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# **Costs and Earnings Study, 2004**

Area 17 Lobster Fishers - Anticosti Island  
Quebec Region

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

**October 2006**



***COSTS AND EARNINGS STUDY, 2004***

***AREA 17 LOBSTER FISHERS - ANTICOSTI ISLAND  
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\$: 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 survey. It would not have been possible without them. As such, we feel that it is important to mention that most Area 17 lobster fishers who were selected for this survey voluntarily agreed to participate.

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

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

### Area 17 Lobster Fishers – Anticosti Island – Landings and Fleet Characteristics

This report covers the Area 17 lobster boats (Anticosti Island), which account for barely more than 2% of total landings in Quebec (Table 3).

Total landings of the Anticosti Island lobster boats mounted to close to 93 tons and reached a value of \$1.1 M in 2004. (Table 1 and Table 3). Lobster represented 97% of this value (Table 4).

Boats that are 40 to 44 feet 11 inches long represented the most significant category of vessels used by lobster fishers of the Anticosti Island (57% of quantities landed). Next were vessels measuring under 35 feet (30%) and those 45 feet and up (13%) (Table 5).

Table 6 provides various technical and economic information on lobster fishers in Area 17. It presents data on, among other things, the number of fishermen, 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.

On average, Anticosti Island lobster fishers generated \$103,820 in gross income in 2004. Lobster counted for close to 97% of their total incomes (\$100,950). Among the other species caught by Area 17 lobster fishers, we mainly find Greenland halibut. Close to 91% of lobster fishers from Area 17 only fished lobster (Table 7).

During the 2004 fishing season, the majority of the Anticosti Island lobster boats (70%) spent more than 70 days at sea. The others (33%) are divided in equal proportion between those who spent less than 50 days at sea and those who spent between 60 and 69 days at sea. (Table 9).

About a third of Anticosti Island lobster fishers conduct their fishing activities with two crew members (including the captain) whereas the other two thirds can count on respectively three and four crew members (Table 9).

## 2. Costs and Earnings Study, 2004 – Methodology

### Survey Sample

In the framework of the national costs and earnings survey 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 fleets<sup>1</sup>.

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<sup>1</sup> See the complete list of fleets in Annex 2.

Calculations were made to determine a representative sample size for each fleet, including Area 17 Lobster 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 14 shows that the 9 Area 17 Lobster 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 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.
- 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 profits 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

In 2004, the average operating expenses for the Anticosti Island lobster fishers amounted to \$88,791. Salaries (\$33,370, 38%) were the largest spending component, followed by fuel (\$10,330, 10%), followed by boat maintenance and repairs (\$9,061, 10%) and bait (\$8,672, 10%) (Table 10).

In total, variable costs counted for 80% of expenses, whereas fixed costs counted for 20% (Table 10).

#### Financial Performance

The average gross profit for the Area 17 lobster fishers was set at \$39,574 in 2004. The gross profit margin, that is, the gross profit divided by the total revenues from fishing, reached 31%. Also presented in Table 11 are the operating profit and the net incomes before tax.

After taking into account depreciation and interest fees, lobster fishers of Anticosti Island are left with a net income before tax of \$26,333, and a pretax profit margin of 21% (Table 11).

#### Cash Flow

Table 12 presents cash flow: the overall incomes directly or indirectly generated by fishing activities minus the total operating costs, interest fees and principal payments. The cash flow does not take depreciation into account.

In 2004, in addition to gross incomes from fishing, lobster fishermen of Anticosti Island received unemployment insurance benefits that amounted to an average \$4,680. 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 Anticosti Island lobster fishermen also receive GST/QST reimbursements, but these amounts have been deducted from declared spending (Table 12).

#### Long-term Debt

Table 13 summarizes the indebtedness<sup>2</sup> of the Anticosti Island lobster fishers. In 2004, the average long-term debt at the start of the year was \$22,833, whereas reimbursements on loans were at an average of \$7,620.

### 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 earning behaviour 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.

<sup>2</sup> Indebtedness related to fishing activities.

