



Costs and Earnings Study, 2004

Magdalan Islands Lobster Fishers

Quebec Region

Fisheries and Oceans Canada
Policy and Economics Regional Branch
Quebec Region

October 2006

COSTS AND EARNINGS STUDY, 2004

***MAGDELAN ISLANDS LOBSTER FISHERS
QUEBEC REGION***

OCTOBER 2006

FISHERIES AND OCEANS CANADA

QUEBEC REGION

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Production Team

Supervised by

Julie Lavallée, Chief, Economic Analysis,
PERB, DFO, Quebec region

Writing

Ali Magassouba, Economist and Project Coordinator,
PERB, DFO, Quebec region

Collaborators

Élisabeth Koulouris, Economist, PERB, DFO, Quebec region
Thomas Larouche, Economist, PERB, DFO, Quebec region
Frédéric Lessard, Economist, PERB, DFO, Quebec region
Martial Ménard, Economist, PERB, DFO, Quebec region

Text Editing

Agnès Samputu, Active Administrative Assistant,
PERB, DFO, Quebec region

ACRONYMS

MT: metric ton
PERB: Policy and Economics Regional Branch
DFO: Department of Fisheries and Oceans
MI: Magdelan Islands

ABBREVIATIONS

M\$: million 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. It would not have been possible without them. As such, we feel that it is important to mention that most Magdalan Islands lobster fishers who were selected for this study voluntarily agreed to participate. We would also like to thank the fishers' association representatives for their collaboration.

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Summary

1. Industry Overview

Lobster Landings in Quebec

In 2004, lobster landings in Quebec totalled 3,324 metric tons (MT) worth \$42.8 M (Table 1).

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

Large differences in vessel length are observed between the sectors. For example, vessels measuring 35 feet and more counted for approximately 69% of total landings in the Magdelan Islands, whereas they represented only 14% of the Gaspé Area landings (Table 2).

Magdelan Islands Lobster Fishers – Landings and Fleet Characteristics

Total landings from the Magdelan Islands were more than 2,390 tons in 2004, reaching a value of \$30 M (Table 1, Table 2 and Table 3).

Boats from 35 to 39 feet 11 inches in length represented the most significant category of vessels used by fishermen unloading lobster in the Magdelan Islands (54% of quantities unloaded). Next are vessels between 30 and 34 feet and 11 inches (31%) and those measuring 40 feet and up (14%) (Table 4).

Fishermen who have unloaded lobster in the Magdelan Islands in 2004 have been divided into fleets according to the primary species unloaded and their fishing area. The majority of them find themselves in both lobster boat fleets of Area 22, specialised or diversified, depending on the proportion of lobster unloaded (more or less 75% of the total landing value). These two fleets count for more than 97% of lobster landings in the Magdelan Islands. The remaining 3% was either unloaded in Area 17 around the Anticosti Island, or in Area 22 by fishermen

for whom lobster is not the primary landing species (Table 4).

Table 5 provides various information of technical and economical nature regarding lobster boat fleets of the Magdelan Islands. In it are presented, among other things, the number of fishermen, the duration of the fishing season, as well as the age, average length and purchase cost of boats. The asset value and balance of loans are also available in this Table.

On average, Magdelan Islands lobster fishers generated \$98,520 in gross income in 2004. Lobster counted for close to 94% of their total incomes (\$92,616). Among the other species caught by Area 22 lobster fishers, we mainly find herring, mackerel, rock crab and whelk (Table 6).

More than a third of these fishermen (37%) only fished lobster, whereas 32% and 13% respectively captured two or three species. The other 18% fished four species or more (Table 6).

During the 2004 fishing season, two thirds of the Magdelan Islands lobster fishers (66%) spent between 50 and 69 days at sea. The remaining third spent less than 50 days at sea (21%) or 70 and more days at sea (13%) (Table 8).

About half the lobster fishing companies in the Magdelan Islands (48%) conduct fishing activities with two crew members (including the captain) whereas the other half (52%) can count on three crew members (Table 8).

2. Costs and Earnings Study, 2004 – Methodology

Survey Sample

In the framework 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 Magdalen Islands 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 13 shows that 71 Magdalen lobster fishers, spread throughout 2 fleets, were selected (out of a total of 318 fishers). Of these, 52 agreed to take part in the study and fully completed the questionnaire.

This report presents the results of 2 Magdalen lobster fishing fleets from area 22: the specialized and the diversified. At some places, an aggregated average² is also shown for a bigger picture of the situation.

