). However, most of the respondents from the Quebec Region did not complete this question.

Comparison with Other Data Sources

There may be variances between data drawn from this study and data from other sources.

In that event, a case by case assessment must be made to have a good understanding of the differences.

5. References

Canada Revenue Agency, Fishing Income 2004, <http://www.cra.gc.ca>, November 2005.

Statistics Canada, Financial Performance Indicators for Canadian Business, 2003, Catalogue no. 61-224-XCB, Ottawa.

Statistics Canada, 1993, Survey Sampling: A Non-Mathematical Guide, Catalogue No. 12-602-XBF, Ottawa.

Statistical Tables

1. Population Data

Table 1: Snow crab landings by fleet and sector, Quebec, 2004

Landings (kg) by sector					
Fleets	North Shore	Gaspé Area	Magdalen Islands	Total	Number of Fishers
Snow Crab, Area 12	-	4,845,367	848,576	5,693,943	41
Snow Crab, Area 12A	-	178,550	0	178,550	9
Snow Crab, Area 12B	-	183,171	0	183,171	6
Snow Crab, Area 12C	147,046	-	34,649	181,695	5
Snow Crab, Area 12E	-	-	38,164	38,164	1
Snow Crab, Area F	-	-	376,284	376,284	11
Snow Crab, Area 14	387,060	-	-	387,060	19
Snow Crab, Area 15	264,346	-	-	264,346	8
Snow Crab, Area 16	1,956,419	-	-	1,956,419	36
Snow Crab, Area 17	437,673	967,172	-	1,404,845	19
Non-Traditional Crab Fishers	339,394	724,526	866,613	1,930,532	115
Native Fishers	425,019	1,554,372	-	1,979,391	10
Others	42,938	202,221	242,798	487,958	59
Quebec Total	3,999,895	8,655,379	2,407,084	15,062,358	339

Source: Fisheries and Oceans Canada, Statistics and Licensing Division, Quebec Region

Note: Non-traditional crab fishers are fishers benefiting from temporary snow crab allocations and for whom snow crab revenue is the main source of fish-based income. The "Others" category represents fishers benefiting from temporary allocations but for whom snow crab is not the main source of fish-based income

Table 2: Snow crab landings, by vessel length and sector, Quebec, 2004

Landings (kg) by sector				
Vessel length (feet)	North Shore	Gaspé Area	Magdalen Islands	Quebec
1' - 34'11"	175,644	356,685	44,813	577,142
35' - 44'11"	2,274,487	895,700	1,006,475	4,176,662
45' - 54'11"	1,502,640	2,110,026	224,939	3,837,605
55' - 64'11"	47,124	4,875,375	1,130,857	6,053,356
65' and over	-	417,593	-	417,593
All vessels	3,999,895	8,655,379	2,407,084	15,062,358

Source: Fisheries and Oceans Canada, Statistics and Licensing Division, Quebec Region

Table 3: Total landings, Area 12A Crab Fishers, 2004

Quantity (kg)			Value (\$)		
Snow crab	All species	Snow crab %	Snow Crab	All species	Snow crab %
178,550	339,747	53%	1,109,162	1,412,543	79%

Source: Fisheries and Oceans Canada, Statistics and Licensing Division, Quebec Region

Table 4: Total landings by vessel length, Area 12A Crab Fishers, 2004

Vessel length (feet)	Landings (kg)	(%)
25' - 34'11"	163,678	48%
35' - 44'11"	176,069	52%
45' - 54'11"	-	-
All vessels	339,747	100%

Source: Fisheries and Oceans Canada, Statistics and Licensing Division, Quebec Region

Table 5: Technical and economic characteristics, Area 12A Crab Fishers, 2004

Description ¹	Area 12A
Number of fishers	9
Average vessel age	17
Average vessel length (feet)	37
Average days at sea	45
Average days fished	34
Average fishing trips	32
Crew size (including captain)	4,2
Initial vessel acquisition cost (\$)	151,667
Land asset acquisition cost (\$)	34,433
Additions or major modifications (\$)	65,874
Cumulative depreciation (\$)	63,203
Total asset value (\$)	188,771
Loan balance (\$)	36,301
Debt/Asset Ratio	0.19

1: Data on the size of the crews, asset values and loan balances were obtained from the 2004 C&E sample