## 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

## 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
Gaspe Area	890,197	27	11,960	28
Magdalen Islands	2,391,010	72	30,361	71
<b>Quebec Total</b>	<b>3,324,012</b>	<b>100</b>	<b>42,834</b>	<b>100</b>

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	Gaspe 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 up	20,388	63,088	344,415	427,891
<b>All vessels</b>	<b>42,805</b>	<b>890,197</b>	<b>2,391,010</b>	<b>3,324,013</b>

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

**Table 3: Lobster landings by fleet, Quebec, 2004**

Fleets	Landings (kg) by sector			Total
	North Shore	Gaspe Area	Magdalen Islands	
Lobster, Area 15	8,413	-	-	8,413
Lobster, Area 16	7,387	-	-	7,387
<b>Lobster, Area 17</b>	<b>12,788</b>	<b>45,615</b>	<b>19,559</b>	<b>77,962</b>
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
<b>All Fleets</b>	<b>42,805</b>	<b>890,197</b>	<b>2,391,010</b>	<b>3,324,013</b>

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

**Table 4: Total landings, Area 17 Lobster Fishers – Anticosti Island, 2004**

Quantity (kg)			Value (\$)		
Lobster	All Species	% of Lobster	Lobster	All Species	% of Lobster
77,962	92,865	84%	1,110,402	1,142,041	97%

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

**Table 5: Lobster landings by vessel length, Area 17 Lobster Boats – Anticosti Island, 2004**

Vessel Length (feet)	Quantity (kg)	(%)
1' - 34'11"	23,209	30%
35' - 39'11"	-	0%
40' - 44'11"	44,365	57%
45' and up	10,389	13%
<b>All vessels</b>	<b>77,962</b>	<b>100%</b>

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

**Table 6: Technical and economic characteristics, Area 17 Lobster Fishers – Anticosti Island, 2004**

Description <sup>1</sup>	Area 17
Number of fishers	11
Average vessel age	14
Average vessel length (feet)	36
Average days at sea	65
Average days fished	59
Average fishing trips	40
Crew size (including captain)	3,0
Initial vessel acquisition cost (\$)	126,667
Land asset acquisition cost (\$)	39,194
Additions or major modifications (\$)	59,118
Cumulative depreciation (\$)	77,221
Total asset value (\$)	147,758
Loan balance (\$)	18,693
<b>Debt/Asset Ratio</b>	<b>0.13</b>

1: Data on crew size, asset value and loan balance are taken from the 2004 C&E sample

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

**Table 7: Selected landing statistics, Area 17 Lobster Fishers – Anticosti Island, 2004**

Average landings, by species	Quantity (kg)	Value (\$)	\$/kg
Lobster	7,087	100,946	14.24
Greenland halibut	1,319	2,824	2.14
Other species	36	52	1.46
<b>All species</b>	<b>8,442</b>	<b>103,822</b>	<b>12.30</b>

Number of Species Captured in 2004 <sup>1</sup>	Fleet Breakdown	% of Incomes from Lobster	Other Species
1	91%	100%	-
2 and over	9%	81%	Greenland 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: Evolution of landed value, Area 17 Lobster Fishers – Anticosti Island, 2002-2005**

<b>Year</b>	<b>Average landings (\$)</b>
2002	132,550
2003	129,714
<b>2004</b>	<b>103,822</b>
2005	152,705

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

**Table 9: Fishing effort profile<sup>1</sup>, Area 17 Lobster Fishers – Anticosti Island, 2004**

<b>Total days at sea</b>	<b>Fleet breakdown</b>
1 - 49	17%
50 - 59	0%
60 - 69	17%
70 and over	67%

<b>Total days fished</b>	
1 - 49	17%
50 - 59	17%
60 - 69	50%
70 and over	17%

<b>Total fishing trips</b>	
1 - 49	50%
50 - 59	17%
60 - 69	33%
70 and over	0%

<b>Average crew size (including captain)</b>	
2	33%
3	33%
4	33%

1: Data on fishing effort is taken from the C&E sample 2004

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



## 2. Sample Data

**Table 10: Operating and maintenance expenses, Area 17 Lobster Fishers – Anticosti Island, 2004**

<b>Variable expenses</b>	<b>(\$)</b>	<b>% of total expenses</b>
Labour <sup>1</sup>	33,365	37.6%
Fuel, oil and grease	10,354	11.7%
Food	4,233	4.8%
Bait	8,672	9.8%
Ice and salt	92	0.1%
Fishing gear	5,190	5.8%
Dockside monitoring charges	283	0.3%
Vessel repair and maintenance	9,061	10.2%
At-sea-observer charges	132	0.1%
<b>Total variable expenses</b>	<b>71,382</b>	<b>80.4%</b>
<b>Fixed expenses</b>		
Ship safety inspection fees (TC)	125	0.1%
On-shore facilities maintenance costs	1,079	1.2%
Federal port charges	396	0.4%
Fishing license fees	907	1.0%
Storage of boat and gear	865	1.0%
Union or association dues	112	0.1%
Marketing Board	97	0.1%
Vessel insurance	4,126	4.6%
Professional and administrative fees <sup>2</sup>	2,275	2.6%
Lease of quotas	0	0.0%
Leasing and rental of vessel, nets and/or gear	0	0.0%
Vehicle expenses for fishing	3,354	3.8%
Municipal charges	600	0.7%
Others <sup>3</sup>	3,474	3.9%
<b>Total fixed expenses</b>	<b>17,410</b>	<b>19.6%</b>
<b>Total operating and maintenance expenses</b>	<b>88,791</b>	<b>100.0%</b>

