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# **Costs and Earnings Study, 2004**

Non-traditional Shrimp Fishers  
Quebec Region

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

**October 2006**



***COSTS AND EARNINGS STUDY, 2004***  
***NON-TRADITIONAL SHRIMP FISHERS***  
***QUEBEC REGION***

***OCTOBER 2006***

***FISHERIES AND OCEANS CANADA***  
***QUEBEC REGION***

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## **ACRONYMES**

MT: metric ton  
PERB: Policy and Economics Regional Branch  
DFO: Department of Fisheries and Oceans Canada  
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 study. It would not have been possible without them. As such, we feel that it is important to mention that most non-traditional shrimp 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

### Gulf Shrimp Landings in Quebec

The main active fleets in the sector of Gulf shrimp captures in Quebec are traditional shrimp fishers from groups A and B, non-traditional shrimp fishers (groundfish fishermen with mobile gear benefiting from temporary shrimp allocations in 2004) and first nations.

In 2004, the overall Gulf shrimp landings in Quebec reached more than 22,300 tons, worth close to \$38 M (including 1,200 tons landed by New Brunswick shrimp fishers). They made up the total TAC allowed for Quebec. Shrimp fishers from group B landed 53 % (12,100 tons) of this total, Aboriginal fishers, 23% (5,200 tons) and non-traditional shrimp fishers, 14% (3,200 tons). Shrimp fishers from group A landed the majority of their 650-ton quota in Newfoundland in 2004 (Table 1).

### Non-traditional Shrimp Fishers: Landings and Fleet Characteristics

Total landings of non-traditional shrimp fishers, all species considered, amounted to 3,500 tons in 2004, reaching a value of 4.6 million dollars (Table 4).

Gulf shrimp, totalling 3,211 tons (\$4.2 M), counted for 92% of landed tonnage and 88% of the total value. The majority of shrimp landings were conducted in Gaspé Area. There are no landings for this species in the Magdalen Islands.

Non-traditional Gulf shrimp fishers generally held a single vessel of an average age of 19 years in 2004. More than half of the fleet's vessels were 55' long.

More than 60% of Gulf shrimp landings caught by non-traditional shrimp fishers were conducted with vessels measuring between 55' and 64'11" in length. The remaining quantity was landed using vessels between

45' and 54'11" in length (10 % of landings), and between 35' and 44'11" (30 % of landings) (Table 2).

On average, non-traditional shrimp fishers generated gross incomes of \$270,844 in 2004 (Table 3).

Earnings stemmed from shrimp reached \$238,914, representing 88 % of total earnings. Other species captured were mainly groundfish, namely, in order of significance, cod, Greenland halibut and redfish (sentinel fisheries).

Close to two thirds of these fishers (65%) only fished shrimp and one or two other species. The others, that is, 35 % of the group, fished more than three species in addition to shrimp (Table 5).

During the 2004 fishing season, more than half of non-traditional shrimp fishers (53%), thus representing nine fishers, spent between 80 and 140 days at sea. Close to 35% of them declared fewer days at sea, between 50 and 80, and 12% declared a higher number of days, that is, more than 140 (Table 6).

## 2. Costs and Earnings Study 2004 – Methodology

### Survey Sample

In the reference of the national costs and earnings study on fishing companies 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>.

Calculations were made to determine a representative sample size for each fleet, including the Magdalen Islands' two 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.

A total of ten (10) researchers were hired to contact the Quebec fishers and fill out the questionnaire with them in person.

The non-traditional shrimp fleet counts 17 fishers, of which 10 accepted to take part in the study and complete the questionnaire that was proposed to them, representing a 59 % ratio (Table 8).

## Questionnaire

The questionnaire (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 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

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

## 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:

- Non-traditional shrimp fleet: group of fishers with Gulf shrimp temporary allocations as their main source of fishing revenue.
- Days at sea: number of days the fishing company 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 company manages to sell its products at a profit. It is calculated by expressing gross profits in percentage of fishing income.
- Operating profit margin: ratio that measures profitability of operations. It is calculated without taking into account interest expenses or taxes.

