

Cost, Earnings and Employment Survey

for

Pollock Shoreside Processors

Plant Name: {provide info we have}
Owner: {provide info we have}

Notwithstanding any other provision of the law, no person is required to respond to, nor shall any person be subject 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.

The OMB Control Number for this survey is 0648-0369 and expires 4/30/2002.

While this is a voluntary survey, this information is needed to respond to requirements of the Magnuson-Stevens Fishery Conservation and Management Act. In accordance with Section 402(b), the Regulatory Flexibility Act and NOAA Administrative Order 216-100, "Confidentiality of Fishery Statistics", any information submitted to NMFS by any person in response to this survey shall be considered confidential and shall not be disclosed except to: (1) federal employees and council employees who are responsible for fishery management plan development and monitoring; (2) state employees pursuant to an agreement with the Secretary of Commerce that prevents public disclosure of this information; or (3) when required by court order.

Public burden for this collection of information is estimated at 5 hours per survey, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing the questionnaires. Send comments regarding this burden estimate or any other aspect of this data collection, including suggestion for reducing the burden, to Dan Holland, NMFS, Alaska Fisheries Science Center, National Marine Fisheries Service, 7600 Sand Point Way NE, Bldg. 4, Seattle, WA 98115.

Instructions for Completing Questionnaires

These questionnaires are designed to collect information on individual plants even if the plant is part of a larger company. The intent is to enable NMFS to evaluate each plant as a stand-alone entity. If this plant is part of a larger company with multiple plants or other operations we request that you report only costs and revenues that are allocated to this plant. These questionnaires also attempt to collect information that will enable NMFS to evaluate the economic performance of individual plants and the industry on a fishery-by-fishery basis. Consequently the questionnaires request a breakdown of revenues and some expenditures on a fishery-by-fishery basis.

This survey instrument is divided into three separate questionnaires. The first questionnaire requests current information about the plant and the company that operates it. NMFS already maintains some of this data. The data NMFS has on record is listed and you are asked to verify or correct that information.

Also included are two separate fiscal year Cost, Earnings and Employment questionnaires: one for the plant's 1998 fiscal year and one for the plant's 1997 fiscal year. These questionnaires are identical except for the dates, and each is divided into four sections. Section 1 requests information about additional characteristics of the plant that may change from year to year. Section 2 requests information about the revenues generated by the plant on a fishery-by-fishery basis and in total. Section 3 requests information about the plant's expenditures (both capital expenditures and expenses). We ask that you separate out capital expenditures from expenses following the same procedure you use for tax accounting purposes so that the total expenses listed in the questionnaire will be in accord with your own financial records. For both capital expenditures and expenses we request the total expenditures for the fiscal year. For certain categories of expenses, which can clearly be tied to particular fisheries, we also request a more detailed breakdown of expenses. Section 4 requests information about employment. This includes information on number of employees, average shift length and the payment system for processing employees.

If you would like an additional copy of the questionnaires please let us know (contact information is on the last page of the questionnaire booklet). They can also be downloaded from the Pacific States Marine Fishery Commission's web site at:

<http://www.psmfc.org/efin/surveys/survey.html#99AKPollock>

Please return the questionnaires to the following address:

**Alaska Fisheries Science Center
Cost, Earnings and Employment Survey
Attn: Dan Holland
7600 Sand Point Way NE.
Building 4
Seattle, WA 98115**

3. Please verify or correct the following information about this plant.

If all of the information in the table below is correct, please check () this box .

Item	(1) Information on Record	(2) CORRECTIONS or ADDITIONS
a. Federal Plant ID	[provide info we have]	
b. State Plant ID	[provide info we have]	
c. Year Built	[provide info we have]	
d. Year Started Processing BSAI groundfish	[provide info we have]	

4. What was the most recent survey value, rounded to the nearest 100 dollars, of the plant and equipment (fair market value)?

US \$ _____ SURVEY VALUE (FAIR MARKET VALUE)

4a. What was the date (mm/dd/yy) of this plant's last value survey?

____/____/____ DATE OF LAST VALUE SURVEY
mm dd yy

4b. Did the survey value above reflect the value of processing equipment in the plant at the time of the value survey?

1 YES

2 NO

Fiscal Year 1998 Questionnaire

All of the following questions pertain to the plant's fiscal year

Section 1: Plant Characteristics in Fiscal Year 1998

1.1 During the 1998 fiscal year Pollock B Season, what was the maximum number of pounds of pollock this plant could process in a 7 day week (rounded to the nearest 100 pounds)?

