

Alaska Saltwater Sport Fishing Charter Business Survey



This survey is funded by the National Oceanic and Atmospheric Administration, a U.S. government agency charged with making decisions about halibut management.

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SURVEY INSTRUCTIONS

- ◇ Your responses to the survey questions should reflect information about your saltwater sport fishing charter business.
- ◇ If you have questions or anything is unclear, please contact Geana Tyler at the Pacific States Marine Fisheries Commission, (877) 741-8913.
- ◇ If you are unable to answer the question, please write why you are unable to answer in the margin (for example, information is unavailable).

RESPONDENT IDENTIFICATION

All questions relate to you and the sport fishing charter business you licensed during 2011.

- A1** What are the business name and license number of your business as listed on the ADF&G Sport Fish Business Owner license?

_____ *Sport fish business name*

_____ *ADF&G sport fish business owner license number*

- A2** Please list the DMV-issued Alaska Vessel Number or U.S. Coast Guard Vessel Documentation Number for all active vessels that this business operated during the 2011 season and indicate if the vessel was owned by the business or if it was leased from another person or business. *Include only saltwater vessels and vessels for which your business incurred expenses and received revenue.*

Vessel license number	Owned <input type="checkbox"/>	Leased <input type="checkbox"/>
Vessel 1: _____	<input type="checkbox"/>	<input type="checkbox"/>
Vessel 2: _____	<input type="checkbox"/>	<input type="checkbox"/>
Vessel 3: _____	<input type="checkbox"/>	<input type="checkbox"/>
Vessel 4: _____	<input type="checkbox"/>	<input type="checkbox"/>
Vessel 5: _____	<input type="checkbox"/>	<input type="checkbox"/>
Vessel 6: _____	<input type="checkbox"/>	<input type="checkbox"/>
Vessel 7: _____	<input type="checkbox"/>	<input type="checkbox"/>
Vessel 8: _____	<input type="checkbox"/>	<input type="checkbox"/>
Vessel 9: _____	<input type="checkbox"/>	<input type="checkbox"/>
Vessel 10: _____	<input type="checkbox"/>	<input type="checkbox"/>

EMPLOYMENT IN 2011

The next few questions are about employment and compensation of vessel operators and licensed guides, deckhands and other crew members, and other individuals employed by this business in 2011.

For these questions:

- The **early shoulder** season refers to the period from April 1 to mid-June.
- The **main season** refers to the period from mid-June to mid-August.
- The **late shoulder** season is from mid-August to the end of September.
- The **off-season** is the period from October through March.

B1 How many individuals worked for the business primarily as hired vessel operators and/or licensed sport fishing guides during each period in 2011, *not including owners of this business?* For each period, please report the number of individuals who worked full-time and part-time separately.

	Early shoulder	Main season	Late shoulder	Off- season
Full-time (at least 35 hours per week during most of the period).....	_____	_____	_____	_____
Part-time (less than 35 hours per week during most of the period).....	_____	_____	_____	_____

B2 How many individuals worked for the business primarily as hired deckhands or other on-board crew during each period in 2011, *not including owners of this business?* For each period, please report the number of individuals who worked full-time and part-time separately.

	Early shoulder	Main season	Late shoulder	Off- season
Full-time (at least 35 hours per week during most of the period).....	_____	_____	_____	_____
Part-time (less than 35 hours per week during most of the period).....	_____	_____	_____	_____

B3 How many individuals were hired and worked for the business primarily on-shore during each period in 2011 (examples: business manager, guest services, administrative employees, etc)? *Do not include independent contractors that provide the same service to multiple businesses, or owners of this business. For each period, please report the number of individuals who worked full-time and part-time separately.*

	Early shoulder	Main season	Late shoulder	Off-season
Full-time (at least 35 hours per week during most of the period).....	_____	_____	_____	_____
Part-time (less than 35 hours per week during most of the period).....	_____	_____	_____	_____

B4 For work performed in 2011, how much did you pay in total to hired vessel operators and guides, deckhands and other crew, and on-shore employees? *Include only payment of wages and other monetary compensation; do not include non-wage benefits (for example, health insurance), other payroll expenses (for example, unemployment insurance), or any payments to owners of this business.*

Worker type	Total payments
Vessel operators/guides.....	\$ _____
Deckhands and other on-board crew.....	\$ _____
On-shore employees.....	\$ _____

B5 What forms of compensation were used for hired vessel operators and guides, deckhands and other crew, and on-shore employees in 2011? *For each worker type, please check the box for each form of compensation that was used to pay one or more individuals, not including owners of this business. Check all that apply.*

Worker type	Daily/ hourly wage <input checked="" type="checkbox"/>	Salary <input checked="" type="checkbox"/>	Revenue share <input checked="" type="checkbox"/>	Other (please describe) <input checked="" type="checkbox"/>
Vessel operators/guides	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> _____
Deckhands and other on-board crew.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> _____
On-shore workers.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> _____

YOUR 2011 FISHING TRIP OFFERINGS AND SERVICES

C1 During 2011, which of the following trip types did you offer? *Check all that apply.*

