

New, streamlined and anonymous survey for fishers—final chance to provide economic data to inform modelling for future TACC recommendations

Part A: Preliminaries

Selecting the period to apply as the default throughout your survey response

The survey has been designed with the intention that the information provided relates to the 2018–19 financial year (1 July 2018 to 30 June 2019). However, if providing information on this basis is not possible or practical, you may elect to report figures based on an earlier financial year or to report figures based on a (completed) fishing season (e.g. the 2018/2019 season, from 15 January 2018 to 14 January 2019).

Whatever your choice of period as the default for your survey response, we ask that you be as consistent as possible throughout the survey, and that you note any exceptions for specific questions. (Note that the desire for consistency may influence your choice of period, in terms of the availability and accessibility of data relating to your business.)

A1) Please specify the period to apply as the default for your survey response. For clarity, please include the beginning and ending dates for your selected period. For example, you WRL-preferred option would be expressed as '2018–19 financial year (1 July 2018 to 30 June 2019)'.

Regarding the treatment of the Goods and Services Tax (GST)

GST is incurred in the purchase of many (but not all) inputs involved in the operation of a fishing business. However, the amount of GST paid is generally claimable back as an input tax credit.

The Australian Accounting Standards Board guidance regarding expenses in a profit and loss statement is that they are to be 'recognised net of the GST, except where the GST is not recoverable from the taxation authority'. However, expenses are generally to be 'included in the cash flow statement on a gross basis'.

If possible, please exclude GST from the figures you provide throughout this survey (i.e. provide figures on a pre-GST basis). This is the basis on which WRL wishes to collate data across survey respondents.

A2) Please confirm whether you will be providing figures exclusive of GST (as preferred) or inclusive of GST (where it was applicable):

figures are to be provided _____ of GST, by default throughout your survey response (with any exceptions to this default treatment to be identified)

A3) If figures are only able to be provided on a GST-inclusive basis, please estimate the total amount of GST incurred but not recoverable as well as specifying the value of input tax credits accrued (or claimed) during the selected period (i.e. for the amount of GST that was incurred and was recoverable/recovered):

GST incurred but not recoverable was \$ _____, and
input tax credits accrued amounted to \$ _____, or input tax credits claimed amounted to \$ _____

Description of your rock lobster fishing business

A4) Please provide a brief description of your rock lobster fishing business. Without delving into too many specifics, please describe where you fish (e.g. your 'home' port and the zones in which you fish), the situation regarding the ownership of entitlement (in the name of the business, and/or by related entities such as a self-managed superannuation fund or family trust), the approach taken to the leasing of entitlement to/from other licences (including those held by related entities), and the high-level details of any share fishing arrangements to which you are a party (including the respective shares for the payment of licence fees and for the claims to the gross/net returns from fishing):

Part B: Basic information for a simple assessment of MEY

This part of the survey relates only to the basic information required for a simple assessment of MEY. It presents a summary-level version of content spread throughout the rest of this survey. You may elect to complete this part of the survey and then skip to Parts I through K at the end of the survey (starting on p.25). However, we would much rather that you skip to the beginning of Part C (p.8) and attempt to work through the rest of the survey in its entirety (as best as you're able).

Catch and revenue

B1) Estimated catch of legal lobster (i.e. including legal lobster not retained):

_____ kg

B2) Retained catch of lobster, expressed in terms of the weight assigned against your quota (i.e. the net weight recorded upon landing):

_____ kg

B3) Catch as determined by registered receiver(s) at the point of grading:

_____ kg in total, with _____ kg of export-quality lobster, and _____ kg of second-grade lobster, and _____ kg of rejects (e.g. dead lobster)

B4) Revenue in relation to this catch:

\$ _____ as a total for catch revenue (including 'bonus' payments), with \$ _____ in 'bonus' payments

B5) Please provide amounts and descriptions for any other forms of revenue:

B6) Comments, if any, in relation to the section you've just completed:

Labour

B7) Please specify and categorise the total remuneration for paid skipper(s) and deckhand(s) (including superannuation and other benefits, if/as applicable, but not including employment costs for the business such as workers compensation):

\$ _____, with _____ % in the form of catch-based payments (e.g. an amount per quantity or a share of the landed value), and _____ % in the form of wages (i.e. payment based on time/days worked), and _____ % in the form of salaries or retainers (i.e. fixed payment per a specified period, regardless of actual time/days worked), and _____ % in other forms (including, for example, superannuation and other benefits, if/as applicable)

B8) For skipper(s) and deckhand(s) who are paid and are expected to provide labour for other activities as a condition of their engagement, please apportion the total amount of labour between the different categories of activity (or attribute all labour to fishing activities if that is the only activity that they undertake):