Source: Fisheries and Oceans Canada, Statistics and Licensing Division, Quebec Region. Survey of Vessel Operations, 2004

Table 6: Selected landing statistics, Area 12A Crab Fishers, 2004

Average landings, by species	Quantity (kg)	Value (\$)	\$/kg
Snow crab	19,839	123,240	6.21
Greenland Halibut	12,474	26,089	2.09
Cod	3,020	4,464	1.48
Atlantic Halibut	478	2,681	5.61
Other species	1,940	475	0.24
All species	37,750	156,949	4.16

Number of species caught in 2004 ¹	Fleet breakdown	% Income from snow crab	Other species
1	22%	100%	-
2	0%	-	-
3	22%	73%	Greenland halibut, cod
4	33%	68%	Greenland halibut, Atlantic halibut, cod
5 and over	22%	80%	Greenland Halibut, cod, Atlantic halibut, herring

1: Species whose landing value is greater than or equal to \$100

Source: Fisheries and Oceans Canada, Statistics and Licensing Division, Quebec Region

Table 7: Evolution of landed value, Area 12A Crab Fishers, 2002-2005

Year	Average landings (\$)
2002	135,851
2003	168,071
2004	156,949
2005	109,943

Source: Fisheries and Oceans Canada, Statistics and Licensing Division, Quebec Region

Table 8: Fishing effort profile, Area 12A Crab Fishers, 2004

Total days at sea	Fleet Distribution
1 - 29	22%
30 - 39	22%
40 - 49	0%
50 and over	56%

Total days fished	Fleet Distribution
1 - 29	33%
30 - 39	33%
40 - 49	33%
50 and over	0%

Total fishing trips	Fleet Distribution
1 - 29	44%
30 - 39	33%
40 - 49	22%
50 and over	0%

Average crew size¹ (including the captain)	Fleet Distribution
4	67%
Others	33%

1: Data on the size of the crews obtained from the 2004 C&E sample

Source: Fisheries and Oceans Canada, Statistics and Licensing Division, Quebec Region, Survey of Vessel Operations, 2004

2. Sample Data

Table 9: Operating and maintenance expenses, Area 12A Crab Fishers, 2004

Variable expenses	(\$)	% of Total expenses
Labour ¹	46,724	56.6%
Fuel, oil and grease	3,269	4.0%
Food	1,910	2.3%
Bait	3,366	4.1%
Ice and salt	271	0.3%
Fishing gear	5,487	6.7%
Dockside monitoring charges	2,138	2.6%
Vessel repair and maintenance	6,395	7.8%
At-sea-observer charges	1,690	2.0%
Total variable expenses	71,249	86.4%
Fixed expenses		
Ship safety inspection fees (TC)	107	0.1%
On-shore facilities maintenance costs	333	0.4%
Federal port charges	283	0.3%
Fishing license fees	2,246	2.7%
Storage of boat and gear	986	1.2%
Union or association dues	45	0.1%
Marketing Board	392	0.5%
Vessel insurance	2,462	3.0%
Professional and administrative fees	840	1.0%
Lease of quotas	0	0.0%
Leasing and rental of vessel, nets and/or gear	0	0.0%
Vehicle expenses for fishing	3,280	4.0%
Municipal charges	81	0.1%
Others ²	194	0.2%
Total fixed expenses	11,250	13.6%
Total operating and maintenance expenses	82,499	100.0%

1: Labour costs do not include the captain-owner's compensation

2: Expenses listed under "other" may include expenses from other categories

Source: Fisheries and Oceans Canada, Survey of Vessel Operations, 2004

Table 10: Financial performance, Area 12A Crab Fishers, 2004

	(\$)
Total fishing income	141,128
less: total operating expenses	83,045
Gross profit	58,083
less: depreciation	8,831
Operating profit	49,252
less: interest expenses	3,225
Net profit before taxes	46,027
Gross profit margin¹	41%
Operating profit margin¹	35%
Pretax profit margin¹	33%

1: = Profit / total fishing income

Source: Fisheries and Oceans Canada, Survey of Vessel Operations, 2004

Table 11: Cash flow, Area 12A Crab Fishers, 2004

	(\$)
Total fishing income	141,128
Employment insurance income	11,505
Other income	0
less: total operating expenses	83,045
less: interest expenses	3,225
less: principal payments	8,216
Cash flow	58,147

