



Costs and Earnings Survey, 2004

Gaspé Area Lobster Fishers
Quebec Region

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

October 2006

COSTS AND EARNINGS SURVEY, 2004

***GASPÉ AREA LOBSTER FISHERS
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 : million (dollars)
Kg : kilogram
N/A: not available
- : zero

EQUIVALENCIES

1 kg: 2.2046 pounds
1 foot: 0.3048 metres

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

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Summary

1. Industry Overview

Lobster Landings in Quebec

In 2004, 3 324 metric tons (MT) of lobster were landed in Quebec for a value of \$42.8 M (Table 1).

The Magdalen Islands landed 71% of this total, followed by Gaspé Area (28%) and the North Shore (1%) (Table 1).

There are significant differences in vessel length from sector to sector. For example, vessels that are 35 feet long and longer made approximately 69% of the total landings in the Magdalen Islands compared to 14% in Gaspé Area (Table 2).

Gaspé Area Lobster Fishers – Landings and Fleet Characteristics

Gaspé Area landed a total of 890 tons in 2004, worth \$12 M. (Table 1, Table 2 and Table 3).

Vessels 25 to 30 feet in length made 51% of landings in 2004, the most popular vessel category for Gaspé Area lobster fishers, followed by vessels under 25 feet (18%), 30 to 35 feet (18%) and 35 feet and over (14%) (Table 2).

Nearly 43% of lobster landed in Gaspé Area was captured in sub-areas 20A3 to 20A10, 24% in sub-areas 20B1 to 20B4, 11% in sub-areas 20A1 and 20A2, 10% in sub-areas 20B5 to 20B8, 5% in area 17 (Anticosti), 3% in area 19 and 1% in area 21 (Table 4).

Table 5 provides several technical and economic characteristics of Gaspé Area lobster fishing fleets. This includes the number of fishers, the age, average length and acquisition cost of the vessels and the length of the fishing season. Some of the information, such as asset value and loan balance is only available for certain fleets, whose level of response to the vessel operation survey was sufficiently high.

On average, Gaspé Area lobster fishers earned a gross income of \$60,250 in 2004. Lobster made up nearly 92% of their total earnings, or \$55,000. Among the other species fished by Gaspé Area lobster fishers are herring, rock crab, mackerel and cod (Table 7).

More than half of these fishers (58%) only fished lobster while 17% and 15% fished two and three species, respectively. The other 10% fished four species or more (Table 7).

During the 2004 fishing season, most of the Gaspé Area lobster fishers (50%) spent between 60 and 69 days at sea. A significant proportion of fishers (31%) spent over 70 days at sea. The others (18%) claimed that they spent less than 60 days at sea (Table 13).

Approximately half of the lobster fishing businesses in Gaspé Area (49.5%) fish with two crew members (including the captain). Nearly 46% rely on three crew members. A small number of businesses fish with four crew members (Table 6).

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 sixty (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 forty (40) of these fleets¹.

Calculations were made to determine a representative sample size for each fleet, including Gaspé Area's six lobster fishing fleets, 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 18 shows that 133 Gaspé Area lobster fishers, spread throughout 6 fleets, were selected (out of a total of 202 fishers). Of these, 98 agreed to take part in the study and fully completed the questionnaire.

This report presents the results of 5 of the 6 Gaspé Area lobster fishing fleets, from sub-areas 20A1-20A2, 20A3 to 20A10, 20B1 to 20B4, 20B5 to 20B8 and area 21. There were not enough respondents from the area 19 lobster fishing fleet for the results to be published. Given that there are only three lobster fishers in area 21, certain data about this fleet are not presented in order to protect confidentiality. The results of the area 17 fleet (Anticosti), which includes a few fishers from Gaspé Area, are published in a separate report.

Questionnaire

The questionnaire (see Annex 1) 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 was 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 the counterparts in the other DFO regions (Gulf, Newfoundland, Maritimes and Pacific).

Definitions

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

- Lobster fleet: group of fishers who mainly land lobster and fish in the same area or sub-area. The fishers had to land for 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 was 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.