- Fishing only
- Combination fishing and hunting
- Combination fishing and dedicated eco-tour/wildlife-viewing
- Eco-tour/wildlife viewing only (no fishing)
- Outfitting (example: saltwater fishing gear rental)
- Game transport
- General transportation/water taxi (no outfitting/game transport)
- Event-hosting services
- Research or oil spill monitoring and response
- Other, please describe: _____

C2 Many businesses offer saltwater fishing trips targeting multiple species (“combination fishing trips”). During 2011, what was the average price per person and the full boat price (chartering the whole boat independent of the number of clients) that you charged clients for the following types of combination fishing trips you may have advertised offering? *If you did not advertise or offer, please check the “Not offered” box.*

Type of combination fishing trip	Not offered <input type="checkbox"/>	Average price per person	Full boat price
<u>Two-species combination fishing trips</u>			
“Half day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Three-quarter day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Full day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Overnight” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Multi-day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
<u>Multiple-species combination fishing trip (more than two species)</u>			
“Half day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Three-quarter day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Full day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Overnight” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Multi-day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____

C3 During 2011, what was the average price per person and the full boat price (chartering the whole boat independent of the number of clients) that you charged clients for **halibut, king salmon, silver salmon, or other saltwater species** fishing trips targeting a single species that you may have advertised offering? *If you did not advertise or offer, please check the “Not offered” box.*

Type of fishing trip	Not offered <input type="checkbox"/>	Average price per person	Full boat price
<u>Halibut fishing trips</u>			
“Half day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Three-quarter day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Full day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Overnight” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Multi-day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
<u>King or silver salmon fishing trips</u>			
“Half day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Three-quarter day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Full day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Overnight” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Multi-day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
<u>Other saltwater species fishing trips</u>			
“Half day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Three-quarter day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Full day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Overnight” trip.....	<input type="checkbox"/>	\$ _____	\$ _____
“Multi-day” trip.....	<input type="checkbox"/>	\$ _____	\$ _____

C4 Of the following fishing-related services, which did you typically include as part of each saltwater fishing package you offered in 2011, which were offered for an added fee, and which were not offered? *For services offered for an additional fee, please indicate how much the fee is per person.*

Fishing-related services	Not offered <input checked="" type="checkbox"/>	Included in one or more trip package? <input checked="" type="checkbox"/>	Charge an added fee? <input checked="" type="checkbox"/>	Amount of added fee per person (<i>indicate if fee is charged on other basis</i>)
Long-distance fishing locations (including fuel surcharge).....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
Fish cleaning (head/gut).....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
Fish cleaning (skinning, scaling, filleting, etc).....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
Packing and shipping.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
Transport to/from charter vessel.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
On-shore lodging.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
On-vessel lodging.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
Cooked meals (breakfast/lunch/dinner)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
Beverages/snacks.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
Bait.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
Ice.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
Fishing gear.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
Other gear.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
Souvenirs/keepsakes.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
Other (please describe): _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____

C5 During 2011, did you offer paid lodging to visitors that were not customers of the charter business?

- Yes
- No

C6 What sales and revenue were generated from your charter business in 2011? *For each source of revenue, please indicate the number of units sold and total revenue received.*

Revenue source	Number of units sold	Total revenue
Charter trips reported in charter logbook – payment received directly from client...	_____ total clients (seats sold) _____ total trips	\$ _____
Charter trips reported in charter logbook – payment received from booking agent or other service.....	_____ total clients (seats sold) _____ total trips	\$ _____
Non-fishing charter trips – not reported in charter logbook (examples: transport, hunting-only, eco-tours).....	_____ total clients _____ total trips	\$ _____
Client referrals/booking commission revenue.....	_____ total client referrals/bookings	\$ _____
Federal Charter Halibut Permit (CHP) sales.....	_____ total endorsements sold	\$ _____
Federal Charter Halibut Permit (CHP)leases.....	_____ total endorsements leased	\$ _____

Note: If you have a printed rate sheet, brochure, or other promotional material for your business that describes saltwater charter services offered and prices, please enclose a copy with your completed survey in the return envelope.

YOUR COSTS IN 2011

The next two questions ask about the costs associated with operating your business, excluding the wages paid to employees reported in Section B. The questions are organized to make it easy to use federal tax return information and other common financial records to answer them.

- Question D1 requests information on business expenses that are generally deductible for federal tax purposes and may be easiest for you to estimate using your federal tax return, particularly if you itemize business expenses. Expenses that are typically based on individual charter trips are listed separately from those for other goods and services that contribute to general business overhead.
- Question D2 requests estimated costs related to major assets used by your business. These costs may include payments you make that are not deductible for federal tax purposes, so it may be necessary to use mortgage or checking account statements, in addition to your federal tax return, to help you estimate these costs.

D1 How much did your business pay during 2011 for goods and services listed in the table below?