Source: Fisheries and Oceans Canada, Survey of Vessel Operations, 2004

Table 12: Long-term debt, Area 12A Crab Fishers, 2004

	(\$)
Long-term debt at the beginning of 2004	44,517
New Long-term debt incurred in 2004	0
Principal payments	8,216
Long-term debt at the end of 2004	36,301

Source: Fisheries and Oceans Canada, Survey of Vessel Operations, 2004

Table 13: Sampling results, Area 12A Crab Fishers, 2004

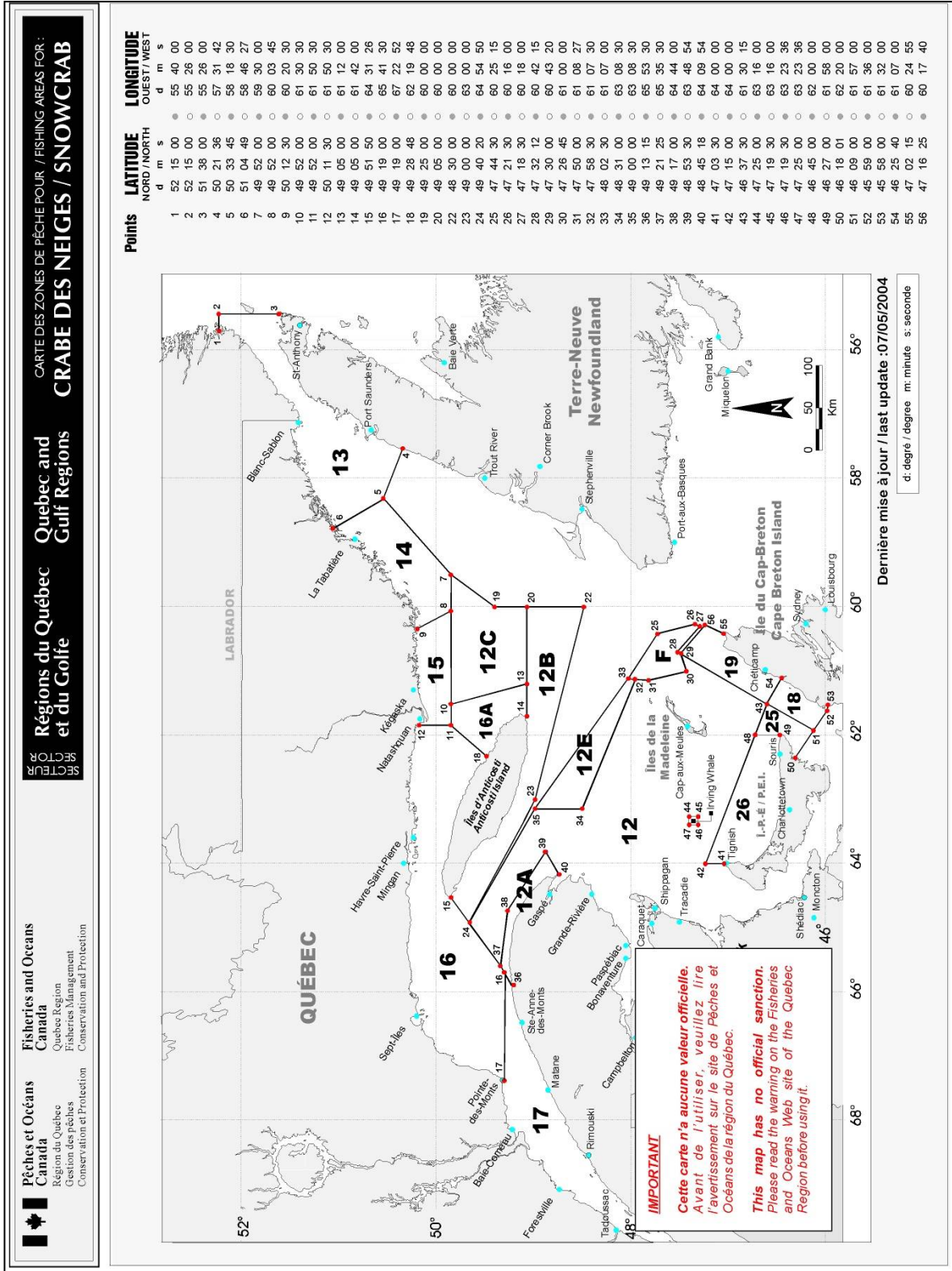
Fleet	Population	Preliminary sample	% of the fleet ¹	% in agreement ²	Final sample
Area 12A	9	9	100%	67%	6