_____ POUNDS OF POLLOCK (ROUND WEIGHT) COULD PROCESS
IN A SEVEN DAY WEEK (168 HOURS)

Assume:

- only machinery and equipment plant had **in place ready to operate**
- **normal** downtime
- the **same product mix** as in the 1998 fiscal year Pollock B Season
- number of shifts and processing hours per day that can be sustained under normal conditions and a realistic work schedule
- availability of materials and raw fish **are not** limiting factors

1.2 What was the insured value, rounded to the nearest 100 dollars, of this plant in fiscal year 1998 (plant, machinery, processing equipment and increased value)?

US \$ _____ 1998 INSURED VALUE

1.3 Please indicate the number of fillet machines this plant had in place at the beginning of the 1998 fiscal year for each type listed below (including machines used on surimi lines).

NUMBER

a. **Baader** Fillet Machines _____

b. **Toyo** Fillet Machines _____

c. **All Other** Fillet Machines _____

1.4 How much freezer storage space (measured in pounds of product) did the plant have at the beginning of fiscal year 1998 (rounded to nearest 100 pounds)?

_____ POUNDS OF FROZEN PRODUCT STORAGE

1.5 For each of the following activities please give the plant's average fuel and/or electricity consumption per hour in fiscal 1998. For electricity produced by the plant enter fuel used by generators rather than kilowatts of electricity. If not applicable write "NA".

ACTIVITIES	(1) GALLONS OF FUEL PER HOUR	(2) KILOWATTS OF ELECTRICITY PER HOUR
a. Processing pollock and crab		
b. Processing pollock but not crab		
c. Processing crab but not pollock		
d. Processing fish but not pollock or crab		
e. Plant idle		

Section 2: Fiscal 1998 Revenues

2.1 For each species and product category listed in the tables below, please give for fiscal year 1998: (1) the **Quantity of Product Sold** (including inventory sales from product produced in previous years); (2) the **Sales Revenue** received from product sales; and (3) the **Sales Cost Incurred** for non-FOB sales (e.g., freight, storage, broker fees, etc.). If the product grades do not match those produced by this plant, assign product sales to the most similar of the grades listed. Round quantities to the nearest 100 pounds, and round revenues and sales costs to the nearest 100 dollars.

I. Pollock sales

BSAI & GOA POLLOCK	(1) QUANTITY SOLD in fiscal 1998 including inventory sales (LBS)	(2) SALES REVENUE in fiscal 1998 including inventory sales (actual invoice amounts) (US \$)	(3) SALES COSTS for non-FOB sales (e.g., freight, storage, broker fees, etc.) (US \$)
a. Surimi - SA			
b. Surimi - FA			
c. Surimi - A			
d. Surimi - KA			
e. Surimi - RA			
f. Surimi - B			
g. Surimi - other grades			
h. Roe - Mako			
i. Roe - Kireko			
j. Roe - Mizuko			
k. Roe - other grades			
l. Fillets - deep skin			
m. Fillets – other			
n. Mince			
o. Salted			
p. Fish Oil			
q. Fish Meal			
r. Other Pollock Products			

(QUESTION CONTINUES ON THE NEXT PAGE)

II. Pacific cod sales

PACIFIC COD	(1) QUANTITY SOLD in fiscal 1998 including inventory sales (LBS)	(2) SALES REVENUE in fiscal 1998 including inventory sales (actual invoice amounts) (US \$)	(3) SALES COSTS for non-FOB sales (e.g., freight, storage, broker fees, etc.) (US \$)
a. Fillets			
b. H&G			
c. Surimi			
d. Roe			
e. Salted			
f. Fish Meal			
g. Other Pacific Cod Products			

III. Yellowfin sole sales

YELLOWFIN	(1) QUANTITY SOLD in fiscal 1998 including inventory sales (LBS)	(2) SALES REVENUE in fiscal 1998 including inventory sales (actual invoice amounts) (US \$)	(3) SALES COSTS for non-FOB sales (e.g., freight, storage, broker fees, etc.) (US \$)
a. Round			
b. H&G			
c. Fish Meal			
d. Other Yellowfin Products			

(QUESTION CONTINUES ON THE NEXT PAGE)

IV. Sales from other fisheries

ALL OTHER FISHERIES	(1) QUANTITY SOLD in fiscal 1998 including inventory sales (LBS)	(2) SALES REVENUE in fiscal 1998 including inventory sales (actual invoice amounts) (US \$)	(3) SALES COSTS for non-FOB sales (e.g., freight, storage, broker fees, etc.) (US \$)
a. Other AK Groundfish			
b. Halibut			
c. Sablefish			
d. King Crab			
e. Opilio Crab			
f. Salmon			
g. Other US Fisheries			
h. Other Foreign Fisheries			

2.2 Please provide the totals from question 2.1: I, II, III, and IV of (1) the product QUANTITY SOLD for all products; (2) the SALES REVENUE from product sales; and (3) the SALES COST for non-FOB sales.

