IPHC-2020-ESD-005

**Processor Expenditures Survey [land-based processing plants] –**

**Draft (V2) Year: 2019**

**Region: United States (AK, WA, OR, CA)**

Prepared By: IPHC Secretariat (B. Hutniczak; 10 May 2020)

**Introduction**

This **VOLUNTARY and CONFIDENTIAL survey** is designed to gather information that characterizes the economic contribution of commercial Pacific halibut processing to all regions covered by the convention establishing the International Pacific Halibut Commission (IPHC). The survey is designed to accommodate land-based processing plants, not offshore processing vessels.

The intention of the study is to demonstrate the importance of Pacific Halibut to the economy of the state the surveyed plant is based in, as well as spillover effects to other areas. The study will account for direct impacts of supplied fish, value added along the supply chain (post-harvest processing, wholesale, retail), as well as economic activity generated by expenditures in various sectors related to Pacific halibut.

There are three main sections to be filled out in this survey: (A) processor contact information and processing plant details, (B) processor activity information, (C) labor information, and (D) operating expenses. Section (E) asks for comments on the impact of the COVID-19 outbreak, as well as on the survey itself.

**YOUR RESPONSES WILL BE HELD STRICTLY CONFIDENTIAL AND USED ONLY TO ESTIMATE THE ECONOMIC CONTRIBUTIONS OF PACIFIC HALIBUT PROCESSING TO ALL REGIONS COVERED BY THE IPHC.** All individual survey responses will be held by only a limited number of researchers at the IPHC. Only summary results of this survey will be reported to the public. Your responses and the data collected from this survey will not be seen or used for any other purpose by the IPHC, National Marine Fisheries Service, other federal, state or local agencies, or other parties.

The data you provided is protected by the **IPHC DATA CONFIDENTIALITY POLICY AND PROCEDURES** of 2 August 2019 available [here](https://www.iphc.int/uploads/pdf/key-policies/iphc-data-use-and-confidentiality-policy.pdf).

Filling the survey is estimated to take no more than 30 minutes, including the time for reviewing instructions, gathering the data needed, and completing and reviewing the form.

Responses should reflect information for the year **2019**. Information should be given in units indicated in square brackets. If you wish to provide it in other units, indicate units in the response field.

Responses can be delivered directly to Barbara Hutniczak, Fisheries Economist, Fisheries Policy & Economics Branch, International Pacific Halibut Commission, at [Barbara.Hutniczak@iphc.int](mailto:Barbara.Hutniczak@iphc.int). Questions and comments can be also directed via phone: 206-634-1838 ext. 7693.

**Thank you for participating in the survey**

**Section A: Processor information**

**Question A.1**: Contact details

Please provide contact details and indicate if you wish to be updated on the study and/or be contacted if there are any additional questions regarding your responses to the survey.

|  |  |
| --- | --- |
| Facility name: |  |
| Facility location: |  |
| Processor code/identifier: |  |
| Name of the contact person: |  |
| Contact email address: |  |
| Contact phone number (with area code): |  |
| Update on the study (Yes/No) |  |
| Contact regarding survey responses (Yes/No) |  |

**Question A.2:** Processor details

|  |  |
| --- | --- |
| Is the company owned by another firm? If yes, please indicate the location of the parent firm. |  |
| When was the facility built [year]? |  |

**Section B: Processor activity information**

**Question B.1:** Information on processor activities

Please indicate your best estimate of the production structure in this facility in 2019. No need to verify with records. For Pacific halibut products, please be as detailed as possible with respect to listed products. For other fish, use the most convenient aggregation level. If multiple types of input are used to produce the same product category, use multiple lines for each input type. Add lines to the table if needed.

Use the following definitions to fill the table:

**Input purchased** – volume and condition of purchased fish delivered to the processing plant.

Please indicate the condition using the following **Condition Codes**: **W** – Whole fish; **B** - Bled only, throat or gill, slit to allow blood to drain; **G** - Gutted, head on, belly slit and viscera removed (gutted only); **HG** - gutted, head off, belly slit and viscera removed (headed and gutted); **F** – fillet; **R** – roe; **O** – other (please indicate); **M** – mixed conditions (can be used with other fish products, not Pacific halibut).

