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Social Sciences Branch
Northeast Fisheries Science Center
Woods Hole, MA

NORTHEAST COMMERCIAL FISHING BUSINESS COST SURVEY FOR 2015



**Thank you very much for
participating in this
important survey!**

Your responses and experience will help the Social Sciences Branch communicate the economic pressures faced by commercial fishing businesses to regulatory agencies and decision-makers.

Your responses and participation in this survey are **CONFIDENTIAL**.

2015

Questions about the survey?
Call toll free: 844-604-4387; or
Email: FishingCostSurvey@icfsurveysupport.com

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General Instructions:

For all questions:

- DO report costs for **calendar year 2015**. All references to the year 2015 are for the calendar year.

For questions about **all** costs:

- DO consult your records; Schedule C (Form 1040) of your 2015 federal tax return will be helpful for many of the cost questions. If you cannot find the information in your records or cannot consult your records, please use your best estimates of the costs you incurred.
- DO remember to check the box if you have \$0 (no cost) for the cost category in 2015. This is important because it allows us to determine if you had no cost in that category or if you would prefer not to respond to that question for some reason.

For questions about costs for a **specific vessel**:

- DO include:
 - Combined costs for all state and/or federal fisheries.
 - Costs incurred while the vessel was inactive.
 - Non-trip related costs, even if the vessel did not take any trips in 2015.

For questions about your **fishing business**:

- DO include the total cost for **all owners** in 2015, not just the share of the cost that you paid.

Your responses are completely confidential. Thank you for completing this survey.

Throughout the survey we will refer to a selected vessel. Please respond to these questions thinking only about this vessel:

[Vessel Name]

Coast Guard Documentation or State Registration Number: [12345678]



Photo credit: Lisa Colburn, NOAA Fisheries

Section A: Vessel Information and Costs

1. Ownership type for this vessel (check one):

- Sole proprietorship
- General partnership
- Limited partnership
- C Corporation
- S Corporation
- Limited Liability Company (LLC)
- Other → Please Describe _____

2. Number of owners, including yourself: _____

3. Was this vessel acquired from a previous owner or was it bought new?

- Acquired from a previous owner
- Bought new

4. In what year did you become the owner of the vessel?

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5. What port did this vessel operate from most of the time during 2015?

Harbor _____ City _____ State _____

6. Check the box that best describes the activity of this vessel during 2015:

- This vessel took at least one trip in 2015 that landed fish for commercial sale.
- This vessel was inactive for all of 2015. (SKIP to Question 9 on Page 3).

7. Check the box that best describes how many different fisheries this vessel visited in 2015:

- 1
- 2
- 3
- 4
- 5
- 6 or more

8. For your top three earning fisheries in Question 7, record:

- A. A description of the fishery, including gear type, target species, fishing region, etc.
- B. The total number of trips this vessel made in each fishery during 2015.
- C. How many days per trip this vessel was typically at sea in each fishery during 2015 (on average).

A. Fishery Description	B. Number of Trips in 2015	C. Average Days at Sea Per Typical Trip
<p><u>Fishery #1</u> Gear: _____ Species: _____ Region: _____</p>		
<p><u>Fishery #2</u> Gear: _____ Species: _____ Region: _____</p>		
<p><u>Fishery #3</u> Gear: _____ Species: _____ Region: _____</p>		

Upgrade and Improvement Costs for the Selected Vessel

This part of the survey is about **upgrade and improvement costs** for the **selected vessel**, which are **costs incurred to add value to or extend the life of your vessel and gear**. These costs are usually not deducted in full on your federal tax return during the year they were incurred, but a portion of them is depreciated over each year.

- **For example:** your vessel's engine stopped working, or was not working properly, and could not be repaired, so you purchased a new engine with more power.

9. Record your total upgrade and improvement costs incurred in 2015 for the selected vessel in the shaded box below or check the box if you had no upgrade and improvement costs for this vessel in 2015.

- Upgrade and improvement costs may include costs for items in the list of categories below.
- **DO** include all upgrade and improvement costs for this vessel incurred in 2015 in Question 9. Question 10 will ask you about the amount of these costs you depreciated on your 2015 federal tax return.