ALL FISHERIES	(1) QUANTITY SOLD in fiscal 1998 including inventory sales (LBS)	(2) SALES REVENUE in fiscal 1998 including inventory sales (actual invoice amounts) (US \$)	(3) SALES COSTS for non-FOB sales (e.g., freight, storage, broker fees, etc.) (US \$)
Total of all products			

2.3 Please give the total amount of revenue received from each of the following categories for fiscal year 1998 (rounded to the nearest 100 dollars).

REVENUE CATEGORY	(US\$)
a. Total fishery product sales revenue <i>(from question 2.2 column (2) above)</i>	
b. Income derived from lease of fishery permits or processing rights normally associated with this plant	
c. All other income derived from plant operations (e.g., sale of surplus power, etc.)	
D. TOTAL FISCAL 1998 REVENUE FROM OPERATIONS <i>(total lines a., b. and c.)</i>	

2.4 Please give the number of days in fiscal 1998 that the plant was idle.

_____ DAYS IDLE

2.5 Please give this plant's product recovery rate (product weight divided by round weight) for the following products during fiscal 1998 seasons. If not applicable write "NA".

PRODUCT	(1) POLLOCK (JAN- APRIL)	(2) POLLOCK (MAY-DEC)
a. Surimi		
b. Deep skin fillets		
c. Other fillets		

Section 3: Fiscal 1998 Expenditures and Materials Usage

Capital Expenditures

3.1 Please give the fiscal year 1998 **capital expenditures** associated with each of the following categories for this plant. Round all answers to the nearest 100 dollars.

CAPITAL EXPENDITURE CATEGORY	TOTAL CAPITALIZED EXPENDITURE (US \$)
a. Expenditures on processing equipment	
b. Expenditures on plant other than processing equipment	
c. Other capital expenditures related to plant operations	
D. TOTAL 1998 CAPITAL EXPENDITURES <i>(total lines a. through c.)</i>	

Expenses

3.2 Please give the total round weight and cost of fish purchased by target fishery in fiscal year 1998. Two rows are provided for each groundfish target fishery. In the first row, provide the pounds purchased and total expenditures for the target species. In the second row, provide the total pounds purchased and expenditures for the non-target species purchased during that fishery. Please do not include CDQ royalties or landing taxes in fish costs.

TARGET FISHERY AND SEASON	SPECIES	(1) POUNDS PURCHASED (round weight)	(2) FISCAL 1998 EXPENDITURES (US \$)
a. BSAI Pollock (JAN - APRIL)	1. Pollock		
	2. All other species		
b. BSAI Pollock (MAY - DEC)	1. Pollock		
	2. All other species		
c. GOA Pollock	1. Pollock		
	2. All other species		
d. BSAI Pacific Cod	1. Pacific Cod		
	2. All other species		
e. GOA Pacific Cod	1. Pacific Cod		
	2. All other species		
f. BSAI Yellowfin Sole	1. Yellowfin Sole		
	2. All other species		
g. Other AK Groundfish	1. All species		
h. King Crab	1. All species		
i. Opilio Crab	1. All species		
j. Pacific Halibut	1. All species		
k. Sablefish	1. All species		
l. Salmon	1. All species		
m. All Other Fisheries	1. All species		
N. TOTAL: ALL FISHERIES AND SPECIES (total lines a. through m.)			

(PLEASE CONTINUE WITH QUESTION 3.3 ON NEXT PAGE)

3.3 For each expense category, please provide the total 1998 fiscal year expenditure and the expenditure attributable to each fishery and season. If you do not maintain an expenditure category for all of the fisheries listed, please record the expenditures for any fisheries that are tracked separately and record the annual total in column (1). Round all answers to the nearest 100 dollars.