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

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 11: Financial performance, Area 17 Lobster Fishers – Anticosti Island, 2004**

	(\$)
Total fishing revenues	128,365
less: total operating expenses	88,791
Gross profit	39,574
less : depreciation	12,022
Operating profit	27,552
less: interest expenses	1,218
Net income before taxes	26,333
<b>Gross profit margin<sup>1</sup></b>	<b>31%</b>
<b>Operating profit margin<sup>1</sup></b>	<b>21%</b>
<b>Pretax profit margin<sup>1</sup></b>	<b>21%</b>

1: = Profit / total fishing income

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

**Table 12: Cash flow, Area 17 Lobster Fishers – Anticosti Island, 2004**

	(\$)
Total fishing income	128,365
Employment insurance income	4,681
Other incomes	8,433
less: total operating expenses	88,791
less: interest expenses	1,218
less: principal payments	4,140
<b>Cash flow</b>	<b>47,329</b>

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

**Table 13: Long-Term Debt, Area 17 Lobster Fishers – Anticosti Island, 2004**

	\$
Long-term debt, at beginning of 2004	22,833
New long-term debt, contracted in 2004	0
Principal payments	4,140
<b>Long-Term Debt, at the end of 2004</b>	<b>18,693</b>

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

**Table 14: Sampling results, Area 17 Lobster Fishers – Anticosti Island, 2004**

Description	Population	Preliminary sample	% of fleet <sup>1</sup>	% in agreement <sup>2</sup>	Final sample
Lobster, Area 17	10	9	90%	67%	6

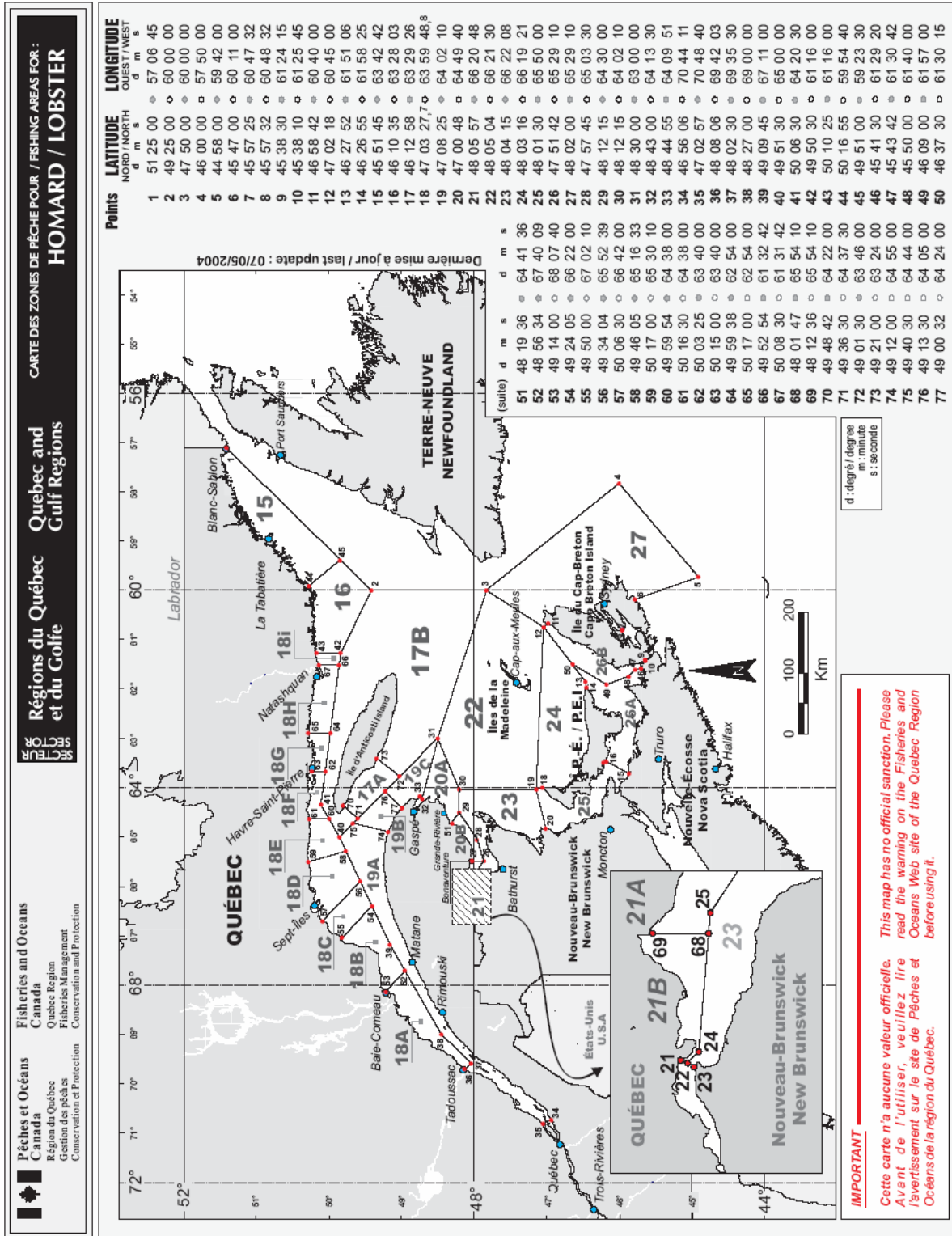
1. Percentage of fishermen covered by preliminary sample