¹ See the complete list of fleets in Annex 2.

- **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. It is calculated in showing gross profit in percentage of fishing revenues.
- **Operating profit margin:** ratio that helps measure profitability. It is calculated without taking into account interest expenses and taxes.
- **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

Like fishing income, operating expenses vary greatly from one Gaspé Area lobster fishing fleet to another. In 2004, operating expenses varied from \$27,460 (sub-areas 20A1-20A2) to \$41,330 (sub-areas 20A3-20A10) (Table 14).

In all cases, salary was the greatest expense, varying from \$11,100 (sub-area 20A5-20A8) to \$21,950 (sub-area 20A3-20A10), making up between 39% and 53% of the expenses (Table 14).

After salaries, bait was the largest expenditure item, making up 9% to 17% of the total costs (\$2,650 to \$5,160 according to sub-area), followed by fuel/oil/grease (7% to 13%) and fishing gear maintenance/replacement (7% to 10%) (Table 14).

Finally, vehicle operating expenses related to fishing activities made up 5% to 7% of the costs, or \$1,870 to \$2,460 (Table 14).

Financial Performance

Depending on the fleet, Gaspé Area lobster fishers made gross profits between \$16,656 and \$30,736 in 2004. Their gross profit margin varied between 37% and 43% (Table 15).

After taking depreciation into account, the Gaspé Area lobster fleets made operating profit between \$10,994 and \$25,540 with an operating profit margin between 24% and 36% (Table 15).

Interest expenses varied from \$0 to \$1,810, dropping net income before taxes below the \$10,000 mark for lobster fishers in sub-areas 20B5 to 20B8 (\$9,616). Lobster fishers in sub-areas 20A3 to 20A10 did better. Their net income before taxes was estimated at \$24,758 (Table 15).

Cash Flow

Table 16 presents cash flow: total earnings tied directly or indirectly to fishing activities, minus total operating expenses, interest expenses and principal payments. Cash flow does not take depreciation into account.

In 2004, in addition to total fishing income, Gaspé Area lobster fishers received employment insurance benefits varying between \$11,800 and \$14,800. The average amount received is estimated to be \$13,000. Certain fishers also received income from renting out fishing quotas or alternative vessel use. These earnings are included in the "other income" section. Most Gaspé Area lobster fishers received GST/QST refunds, but these amounts were deducted from declared expenses (Table 16).

Long-term Debt

Table 17 presents a summary of long-term debts for each Lobster fleet in Gaspé Area. Average long-term debt at the beginning of 2004 varied from \$5,330 to

\$30,120 depending on the fleet. Principal payments varied between \$0 and \$5,610 while new debts incurred from financial institutions or others in 2004 amounted to \$9,570 (Table 17).

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 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: Lobster landings by sector, Quebec, 2004

Sectors	Weight (tons)	Part (%)	Value (thousands of \$)	Part (%)
North Shore	43	1	513	1
Gaspé Area	890	27	11 960	28
Magdalen Islands	2 391	72	30 361	71
Total Quebec	3 324	100	42 834	100

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

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

Vessel length (feet)	Landings (kg) by sector			
	North Shore	Gaspé Area	Magdalen Islands	Quebec
1'-24'11"	12 628	156 452	-	169 080
25'-29'11"	6 405	454 222	-	460 627
30'-34'11"	2 993	156 866	743 519	903 378
35'-39'11"	391	59 569	1 303 077	1 363 036
40' and over	20 388	63 088	344 415	427 891
All vessels	42 805	890 197	2 391 010	3 324 013