Category	Examples	
Propulsion Engine	Engine, drive train, exhaust/cooling systems	
Deck Equipment/ Other Machinery	Winches, haulers, generators, hydraulics, compressors, reels, pumps	
Hull	Frame, deck, wheelhouse, keel, steering, rigging, fish holds, fuel tanks	
Fishing Gear	Codends, nets/panels, dredges, buoys, highfliers, doors, pots/traps, cables	
Wheelhouse and Electronics	Radar, GPS, VMS, sounder, radio, depth/temperature/net sensors	
Processing / Refrigeration	RSW, packaging equipment, ice maker	
Safety Equipment	EPIRB, rafts, fire extinguishers, flares, survival suits	
Total Upgrade and Improvement Costs for the selected vessel in 2015:	\$ _____ .00	<input type="checkbox"/> No upgrade and improvement costs for this vessel in 2015

10. Indicate the amount of the total upgrade and improvement costs in 2015 for the selected vessel that were depreciated on your 2015 federal tax return. (The amount you indicate for this question should not be greater than the total upgrade and improvement costs you indicated in Question 9).

\$ _____ .00

- No upgrade and improvement costs for this vessel were depreciated on my 2015 federal tax return.

Repair and Maintenance Costs for the Selected Vessel

This part of the survey is about your **repair and maintenance** costs for the **selected vessel**, which are **costs incurred to keep your gear or vessel in working condition**. These costs are usually deducted on your federal income tax return and are not depreciated.

- **For example**, if your vessel's engine stopped working or was not working properly, and you paid for a repair.

11. Record your total repair and maintenance costs incurred in 2015 for the selected vessel in the shaded box below or check the box if you had no repair and maintenance costs for this vessel.

- Repair and maintenance costs may include costs for items in the list of categories below.

Category	Examples	
Propulsion Engine	Engine, drive train, exhaust/cooling systems	
Deck Equipment/ Other Machinery	Winches, haulers, generators, hydraulics, compressors, reels, pumps	
Hull	Frame, deck, wheelhouse, keel, steering, rigging, fish holds, fuel tanks	
Fishing Gear	Codends, nets/panels, dredges, buoys, highfliers, doors, pots/traps, cables	
Wheelhouse and Electronics	Radar, GPS, VMS, sounder, radio, depth/temperature/net sensors	
Processing / Refrigeration	RSW, packaging equipment, ice maker	
Safety Equipment	EPIRB, rafts, fire extinguishers, flares, survival suits	
Total Repair and Maintenance Costs for the selected vessel in 2015:	\$ _____ .00	<input type="checkbox"/> No repair and maintenance costs for this vessel in 2015

Crew Payment System for the Selected Vessel

12. Did you hire a captain for the majority of this vessel's trips in 2015, or were you the captain for most trips?

- Mostly hired captain
- Mostly owner-operated
- Trips were evenly split between hired captain and owner-operated.
- The selected vessel did not take any trips in 2015. (SKIP to Question 23)

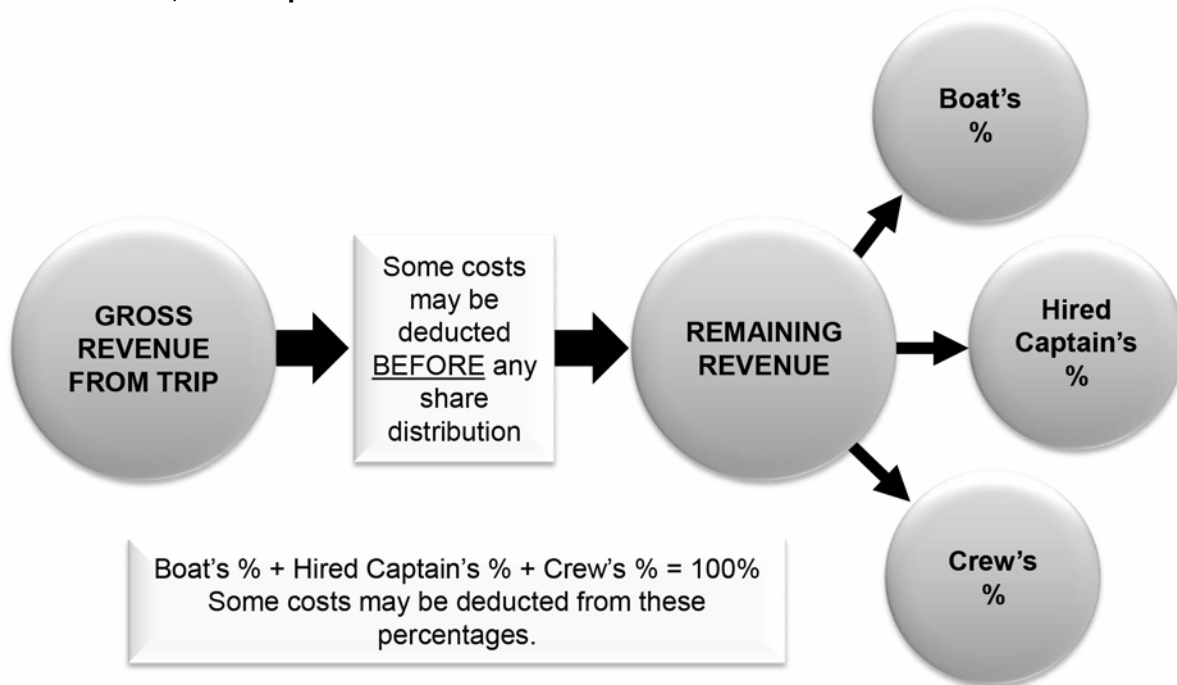
13. On average, how many crew were on this vessel when it went out in 2015?