EXPENSE CATEGORY	(1) TOTAL EXPENDITURES for 1998 FISCAL YEAR (US \$)	TOTAL EXPENDITURES BY FISHERY AND SEASON (US \$)		
		(2) BSAI & GOA POLLOCK JAN-APR	(3) BSAI & GOA POLLOCK MAY-DEC	(4) BSAI & GOA PACIFIC COD
a. CDQ royalties				
b. Fisheries landings taxes				
c. Observer fees				
d. Technicians (in plant)				
e. Processing labor expenses (including bonuses and payroll taxes but excluding benefits and insurance)				
f. Labor expenses for all other employees working at the plant including house keeping and mess employees. Include bonuses and payroll taxes but exclude benefits/insurance.				
g. Employee housing and food (excluding labor costs)				
h. Fuel and lube				
i. Electricity (purchased, not produced by plant)				
j. Water				
k. Product additives				
l. Product packaging materials				
M. TOTAL (lines a. through l.)				

(QUESTION CONTINUES ON FACING PAGE)

3.3 Continued from previous page

TOTAL EXPENDITURES BY FISHERY AND SEASON (US \$)					
(5)	(6)	(7)	(8)	(9)	(10)
BSAI YELLOWFIN SOLE	KING CRAB	OPILIO CRAB	HALIBUT & SABLEFISH	SALMON	ALL OTHER FISHERIES
a.					
b.					
c.					
d.					
e.					
f.					
g.					
h.					
i.					
j.					
k.					
l.					

3.4 In the table below, please provide the total fiscal year 1998 expenses (before income tax) associated with the following categories. Do not include expenditures that were capitalized and listed in question 3.1. Round all answers to the nearest 100 dollars.

EXPENSE CATEGORY	TOTAL 1998 FISCAL YEAR EXPENSE (US \$)
a. Total fish purchases (enter amount from question 3.2, line N, column (2)).	
b. Total amount of expenses from question 3.3, line M, column (1).	
c. Sales cost for non-FOB sales (enter amount from question 2.2, column (3))	
d. Freight and storage cost other than for products (e.g., equipment, supplies, etc.)	
e. Lease expenses for this plant and all associated equipment	
f. Repair and maintenance expenses for plant and processing equipment (including purchases of parts and equipment that were expensed in fiscal year 1998)	
g. Insurance (plant insurance, workman's compensation, and other insurance associated with the operation of this plant)	
h. Recruitment, travel, benefits and other employee related costs (excluding food and provisions and other employee costs already provided in question 3.3 f. and 3.3 g.	
i. Waste disposal or treatment	
j. General and Administrative (including professional services and management fees)	
k. Interest payments	
l. Depreciation and Amortization	
m. All other expenses not included in this table (excluding capitalized expenditures)	
N. TOTAL 1998 FISCAL YEAR EXPENSES <i>(total lines a. through m.)</i>	

3.5 Were any goods or services provided to this plant in 1998 that were not charged as an expense to this plant (e.g., costs of general and administrative services from a parent or other company that were not allocated to this plant)? (*Circle one number*)

- 1 YES
- 2 NO

3.6 Do the expenses listed in question 3.4 include goods or services provided to other entities besides this plant? (*Circle one number*)

- 1 YES
- 2 NO

3.7 Please provide the quantity of petroleum fuel used and kilowatt hours of power purchased (not generated at plant) in fiscal year 1998 for each fishery listed in the table below. If you do not track the quantity of fuel or power for each target fishery, record the annual total amount of fuel used and power purchased as well as the quantity used in any fisheries that are tracked separately. If there is a fishery listed that you did not participate in, please write "N/A". Round all answers to the nearest 100 gallons or 100 kilowatts.

FISHERY	(1) GALLONS OF PETROLEUM FUEL USED	(2) KILOWATT HOURS OF POWER PURCHASED
a. BSAI & GOA Pollock (Jan-Apr)		
b. BSAI & GOA Pollock (May-Dec)		
c. BSAI & GOA Pacific Cod		
d. BSAI Yellowfin Sole		
e. King Crab		
f. Opilio Crab		
g. Halibut and Sablefish		
h. Salmon		
i. Other		
J. TOTAL FOR 1998 FISCAL YEAR		

3.8 Please indicate the number of pounds of surimi additives used in each fishery season and the average price paid during fiscal year 1998. If not applicable, please write "N/A". Round all answers to the nearest 100 pounds.