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

Table 3: Lobster landings by fleet, Quebec, 2004

Fleets	Landings (kg) by fleet			Total
	North Shore	Gaspé Area	Magdalen Islands	
Lobster, area 15	8 413	-	-	8 413
Lobster, area 16	7 387	-	-	7 387
Lobster, area 17	12 788	45 615	19 559	77 962
Lobster, area 18	1 174	-	-	1 174
Lobster, area 19	-	27 765	-	27 765
Lobster, sub-areas 20A1-20A2	-	98 138	-	98 138
Lobster, sub-areas 20A3-20A10	-	379 081	-	379 081
Lobster, sub-areas 20B1-20B4	-	213 846	-	213 846
Lobster, sub-areas 20B5-20B8	-	85 132	-	85 132
Lobster, area 21	-	5 806	-	5 806
Lobster, area 22, diversified	-	-	193 728	193 728
Lobster, area 22, specialized	-	-	2 129 116	2 129 116
Others	13 043	34 813	48 607	96 463
All fleets	42 805	890 197	2 391 010	3 324 013

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

Table 4: Lobster landings by fleet and vessel Length, Gaspé Area, 2004

Fleets	Landings(kg) by vessel length (in feet, inches)				Total
	1-24'11"	25-29'11"	30-34'11"	35 and over	
Lobster, area 17	7 242	-	10 037	28 337	45 615
Lobster, area 19	1 244	17 975	6 762	1 785	27 765
Lobster, sub-areas 20A1-20A2	54 138	44 000	-	-	98 138
Lobster, sub-areas 20A3-20A10	82 087	213 720	61 993	21 281	379 081
Lobster, sub-areas 20B1-20B4	7 604	106 843	51 998	47 401	213 846
Lobster, sub-areas 20B5-20B8	1 946	37 500	21 831	23 854	85 132
Lobster, area 21	-	5 806	-	-	5 806
Others	5 978	24 589	4 246	-	34 813
All fleets	160 240	450 434	156 866	122 658	890 197

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

Table 5: Technical and economic characteristics, Gaspé Area Lobster Fishing Fleets, 2004

Description ¹	Fleets					Area 21
	Area 19	Sub-areas 20A1-20A2	Sub-areas 20A3-20A10	Sub-areas 20B1-20B4	Sub-areas 20B5-20B8	
Number of fishers	7	29	75	51	37	3
Average vessel age	10	10	13	12	12	10
Average vessel length (feet)	28	25	28	31	33	26
Average days at sea	59	59	64	69	68	107
Average days fished	59	59	64	69	67	98
Average fishing trips	56	59	63	67	66	65
Crew size (including captain)	2.5	2.3	2.7	2.7	2.2	2.3
Initial vessel acquisition cost (\$)	N/A	18,017	100,935	49,927	60,261	29,667
Land asset acquisition cost (\$)	N/A	25,375	33,485	32,728	26,612	40,553
Additions or major modifications (\$)	N/A	10,663	8,901	20,873	15,893	20,313
Cumulative depreciation (\$)	N/A	15,159	23,173	34,924	31,164	37,917
Total asset value (\$)	N/A	38,896	120,148	68,604	71,602	52,616
Loan balance (\$)	N/A	5,333	30,064	13,939	25,592	6,058
Debt/Asset Ratio	N/A	0.14	0.25	0.20	0.36	0.12

1: Crew size and asset value data is taken from the 2004 C&E sample.

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

Table 6: Evolution of landed value, Gaspé Area Lobster Fishers, 2002-2005

Years	Average landings (\$)					Area 21
	Area 19	Sub-areas 20A1-20A2	Sub-areas 20A3-20A10	Sub-areas 20B1-20B4	Sub-areas 20B5-20B8	
2002	65,553	45,730	64,874	56,463	40,946	66,282
2003	67,475	54,547	74,281	65,165	45,262	46,319
2004	60,994	47,290	70,523	58,572	43,109	49,252
2005	74,189	43,316	62,902	52,656	40,025	52,340

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

Table 7: Selected landing statistics, Gaspé Area Lobster Fishers, 2004

Average landings by species	Weight (kg)	Value (\$)	\$/kg
Lobster	4,132	55,497	13.43
Herring	7,655	1,649	0.22
Rock crab	1,506	1,277	0.85
Mackerel	2,521	1,089	0.43
Cod	371	538	1.45
Other species	99	199	2.01
All species	16,284	60,249	3.70

Number of species caught in 2004¹	Fleet breakdown	% of income from lobster	Other species
1	58.5%	100%	-
2	17.4%	89%	Rock crab, herring, cod
3	14.5%	82%	Herring, mackerel, rock crab, cod
4	8.2%	64%	Herring, mackerel, rock crab, cod
5	1.4%	62%	Herring, mackerel, rock crab, cod, Atlantic halibut

1: Number of species whose landed value is equal to or higher than \$100.