2. Percentage of fishermen willing to take part in 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
<b>Vessel Acquisition Costs</b>			
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	_ _ _ _	\$ _ _ _ _ _ _ _ _	_ _ _  %



4) Were any major alterations, additions or improvements, individually valued at over \$3,000, made to these vessels, the costs of which are being used for depreciation purposes? (include only costs exceeding \$3,000)

- Yes  Please provide the information requested below.  
 No  (Go to question 5)

Code	Description	Vessel 1: CFV #		Vessel 2: CFV #		Vessel 3: CFV #	
		Amount (\$)	Year	Amount (\$)	Year	Amount (\$)	Year

Codes:	1	Engine (in the period 1989 to 2004.) (15 years)
	2	Deck equipment (in the period 1989 to 2004.) (15 years)
	3	Electronic equipment (in the period 1999 to 2004) (5 years)
	4	Hull (in the period 1984 to 2004) (20 years)
	5	Other (in the period 1989 to 2004.) (15 years)

5) In 2004, which of the following fisheries were these vessels involved in? (mark all that apply)

- Groundfish     Herring     Capelin     Swordfish     Bluefin Tuna     Mackerel
- Lobster     Scallop     Snow/Queen Crab     Shrimp     Seals
- Other (Please specify) \_\_\_\_\_

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)
<b>Labour Costs</b>				
Amount paid to hired skipper (excluding owner)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
Amount paid to crew (excluding owner/hired skipper) net of crew contribution to operating expenses	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
Other (specify) _____	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
_____	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<b>Expenses (Check all that apply)</b>				
<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)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<b>Other operating and maintenance expenses (e.g., other port charges, not including federal fees)</b>				
<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"/>	→ \$ _____
<b>TOTAL (only if no breakdown is given) .....</b>		<b>→ \$ _____</b>

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:	\$ _____	\$ _____	\$ _____
<b>TOTAL (c + d)</b>	\$ _____	\$ _____	\$ _____
<b>Ask if c and d are not known</b>			
Average rate of interest	_____ %	_____ %	_____ %
Average period of repayment	_____ years	_____ years	_____ years

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

Fleets	Data Availability <sup>3</sup>	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	Gaspe Area Lobster Fishers
Lobster, Sub-areas 20A3-20A10	yes	Gaspe Area Lobster Fishers
Lobster, Sub-areas 20B1-20B4	yes	Gaspe Area Lobster Fishers
Lobster, Sub-areas 20B5-20B8	yes	Gaspe 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	Gaspe Area Lobster Fishers
Lobster, Area 21	yes	Gaspe Area Lobster Fishers
Lobster, Area 22, specialized	yes	Magdalen Islands Lobster Fishers
Lobster, Area 22, diversified	yes	Magdalen Islands Lobster Fishers
Mackerel, MI	no	-
Scallop, Area 19	no	-
Scallop, Area 20	no	-
Groundfish, < 35', North Shore	no	-
Groundfish, < 45', Gaspé Area	no	-

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