- Net profit margin (before tax): ratio that measures how much a company earns in relation to its sales. It is calculated by expressing net profit before tax in percentage of fishing income.

### 3. Study Results

#### Operating Expenses

In 2004, two thirds of the operating expenses for non-traditional shrimp fishers in Quebec consisted of variable expenses and, the other third, fixed expenses. Salaries paid for labour made up the greatest expense, at \$54,000 for an average crew of 2.1 fishermen helpers. This expense counted for 42% of variable expenses and 29 % of total operating expenses (Table 9).

Other significant expenses were those related to fuel, at an average \$31,000, that is, 25 % of variable expenses and 17% of total costs in 2004. Following fuel costs are quota rentals, at \$26,000 (14% of total costs), vessel maintenance, at \$21,000 (12% of total costs) and vessel insurance, at \$9,000 (5 % of total costs).

Lastly, expenses related to licensing, dockside monitoring programs and at-sea observers mounted to \$7,400 in 2004, representing 4 % of total costs.

#### Financial Performance

The average gross profit for a non-traditional shrimp fisher in Quebec reached \$98,500 in 2004. The gross profit margin was 35 %.

After taking into account depreciation and interest before taxes, the net profit mounted to \$70,200, resulting in a net profit margin of 25% before taxes. Depreciation and average interest fees for the fleet were, respectively, \$19,000 and \$9,100.

#### Cash Flow

Table 11 presents cash flow: total earnings tied directly or indirectly to fishing activities,

minus total operating expenses, interest expenses and loan repayment. Cash flow do not take depreciation into account.

In 2004, in addition to gross fishing income, Non-traditional Shrimp Fishers received an average of \$10,000 in employment insurance benefits. Most non-traditional shrimp fishers also received GST/QST reimbursements, but these amounts have been deducted from declared expenses.

#### Long-term Debt

Table 12 presents a summary of long-term debts. The average long-term debt in the beginning of 2004 reached \$280,000. Capital payments and interest payments amounted to \$23,500 and \$9,100, respectively. New debts incurred from financial institutions or other amounted to \$26,300 in 2004. It must be noted that the amounts related to indebtedness vary greatly within the sample. The standard deviation for the long-term debt average is, in fact, very high, reaching over \$280,000. Certain individuals recorded zero debt, whereas for others, the amounts related to debt and debt service are substantial. We must therefore be careful when interpreting these averages.

### 4. Data Quality

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

#### Data Validation

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

In the data collection phase, however, efforts were made to keep this type of error to a minimum. This meant conducting a

verification of the collected data and their coherence and following up with the respondents.

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

## Depreciation

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

## Comparison with Other Data Sources

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

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

## 5. References

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

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

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

# Statistical Tables

## 1. Population Data

**Table 1: Gulf shrimp landings in Quebec, 2004**

		Quantity (tons)	Part (%)	Value (thousands of \$)	Part (%)
<b>Non-traditional shrimp fishers</b>	North Shore	124	4%	150	4%
	Gaspe Area	3,087	96%	3,911	96%
	Magdalen Islands	0	-	-	-
	<b>Total</b>	<b>3,211</b>	<b>14%</b>	<b>4,062</b>	<b>14%</b>
<b>Group B shrimp fishers</b>		<b>12,131</b>	<b>54%</b>	<b>15,779</b>	<b>54%</b>
<b>First Nations</b>		<b>5,230</b>	<b>23%</b>	<b>6,802</b>	<b>23%</b>
<b>Others<sup>1</sup></b>		<b>1,809</b>	<b>8%</b>	<b>2,353</b>	<b>8%</b>
<b>Quebec Total</b>		<b>22,381</b>	<b>100%</b>	<b>29,111</b>	<b>100%</b>

<sup>1</sup>Including 1,232 tons landed by New Brunswick shrimp fishers.