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 National Office's Economic Analyses Directorate and their counterparts of 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 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.

¹ See the complete list of fleets in Appendix 2.

² Taking into account the number of fishers in each fleet. 24 diversified and 294 specialized.

- **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 fishing income percentage.
- **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

In 2004, the average operating expenses for the Magdelan Islands lobster fishers amounted to \$54,070. Salaries (\$18,710, 35%) were the largest spending component, followed by bait (\$7,622, 14%), fuel (\$5,610, 10%) and fishing gear maintenance/replacement (\$3,940, 9%) (Table 9).

In total, variable costs counted for 77% of spending, whereas fixed costs counted for 23% (Table 9).

Financial Performance

The average gross profit of a Magdelan Islands lobster fisher was set at \$54,070 in 2004, with a gross profit margin of 52%. In Table 10 are also presented the operating profits and the net incomes before tax.

After depreciation and interest fees, lobster fishers of the Magdelan Islands are left with a net income before tax of \$41,960, and a pretax profit margin of 37% (Table 10).

Cash Flow

Table 11 summarizes cash flow, that is, the overall incomes directly or indirectly generated by fishing activities minus the total operating costs, interest fees and principal payments. Cash flow do not take depreciation into account.

In 2004, in addition to gross incomes from fishing, lobster boat fishermen of the Magdelan Islands received unemployment Insurance benefits that amounted to an average \$13,130. Certain fishermen also generated incomes from an alternative use of the boat. These incomes are included in the section titled "other incomes". The majority of Magdelan Islands lobster boat fishermen receive GST/QST reimbursements, but these amounts have been deducted from declared spending (Table 11).

Long-term Debt

Table 12 summarizes the debt load of the Magdelan Islands lobster fishers. The average long-term debt at the beginning of 2004 was \$48,030, depending on the fleet, whereas new debts contracted through financial institutions or other amounted to \$19,933 in 2004. On the other hand, principal payments in 2004 totalled an average of \$7,620 (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 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	Quantity (kg)	Part (%)	Value (thousands of \$)	Part (%)
North Shore	42,805	1	513	1
Gaspé Area	890,197	27	11,960	28
Magdelan Islands	2,391,010	72	30,361	71
Quebec Total	3,324,012	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 lengths (feet)	Landings (kg) by sector			
	North Shore	Gaspé Area	Magdelan 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 up	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)			Total
	North Shore	Gaspé Area	Magdelan 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, Magdelan Islands, 2004

Fleets	Landings (kg) by vessel length (in feet)				Total
	30'-34'11"	35'-39'11"	40'-44'11"	45' and up	
Lobster, Area 17	-	-	19,559	-	19,559
Lobster, Area 22, diversified	30,055	99,339	64,334	-	193,728
Lobster, Area 22 specialized	706,420	1,177,624	211,078	33,995	2,129,116
Others	7,044	26,113	15,449	-	48,607
All fleets	743,519	1,303,077	310,420	33,995	2,391,010

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

Table 5: Technical and economic characteristics of Magdelan Islands Lobster fleets, 2004

Description ¹	Fleets		
	Area 22, diversified	Area 22, specialized	Area 22
Number of fishers	24	294	318
Average vessel age	16	17	17
Average vessel length (feet)	39	38	38
Average days at sea	75	56	58
Average days fished	74	56	57
Average fishing trips	74	56	57
Crew size (including captain)	2.6	2.5	2.5
Initial vessel acquisition cost (\$)	113,818	100,532	101,534
Land asset acquisition cost (\$)	42,136	31,826	32,604
Additions or major modifications (\$)	88,090	56,716	59,084
Cumulative depreciation (\$)	92,750	62,163	64,304
Total asset value (\$)	151,294	126,911	128,918
Loan balance (\$)	56,465	60,659	60,342
Debt/Asset Ratio	0.37	0.48	0.47

1: Data on crew size, value of assets and the balance of loans are taken from the C&R sample 2004

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

Table 6: Selected landing statistics, Magdelan Islands Lobster Fishers, 2004

Average landings, by species	Quantity (kg)	Value (\$)	\$/kg
Lobster	7,305	92,616	12,68
Herring	8,246	2 209	0,27
Tuna, bluefin	60	1,278	21,40
Mackerel	2,384	935	0,39
Rock crab	928	727	0,78
Whelk	578	538	0,93
Other species	1,220	1,530	1,25
All species	20,719	99,833	4,82

Number of species caught in 2004 ¹	Fleet breakdown	% of revenues generated from lobster	Other species
1	35%	100%	-
2	33%	93%	Bluefin tuna, herring, rock crab, mackerel
3	14%	91%	Herring, bluefin tuna, mackerel, buccin, surf clam
4	10%	88%	Herring, mackerel, Atlantic hali-but, cod
5 or more	8%	79%	Herring, mackerel, Atlantic hali-but, cod

1: Number of species for which landing value is equal or superior to \$100.

