

Economic Indicators  
for the Spencer Gulf and  
West Coast Prawn Fisheries  
2007/08

A report prepared for  
Primary Industries and Resources South Australia

Prepared by



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## Abbreviations

ABARE	Australian Bureau of Agricultural and Resource Economics
ABS	Australian Bureau of Statistics
CPI	consumer price index
FRDC	Fisheries Research and Development Corporation
fte	full time equivalent
GDP	gross domestic product
GRP	gross regional product
GSP	gross state product
GVP	gross value of production
PIRSA	Primary Industries and Resources South Australia
RBA	Reserve Bank of Australia
R&M	repairs and maintenance
SA	South Australia
SARDI	South Australian Research and Development Institute
SFM	Sydney Fish Market

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## 1. Introduction

All the major fisheries in South Australia (SA) operate in accordance with fishery management plans that determine the primary management objectives of the fishery. Economic performance indicators are a feature of these plans and reports on them are required for the Minister for Agriculture, Food and Fisheries to meet the obligations of section 7 of the *Fisheries Management Act 2007*.

This report is the eleventh annual economic indicators report for the Spencer Gulf and West Coast prawn fisheries. The first report, prepared for 1997/98, entitled *Economic Indicators for the Spencer Gulf and West Coast Prawn Fishery 1997/98*, (EconSearch 1999), reported on the results of an initial economic survey of the two fisheries. The second and third annual reports, prepared for 1998/99 and 1999/00 respectively, provided an update of the 1997/98 economic indicators (EconSearch 2000 and 2001). The fourth annual report outlined the fisheries economic performance based on the results of an additional survey of licence holders (EconSearch 2002). The fifth to seventh reports, prepared for 2001/02 to 2003/04, provided an update of the economic indicators based on the second survey of licence holders (EconSearch 2003, 2004 and 2005a). The eighth report, prepared for 2004/05, outlined the fisheries economic performance based on the results of a third survey of licence holders conducted in November 2005 (EconSearch 2006). The ninth and tenth reports, prepared for 2005/06 and 2006/07, provided updates of the economic indicators, based on the third licence holder survey (EconSearch 2007 and 2008a).

The objective of this report, *Economic Indicators for the Spencer Gulf and West Coast Prawn Fisheries 2007/08*, was to outline the most recent fisheries economic performance indicators based on a fourth licence holder survey conducted in November 2008.

The aim of all the studies is to present a set of economic performance indicators for the fisheries as well as to develop a consistent time series of economic information to aid management of the fisheries in future years. The economic indicators detailed in this report include:

- gross value of production (catch and price);
- the cost of management of the fisheries;
- financial performance indicators (income, costs, profit, and return on investment);
- economic impact of the fisheries, both local and state;
- economic rent;
- external factors that influence the economic condition of the fisheries;
- prawn imports into Australia;
- prawn exports from SA (quantity and value); and
- prices for prawns in domestic markets.

The economic indicators detailed in this report represent an aggregate of the Spencer Gulf and West Coast prawn fisheries. Despite significant differences between these two fisheries, for confidentiality reasons, it is not possible to report the indicators separately. For purposes of comparison, summary economic indicators for all South Australian commercial fisheries, up to 2006/07, are presented in Appendix 3.

## 2. Method of Analysis and Definition of Terms

### 2.1 Survey of Licence Holders in the Fisheries, 2007/08

The questionnaire for the November 2008 survey of licence holders was based on the previous surveys conducted in 1997/98, 2000/01 and 2004/05<sup>1</sup>. It was drafted by the consultants in consultation with the Executive Officer of the Spencer Gulf and West Coast Prawn Fishermen's association (Ms Karen Hollamby).

In October 2008, all licence holders in the fisheries were sent an introductory letter outlining the survey and encouraging them to participate. Licence holders were then contacted and face-to-face surveys were carried out. A total of 2 licence holders from the West Coast fishery and 15 from the Spencer Gulf fishery completed the survey, which represented 40 per cent of total licence holders in both fisheries in aggregate. Thus, the economic indicators for 2007/08 were survey-based estimates.

### 2.2 Definition of Terms<sup>2</sup>

**Total Boat Income (TBI):** refers to the cash receipts received by an individual firm and is expressed in dollar terms. Total boat income is calculated as catch (kg) multiplied by 'beach price' (\$/kg). Total boat income is the contribution of an individual licence holder to the GVP of a fishing sector or fishery.