DO NOT COUNT YOURSELF OR THE HIRED CAPTAIN.

_____ Average number of crew members in 2015, not including yourself or a hired captain.

- If you answered 0 (you had no crew except yourself or your hired captain in 2015), SKIP TO Question 22 on Page 8.

This diagram illustrates possible types of crew payment systems (sometimes called “lays”). In the crew payment system for some vessels, some costs may be taken out of gross revenue **BEFORE** distributing the boat share, hired captain share and crew share. Also, some crew payment systems may deduct some costs from the boat share, hired captain share and crew share.



14. Did you compensate your hired captain or crew in 2015 using a shared compensation method?

- Yes, I used a share system of this type to compensate all or some of my crew.
- No, I compensated crew only with a flat rate per day at sea, a flat rate per trip or some other flat rate (SKIP to Question 19).

15. Indicate whether the following costs were usually deducted from gross revenue earned from trips taken in 2015 BEFORE distributing the boat, hired captain and crew shares. These are sometimes called “off the top” costs.

Type of Cost	Deducted Before Share Distribution?	
Observer Coverage/Science	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Fuel	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Ice	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Food	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Tackle	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Bait	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Quota Leasing	<input type="checkbox"/> Yes	<input type="checkbox"/> No
All other costs	<input type="checkbox"/> Yes	<input type="checkbox"/> No

16. Indicate whether the following costs were deducted from the boat’s percentage/share.

Type of Cost	Deducted From Boat’s Share?	
Observer Coverage/Science	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Fuel	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Ice	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Food	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Tackle	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Bait	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Quota Leasing	<input type="checkbox"/> Yes	<input type="checkbox"/> No
All other costs	<input type="checkbox"/> Yes	<input type="checkbox"/> No

17. Indicate whether the following costs were deducted from the hired captain's percentage/share.

Type of Cost	Deducted From Hired Captain's Share?	
Observer Coverage/Science	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Fuel	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Ice	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Food	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Tackle	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Bait	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Quota Leasing	<input type="checkbox"/> Yes	<input type="checkbox"/> No
All other costs	<input type="checkbox"/> Yes	<input type="checkbox"/> No

18. Indicate whether the following costs were deducted from the crew's percentage/share.

Type of Cost	Deducted From Crew's Share?	
Observer Coverage/Science	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Fuel	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Ice	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Food	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Tackle	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Bait	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Quota Leasing	<input type="checkbox"/> Yes	<input type="checkbox"/> No
All other costs	<input type="checkbox"/> Yes	<input type="checkbox"/> No

19. How many crew members did you compensate with a flat rate on a typical trip in 2015?

- 0 (SKIP to Question 21)
- 1
- 2
- Other, indicate the number of crew: _____ crew members.

20. Check the box that best describes how you compensated any crew not paid a share on trips taken in 2015.

- I compensate all or some of my crew with a flat rate per day at sea (DAS).
The average rate is \$ _____ .00 per DAS.
- I compensate all or some of crew with a flat rate per trip.
The average rate is \$ _____ .00 per trip.
- Other flat rate of compensation. Describe below.