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

Table 8: Selected landing statistics, Area 19 Lobster Fishers, 2004

Average landings by species	Weight (kg)	Value(\$)	\$/kg
Lobster	3,966	54,040	13.62
Rock crab	8,768	6,850	0.78
All species	12,922	60,994	4.72

Number of species caught in 2004¹	Fleet breakdown	% of income from lobster	Other species
1	29%	100%	-
2	57%	83%	Rock crab
3	14%	86%	Rock crab, mackerel

1: Number of species whose landed value is equal to or higher than \$100.

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

Table 9: Selected landing statistics, Sub-Area 20A1-20A2 Lobster Fishers, 2004

Average landings, by species	Weight (kg)	Value(\$)	\$/kg
Lobster	3,505	46,561	13.28
Rock crab	796	729	0.92
All species	4,301	47,290	11.00

Number of species caught in 2004¹	Fleet breakdown	% of income from lobster	Other species
1	87.5%	100%	-
2	12.5%	85%	Rock crab

1: Number of species whose landed value is equal to or higher than \$100.

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

Table 10: Selected landing statistics, Sub-Area 20A3-20A10 Lobster Fishers, 2004

Average landings, by species	Weight (kg)	Value(\$)	\$/kg
Lobster	5,054	67,579	13.37
Herring	6,611	1,539	0.23
Cod	623	916	1.47
Rock crab	404	400	0.99
All species	12,757	70,523	5.53

Number of species caught in 2004¹	Fleet breakdown	% of income from lobster	Other species
1	75%	100%	-
2	8%	90%	Rock crab, herring, cod
3	9%	81%	Herring, cod
4	7%	84%	Herring, cod, Atlantic halibut
5	1%	74%	Herring, cod, mackerel, Atlantic halibut

1: Number of species whose landed value is equal to or higher than \$100.

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

Table 11: Selected landing statistics, Sub-Area 20B1-20B4 Lobster Fishers, 2004

Average landings, by species	Weight (kg)	Value (\$)	\$/kg
Lobster	4,193	55,807	13.31
Herring	3,627	784	0.22
Mackerel	1,748	767	0.44
Rock crab	787	727	0.92
Cod	335	480	1.43
All species	10,694	58,572	5.48

Number of species caught in 2004 ¹	Fleet breakdown	% of income from lobster	Other species
1	59%	100%	-
2	16%	95%	Rock crab, cod
3	20%	89%	Herring, rock crab, cod, mackerel
4	4%	84%	Herring, mackerel, cod
5	2%	59%	Mackerel, cod, Atlantic halibut, herring

1: Number of species whose landed value is equal to or higher than \$100.

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

Table 12: Selected landing statistics, Sub-Area 20B5-20B8 Lobster Fisheries, 2004

Average landings, by species	Weight (kg)	Value(\$)	\$/kg
Lobster	2 301	30,871	13.42
Herring	24,371	5,012	0.21
Mackerel	11,546	4,956	0.43
Rock crab	2,219	1,773	0.80
All species	40,798	43,109	1.06

Number of species caught in 2004 ¹	Fleet breakdown	% of income from lobster	Other species
1	59%	100%	-
2	16%	95%	Rock crab, cod
3	20%	89%	Herring, rock crab, cod, mackerel
4	4%	84%	Herring, mackerel, cod
5	2%	59%	Mackerel, cod, Atlantic halibut, herring

1: Number of species whose landed value is equal to or higher than \$100.