Expense type	Amount paid
<u>Charter trip operating expenses</u>	
Vessel fuel.....	\$ _____
Fish handling, processing, packaging, and shipping.....	\$ _____
Broker or agent referral/commission fees.....	\$ _____
Vessel cleaning.....	\$ _____
Supplies (examples: ice, bait, food and beverage).....	\$ _____
Other vessel or trip operating expenses.....	\$ _____
<u>General overhead expenses</u>	
Non-wage payroll costs, including health insurance and other employee benefits.....	\$ _____
Utilities, including telephone and internet service.....	\$ _____
Repair and maintenance expenses.....	\$ _____
Insurance (vessel, hull, property & indemnity, liability, etc., <u>excluding health insurance</u>).....	\$ _____
Travel, meals, and entertainment (include transportation and per diem costs for employee or crew if paid by business, and trade show/marketing-related travel)...	\$ _____
Office and general supplies.....	\$ _____
Legal and professional services, accounting, and advertising.....	\$ _____
Financial services (merchant and bank fees) and mortgage interest payments.	\$ _____
Taxes and licensing fees.....	\$ _____
Vehicle fuel costs.....	\$ _____
Other general overhead expenses.....	\$ _____

D2 How much did you pay to purchase, improve, or use the items listed below? To help us distinguish annual expenditures from new long-term investments, please estimate separate amounts paid in 2011 for:

- **Cash payments** in 2011: total rental/lease payments, purchases and improvements fully paid for during 2011, and loan payments on purchases and improvements financed during or before 2011
- **New investments** in 2011: total investment costs financed by loans issued during 2011, including loan principal, taxes and fees, and down payment amount

Item	Cash payments	New investments
<u>Vehicles, machinery, and equipment</u>		
Vessel(s) and major vessel-related equipment.....	\$ _____	\$ _____
Vehicles (car/truck).....	\$ _____	\$ _____
Fishing gear, tackle, personal safety equipment.....	\$ _____	\$ _____
Other machinery and equipment.....	\$ _____	\$ _____
<u>Buildings, land and other real estate</u>		
Moorage/slip, boatyard and equipment storage space.....	\$ _____	\$ _____
Office space, lodging, and other shore-side facilities.....	\$ _____	\$ _____
Transferable fishing permits and licenses.....	\$ _____	\$ _____
Other business-related property and assets.....	\$ _____	\$ _____

YOUR CLIENTS IN 2011

E1 During 2011, about what percentage of your clients were return customers or personal referrals from previous customers? Check the box of the best answer.

- None 1-25% 26-50% 51-75% 75-99% 100%

E2 During 2011, about what percentage of your clients booked their trips one month or more in advance? Check the box of the best answer.

- None 1-25% 26-50% 51-75% 75-99% 100%

E3 During 2011, about what percentage of your clients booked their trips less than 48 hours in advance? Check the box of the best answer.

- None 1-25% 26-50% 51-75% 75-99% 100%

E4 During 2011, about what percentage of your clients were booked independently, through a cruise ship, through a specialty charter booking service, or through a general travel agent? *For each type of booking, check the box of the best answer.*

Independent bookings

None 1-25% 26-50% 51-75% 75-99% 100%

Cruise ship-based booking

None 1-25% 26-50% 51-75% 75-99% 100%

Specialty charter booking service (or charter business)

None 1-25% 26-50% 51-75% 75-99% 100%

General travel agent (or other booking service)

None 1-25% 26-50% 51-75% 75-99% 100%

OTHER BUSINESS AND HOUSEHOLD INFORMATION

F1 Is your business structured as a C corporation? *A C corporation is taxed separately from its owners.*

- Yes → **skip** to the end of the survey
- No → continue to F2

F2 Which of the following business structures best describes your business? *Check the best answer.*

- Sole proprietorship
- Limited liability partnership (LLP), Limited liability company (LLC), or S Corporation
- Other: _____

F3 Please indicate the total percentage ownership share of this business held by you and other members of your household during 2011. *Your household includes family members and others who share your residence. Do not include family members that have their own residence outside of yours.*

My household's ownership share: _____%

F4 During 2011, how many members of your household, including yourself, worked for the business as vessel operators and guides, deckhands and other crew, and in work based primarily on-shore? *If an individual did more than one job, include them in the count for the job they did the most.*

- _____ Vessel operators/guides
- _____ Deckhands and other on-board crew
- _____ On-shore work

F5 During 2011, about what percentage of your total annual household income was earned from this business? *Check the best answer.*

- None 1-25% 26-50% 51-75% 75-99% 100%

F6 Which of the following best describes what you did during the 2010-11 off-season? *Check all that apply.*

- Continued work related to your charter business, including travel outside of Alaska
- Worked in Alaska in a commercial fishing-related job not related to your charter business
- Worked in Alaska in a non-fishing related job
- Lived in Alaska, but did not work
- Worked outside of Alaska in a recreational or commercial fishing-related job not related to your charter business
- Worked outside of Alaska in a non-fishing related job
- Lived outside of Alaska, but did not work

Do you have any comments in general or about how your charter business has been affected in the last 5 years or will likely be impacted in the next five years, either positively or negatively? Please use the space below or attach separate sheets to provide us your comments.

YOUR PARTICIPATION IS GREATLY APPRECIATED!