21. Check the boxes to indicate whether the following were items that crew members purchased for themselves.

Item	Crew paid this cost themselves?	
Food	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Foul Weather Gear	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Boots	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Gloves	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Knives	<input type="checkbox"/> Yes	<input type="checkbox"/> No

Operating Costs for the Selected Vessel

22. Record your total operating costs in 2015 for the selected vessel in the shaded box below or check the box if you had no operating costs for this vessel in 2015.

- DO include amounts spent by you, your hired captain and crew.
- Operating costs include costs for items in the list of categories below.

Category	Examples	
Fuel/Oil/Filter		
Ice		
Fresh Water		
Food and Drinking Water		
Bait		
Communications Costs	Cell phones, radios, VMS, etc. DO NOT INCLUDE office phone use.	
General Fishing Supplies	Knives, picks hooks, bags, ties, lobster bands, rags, tape, links/ring, lines/twines, etc	
General Crew Supplies	Gloves, boot liners, foul weather gear	
Catch Handling Costs	Costs for auction, lumping, grading, shipping, and sales rep.	
Total Operating Costs for the selected vessel in 2015:	\$ _____ .00	<input type="checkbox"/> No operating costs for this vessel in 2015

Other Costs for the Selected Vessel

This part of the survey about other costs you may have incurred in 2015 to operate and fish with the selected vessel.

23. Record the amount spent in 2015 for the selected vessel in each of the categories below. For any cost you did not incur, check the "no cost" box.

Category	2015 Cost for selected vessel	Check if NO Cost in 2015
<u>Mooring/Dockage fees</u> (including upkeep expenses)	\$ _____ .00	<input type="checkbox"/> No cost
<u>Permit and/or License fees</u>	\$ _____ .00	<input type="checkbox"/> No cost
<u>Vessel insurance premium</u> (premium paid for either hull or P & I insurance)	Number of months insured: _____ \$ _____ .00	<input type="checkbox"/> No cost
<u>Quota or DAS lease payments</u> (if non-monetary payments were used to obtain quota or DAS, please estimate the value of those non-monetary payments)	\$ _____ .00	<input type="checkbox"/> No cost
<u>Total payments to crew and hired captain</u> (DO NOT INCLUDE what you earn when you are the captain of the vessel).	Crew: \$ _____ .00 Hired Captain: \$ _____ .00	<input type="checkbox"/> No cost
<u>Crew benefits</u> (the cost to you, as the vessel owner, for providing retirement benefits; health, life, or disability insurance premiums; and unemployment insurance for your crew and hired captain for this vessel only):	Indicate the total number of crew you paid benefits for in 2015: _____ crew \$ _____ .00	<input type="checkbox"/> No cost
<u>Vessel Activity/Quota Monitoring</u> (such as observer or dockside monitoring cost):	\$ _____ .00	<input type="checkbox"/> No cost

The Value of the Selected Vessel

This part of the survey is about the current value of the selected vessel, its equipment and gear, as well as its permits and fishing history.

The total current value of these assets may not be equal to the total amount of money you spent to get them or equal to the total amount of money that you would have to spend to replace them.

All of your responses are completely confidential.

24. **Indicate the current estimated fair market value of this vessel, including all equipment, fishing gear, permits, and fishing history.** By "fair market value," we mean your estimate of the best price you could reasonably expect to get if you sold the vessel, equipment, gear, permits, and fishing history right now.

\$ _____ .00

- I don't know.
- I prefer not to answer.

25. **Indicate when a marine surveyor last performed a marine survey for this vessel** (for example, for purposes of obtaining vessel insurance).

- In calendar year _____
- I don't remember or I don't know. (SKIP to Question 29)
- A marine survey has not been performed for this vessel. (SKIP to Question 29)
- I prefer not to answer. (SKIP to Question 29)

26. **What was the estimated fair market value of this vessel (not including fishing permits or fishing history) at the time of its last marine survey?**

\$ _____ .00

- I don't know.
- I prefer not to answer.

27. **Has the fair market value of the permits and fishing history associated with this vessel ever been evaluated by a marine surveyor?**

- Yes, in calendar year _____
- No (SKIP to Question 29)
- I don't remember or I don't know (SKIP to Question 29)
- I prefer not to answer. (SKIP to Question 29)

28. **What was the estimated fair market value of the fishing permits and fishing history associated with this vessel at the time of the last marine survey?**

\$ _____ .00

- I don't know.
- I prefer not to answer.