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

Table 7: Evolution of Landed Value, Magdelan Islands Lobster Fishers, 2002-2005

Years	Average landings (\$)
	Area 22
2002	93,977
2003	89,969
2004	98,521
2005	100 752

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

Table 8: Fishing effort profile, Magdelan Islands Lobster Fishers, 2004

Number of days at sea	Fleet distribution
1-49	21%
50-59	44%
60-69	22%
70 and over	13%

Number of days fishing	Fleet distribution
1-49	21%
50-59	44%
60-69	22%
70 and over	13%

Number of trips	Fleet distribution
1-49	21%
50-59	44%
60-69	22%
70 and over	13%

Number of crew members ¹ (including the captain)	Fleet distribution
2	48%
3	52%

1: Data on crew size are taken from the C&R sample 2004.

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, Magdalen Islands Lobster Fishers, 2004

Variable expenses	Area 22, diversified	Area 22, specialized	Area 22	% of total expenses
	(\$)		(\$)	
Labour ¹	23,792	18,243	18,712	34.6%
Fuel, oil and grease	6,294	5,544	5,608	10.4%
Food	850	561	585	1.1%
Bait	9,059	7,489	7,622	14.1%
Ice and salt	123	198	191	0.4%
Fishing gear	7,801	4,673	4,937	9.1%
Dockside monitoring charges	234	115	125	0.2%
Vessel repair and maintenance	6,856	3,673	3,942	7.3%
At-sea-observer charges	36	72	69	0.1%
Total variable expenses	55,046	40,568	41,791	77.3%
Fixed expenses				
Ship safety inspection fees (TC)	90	63	65	0.1%
On-shore facilities maintenance costs	869	747	757	1.4%
Federal port charges	447	459	458	0.8%
Fishing license fees	1,089	998	1,005	1.9%
Storage of boat and gear	924	652	675	1.2%
Union or association dues	609	219	252	0.5%
Marketing Board	648	536	545	1.0%
Vessel insurance	2,480	2,109	2,140	4.0%
Professional and administrative fees ²	935	851	858	1.6%
Lease of quotas	291	1,104	1,035	1.9%
Leasing and rental of vessel, nets and/or gear	0	0	0	0.0%
Vehicle expenses for fishing	3,124	2,879	2,899	5.4%
Municipal charges	477	284	300	0.6%
Others ³	1,260	1,293	1,290	2.4%
Total fixed expenses	13,243	12,191	12,280	22.7%
Total operating and maintenance expenses	68,289	52,759	54,072	100.0%

1: Labour fees do not include captain/ship-owner compensations.

2: Administrative and legal fees include accountant fees.

3: Expenses figuring in "other" may include expenses from other categories.

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

Table 10: Financial performance, Magdelan Islands Lobster Fishers, 2004

	\$		
	Area 22, diversified	Area 22, specialized	Area 22
Total fishing revenues	137,904	110,402	112,726
less: total operating expenses	68,289	52,759	54,072
Gross profit	69,616	57,642	58,654
less: depreciation	15,452	12,702	12,910
Operating profit	54,164	44,940	45,744
less: interest expenses	3,924	3,770	3,783
Net income before taxes	50,240	41,170	41,961
Gross profit margin¹	50%	52%	52%
Operating profit margin¹	39%	41%	41%
Pretax profit margin¹	36%	37%	37%

1: = Profit / total fishing income

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

Table 11: Cash flow, Magdelan Islands Lobster Fishers, 2004

	\$		
	Area 22, diversified	Area 22, specialized	Area 22
Total fishing income	137,904	110,402	112,726
Employment insurance income	11,784	13,250	13,126
Other income	0	433	396
less: total operating expenses	68,289	52,759	54,072
less: interest expenses	3,924	3,770	3,783
less: principal payments	9,651	7,459	7,625
Cash flow	67,825	60,096	60,769

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

Table 12: Long-Term Debt, Magdelan Islands Lobster Fishers, 2004

	\$		
	Area 22, diversified	Area 22, specialized	Area 22
Long-term debt, at the start of 2004	66,116	46,558	48,034
New long-term debt, contracted in 2004	0	21,560	19,933
Principal payments	9,651	7,459	7,625
Long-term debt, at the end of 2004	56,465	60,659	60,342