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

Table 13: Fishing effort profile, Gaspé Area Lobster Fishers, 2004

Fleets – Fisher Breakdown							
Total days at sea	Area 19	Sub-areas 20A1-20A2	Sub-areas 20A3-20A10	Sub-areas 20B1-20B4	Sub-areas 20B5-20B8	Area 21	Gaspé Area
1-49	43%	11%	5%	2%	0%	0%	5%
50-59	29%	32%	15%	4%	8%	0%	13%
60-69	0%	50%	59%	63%	30%	0%	50%
70 and over	29%	7%	21%	31%	62%	100%	31%
Total days fished							
1-49	43%	11%	5%	2%	0%	0%	5%
50-59	29%	32%	15%	4%	8%	0%	13%
60-69	0%	50%	60%	63%	30%	0%	51%
70 and over	29%	7%	20%	31%	62%	100%	30%
Total fishing trips							
1-49	43%	11%	5%	2%	0%	0%	5%
50-59	29%	32%	15%	4%	11%	33%	14%
60-69	0%	50%	63%	65%	35%	33%	54%
70 and over	29%	7%	17%	29%	54%	33%	26%
Average crew size (including the captain)							
2	50%	67%	33%	36%	84%	67%	50%
3	50%	33%	64%	56%	16%	33%	46%
4	0%	0%	3%	8%	0%	0%	5%

1: Crew size data is taken 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 14: Operating and maintenance expenses, Gaspé Area Lobster Fishers, 2004

	\$				
Variable Expenses	Sub-areas 20A1-20A2	Sub-areas 20A3-20A10	Sub-areas 20B1-20B4	Sub-areas 20B5-20B8	Area 21
Labour ¹	12,428	21,945	18,905	11,104	12,342
Fuel, oil and grease	2,501	2,871	3,678	3,776	4,211
Food	117	56	382	532	390
Bait	4,749	5,719	5,156	2,652	2,785
Ice and salt	0	69	14	75	0
Fishing gear	2,755	2,782	2,650	2,795	1,942
Dockside monitoring charges	0	120	58	129	0
Vessel repair and maintenance	639	1,594	1,601	1,620	2,674
At-sea-observer charges	0	52	42	45	67
Total variable expenses	23,189	35,207	32,486	22,727	24,411
<hr/>					
Fixed expenses	\$				
Ship safety inspection fees (TC)	0	13	33	36	0
On-shore facilities maintenance costs	629	381	439	858	580
Federal port charges	137	208	176	141	0
Fishing license fees	258	306	283	307	420
Storage of boat and gear	0	197	240	175	0
Union or association dues	67	161	106	72	50
Marketing Board	0	0	0	0	0
Vessel insurance	167	982	887	1,008	612
Professional and administrative fees ²	468	651	324	506	539
Lease of quotas	0	0	0	0	0
Leasing and rental of vessel, nets and/or gear	0	286	120	0	0
Vehicle expenses for fishing	2,039	2,460	1,921	1,874	2,008
Municipal charges	111	139	112	158	517
Other ³	393	545	617	956	262
Total fixed expenses	4,267	6,328	5,258	6,091	4,987
Total operating and maintenance expenses	27,455	41,536	37,744	28,818	29,397

1: Labour expenses do not include the captain/owner's salary.

2: Administrative and legal fees include accounting fees.

3: Expenses listed as "other" can include expenses from the other categories.

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

Table 15: Financial performance, Gaspé Area Lobster Fishers, 2004

\$					
	Sub-areas 20A1-20A2	Sub-areas 20A3-20A10	Sub-areas 20B1-20B4	Sub-areas 20B5-20B8	Area 21
Total fishing revenues	47,462	72,272	59,783	45,475	50,236
less: total operating expenses	27,455	41,536	37,744	28,818	29,397
Gross profit	20,007	30,736	22,039	16,656	20,839
less: depreciation	2,867	5,196	6,332	5,662	5,687
Operating profit	17,140	25,540	15,706	10,994	15,151
less: interest expenses	0	782	1,810	1,378	647
Net income before taxes	17,140	24,758	13,897	9,616	14,504
Gross profit margin¹	42%	43%	37%	37%	41%
Operating profit margin¹	36%	36%	26%	24%	30%
Pretax profit margin¹	36%	35%	23%	21%	29%