29. **Record the total amount of revenue your fishing business received in 2015 from leasing out quota from permits associated with this vessel. Your responses are confidential.**

\$ _____ .00

- No revenue received in 2015 from leasing out quota from permits associated with the selected vessel.
- I prefer not to answer.

30. Record the total amount of any payments your fishing business received from the government in 2015 that were associated with this vessel

\$ _____ .00

- Record the total amount of any payments your fishing business received from the government in 2015 that were associated with this vessel.
- I prefer not to answer.

Section B: Fishing Business Information and Costs

This section is about costs associated with your overall fishing business. In the costs for this section, DO include the selected vessel, as well as any other vessels your business operated or maintained in 2015.

31. Including the selected vessel, how many vessels did your fishing business operate or maintain in 2015?

- 1 (SKIP to Question 29)
- 2
- 3
- 4 or more; Indicate the number of vessels operated or maintained in 2015: _____

Upgrade and Improvement Costs for Your Fishing Business

32. Record your total upgrade and improvement costs incurred in 2015 for your overall fishing business in the shaded box below or check the box if you had no upgrade and improvement costs for your fishing business in 2015.

- **REMINDER:** upgrade and improvement costs add value to or extend the life of your vessels and gear and are typically depreciated. Upgrade and improvement costs may include costs for items in the list of categories below.
- **DO** include all upgrade and improvement costs for all the vessels that were operated or maintained in 2015 by your fishing business in Question 32. Question 33 will ask you about the amount of these costs you depreciated on your 2015 federal tax return.

Category	Examples	
Propulsion Engine	Engine, drive train, exhaust/cooling systems	
Deck Equipment/ Other Machinery	Winches, haulers, generators, hydraulics, compressors, reels, pumps	
Hull	Frame, deck, wheelhouse, keel, steering, rigging, fish holds, fuel tanks	
Fishing Gear	Codends, nets/panels, dredges, buoys, highfliers, doors, pots/traps, cables	
Wheelhouse and Electronics	Radar, GPS, VMS, sounder, radio, depth/temperature/net sensors	
Processing / Refrigeration	RSW, packaging equipment, ice maker	
Safety Equipment	EPIRB, rafts, fire extinguishers, flares, survival suits	
Total Upgrade and Improvement Costs my fishing business in 2015:	\$ _____ .00	<input type="checkbox"/> No upgrade and improvement costs for my fishing business in 2015

33. Indicate the amount of your total upgrade and improvement costs in 2015 for your overall fishing business that will be depreciated on your 2015 federal tax return. (The amount you indicate for this question should not be greater than the total upgrade and improvement costs you indicated in Question 32).

\$ _____ .00

No upgrade and improvement costs for my fishing business were depreciated on my 2015 federal tax return.

Repair and Maintenance Costs for Your Fishing Business

34. Record your total repair and maintenance costs incurred in 2015 for your fishing business in the shaded box below or check the box if you had no repair and maintenance costs for your fishing business.

- **REMINDER:** repair and maintenance costs are incurred to keep your vessels and gear in working order. These costs are usually deducted on your federal income tax return and are not depreciated. Repair and maintenance costs may include costs for items in the list of categories below.
- **DO** include costs for all the vessels that were operated or maintained in 2015.

Category	Examples	
Propulsion Engine	Engine, drive train, exhaust/cooling systems	
Deck Equipment/ Other Machinery	Winches, haulers, generators, hydraulics, compressors, reels, pumps	
Hull	Frame, deck, wheelhouse, keel, steering, rigging, fish holds, fuel tanks	
Fishing Gear	Codends, nets/panels, dredges, buoys, highfliers, doors, pots/traps, cables	
Wheelhouse and Electronics	Radar, GPS, VMS, sounder, radio, depth/temperature/net sensors	
Processing / Refrigeration	RSW, packaging equipment, ice maker	
Safety Equipment	EPIRB, rafts, fire extinguishers, flares, survival suits	
Total Repair and Maintenance Costs for your fishing business in 2015:	\$ _____ .00	<input type="checkbox"/> No repair and maintenance costs in 2015

Other Costs for Your Fishing Business

35. Indicate the principal paid on business loans in 2015 for your fishing business. Include all vessels that your business operated or maintained during 2015. Use Part II of Schedule C in your 2015 federal tax return or your best estimate.