_____ full-time-equivalent (FTE) days, with _____ FTE days of fishing activities, and _____ FTE days of repairs and maintenance, and _____ FTE days of management and administration, and _____ FTE days for any other roles or duties

B9) Please provide details for any other paid labour (i.e. the engagement of contractors or employees directly by you and within your business but in roles other than skipper/deckhand):

B10) Total amount of unpaid labour used within the business (e.g. where it is being provided by those with a financial interest in the business):

_____ full-time-equivalent (FTE) days, with _____ FTE days of fishing activities, and _____ FTE days of repairs and maintenance, and _____ FTE days of management and administration, and _____ FTE days for any other roles or duties

B11) Comments, if any, in relation to the section you've just completed:

Fishing trips and fuel use

B12) Please provide as some information regarding the fishing trips and fuel use (noting that a fishing trip is generally intended to mean a complete journey beginning and ending at port (not necessarily the same port, and not always your 'home' port), and noting that 'travel within an area of fishing' includes the setting and pulling of pots as well as movement within the vicinity of said pots, as opposed to travel to and from port and travel between areas of fishing):

	boat 1	boat 2	boat 3	total
length (m)				
engine capacity (hp/kW, please specify)				
number of fishing trips				
days spent on fishing trips				
total number of pot lifts				
total fuel and lubricants expense, incl. excise (\$)				
- of which: travel within an area of fishing				
- of which: travel to/from/between areas of fishing				
excise incurred and claimable as tax credit (\$)				

Repairs and maintenance

B13) For the selected period, please specify the repairs and maintenance expense (not including any labour expenses that have already been accounted for in the previous section of this survey):

\$ _____

B14) Please estimate the total of repairs and maintenance expenses during the selected period that could be considered variable costs (i.e. principally or entirely related to the amount of fishing activity being undertaken, including repairs and maintenance tasks that are based on hours of operation, such as oil changes and engine servicing):

\$ _____

B15) Please estimate the total of repairs and maintenance expenses during the selected period that could be considered fixed costs (i.e. largely or entirely unrelated to the amount of fishing activity being undertaken, including time-based repairs and maintenance tasks, such as the periodic need to apply anti-fouling paint to the hull and the regular surveying of your boat(s)):

\$ _____

B16) Comments, if any, in relation to the section you've just completed (especially regarding ways in which the information provided for the selected period might not have been representative of that which is typical for your rock lobster fishing business):

Summary of expenses

B17) Please provide details of the expenses incurred by your rock lobster fishing business during the selected period.

	expense (\$)
labour ¹	
boat fuel and lubricants ²	
bait	
repairs and maintenance ³	
leasing of WCRLMF entitlement ⁴	
purchase of WCRLMF entitlement ⁴	
fishing fees, levies and other related charges ⁵	
leasing of capital items	
- of which: boat and/or associated capital items	
- of which: fishing gear	
- of which: other capital items	
purchase of capital items	
- of which: boat and/or associated capital items	
- of which: fishing gear	
- of which: other capital items	
insurance	
- of which: boat insurance	
- of which: workers compensation	
- of which: other forms of insurance	
interest paid and other financing charges	
depreciation and amortisation	
other expenses ⁶	
total expenses of your rock lobster fishing business	

notes:

1. The labour item represents the total remuneration for (paid) labour, including superannuation and other benefits, if/as applicable. Please do not include employment costs for the business such as workers compensation or the provision of uniforms or equipment to workers. The former has its own category in the table, while the latter can be included under 'other expenses'.
2. Please include in the fuel and lubricants expense the excise incurred, which would have been a part of the price paid (before the application of GST). Note that the excise rate varies across the range of fuels and other petroleum products.