ADDITIVE	(1) POUNDS USED IN POLLOCK SURIMI (JAN - APR)	(2) POUNDS USED IN POLLOCK SURIMI (MAY - DEC)	(3) AVERAGE PRICE PAID PER POUND FISCAL YEAR 1998
a. Sorbital			
b. Sugar			
c. Polyphosphate			
d. Pre-mixed Cryo Protectant			
e. Other (specify) _____			

Section 4: Fiscal 1998 Labor

4.1 For each target fishery in which the plant was active during the 1998 fiscal year, please provide the average number of processing positions engaged in processing that species and the average number of all other non-processing positions at the plant and its supporting facilities (i.e., mess and housing) during that fishery.

TARGET FISHERY AND SEASON	(1) AVERAGE NUMBER OF PROCESSING POSITIONS	(2) AVERAGE NUMBER OF ALL OTHER PLANT POSITIONS
a. BSAI & GOA Pollock (Jan - Apr)		
b. BSAI & GOA Pollock (May - Dec)		
c. BSAI & GOA Pacific Cod		
d. BSAI Yellowfin Sole		
e. King Crab		
f. Opilio Crab		
g. Halibut and Sablefish		
h. Salmon		

4.2. On average, how many hours per day did a typical processing line employee work during each of the following fisheries in fiscal year 1998?

	LINE WORKER HOURS PER DAY
a. Processing Pollock (JAN - APR)	_____
b. Processing Pollock (MAY - DEC)	_____
c. Processing Pacific Cod	_____
d. Processing Yellowfin Sole	_____
e. Processing King Crab	_____
f. Processing Opilio Crab	_____
g. Processing Halibut and Sablefish.....	_____
h. Processing Salmon	_____

4.3 Did the plant use a revenue share or piecework system to pay processing employees in fiscal year 1998? (Circle one number for each)

	YES	NO
a. To pay <u>some</u> processing employees.....	1	2
b. To pay <u>all</u> processing employees.....	1	2

End of 1998 Questionnaire.

Please go to the 1997 Questionnaire.

Fiscal Year 1997 Questionnaire

All of the following questions pertain to the plant's fiscal year

Section 1: Plant Characteristics in Fiscal Year 1997

1.1 During the 1997 fiscal year Pollock B Season, what was the maximum number of pounds of pollock this plant could process in a 7 day week (rounded to the nearest 100 pounds)?

_____ POUNDS OF POLLOCK (ROUND WEIGHT) COULD PROCESS
IN A SEVEN DAY WEEK (168 HOURS)

Assume:

- only machinery and equipment plant had **in place ready to operate**
- **normal** downtime
- the **same product mix** as in the 1997 fiscal year Pollock B Season
- number of shifts and processing hours per day that can be sustained under normal conditions and a realistic work schedule
- availability of materials and raw fish **are not** limiting factors

1.2 What was the insured value, rounded to the nearest 100 dollars, of this plant in fiscal year 1997 (plant, machinery, processing equipment and increased value)?

US \$ _____ 1997 INSURED VALUE

1.3 Please indicate the number of fillet machines this plant had in place at the beginning of the 1997 fiscal year for each type listed below (including machines used on surimi lines).

NUMBER

a. **Baader** Fillet Machines _____

b. **Toyo** Fillet Machines _____

c. **All Other** Fillet Machines _____

1.4 How much freezer storage space (measured in pounds of product) did the plant have at the beginning of fiscal year 1997 (rounded to nearest 100 pounds)?

_____ POUNDS OF FROZEN PRODUCT STORAGE

1.5 For each of the following activities please give the plant's average fuel and/or electricity consumption per hour in fiscal 1997. For electricity produced by the plant enter fuel used by generators rather than kilowatts of electricity. If not applicable write "NA".

ACTIVITIES	(1) GALLONS OF FUEL PER HOUR	(2) KILOWATTS OF ELECTRICITY PER HOUR
a. Processing pollock and crab		
b. Processing pollock but not crab		
c. Processing crab but not pollock		
d. Processing fish but not pollock or crab		
e. Plant idle		

Section 2: Fiscal 1997 Revenues

2.1 For each species and product category listed in the tables below, please give for fiscal year 1997: (1) the **Quantity of Product Sold** (including inventory sales from product produced in previous years); (2) the **Sales Revenue** received from product sales; and (3) the **Sales Cost Incurred** for non-FOB sales (e.g., freight, storage, broker fees, etc.). If the product grades do not match those produced by this plant, assign product sales to the most similar of the grades listed. Round quantities to the nearest 100 pounds, and round revenues and sales costs to the nearest 100 dollars.