1. Percentage of fishers covered in the preliminary sample.

2. Percentage of fishers agreeing to participate in the study.

Source: Fisheries and Oceans Canada, Survey of Vessel Operations, 2004

Annex 1: Fishing areas for Snow crab



Annex 2: Questionnaire

2004 SURVEY OF VESSEL OPERATIONS

Affix label here

FINAL INTERVIEW STATUS

- Complete
- Partial
- Refusal
- Unable to trace
- Unable to contact
- Other (specify)

Respondent Identification

Name: _____

FIN: _____

Address: _____

Street

Box City/Town

Province Postal Code

Tel: (____) _____

(____) _____

(____) _____

Confidential When Completed

Interviewers Name: _____

Date Completed: _____

This survey is being conducted under the authority of the Fisheries Act, Section 61. As required by the Access to Information and Privacy Acts, all information collected is CONFIDENTIAL and may only be used in a manner that will in no way allow for the identification of individuals, whether through single requests for data or the combination of information gathered through multiple requests.

Data Collection Bank Number: DFO PPU 075

PERSONAL INTERVIEW

- 1) For this survey, please report all information based on your fishing activity in 2004.
- 2) How many registered vessels did you own in 2004? |_|_|_|
- 3a) Please provide the following information for any registered fishing vessels you owned in 2004 (rounded to the nearest dollar).

Characteristic	Vessel 1: CFV # _ _ _ _ _ _ _ _	Vessel 2: CFV # _ _ _ _ _ _ _ _	Vessel 3: CFV # _ _ _ _ _ _ _ _
Year vessel was built	_ _ _ _	_ _ _ _	_ _ _ _
Year vessel was acquired	_ _ _ _	_ _ _ _	_ _ _ _
Vessel length (in feet/inches)	_ _ _ ft. _ _ in.	_ _ _ ft. _ _ in.	_ _ _ ft. _ _ in.
Hull type	<input type="radio"/> Wood <input type="radio"/> Fibreglass <input type="radio"/> Steel <input type="radio"/> Aluminum <input type="radio"/> Fibreglass/wood <input type="radio"/> Other (specify) _____	<input type="radio"/> Wood <input type="radio"/> Fibreglass <input type="radio"/> Steel <input type="radio"/> Aluminum <input type="radio"/> Fibreglass/wood <input type="radio"/> Other (specify) _____	<input type="radio"/> Wood <input type="radio"/> Fibreglass <input type="radio"/> Steel <input type="radio"/> Aluminum <input type="radio"/> Fibreglass/wood <input type="radio"/> Other (specify) _____
Were you the skipper on this vessel?	<input type="radio"/> Yes <input type="radio"/> No <input type="radio"/> Sometimes	<input type="radio"/> Yes <input type="radio"/> No <input type="radio"/> Sometimes	<input type="radio"/> Yes <input type="radio"/> No <input type="radio"/> Sometimes
Vessel Acquisition Costs			
Total cost of this vessel	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _
Electronic equipment	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _
Engine	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _
Nets/gear	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _
Deck equipment	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _
Hull	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _
Other costs (specify)			
_____	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _
_____	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _	\$ _ _ _ _ _ _ _ _

- 3b) Please provide the following information for any additional fishing-related costs.

Item	Year	Acquisition Cost	Percent of Time Used for Fishing
Vehicle (1)	_ _ _ _	\$ _ _ _ _ _ _ _ _	_ _ _ %
Vehicle (2)	_ _ _ _	\$ _ _ _ _ _ _ _ _	_ _ _ %
Vehicle (3)	_ _ _ _	\$ _ _ _ _ _ _ _ _	_ _ _ %
Vehicle (4)	_ _ _ _	\$ _ _ _ _ _ _ _ _	_ _ _ %
On-Shore Facilities	_ _ _ _	\$ _ _ _ _ _ _ _ _	_ _ _ %

6) Provide the following information for each fishery (indicated in Q#5) that these vessels were involved in during 2004.