Enter only payment made in 2015, *not* the amount owed: \$ _____ .00

No cost for the fishing business in 2015.

36. Indicate the interest paid on business loans in 2015 for your fishing business. Include all vessels that your business operated or maintained during 2015. Use Part II of Schedule C in your 2015 federal tax return or your best estimate.

Enter interest paid in 2015: \$ _____ .00

No cost for the fishing business in 2015.

37. Check the response that best describes your health insurance situation in calendar year 2015:

I purchased health insurance for myself (and my family) during 2015.

The cost was \$ _____ .00

I (and my family) did not have health insurance in 2015.

I (and my family) was covered by my spouse/partner's health insurance.

Other, please explain: _____

38. Record all other business costs for your fishing business in 2015 for each of the following categories.

- DO NOT include the loan payments you included in Questions 35 and 36.

Category and Examples	2015 Cost for the Fishing Business	Check if NO Cost in 2015
Business vehicle usage costs for fishing business-related purposes	\$ _____ .00	<input type="checkbox"/> No cost
Business travel costs: Lodging, travel and transportation expenses for business-related travel	\$ _____ .00	<input type="checkbox"/> No cost
Association fees paid: Co-operative, fishing organization, sector fess and union dues	\$ _____ .00	<input type="checkbox"/> No cost
Professional fees paid: Settlement, accounting and legal fees	\$ _____ .00	<input type="checkbox"/> No cost
Advertising Costs	\$ _____ .00	<input type="checkbox"/> No cost
Non-crew labor payments: Payments for night watchman or office administrative assistant	\$ _____ .00	<input type="checkbox"/> No cost

39. Record the total amount of revenue your overall fishing business received in 2015 from leasing out quota associated with all permits owned by the fishing business. Your responses are confidential.

Total gross revenue received in 2015 from leasing out quota from all permits **owned by the fishing business**: \$ _____ .00

No revenue received in 2015 from leasing out quota from permits owned by my fishing business.

I prefer not to answer

40. Record the amounts of any payments your overall fishing business received from the government in 2015.

Total gross amount of payments received in 2015 **by my fishing business** from the government:

\$ _____ .00

- No government payments were received in 2015 by my fishing business.
- I prefer not to answer

Section C: Survey Completeness & Follow-Up

41. Did you have any other costs in 2015 for the selected vessel that we have not asked about in this survey? If so, list them below. (Do not report your personal costs.)

Other costs for the selected vessel only:

Cost in 2015	Description of other costs incurred in 2015 for this vessel
\$ _____ .00	_____
\$ _____ .00	_____

42. Did you have any other costs in 2015 for your overall fishing business that we have not asked about in this survey? If so, list them below. (Do not report your personal costs.)

Other costs for your overall fishing business:

Cost in 2015	Description of other costs incurred in 2015 for fishing business
\$ _____ .00	_____
\$ _____ .00	_____

43. Indicate whether the costs you provided in this survey were directly from your records or your best estimates.

- Cost information provided is from my records.
- Cost information provided reflects my best estimates.
- Cost information provided reflects both information from my records and some estimates.

44. We are working to develop profitability profiles of the Northeast commercial fishing fleet. Would you be interested in attending a presentation in your area on our results?

- Yes
- No

45. May we contact you if we have follow up questions to clarify the information you have provided us with in this survey?

- Yes
- No

46. If you responded "YES" to Questions 44 or 45, provide your contact information and preferred method for contacting you:

Name:	
Telephone:	
E-Mail:	
Preferred Method of Contact	<input type="checkbox"/> Telephone: <input type="checkbox"/> E-Mail:

Thank you for your help!
Please use the back cover for comments or suggestions.

Public reporting burden for this collection of information is estimated to average 60 minutes per survey, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other suggestions for reducing this burden to Tammy Murphy, NOAA Fisheries-NEFSC, 166 Water Street MB19, Woods Hole, MA, 02543.

Responses to this information request are confidential under section 402(b) of the Magnuson-Stevens Act as amended in 2006. Responses are also confidential under NOAA Administrative Order 216-100, which sets forth procedures to protect confidentiality of fishery statistics. Notwithstanding any other provisions of the law, no person is required to respond to, nor shall any person be subjected to a penalty for failure to comply with, a collection of information subject to the requirements of the Paperwork Reduction Act, unless that collection of information displays a currently valid OMB Control Number.





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