- 3. The figure for repairs and maintenance should be consistent with the total expense identified in the repairs and maintenance section from earlier in this survey. That is, it should include the expense of work done within your business, excluding labour (regardless of whether paid or unpaid), and should also include the expense of any work performed outside of your business (i.e. by an external party).
- 4. For the leasing/purchase of entitlement, please provide some details in the comments field below, including the relevant season(s) and zone(s) involved, the amount of entitlement transferred, the average price received (per pot/unit/kilogram of entitlement), whether this approximated the fair market price (i.e. the average price that would have been received if all transactions were negotiated at arm's length with an unrelated party), and clarification on the treatment of licence fees (presumably passed through to you, either as a separate charge/obligation or as incorporated into the price agreed for the transfer). For the purchase of entitlement, please specify the amount of stamp duty incurred on the transaction and clarify whether or not this has been included in the expense figure for this item (or under the 'other expenses' item).
- 5. For the 'fishing fees, levies and other charges' item, please provide details in the comments field regarding the charges included and describe how they related to owned entitlement, share fishing agreements and/or leased entitlement (including clarifying whether not this has been included as an expense in this item or in the figure for the item above).
- 6. The 'other expenses' item might include operating costs such as the cost of maintaining access to your slip(s) or mooring(s), motor vehicle expenses, office expenses (e.g. rent and utilities), accounting or legal services, membership fees, and so on. It may also include 'accounting' charges such as a bad debts expense. Please estimate 'other expenses' as a total and provide some details in the comments field, with a focus on describing any significant constituents. Note that you can calculate the figure as a residual (i.e. using the total expenses figure and deducting the other expense items detailed in the table). This process should help identify if there are any major expenses missing from the rest of the table.

comments, especially regarding ways in which the information provided for the selected period might not have been representative of that which is typical for your rock lobster fishing business: _____

A note regarding how to proceed

This completes the high-level summary for the content relating to the revenue and expenses of your rock lobster fishing business. You may continue working through the survey, providing more-detailed information regarding your revenue and expenses, or you may elect to skip to the beginning of Part I (p.25).

Part C: Catch and revenue

As one of the two fundamental elements of assessing economic yield in a fishery, it is necessary for WRL to have some basic information on the revenue being generated by your rock lobster fishing business.

Retained (i.e. landed) catch

C1) Please provide figures for your retained catch of rock lobster during the selected period, expressed in terms of the weight assigned against your quota (i.e. the net weight recorded upon landing).

_____ kg, with _____ kg in Zone A, and _____ kg in Zone B, and _____ kg in Zone C

C2) Please provide figures for your catch as determined by registered receiver(s) at the point of grading. Note that, for some registered receivers, the total weight will be less than that assigned against your quota due to water loss (in the time between landing and grading).

total weight as determined by registered receiver(s) at the point of grading: _____ kg

- of which: export-quality lobster (i.e. lobster fit for live export and assigned a 'letter' grade based on size): _____ kg, and/or _____ % by weight

- of which: second-grade lobster: _____ kg, and/or _____ % by weight

- of which: rejected lobster (e.g. dead lobster): _____ kg, and/or _____ % by weight

C3) Comments, if any, in relation to the section you've just completed:

Legal lobster not retained

C4) Please estimate the amount of lobster that was not retained because of damage or poor condition (i.e. discarded as likely second-grade lobster). Answers can be provided in one or more of the forms presented below.

_____ (no.) lobsters, and/or _____ kg of lobster, and/or
lobster equivalent by weight to _____ % of the total catch of legal lobster (i.e. including the discarded but legal lobster), and/or
lobster equivalent by weight to _____ % of the retained (i.e. landed) catch of lobster

C5) Please estimate the amount of lobster that was not retained because of high-grading between 'letter' grades (i.e. grades of export-quality lobster). Answers can be provided in one or more of the forms presented below.

_____ (no.) lobsters, and/or _____ kg of lobster, and/or
lobster equivalent by weight to _____ % of the total catch of legal lobster (i.e. including the discarded but legal lobster), and/or
lobster equivalent by weight to _____ % of the retained (i.e. landed) catch of lobster

C6) Comments, if any, in relation to the section you've just completed:

Catch revenue

C7) Please provide details of the revenue from your catch of rock lobster during the selected period. For this section, please follow the accrual method of accounting, if possible (i.e. recognise revenue at the point in time in which it is earned, regardless of if/when payment actually occurs). As such, revenue may be recorded in the below table in the absence of a corresponding cash transaction during the selected period.

	revenue (\$)
rock lobster catch revenue	
- of which: catch payments ^{1,2}	
- of which: 'bonus' payments ³	
leasing of WCRLMF entitlement ⁴	
sale of WCRLMF entitlement ⁴	
other revenue ⁵	
total revenue for your rock lobster fishing business	

notes:

- 1 For catch payments that were made net of purchases from the registered receiver (e.g. for fuel or bait), please express your revenue in gross terms (i.e. before deductions). The purchases made from a registered receiver should similarly be recognised in gross terms in later sections of this survey. The catch payments figure should relate to payments received or amounts owing, in relation to catch delivered during the selected period. If possible, do not include payments received during the selected period but relating to catch delivered during a previous period.
- 2 You should include in catch payments figure any pool payments received and any future pool payments expected, in relation to catch delivered during the selected period. If possible, do not include pool payments received during the selected period but relating to catch delivered during a previous period. Please provide details in the comments field below.
- 3 The figure for 'bonus' payments should include payments received and any future payments expected, in relation to catch delivered during the selected period. If possible, do not include payments received during the selected period but relating to catch delivered during a previous period. Please provide details in the comments field below. Note that a common basis for 'bonus' payments is being a member of (and delivering to) a co-operative. Other grounds for 'bonus' payments include performance factors such as reaching or exceeding a prescribed share of export-quality lobster in your deliveries, on average over a given period.
- 4 For the leasing or sale of WCRLMF entitlement, please provide some details in the comments field below, including the relevant season(s) and zone(s) involved, the amount of entitlement transferred, the average price received (per pot/unit/kilogram of entitlement), whether this approximated the fair market price (i.e. the average price that would have been received if all transactions were negotiated at arm's length with an unrelated party), and clarification on the treatment of licence fees (presumably passed through to the lessee, either as a separate charge/obligation or as incorporated into the price agreed for the transfer).
- 5 Please estimate 'other expenses' as a total and provide some details in the comments field below. Note that this item could include, for example, the net gain (or loss) on the disposal of capital items (i.e. the difference between the proceeds from disposal and the carrying value, which is the sum of the historical cost and adjustments through time for depreciation, amortisation or impairment costs).

comments, if any: _____

Part D: Labour

As a major and (somewhat) variable cost of fishing, it is important to have a good understanding of how labour is compensated, and to have a reasonable estimate of the unpaid labour involved in the operation of a rock lobster fishing business. Please note that this part of the survey is of substantial length but also that it will be integral to the assessment of MEY.

Skipper

D1) Regarding what best described your skipper situation during the selected period, please select an option (or options, if your business involved multiple skippers with differing arrangements).

- Skipper was the licence holder (or partner) who was not paid directly for their skippering services.
- Skipper was another party with a financial interest in the rock lobster fishing business (e.g. member of a business partnership, shareholder of a company, or beneficiary of a trust) who was not paid directly for their services.
- Skipper was engaged as a contractor in the role of skipper (regardless of whether or not they might also have had a financial interest in the rock lobster fishing business).
- Skipper was engaged as an employee in the role of skipper (regardless of whether or not they might also have had a financial interest in the rock lobster fishing business).

D2) Please select the option or options that were relevant to your skipper situation during the selected period.

- Skipper was not directly paid for their services.
- Skipper was paid, at least in part, in the form of catch-based payments (e.g. an amount per quantity or a share of the landed value).
- Skipper was paid, at least in part, in the form of a wage (i.e. payment based on time/days worked).
- Skipper was paid, at least in part, in the form of a salary or retainer (i.e. fixed payment per a specified period, regardless of actual time/days worked).

D3) If applicable, please provide total remuneration figure for skippering services (including superannuation and other benefits, if/as applicable, but not including employment costs for the business such as workers compensation). Please also estimate the proportions attributable to each form of payment.

\$ _____, with _____ % in the form of catch-based payments, and _____ % in the form of wages, and _____ % in the form of a salaries or retainers, and _____ % in other forms (including, for example, superannuation and other benefits, if/as applicable)

D4) If you made catch-based payments for skippering services, please specify whether payment was made per a quantity of catch, as a share of the landed value, or under some other arrangement. Also, as applicable, please provide details such as a payment per quantity, a nominal share of catch value, and what deductions may be made from the landed value of catch before calculating the share for payment.

D5) Comments, if any, in relation to the section you've just completed:

Deckhands

D6) How many deckhands were involved in a typical fishing trip during the selected period? Also, how many deckhands were involved in a fishing trip on average through the selected period? (For example, if you had one deckhand for 75 per cent of your fishing trips and had two deckhands for the other 25 per cent of your fishing trips, the average number of deckhands would be 1.25.)

_____ (no.) deckhands on a typical trip, and _____ (no.) deckhands per trip on average through the selected period

D7) Regarding what best described your deckhand situation during the selected period, please select an option (or options, in the case of multiple deckhands with differing arrangements).

- Deckhand was the licence holder (or partner) who was not paid directly for their deckhand services.
- Deckhand was another party with a financial interest in the rock lobster fishing business (e.g. member of a business partnership, shareholder of a company, or beneficiary of a trust) who was not paid directly for their services
- Deckhand was engaged as a contractor in the role of deckhand (regardless of whether or not they might also have had a financial interest in the rock lobster fishing business).
- Deckhand was engaged as an employee in the role of deckhand (regardless of whether or not they might also have had a financial interest in the rock lobster fishing business).

D8) Please select the option or options that were relevant to your deckhand situation during the 2018–19 financial year.