Characteristic	Fishery #1	Fishery #2	Fishery #3	Fishery #4	Fishery #5	Fishery #6
Fishery/Species						
CFV						
NAFO or Species Fishing Areas						
Gear Used						
Total Days at Sea						
Total number of days fished by this vessel						
Total number of weeks fished						
Total number of fishing trips made by this vessel						
Average crew size (including captain or skipper)						
Landings, in kg (include by-catch)						
Landed value						

7) In 2004, what were the operating expenses for your vessels (exclude charters, tours, etc. unless for fishing)?
 (your 2004 income tax report may assist you in completing this question). Do not include non-fishing financial information.

2004 OPERATING AND MAINTENANCE EXPENSES.

Expense	Vessel 1: CFV # _ _ _ _ _ _ _	Vessel 2: CFV # _ _ _ _ _ _ _	Vessel 3: CFV # _ _ _ _ _ _ _	Total (if details are missing)
Labour Costs				
Amount paid to hired skipper (excluding owner)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
Amount paid to crew (excluding owner/hired skipper) net of crew contribution to operating expenses	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
Other (specify) _____	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
Expenses (Check all that apply)				
<input type="radio"/> Fuel, oil and grease	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Food	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Bait	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Ice and salt	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Nets/gear (repair, replacement, etc.)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Dockside monitoring charges	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Vessel repairs and maintenance (excl. information in Q.4)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Transport Canada ship safety inspection fees	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> On-shore facilities maintenance costs (excl. information in Q.4)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Federal port charges (moorage, wharfage, etc.)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> At sea observer charges	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Fishing licence fees	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Storage of boat and gear	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Union or association dues (dues for crew not to be included unless paid by the owner)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Special agreements with Fisheries and Oceans Canada (e.g., joint project agreement)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Marketing Board	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Vessel Insurance	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Accounting fees	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Professional and Administrative fees	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Lease of quotas	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Leasing and rental of vessel and/or nets/gear	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Vehicle expenses for fishing as claimed for income tax purposes (including insurance)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Municipal charges such as property taxes, water, permits charged to the fish harvesting enterprise (do not include personal or house taxes)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
Other operating and maintenance expenses (e.g., other port charges, not including federal fees)				
<input type="radio"/> Other expenses (please specify)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Other expenses (please specify)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Other expenses (please specify)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<input type="radio"/> Other expenses (please specify)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
Total expenses for 2004	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _

OTHER REVENUES

8) Did the owner derive any revenues from the lease of quotas during your 2004 fishing season?

Yes, revenues were: \$ _____ No revenues from the lease of quotas in 2004.

9) Did the owner derive any revenues from the following alternative uses of fishing vessels in 2004? If so, specify the gross revenues and expenses (not given in question 7).

Yes Please continue No Go to Question 10

Please specify.	Revenues	Expenses
<input type="radio"/> Charter.....	\$ _____	\$ _____
<input type="radio"/> Tour operation.....	\$ _____	\$ _____
<input type="radio"/> Lease.....	\$ _____	\$ _____
<input type="radio"/> Sentinel Fishery.....	\$ _____	\$ _____
<input type="radio"/> Other (please specify) _____	\$ _____	\$ _____
<input type="radio"/> Other (please specify) _____	\$ _____	\$ _____
<input type="radio"/> Other (please specify) _____	\$ _____	\$ _____

10) Did the owner receive any of the following government transfers relative to fishing operations in 2004 (e.g., workers compensation, disaster relief, etc.)? If so, how much?

Fishers Employment Insurance.....Total \$ _____ **OR** Number of weeks of benefits _____ at \$ _____ per week

Other (please specify)
 _____ \$ _____
 _____ \$ _____
 _____ \$ _____

No government transfer received in 2004.

11) For the 2004 tax year, was depreciation claimed for: How much was claimed?