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

**Table 2: Gulf shrimp landings by vessel length and sector, Non-traditional Shrimp Fishers Quebec, 2004**

<b>Vessel length (feet)</b>	<b>Landings (kg) by sector</b>				<b>(%)</b>
	<b>North Shore</b>	<b>Gaspe Area</b>	<b>Magdalen Islands</b>	<b>Quebec</b>	
35' - 44'11"	9,087	910,224	-	919,311	29%
45' - 54'11"	-	278,980	-	278,980	9%
55' - 64'11"	115,203	1,897,920	-	2,013,123	63%
<b>All vessels</b>	<b>124,289</b>	<b>3,087,124</b>	<b>-</b>	<b>3,211,415</b>	<b>100%</b>

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

Note: sums may differ from total due to the rounding-off of numbers

**Table 3: Average landings by species, Non-traditional Shrimp Fishers, 2004**

<b>Average landings, by species</b>	<b>Quantity (kg)</b>	<b>Value (\$)</b>	<b>Price (\$/kg)</b>
Shrimp	188,907	238,914	1.26
Cod	9,560	13,018	1.36
Greenland halibut	2,165	4,594	2.12
Other groundfish	2,833	1,848	0.65
Other species	2,079	12,469	6.00
<b>All species</b>	<b>205,544</b>	<b>270,844</b>	<b>1.32</b>

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

**Table 4: Total landings by species, Non-traditional Shrimp Fishers, 2004**

<b>Total landings, by species</b>	<b>Quantity (kg)</b>	<b>Value (\$)</b>	<b>Price (\$/kg)</b>
Shrimp	3,211,415	4,061,545	1.26
Cod	162,526	221,313	1.36
Greenland halibut	36,806	78,104	2.12
Other groundfish	48,160	31,413	0.65
Other species	35,339	211,967	6.00
<b>All species</b>	<b>3,494,250</b>	<b>4,604,341</b>	<b>1.32</b>

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

**Table 5: Number of species caught, Non-traditional Shrimp Fishers, 2004**

<b>Number of species caught in 2004*</b>	<b>Fleet breakdown</b>	<b>% of earnings from shrimp</b>
1	18%	100%
2	35%	89%
3	12%	89%
4	6%	91%
5	29%	79%

\*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 6: Fishing effort profile, Non-traditional Shrimp Fishers, 2004**

<b>Total days at sea</b>	<b>Fleet breakdown</b>
50 - 80	35%
80 - 110	24%
110 - 140	29%
140 and over	12%

  

<b>Total days fished</b>	<b>Fleet breakdown</b>
30 - 50	29%
50 - 70	53%
70 and over	18%

  

<b>Total fishing trips</b>	<b>Fleet breakdown</b>
10 - 20	41%
20 - 30	41%
30 and over	18%

  

<b>Average crew size (including the captain)</b>	<b>3.1</b>
--	------------

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

**Table 7: Technical and economic characteristics, Non-traditional Shrimp Fishers, 2004**

<b>Description<sup>1</sup></b>	
Number of fishers	17
Average vessel age	19
Average vessel length (feet)	51
Average days at sea	108
Average days fished	56
Average fishing trips	21
Crew size (including captain)	3.1
Initial vessel acquisition cost (\$)	528,100
Land asset acquisition cost (\$)	7,426
Additions or major modifications (\$)	136,567
Depreciation (\$)	166,505
Total asset value (\$)	505,588
Loan balance (\$)	282,375
<b>Debt/Asset Ratio</b>	<b>0.56</b>

<sup>1</sup>Crew size, asset value and loan balance data is taken from the 2004 Costs and Earnings sample

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



## 2. Sample Data

**Table 8: Sampling results, Non-traditional Shrimp Fishers, 2004**

Fleet	Population	Preliminary sample	% of fleet	% agreed <sup>1</sup>	Final sample
Non-traditional shrimp fishers	17	17	100%	59%	10