- Deckhand was not directly paid for their services.
- Deckhand was paid, at least in part, in the form of catch-based payments (e.g. an amount per quantity or a share of the landed value).
- Deckhand was paid, at least in part, in the form of a wage (i.e. payment based on time/days worked).
- Deckhand was paid, at least in part, in the form of a salary or retainer (i.e. fixed payment per a specified period, regardless of actual time/days worked).

D9) If applicable, please provide a figure for total remuneration across all deckhands (including superannuation and other benefits, if/as applicable, but not including employment costs for the business such as workers compensation). Please also estimate the proportions attributable to each form of payment.

\$ _____, with _____ % in the form of catch-based payments, and _____ % in the form of a wage, and _____ % in the form of a salary or retainer, and _____ % in other forms (including, for example, superannuation and other benefits, if/as applicable)

D10) If you made catch-based payments for deckhand services, please specify whether payment was made per a quantity of catch, as a share of the landed value, or under some other arrangement. Also, as applicable, please provide details such as a payment per quantity, a nominal share of catch value, and what deductions may be made from the landed value of catch before calculating the share for payment.

D11) Comments, if any, in relation to the section you've just completed:

Total labour, paid and unpaid

Much of the labour involved in operating a rock lobster fishing business may be unpaid, where it is being provided by those with a financial interest in the business or by those with some other connection to the business operators (e.g. relatives or associates). Taking account of the true and full value of all labour involved within the business is necessary to avoid a biasing the estimate of net economic return in the fishery. It will also be useful to have some information regarding the distribution of labour between different types of activities. If you cannot provide this information, please still provide figures relating to your business as a whole.

D12) For skipper(s) and deckhand(s) who are paid and are expected to provide labour for other activities as a condition of their engagement, please apportion the total amount of (paid) labour between the different categories of activity (or attribute all labour to fishing activities if that is the only activity that they undertake).

	full-time-equivalent (FTE) days
fishing activities	
repairs and maintenance	
management and administration	
other roles or duties	
total for your rock lobster fishing business	

comments, if any: _____

D13) If you engaged contractors/employees for the provision of labour within your business but in roles other than skipper or deckhand, please provide details for the quantity and value of (paid) labour by category of activity. Total remuneration includes superannuation and other benefits, if/as applicable, but does not include employment costs for the business such as workers compensation.

	full-time-equivalent (FTE) days	total remuneration (\$)
fishing activities		
repairs and maintenance		
management and administration		
other roles or duties		
total for your rock lobster fishing business		

comments, if any: _____

D14) Please estimate the total amount of unpaid labour involved within your rock lobster fishing business.

	full-time-equivalent (FTE) days
fishing activities	
repairs and maintenance	
management and administration	
other roles or duties	
total for your rock lobster fishing business	

comments, if any: _____

Part E: Fishing trips and fuel use

Along with labour, fuel use is a major and variable cost of fishing. For the rigorous assessment of MEY, it is necessary to have a considerable amount of information regarding fishing trips and fuel use.

E1) Please briefly describe the nature of your fishing trips, including details such as whether you sometimes have pots in multiple, separate locations, whether all of these locations are visited in the course of a single trip, whether you sometimes make multi-day trips (with or without the use of a tender vessel), and whether any of your multi-day trips involve the Abrolhos Islands (rather than staying at anchorage). Please also specify the total number of pots being operated and describe if/how this varies through the season.

E2) Please provide as some information regarding the fishing trips and fuel use for each authorised boat used during the selected period. If you used more than one boat but cannot provide the information for each boat separately, please still provide figures for your business as a whole.

	boat 1	boat 2	boat 3	total
length (m)				
engine capacity (hp/kW, please specify)				
number of fishing trips ¹				
days spent on fishing trips				
total number of pot lifts				
total catch of legal lobster (kg)				
total retained (i.e. landed) catch of lobster (kg)				
total distance travelled (km/nm, please specify)				
- of which: travel within an area of fishing ²				
- of which: travel to/from/between areas of fishing ²				
total fuel use (L)				
- of which: travel within an area of fishing ²				
- of which: travel to/from/between areas of fishing ²				
total fuel and lubricants expense (\$) ³				
- of which: travel within an area of fishing ²				
- of which: travel to/from/between areas of fishing ²				
excise incurred and claimable as tax credit (\$) ³				

notes:

- 1 A fishing trip is generally intended to mean a complete journey beginning and ending at port (not necessarily the same port, and not always your 'home' port). A stay on the Abrolhos Islands or at anchorage between days of fishing and without returning to port does not constitute the completion of a fishing trip.
- 2 Travel within an area of fishing includes the setting and pulling of pots as well as movement within the vicinity of said pots. In contrast, travel to and from port and travel between fishing areas should both be considered 'travel to/from/between areas of fishing'.
- 3 Please include in the fuel and lubricants expense the excise incurred, which will have been a part of the price paid (before the application of GST). Note that the excise rate varies across the range of fuels and other petroleum products.

comments, if any: _____

Part F: Bait

Along with labour and fuel, bait is generally considered in MEY analysis as the other variable cost of particular significance.