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

Table 13: Sampling results, Magdelan Islands Lobster Fishers, 2004

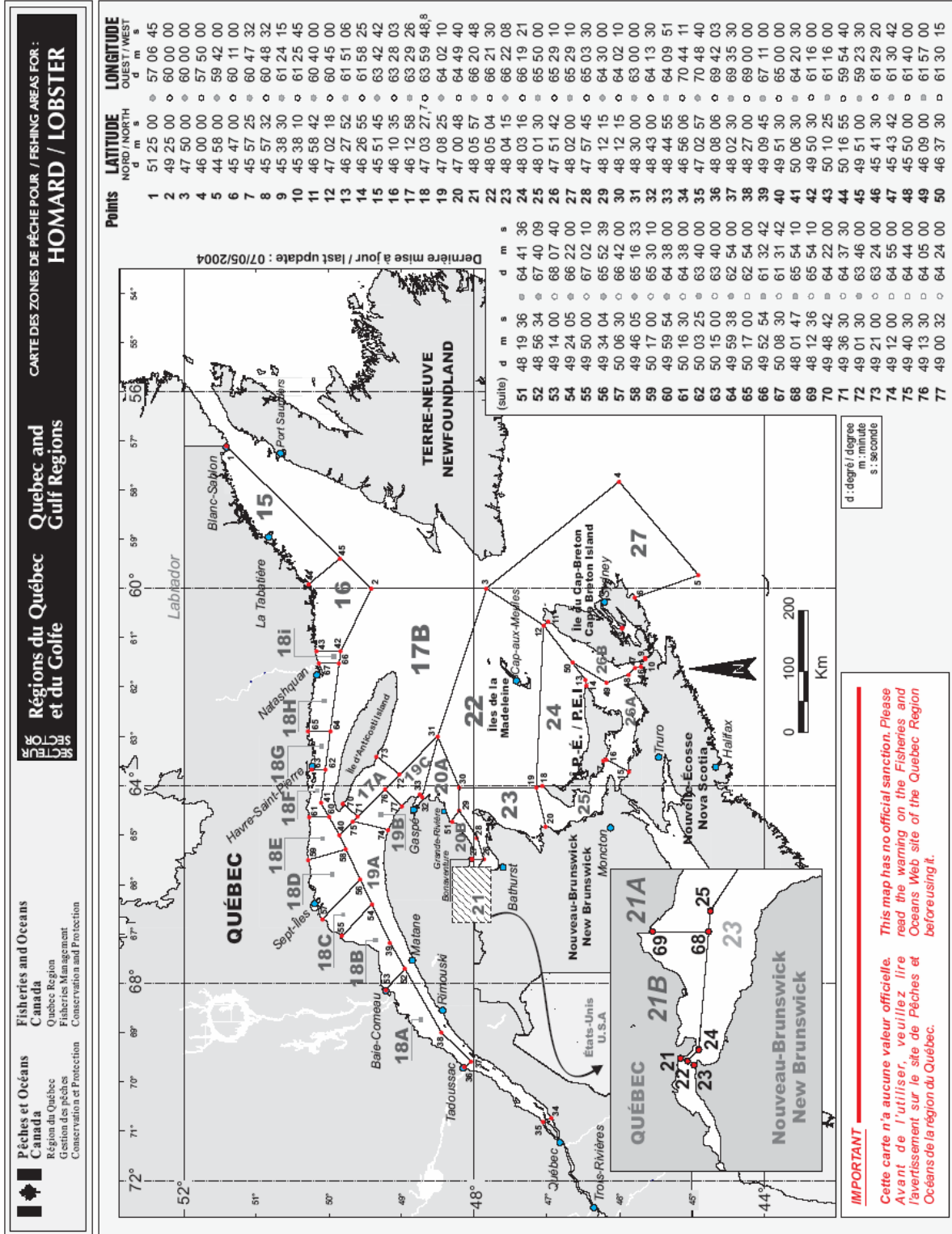
Fleets	Population	Preliminary sample	% of fleet ¹	% in agree- ment ²	Final sample
Lobster, area 22, specialized	294	58	20%	71%	41
Lobster, area 22, diversified	24	13	54%	85%	11
Total	318	71	37%	78%	52

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.

Annex 1: Fishing Areas for 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 ³	Name of Study
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	-

³ Only fleets with a sufficient number of respondents to make up a representative sample that protects confidentiality are included in a publication.