Vessels	No <input type="radio"/> Yes <input type="radio"/>	→ \$ _____
Nets / gear	No <input type="radio"/> Yes <input type="radio"/>	→ \$ _____
Electronic equipment	No <input type="radio"/> Yes <input type="radio"/>	→ \$ _____
Vehicles	No <input type="radio"/> Yes <input type="radio"/>	→ \$ _____
On-shore facilities.....	No <input type="radio"/> Yes <input type="radio"/>	→ \$ _____
Other fishing equipment	No <input type="radio"/> Yes <input type="radio"/>	→ \$ _____
TOTAL (only if no breakdown is given)		→ \$ _____

12) The following questions deal with the long-term debt position associated with your fishing operations in 2004.

	a) Banks, Trust Companies or Credit Unions	b) Other (Specify) _____	c) Other (Specify) _____
a. At the beginning of 2004, what was the TOTAL DEBT to:	\$ _____	\$ _____	\$ _____
b. What was the new long-term debt incurred during 2004 to:	\$ _____	\$ _____	\$ _____
c. What was the total amount of principal payments made during 2004 to:	\$ _____	\$ _____	\$ _____
d. What was the total amount of interest payments made during 2004 to:	\$ _____	\$ _____	\$ _____
TOTAL (c + d)	\$ _____	\$ _____	\$ _____
Ask if c and d are not known			
Average rate of interest	_____ %	_____ %	_____ %
Average period of repayment	_____ years	_____ years	_____ years

Annex 3 : Costs and Earnings Study 2004, Targeted Quebec Fleets

Fleet	Data Availability ²	Study Title
Whelk, Areas 5, 6 and 7	No	-
Rock Crab, Gaspé Area	No	-
Snow Crab, Non-Traditional Crab Fishers, Areas 12C, 15, 16A	Partial	Non-Traditional Crab Fishers
Snow Crab, Non-Traditional Crab Fishers, Areas 12 and F, Fixed Gear < 45', Rock Crab, MI	Yes	Non-Traditional Crab Fishers
Snow Crab, Non-Traditional Crab Fishers, Areas 12 and F, Fixed Gear < 45', Groundfish And pelagic fish	Yes	Non-Traditional Crab Fishers
Snow Crab, Non-Traditional Crab Fishers, Areas 12 and F, Mobile Gear, MI	Yes	Non-Traditional Crab Fishers
Snow Crab, Non-Traditional Crab Fishers, Areas 12 and F, Long Liners	Yes	Non-Traditional Crab Fishers
Snow Crab, Non-Traditional Crab Fishers, Areas 12 and F, Lobster	Partial	Non-Traditional Crab Fishers
Snow Crab, Non-Traditional Crab Fishers, Areas 12 and F, Scallops	Partial	Non-Traditional Crab Fishers
Snow Crab, Non-Traditional Crab Fishers, Area 17	Partial	Non-Traditional Crab Fishers
Snow Crab, Area 12A	Yes	Area 12A Crab Fishers
Snow Crab, Area 12B	No	-
Snow Crab, Area 12C	No	-
Snow Crab, Area 14	Yes	Lower North Shore Crab Fishers
Snow Crab, Area 15	Yes	Lower North Shore Crab Fishers
Shrimp, Non-Traditional Shrimp Fishers	Yes	Non-Traditional Shrimp Fishers
Shrimp, Others	No	-
Shrimp, Group A	No	-
Greenland Halibut, < 45'	No	-
Herring, Gaspé Area/MI	No	-
Lobster, Sub-Areas 20A1-20A2	Yes	Gaspé Area Lobster Fishers
Lobster, Sub-Areas 20A3-20A10	Yes	Gaspé Area Lobster Fishers
Lobster, Sub-Areas 20B1-20B4	Yes	Gaspé Area Lobster Fishers
Lobster, Sub-Areas 20B5-20B8	Yes	Gaspé Area Lobster Fishers
Lobster, Area 15	No	-
Lobster, Area 16	No	-
Lobster, Area 17	Yes	Anticosti Island Lobster Fishers
Lobster, Area 18	No	-
Lobster, Area 19	Partial	Gaspé Area Lobster Fishers
Lobster, Area 21	Yes	Gaspé Area Lobster Fishers
Lobster, Area 22, Specialized	Yes	Magdalen Island Lobster Fishers
Lobster, Area 22, Diversified	Yes	Magdalen Island Lobster Fishers
Mackerel, MI	No	-
Scallops, Area 19	No	-
Scallops, Area 20	No	-
Groundfish, < 35', North Shore	No	-
Groundfish, < 45', Gaspé Area	No	-

² Only fleets with a sufficient number of respondents to make up a representative sample that protects confidentiality are included in a publication.