F1) What was the total bait expense for your rock lobster fishing business during the selected period? What does this work out as on a per-kilogram-of catch basis?

\$ _____ , at a rate of \$ _____ per kilogram of legal lobster caught and/or \$ _____ per kilogram of retained (i.e. landed) lobster

F2) Please briefly describe the type and amount of bait that you typically use when setting a pot. Please also explain if/how this may vary according to factors such as when or where you are fishing.

F3) Please explain if/how you may vary the types or amounts of bait used as a response to changes in bait prices (either a broad-based change in the general price of bait or a change in the relative prices of different types of bait).

Part G: Capital items, and repairs and maintenance

It is necessary to have information on the capital used in your rock lobster fishing business, to reliably estimate the fishery's net economic return (a measure of fishery performance relating to the objective of maximising economic yield). It is also important to understand the nature of expenditure on repairs and maintenance, as a major cost for rock lobster fishing businesses.

Fishing boat(s)

G1) Please provide details of the authorised boat(s) used in your rock lobster fishing business. Please note in the corresponding comments field(s) the details of any acquisitions or disposals during the selected period. If possible, also provide the net gain (or loss) recognised on the disposal of capital items (i.e. the difference between the proceeds from the disposal and the carrying value, which is the sum of the historical cost and adjustments through time for depreciation, amortisation or impairment costs).

	boat 1	boat 2	boat 3
boat length (m)			
engine capacity (hp/kW, please specify)			
proportioning, if applicable (%) ¹			
owned or leased? ²			
age of boat			
age of engine			
total current value of fishing boat at end of selected period (\$) ³			
- of which: engine(s) (\$)			
- of which: electronics (\$) ⁴			
- of which: holding tanks and control systems (\$)			
- of which: boat hull and residual elements/value (\$) ⁵			
total replacement value of fishing boat at end of selected period (\$) ⁶			
- of which: engine(s) (\$)			
- of which: electronics (\$) ⁴			
- of which: holding tanks and control systems (\$)			
- of which: boat hull and residual elements/value (\$) ⁵			

notes:

- 1 Where a boat was also used for purposes other than your rock lobster fishing business, please provide an estimate of the proportion of use/value attributable to the rock lobster fishing business.
- 2 If an item has been leased rather than being owned, please still provide estimates for the other details being requested.
- 3 The current value is an estimate of the amount that would be realised were the item to be sold.
- 4 Electronics include things such as the GPS, chart plotter and recorder, sounder, autopilot system, and radio.

- 5 A residual element includes anything not identified as belonging elsewhere, while the residual value may also reflect the fact that the whole can be greater than the sum of its parts.
- 6 The replacement value is an estimate of the amount that would be required to purchase a new but otherwise equivalent item or items.

comments, if any: _____

Fishing gear

G2) Please provide some information regarding changes in the number of (physical) pots possessed by your rock lobster fishing business during the selected period.

	number
pots possessed at beginning of the selected period	
- of which: in operational condition	
- of which: requiring work to return to operational condition	
pots lost while fishing	
pots disposed of by sale	
pots otherwise disposed/discarded (e.g. due to advanced age)	
purchase of pots (whether new or used)	
pots reconditioned to remain in operational condition	
pots reconditioned to return to operational condition	
pots possessed at end of the selected period	
- of which: in operational condition	
- of which: requiring work to return to operational condition	

comments, especially regarding ways in which the information provided for the selected period might not have been representative of that which is typical for your rock lobster fishing business: _____

G3) Please provide some information regarding the acquisition, disposal and value of fishing gear used in your rock lobster fishing business during the selected period. Fishing gear includes the pots as well as the related lines and floats. Please observe notes from the previous questions, as applicable.

	amount (\$)
purchase of fishing gear (whether new or used)	
sale of fishing gear	
net gain (or loss) on disposal of fishing gear	
total current value of fishing gear	
total replacement value of fishing gear	

comments, especially regarding ways in which the information provided for the selected period might not have been representative of that which is typical for your rock lobster fishing business: _____

Other capital items

There are many other capital items that may be used in a rock lobster fishing businesses, including (but not limited to) sheds and buildings, motor vehicles, and trailers. Detailed information for each of these items is not required, however we do request some information about these capital items in aggregate.