I. Pollock sales

BSAI & GOA POLLOCK	(1) QUANTITY SOLD in fiscal 1997 including inventory sales (LBS)	(2) SALES REVENUE in fiscal 1997 including inventory sales (actual invoice amounts) (US \$)	(3) SALES COSTS for non-FOB sales (e.g., freight, storage, broker fees, etc.) (US \$)
a. Surimi - SA			
b. Surimi - FA			
c. Surimi - A			
d. Surimi - KA			
e. Surimi - RA			
f. Surimi - B			
g. Surimi - other grades			
h. Roe - Mako			
i. Roe - Kireko			
j. Roe - Mizuko			
k. Roe - other grades			
l. Fillets - deep skin			
m. Fillets – other			
n. Mince			
o. Salted			
p. Fish Oil			
q. Fish Meal			
r. Other Pollock Products			

(QUESTION CONTINUES ON THE NEXT PAGE)

II. Pacific cod sales

PACIFIC COD	(1) QUANTITY SOLD in fiscal 1997 including inventory sales (LBS)	(2) SALES REVENUE in fiscal 1997 including inventory sales (actual invoice amounts) (US \$)	(3) SALES COSTS for non-FOB sales (e.g., freight, storage, broker fees, etc.) (US \$)
a. Fillets			
b. H&G			
c. Surimi			
d. Roe			
e. Salted			
f. Fish Meal			
g. Other Pacific Cod Products			

III. Yellowfin sole sales

YELLOWFIN	(1) QUANTITY SOLD in fiscal 1997 including inventory sales (LBS)	(2) SALES REVENUE in fiscal 1997 including inventory sales (actual invoice amounts) (US \$)	(3) SALES COSTS for non-FOB sales (e.g., freight, storage, broker fees, etc.) (US \$)
a. Round			
b. H&G			
c. Fish Meal			
d. Other Yellowfin Products			

(QUESTION CONTINUES ON THE NEXT PAGE)

IV. Sales from other fisheries

ALL OTHER FISHERIES	(1) QUANTITY SOLD in fiscal 1997 including inventory sales (LBS)	(2) SALES REVENUE in fiscal 1997 including inventory sales (actual invoice amounts) (US \$)	(3) SALES COSTS for non-FOB sales (e.g., freight, storage, broker fees, etc.) (US \$)
a. Other AK Groundfish			
b. Halibut			
c. Sablefish			
d. King Crab			
e. Opilio Crab			
f. Salmon			
g. Other US Fisheries			
h. Other Foreign Fisheries			

2.2 Please provide the totals from question 2.1: I, II, III, and IV of (1) the product QUANTITY SOLD for all products; (2) the SALES REVENUE from product sales; and (3) the SALES COST for non-FOB sales.

ALL FISHERIES	(1) QUANTITY SOLD in fiscal 1997 including inventory sales (LBS)	(2) SALES REVENUE in fiscal 1997 including inventory sales (actual invoice amounts) (US \$)	(3) SALES COSTS for non-FOB sales (e.g., freight, storage, broker fees, etc.) (US \$)
Total of all products			

2.3 Please give the total amount of revenue received from each of the following categories for fiscal year 1997 (rounded to the nearest 100 dollars).

REVENUE CATEGORY	(US\$)
a. Total fishery product sales revenue <i>(from question 2.2 column (2) above)</i>	
b. Income derived from lease of fishery permits or processing rights normally associated with this plant	
c. All other income derived from plant operations (e.g., sale of surplus power, etc.)	
D. TOTAL FISCAL 1997 REVENUE FROM OPERATIONS <i>(total lines a., b. and c.)</i>	

2.4 Please give the number of days in fiscal 1997 that the plant was idle.

_____ DAYS IDLE

2.5 Please give this plant's product recovery rate (product weight divided by round weight) for the following products during fiscal 1997 seasons. If not applicable write "NA".

PRODUCT	(1) POLLOCK (JAN- APRIL)	(2) POLLOCK (MAY-DEC)
a. Surimi		
b. Deep skin fillets		
c. Other fillets		

Section 3: Fiscal 1997 Expenditures and Materials Usage

Capital Expenditures

3.1 Please give the fiscal year 1997 **capital expenditures** associated with each of the following categories for this plant. Round all answers to the nearest 100 dollars.