1: = Profit / total fishing income

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

Table 16: Cash flow, Gaspé Area Lobster Fishers, 2004

\$					
	Sub-areas 20A1-20A2	Sub-areas 20A3-20A10	Sub-areas 20B1-20B4	Sub-areas 20B5-20B8	Area 21
Total fishing income	47,462	72,272	59,783	45,475	50,236
Employment insurance income	14,799	11,802	14,332	12,512	10,876
Other incomes	0	433	373	0	0
less: total operating expenses	27,455	41,326	37,744	28,818	29,397
less: interest expenses	0	782	1,810	1,378	647
less: principal payments	0	2,926	5,611	4,739	4,436
Cash flow	34,806	39,474	29,323	23,051	26,631

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

Table 17: Long-Term debt, Gaspé Area Lobster Fishers 2004

	\$				
	Sub-areas 20A1-20A2	Sub-areas 20A3-20A10	Sub-areas 20B1-20B4	Sub-areas 20B5-20B8	Area 21
Long-term debt, beginning of 2004	5,333	30,120	9,977	24,521	10,494
New long-term debt, incurred in 2004	0	2,869	9,574	5,810	0
Principal payments	0	2,926	5,611	4,739	4,436
Long-term debt, end of 2004	5,333	30,064	13,939	25,592	6,058

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

Table 18: Sampling results, Gaspé Area Lobster Fishers, 2004

Fleets	Population	Preliminary sample	% of fleet ¹	% in agree- ment ²	Final sample
Lobster, Area 19	7	7	100%	57%	4
Lobster, Sub-areas 20A1-20A2	29	29	100%	24%	7
Lobster, Sub-areas 20A3-20A10	75	41	55%	90%	37
Lobster, Sub-areas 20B1-20B4	51	27	53%	93%	25
Lobster, Sub-areas 20B5-20B8	37	26	70%	96%	25
Lobster, Area 21	3	3	100%	100%	3
Total	202	133	66%	76%	101

1: Percentage of fishers included in the preliminary sample

2: Percentage of fishers who agreed to take part in the study

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

Table 19: Questionnaire status, Gaspé Area Lobster Fishers, 2004

Fleets	Questionnaire Status			
	Final sample	Complete	Partial	Response rate (%)
Lobster, Area 19	4	4	0	100%
Lobster, Sub-areas 20A1-20A2	7	6	1	86%
Lobster, Sub-areas 20A3-20A10	37	35	2	95%
Lobster, Sub-areas 20B1-20B4	25	25	0	100%
Lobster, Sub-areas 20B5-20B8	25	25	0	100%
Lobster, Area 21	3	3	0	100%
Total	101	98	3	97%

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

Annex 1: Fishing areas for Gaspé Area Lobster

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"/> Docksider 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

Fleets	Data Availability ²	Study name
Whelk, Areas 5, 6 and 7	no	-
Rock crab, Gaspé Area	no	-
Snow crab, non-traditional, Areas 12c, 15, 16a.	partial	Non-traditional Crab Fishers
Snow crab, non-traditional, Areas 12 and F, fixed gear < 45', rock crab, MI	yes	Non-traditional Crab Fishers
Snow crab, non-traditional, Areas 12 and F, fixed gear < 45', Groundfish and pelagic fish	yes	Non-traditional Crab Fishers
Snow crab, non-traditional, Areas 12 and F, mobile gear, MI	yes	Non-traditional Crab Fishers
Snow crab, non-traditional, Areas 12 and F, large lining vessels	yes	Non-traditional Crab Fishers
Snow crab, non-traditional, Areas 12 and F, lobster	partial	Non-traditional Crab Fishers
Snow crab, non-traditional, Areas 12 and F, scallop	partial	Non-traditional Crab Fishers
Snow crab, non-traditional, 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	yes	Non-traditional Shrimp Fishers
Shrimp, Other	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	Magdelan Islands Lobster Fishers
Lobster, Area 22, diversified	yes	Magdelan Islands Lobster Fishers
Mackerel, MI	no	-
Scallop, Area 19	no	-
Scallop, 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.