G4) Please provide information, in aggregate, regarding the other capital items used in your rock lobster fishing business (i.e. not including boats or fishing gear). Please observe notes from the previous questions, as applicable.

	amount (\$)
purchase of 'other' capital items (new or used)	
sale of 'other' capital items	
net gain (or loss) on disposal of 'other' capital items	
total current value of 'other' capital items	
total replacement value of 'other' capital items	

comments, especially regarding ways in which the information provided for the selected period might not have been representative of that which is typical for your rock lobster fishing business: _____

Repairs and maintenance

It is important to understand the nature of repairs and maintenance, as a major expense for rock lobster fishing businesses. Also necessary for the assessment of MEY is some information on the nature of repairs and maintenance expenses as either fixed or variable costs (or some combination thereof).

G5) Please provide some information regarding repairs and maintenance expenses during the selected period. Please provide a figure or figures for your business as a whole, even if you cannot provide expenses by categories.

	expense (\$)
fishing boat (including associated capital items)	
- of which: work done within your own business ¹	
- of which: work done outside of your business ²	
fishing gear	
- of which: work done within your own business ¹	
- of which: work done outside of your business ²	
other repairs and maintenance	
- of which: work done within your own business ¹	
- of which: work done outside of your business ²	
total repairs and maintenance for your rock lobster fishing business	
- of which: work done within your own business ¹	
- of which: work done outside of your business ²	

notes:

- 1 For repairs and maintenance work done within your own business, the expense figures should not include labour. Labour is accounted for in a previous section of this survey as well as in the summary of business expenses to come.
- 2 For repairs and maintenance work done outside of your business (i.e. by an external party), there's no need to separately identify the part of the expense that may have been attributable to labour.

G6) Please provide some information regarding the variable and fixed components of repairs and maintenance during the selected period.

	expense (\$)
fishing boat (including associated capital items)	
- of which: variable costs ¹	

- of which: other (i.e. fixed) costs ²	
fishing gear	
- of which: variable costs ¹	
- of which: other (i.e. fixed) costs ²	
other repairs and maintenance	
- of which: variable costs ¹	
- of which: other (i.e. fixed) costs ²	
total repairs and maintenance for your rock lobster fishing business	
- of which: variable costs ¹	
- of which: other (i.e. fixed) costs ²	

notes:

- 1 For the purposes of this survey, please consider a cost as being variable if it is principally or entirely related to the amount of fishing activity being undertaken. This would include, for example, repairs and maintenance tasks that are based on hours of operation, such as oil changes and engine servicing).
- 2 For the purposes of this survey, other (i.e. fixed) costs are those that are largely or entirely unrelated to the amount of fishing activity being undertaken. Some of these fixed costs may time-based, such as the periodic need to apply anti-fouling paint to the hull and the regular surveying of your boat(s). Note that not all fixed costs will necessarily occur in any particular year/season.

G7) Comments, if any, in relation to the section you've just completed (especially regarding ways in which the information provided for the selected period might not have been representative of that which is typical for your rock lobster fishing business): _____

Part H: Summary of expenses

Relatively detailed information on expenses is required for the rigorous assessment of net economic return in the fishery. Please ensure that your response is comprehensive, at least in the total provided (in order to avoid biasing the estimates of net economic return and MEY).

H1) Please provide details of the expenses incurred by your rock lobster fishing business during the selected period.

	expense (\$)
labour ¹	

boat fuel and lubricants ²	
bait	
repairs and maintenance ³	
leasing of WCRLMF entitlement ⁴	
purchase of WCRLMF entitlement ⁴	
fishing fees, levies and other related charges ⁵	
leasing of capital items	
- of which: boat and/or associated capital items	
- of which: fishing gear	
- of which: other capital items	
purchase of capital items	
- of which: boat and/or associated capital items	
- of which: fishing gear	
- of which: other capital items	
insurance	
- of which: boat insurance	
- of which: workers compensation	
- of which: other forms of insurance	
interest paid and other financing charges	
depreciation and amortisation	
other expenses ⁶	
total expenses of your rock lobster fishing business	

notes:

- 1 The labour item represents the total remuneration for (paid) labour, including superannuation and other benefits, if/as applicable. Please do not include employment costs for the business such as workers compensation or the provision of uniforms or equipment to workers. The former has its own category in the table, while the latter can be included under 'other expenses'.
- 2 Please include in the fuel and lubricants expense the excise incurred, which would have been a part of the price paid (before the application of GST). Note that the excise rate varies across the range of fuels and other petroleum products.
- 3 The figure for repairs and maintenance should be consistent with the total expense identified in the repairs and maintenance section from earlier in this survey. That is, it should include the expense of work done within your business, excluding labour (regardless of whether paid or unpaid), and should also include the expense of any work performed outside of your business (i.e. by an external party).
- 4 For the leasing/purchase of entitlement, please provide some details in the comments field below, including the relevant season(s) and zone(s) involved, the amount of entitlement transferred, the average price received (per pot/unit/kilogram of entitlement), whether this approximated the fair market price (i.e. the average price that would have been received if all transactions were negotiated at arm's length with an unrelated party), and clarification on the treatment of licence fees (presumably passed through to you, either as a separate charge/obligation or as incorporated into the price agreed for

Part I: Fishing strategy and behaviour

To assess MEY in our fishery, it is necessary to understand the underlying drivers of fishing strategy and behaviour (e.g. when, where and how fishing is undertaken).

I1) Please select the degree to which you agree with the following statements as accurate characterisations of your rock lobster fishing business and your fishing strategy/behaviour.

- You tend to fish the same amount of entitlement (in units) each season, whether owned or leased, while the tonnage of landed catch follows as a consequence from this:
[strongly disagree // somewhat disagree // neutral // somewhat agree // strongly agree // not applicable]
- You tend to land around the same amount of catch each season (based on what you've found works well for your business), while the required amount of entitlement (in units) follows as a consequence from this (potentially necessitating the leasing of more/less entitlement or the purchase/sale of entitlement):
[strongly disagree // somewhat disagree // neutral // somewhat agree // strongly agree // not applicable]
- Before or during each season, a conscious consideration and/or explicit estimation of anticipated profit forms the basis on which decisions are made regarding the leasing or purchase/sale of entitlement (including the decision to maintain the same entitlement (in units) as the previous season):
[strongly disagree // somewhat disagree // neutral // somewhat agree // strongly agree // not applicable]
- For a given entitlement in tonnes, your fishing strategy and behaviour is primarily driven by a desire to minimise the cost of your catch:
[strongly disagree // somewhat disagree // neutral // somewhat agree // strongly agree // not applicable]
- For a given entitlement in tonnes, your fishing strategy and behaviour is primarily driven by a desire to maximise the revenue received for your catch:
[strongly disagree // somewhat disagree // neutral // somewhat agree // strongly agree // not applicable]
- For a given entitlement in tonnes, your fishing strategy and behaviour is based on a conscious consideration and/or explicit estimation of anticipated profit (e.g. optimising the trade-off between minimising cost and maximising revenue for the given level of catch, including through means such as choosing when and where to fish and by deciding how much of your catch to subject to high-grading):
[strongly disagree // somewhat disagree // neutral // somewhat agree // strongly agree // not applicable]

I2) Would you please provide a more general description of your fishing strategy and behaviour. For example, when during the year do you tend to fish, and to what extent does this reflect seasonal patterns in prices and catchability, respectively? Are there other factors in your seasonal pattern of fishing? Also, what factors affect the decision of when to fish in the short run (e.g. prevailing weather and ocean conditions, the significance of moon phases at certain times of year, and current prices or short-run price movements)? What determines where you fish and does this change through the year?

Part J: Changes in the Total Allowable Commercial Catch (TACC)

The purpose of this survey is to support the assessment of MEY in our fishery, including the consideration of a shift in TACC towards a point of MEY. WRL is interested in your thoughts regarding how changes in TACC would affect your business. For example, would you change where or when you fish, the number of fishing trips, the number of pots in operation, or the amount of labour used (either paid or unpaid)? What about the expenses of fuel, bait, and repairs and maintenance? Also, would you lease more or less entitlement and/or buy or sell entitlement (possibly but not necessarily in order to maintain landed catch at a fixed tonnage)? Would you invest or disinvest in (physical) capital items?

J1) Regarding the increase in TACC for the 2020/2021 fishing season (from 6,300 tonnes to 6,615 tonnes), what changes will you be making to your fishing activities and what do you anticipate will be the impact(s) on your business?

J2) If the TACC was to gradually rise over the seasons following 2020/2021, what changes would you make to your fishing activities and what would be the impact(s) on your business?

J3) If the TACC was to gradually decline over the seasons following 2020/2021, what changes would you make to your fishing activities and what would be the impact(s) on your business?

Part K: General feedback or comments

K1) Please provide any general feedback or comments that you have in relation to this survey or the broader WRL initiative, either in the space that follows or by e-mailing chris@westernrocklobster.org or calling (08) 9432 7724.

Thank you for completing this survey.