CAPITAL EXPENDITURE CATEGORY	TOTAL CAPITALIZED EXPENDITURE (US \$)
a. Expenditures on processing equipment	
b. Expenditures on plant other than processing equipment	
c. Other capital expenditures related to plant operations	
D. TOTAL 1997 CAPITAL EXPENDITURES <i>(total lines a. through c.)</i>	

Expenses

3.2 Please give the total round weight and cost of fish purchased by target fishery in fiscal year 1997. Two rows are provided for each groundfish target fishery. In the first row, provide the pounds purchased and total expenditures for the target species. In the second row, provide the total pounds purchased and expenditures for the non-target species purchased during that fishery. Please do not include CDQ royalties or landing taxes in fish costs.

TARGET FISHERY AND SEASON	SPECIES	(1) POUNDS PURCHASED (round weight)	(2) FISCAL 1997 EXPENDITURES (US \$)
a. BSAI Pollock (JAN - APRIL)	1. Pollock		
	2. All other species		
b. BSAI Pollock (MAY - DEC)	1. Pollock		
	2. All other species		
c. GOA Pollock	1. Pollock		
	2. All other species		
d. BSAI Pacific Cod	1. Pacific Cod		
	2. All other species		
e. GOA Pacific Cod	1. Pacific Cod		
	2. All other species		
f. BSAI Yellowfin Sole	1. Yellowfin Sole		
	2. All other species		
g. Other AK Groundfish	1. All species		
h. King Crab	1. All species		
i. Opilio Crab	1. All species		
j. Pacific Halibut	1. All species		
k. Sablefish	1. All species		
l. Salmon	1. All species		
m. All Other Fisheries	1. All species		
N. TOTAL: ALL FISHERIES AND SPECIES <i>(total lines a. through m.)</i>			

(PLEASE CONTINUE WITH QUESTION 3.3 ON NEXT PAGE)

3.3 For each expense category, please provide the total 1997 fiscal year expenditure and the expenditure attributable to each fishery and season. If you do not maintain an expenditure category for all of the fisheries listed, please record the expenditures for any fisheries that are tracked separately and record the annual total in column (1). Round all answers to the nearest 100 dollars.

EXPENSE CATEGORY	(1) TOTAL EXPENDITURES for 1997 FISCAL YEAR (US \$)	TOTAL EXPENDITURES BY FISHERY AND SEASON (US \$)		
		(2) BSAI & GOA POLLOCK JAN-APR	(3) BSAI & GOA POLLOCK MAY-DEC	(4) BSAI & GOA PACIFIC COD
a. CDQ royalties				
b. Fisheries landings taxes				
c. Observer fees				
d. Technicians (in plant)				
e. Processing labor expenses (including bonuses and payroll taxes but excluding benefits and insurance)				
f. Labor expenses for all other employees working at the plant including house keeping and mess employees. Include bonuses and payroll taxes but exclude benefits/insurance.				
g. Employee housing and food (excluding labor costs)				
h. Fuel and lube				
i. Electricity (purchased, not produced by plant)				
j. Water				
k. Product additives				
l. Product packaging materials				
M. TOTAL (lines a. through l.)				

(QUESTION CONTINUES ON FACING PAGE)

3.3 Continued from previous page

TOTAL EXPENDITURES BY FISHERY AND SEASON (US \$)					
(5)	(6)	(7)	(8)	(9)	(10)
BSAI YELLOWFIN SOLE	KING CRAB	OPILIO CRAB	HALIBUT & SABLEFISH	SALMON	ALL OTHER FISHERIES
a.					
b.					
c.					
d.					
e.					
f.					
g.					
h.					
i.					
j.					
k.					
l.					

3.4 In the table below, please provide the total fiscal year 1997 expenses (before income tax) associated with the following categories. Do not include expenditures that were capitalized and listed in question 3.1. Round all answers to the nearest 100 dollars.