<sup>1</sup> Percentage of fishers who agreed to take part in study

**Table 9: Operating and maintenance expenses, Non-traditional Shrimp Fishers, 2004**

Variable expenses	(\$)	% of total expenses
Labour <sup>1</sup>	54,253	30%
Fuel, oil and grease	31,412	17%
Food	4,622	3%
Bait	159	0%
Ice and salt	3,469	2%
Fishing gear	6,408	4%
Dockside monitoring charges	3,765	2%
Vessel repair and maintenance	22,359	12%
At-sea-observer charges	1,647	1%
<b>Total variable expenses</b>	<b>128,092</b>	<b>71%</b>
Fixed expenses	(\$)	% of total expenses
Ship safety inspection fees (TC)	108	0%
On-shore facilities maintenance costs	545	0%
Federal port charges	476	0%
Fishing license fees	530	1%
Storage of boat and gear	1,184	1%
Union or association dues	673	0%
Marketing Board	1,122	1%
Vessel insurance	8,688	5%
Professional and administrative fees <sup>2</sup>	5,536	3%
Lease of quotas	26,360	15%
Leasing and rental of vessel, nets and/or gear	4,501	2%
Vehicle expenses for fishing	4,165	2%
Municipal charges	55	0%
Others <sup>3</sup>	4,067	1%
<b>Total fixed expenses</b>	<b>51,953</b>	<b>29%</b>
<b>Total operating and maintenance expenses</b>	<b>180,045</b>	<b>100%</b>

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

2: Administrative and legal fees include accounting fees

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

Source: Fisheries and Oceans Canada, Vessel Operation Survey, 2004

**Table 10: Financial performance, Non-traditional Shrimp Fishers, 2004**

	(\$)
Total fishing income	287,809
less: total operating expenses	180,045
Gross profit	107,764
less: depreciation	19,073
Operating profit	88,691
less: interest expenses	9,146
Net income before taxes	79,545
<b>Gross profit margin<sup>1</sup></b>	<b>37.4%</b>
<b>Operating profit margin<sup>1</sup></b>	<b>30.8%</b>
<b>Pretax profit margin<sup>1</sup></b>	<b>27.6%</b>

1: = Profit / total fishing income

Source: Fisheries and Oceans Canada, Vessel Operation Survey, 2004

**Table 11: Cash flow, Non-traditional Shrimp Fishers, 2004**

	(\$)
Total fishing income	287,809
Employment insurance income	10,172
Other incomes	11,788
less: total operating expenses	180,045
less: interest expenses	9,146
less: principal payments	23,524
<b>Cash flow</b>	<b>97,054</b>

Source: Fisheries and Oceans Canada, Vessel Operation Survey, 2004

**Table 12: Long-Term debt, Non-traditional Shrimp Fishers, 2004**

	(\$)
Long-term debt, beginning of 2004	279,552
New long-term debt, incurred in 2004	26,347
Principal payments	23,524
Interest expenses	9,146
Long-term debt, end of 2004	282,375

Source: Fisheries and Oceans Canada, Vessel Operation Survey, 2004.

# Annex 1 : 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	_ _ _ _	\$ _ _ _ _ _ _ _ _	_ _ _  %



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"/> 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)	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _	_ _ _ _ _ _ _
<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 2: Costs and Earnings Study 2004, Targeted Quebec Fleets

Fleets	Data Availability <sup>2</sup>	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, Magdalen Islands	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/Magdalen Islands	no	-
Lobster, Sub-Areas 20A1-20A2	yes	Gaspé Area Lobster Fishers
Lobster, Sub-Areas 20A3-20A10	yes	Gaspé Area Lobster Fishers
Lobster, Sub-Areas 20B1-20B4	yes	Gaspé Area Lobster Fishers
Lobster, Sub-Areas 20B5-20B8	yes	Gaspé Area Lobster Fishers
Lobster, Area 15	no	-
Lobster, Area 16	no	-
Lobster, Area 17	yes	Anticosti Island Lobster Fishers
Lobster, Area 18	No	-
Lobster, Area 19	partial	Gaspé Area Lobster Fishers
Lobster, Area 21	yes	Gaspé Area Lobster Fishers
Lobster, Area 22, specialized	yes	Magdalen 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>2</sup> Only fleets with a sufficient number of respondents to make up a representative sample that protects confidentiality are included in a publication.