**Average input cost** - average price per pound of purchased fish delivered to the processing plant.

**Direct sourcing** – indicate whether the input is purchased directly from harvesters.

**Plant processed seafood output** - volume of processed seafood leaving the plant.

**Average processing cost** – average cost of preparing a pound of the final product.

**Average wholesale revenue** - average sales price per pound of product leaving the plant.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | Input purchased – volume [lbs] and condition | Average input cost [USD per lbs] | Direct sourcing? [YES/NO] | Plant processed seafood output [lbs] | Average processing cost [USD per processed lbs] | Average wholesale revenue [USD per lbs] |
| Pacific halibut products | --- | --- | --- | --- | --- | --- |
| 1: |  |  |  |  |  |  |
| 2: |  |  |  |  |  |  |
| 3: |  |  |  |  |  |  |
| 4: |  |  |  |  |  |  |
| 5: |  |  |  |  |  |  |
| Other fish products | --- | --- | --- | --- | --- | --- |
| 1: |  |  |  |  |  |  |
| 2: |  |  |  |  |  |  |
| 3: |  |  |  |  |  |  |
| 4: |  |  |  |  |  |  |
| 5: |  |  |  |  |  |  |

**Section C: Processor labor information**

**Question C1:** Processor labor information – regional allocation

Please fill the table with the total number of employees that worked in or supported processing plant operations in 2019. Indicate residency of employees by filling appropriate columns.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | Residents of AK | Residents of WA, OR, or CA | Residents of the US, but not AK, WA, OR, or CA | Residents of British Columbia | Residents of other Canadian provinces | Residents of countries other than the USA or Canada |
| Line workers |  |  |  |  |  |  |
| Supervisors and support staff |  |  |  |  |  |  |
| Administrative staff |  |  |  |  |  |  |

**Section D: Processor expenditures information**

Your answers to the following questions will help us estimate the economic contribution of the commercial Pacific halibut processing industry to various regions in the United States and Canada. We ask for your best estimates, based on your general recollection. There is no need for exact accounting.

**Question D.1**: Owner’s net income

Please estimate the end-of-the-year owners’ net income (before income tax) earned from the activities in this processing plant. This value should reflect total revenue minus all related cost items [i.e. sum of items listed in column ‘Value in USD’ in table from question D.2]. If the processing plant experienced a net loss this year, the imputed value should be negative.

|  |  |
| --- | --- |
| Owners’ net income [USD] |  |

**Question D.2**: Processor operating costs and expenditures in 2019

Please fill the following table with **expenditure items related to seafood processing halibut** using the instructions provided below.

In rows 3-5 (payments to line workers, supervisors and support staff, and administrative staff), include bonuses and payroll taxes, but exclude owner’s net income, employee benefits (insurance, paid leave, etc.), as well as any employee-paid contributions to food or other living expenses. Amounts deducted from employee’s pay to cover food or other living expenses should be included in the total in row 12 “Other business expenses”.

In row 12 (other expenditures category), include any payments related to tendering, transportation, shipping, storage, P&I insurance, packaging, other materials, crew insurance benefits, crew paid leave benefits, equipment leases, gear leases, co-op dues, association fees, other fees, moorage expenses.

|  |  |  |
| --- | --- | --- |
| Item | Description of the expenditure item | Value in USD |
| 1 | Purchase of Pacific halibut |  |
| 2 | Purchase of other fish |  |
| 3 | Payments to line workers |  |
| 4 | Payments to supervisors and support staff |  |
| 5 | Payments to administrative staff |  |
| 6 | Packaging, materials, supplies |  |
| 7 | Transportation, freight |  |
| 8 | Energy, utilities and waste disposal |  |
| 9 | Plant repair and maintenance [annualized] |  |
| 10 | Management and license fees, fish taxes and landings tariffs |  |
| 11 | Insurance |  |
| 12 | Purchase or lease of quota |  |
| 13 | Other business expenses |  |

**Question D3:** Processors operating costs and expenditures in 2019 – regional allocation

In the following table, please approximate percentage of each expenditure item that was spent in each indicated area. The sum of each row should be 100%, for example the fish purchase costs might have been spent 90% in Alaska (AK) and 10% in Washington (WA).

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Item |  | Percentage spent in AK | Percentage spent in WA, OR, CA | Percentage spent in in the USA, but not AK, WA, OR, or CA | Percentage spent in British Columbia | Percentage spent in other Canadian provinces | Percentage spent outside the USA or Canada | TOTAL |
| 1 | Purchase of Pacific halibut |  |  |  |  |  |  | 100% |
| 2 | Purchase of other fish |  |  |  |  |  |  | 100% |
| 6 | Packaging, materials, supplies and freight |  |  |  |  |  |  | 100% |
| 7 | Transportation, freight |  |  |  |  |  |  |  |
| 8 | Energy, utilities and waste disposal |  |  |  |  |  |  | 100% |
| 9 | Plant repair and maintenance [annualized] |  |  |  |  |  |  | 100% |
| 10 | Management and license fees, fish taxes and landings tariffs |  |  |  |  |  |  | 100% |
| 11 | Insurance |  |  |  |  |  |  | 100% |
| 12 | Purchase or lease of quota |  |  |  |  |  |  | 100% |
| 13 | Other business expenses |  |  |  |  |  |  | 100% |

**Section E: Comments**

Please provide any preliminary comments you may have on the changes to your activities in 2020 season due to the COVID-19 outbreak. Please also comment on what long-term effects do you expect this situation will have on your business.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Please provide any comments you may have on this survey in the space provided below.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_