EXPENSE CATEGORY	TOTAL 1997 FISCAL YEAR EXPENSE (US \$)
a. Total fish purchases (enter amount from question 3.2, line N, column (2)).	
b. Total amount of expenses from question 3.3, line M, column (1).	
c. Sales cost for non-FOB sales (enter amount from question 2.2, column (3))	
d. Freight and storage cost other than for products (e.g., equipment, supplies, etc.)	
e. Lease expenses for this plant and all associated equipment	
f. Repair and maintenance expenses for plant and processing equipment (including purchases of parts and equipment that were expensed in fiscal year 1997)	
g. Insurance (plant insurance, workman's compensation, and other insurance associated with the operation of this plant)	
h. Recruitment, travel, benefits and other employee related costs (excluding food and provisions and other employee costs already provided in question 3.3 f. and 3.3 g.	
i. Waste disposal or treatment	
j. General and Administrative (including professional services and management fees)	
k. Interest payments	
l. Depreciation and Amortization	
m. All other expenses not included in this table (excluding capitalized expenditures)	
N. TOTAL 1997 FISCAL YEAR EXPENSES <i>(total lines a. through m.)</i>	

3.5 Were any goods or services provided to this plant in 1997 that were not charged as an expense to this plant (e.g., costs of general and administrative services from a parent or other company that were not allocated to this plant)? *(Circle one number)*

- 1 YES
- 2 NO

3.6 Do the expenses listed in question 3.4 include goods or services provided to other entities besides this plant? *(Circle one number)*

- 1 YES
- 2 NO

3.7 Please provide the quantity of petroleum fuel used and kilowatt hours of power purchased (not generated at plant) in fiscal year 1997 for each fishery listed in the table below. If you do not track the quantity of fuel or power for each target fishery, record the annual total amount of fuel used and power purchased as well as the quantity used in any fisheries that are tracked separately. If there is a fishery listed that you did not participate in, please write "N/A". Round all answers to the nearest 100 gallons or 100 kilowatts.

FISHERY	(1) GALLONS OF PETROLEUM FUEL USED	(2) KILOWATT HOURS OF POWER PURCHASED
a. BSAI & GOA Pollock (Jan-Apr)		
b. BSAI & GOA Pollock (May-Dec)		
c. BSAI & GOA Pacific Cod		
d. BSAI Yellowfin Sole		
e. King Crab		
f. Opilio Crab		
g. Halibut and Sablefish		
h. Salmon		
i. Other		
J. TOTAL FOR 1997 FISCAL YEAR		

3.8 Please indicate the number of pounds of surimi additives used in each fishery season and the average price paid during fiscal year 1997. If not applicable, please write "N/A". Round all answers to the nearest 100 pounds.

ADDITIVE	(1) POUNDS USED IN POLLOCK SURIMI (JAN - APR)	(2) POUNDS USED IN POLLOCK SURIMI (MAY - DEC)	(3) AVERAGE PRICE PAID PER POUND FISCAL YEAR 1997
a. Sorbital			
b. Sugar			
c. Polyphosphate			
d. Pre-mixed Cryo Protectant			
e. Other (specify) _____			

Section 4: Fiscal 1997 Labor

4.1 For each target fishery in which the plant was active during the 1997 fiscal year, please provide the average number of processing positions engaged in processing that species and the average number of all other non-processing positions at the plant and its supporting facilities (i.e., mess and housing) during that fishery.

TARGET FISHERY AND SEASON	(1) AVERAGE NUMBER OF PROCESSING POSITIONS	(2) AVERAGE NUMBER OF ALL OTHER PLANT POSITIONS
a. BSAI & GOA Pollock (Jan - Apr)		
b. BSAI & GOA Pollock (May - Dec)		
c. BSAI & GOA Pacific Cod		
d. BSAI Yellowfin Sole		
e. King Crab		
f. Opilio Crab		
g. Halibut and Sablefish		
h. Salmon		

4.2. On average, how many hours per day did a typical processing line employee work during each of the following fisheries in fiscal year 1997?

	LINE WORKER HOURS PER DAY
a. Processing Pollock (JAN - APR)	_____
b. Processing Pollock (MAY - DEC)	_____
c. Processing Pacific Cod	_____
d. Processing Yellowfin Sole	_____
e. Processing King Crab	_____
f. Processing Opilio Crab	_____
g. Processing Halibut and Sablefish.....	_____
h. Processing Salmon	_____

4.3 Did the plant use a revenue share or piecework system to pay processing employees in fiscal year 1997? (Circle one number for each)

	YES	NO
a. To pay <u>some</u> processing employees.....	1	2
b. To pay <u>all</u> processing employees.....	1	2

Thank you for your time and cooperation. To help us collect this information in the future more easily and effectively, please provide comments about the survey here or on a separate sheet.

If you have questions about the survey and would like to talk to us directly, please call 206-526-4114 (Dan) or 206-526-4252 (Todd). We can also be reached via e-mail at dan.holland@noaa.gov or todd.lee@noaa.gov, or by mail at:

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**Thank you,
Dan Holland and Todd Lee**