**Total Boat Variable Costs:** are costs which are dependent upon the level of catch or, more commonly, the amount of time spent fishing. As catch or fishing time increases, variable costs also increase. Variable costs are measured in current dollar terms and include the following individual cost items:

- fuel, oil and grease for the boat (net of diesel fuel rebate)
- bait
- ice
- provisions
- crew payments
- fishing equipment, purchase and repairs (nets, pots, lines, etc)
- repairs & maintenance: ongoing (slipping, painting, overhaul motor)

**Boat Gross Margin:** is defined as *Total Boat Income* less *Total Boat Variable Costs*. This is a basic measure of profit which assumes that capital has no alternative use and that as fishing activity (days fished) varies there is no change in capital or fixed costs.

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<sup>1</sup> Surveys conducted in 1997/98 and 2000/01 are described in EconSearch (2005a).

<sup>2</sup> Where possible, definitions have been kept consistent with those used by Brown (1997) in ABARE's *Australian Fisheries Survey Report*.

**Total Boat Fixed Costs:** are costs that remain fixed regardless of the level of catch or the amount of time spent fishing. As such these costs, measured in current dollar terms, are likely to remain relatively constant from one year to the next. Examples of fixed cost include:

- insurance
- licence and industry fees
- office & business administration (communication, stationery, accountancy fees)
- interest on loan repayments and overdraft
- leasing

**Total Boat Cash Costs (TBCC):** defined as *Total Boat Variable Costs* plus *Total Boat Fixed Costs*

**Gross Operating Surplus: (GOS)** is defined as *Total Boat Income* less *Total Boat Cash Costs* and is expressed in current dollar terms. GOS may be used interchangeably with the term Gross Boat Profit. A GOS value of zero represents a breakeven position for the business, where TBCC equals TBCR. If GOS is a negative value the firm is operating at a cash loss and if positive the firm is making a cash profit. GOS does not include a value for owner/operator wages, unpaid family work, or depreciation.

**Owner-operator and Unpaid Family Labour:** in many fishing businesses there is a component of labour that does not draw a direct wage or salary from the business. This will generally include owner/operator labour and often also include some unpaid family labour. The value of this labour needs to be accounted which involves imputing a labour cost based on the amount of time and equivalent wages rate. In the above calculations this labour cost can be included simply as another cost so that Gross Operating Surplus takes account of this cost. Alternatively, it can be deducted from GOS to give a separate indicator called Boat Cash Income. Owner-operator and unpaid family labour is separated into variable labour (fishing and repairs and maintenance) and overhead labour (management and administration).

**Boat Cash Income:** is defined as *Gross Operating Surplus* less *imputed wages for owner-operator and unpaid family labour*.

**Boat Capital:** includes capital items that are required by the licence holder to earn the boat income. It includes boat hull, engine, electronics and other permanent fixtures and tender boats. Other capital items such as motor vehicles, sheds, cold-rooms, and jetty/moorings can be included to the extent that they are used in the fishing business. The fishing licence/permit value is included in total boat capital.

**Depreciation:** Depreciation refers to the annual reduction in the value of boat capital due to general wear and tear or the reduction in value of an item over time.

**Boat Business Profit:** is defined as *GOS* less *Depreciation* less *Owner-operator and Unpaid Family Labour*. Boat Business Profit represents a more complete picture of the actual financial status of an individual firm, compared with GOS, which represents the cash in-cash out situation only.

**Profit at Full Equity:** is calculated as *Boat Business Profit* plus *rent, interest and lease payments*. Profit at Full Equity represents the profitability of an individual licence holder, assuming the licence holder has full equity in the operation, i.e. there is no outstanding associated with the investment in boat capital. Profit at Full Equity is a useful absolute measure of the economic performance of fishing firms.

**Rate of Return to Capital:** is calculated as *Profit at Full Equity* divided by *Boat Capital* multiplied by *100*. This measure is expressed in percentage terms and is calculated for an individual licence holder. It refers to the economic return to the total investment in capital items, and is a useful relative measure of the performance of individual firms. Rate of return to capital is useful to compare the performance of various licence holders, and to compare the performance of other types of operators, and with other industries.

**Gross value of production (GVP):** refers to the value of the total annual catch for individual fisheries, fishing sectors or the fishing industry as a whole, and is measured in dollar terms. GVP, generally reported on an annual basis, is the quantity of catch for the year multiplied by the average monthly landed beach prices.

**Beach price:** refers to the price received by commercial fishers at the "port level" for their catch, and is generally expressed in terms of \$/kg. Processing costs are not included in the beach price, as processing operations are assumed to occur further along the value chain. The use of beach prices also removes the effect of transfer pricing by the firm if it is vertically integrated into the value chain.

**Cost of management services:** in a commercial fishery management services will generally include biological monitoring and reporting; policy, regulation and legislation development; compliance and enforcement services; licensing services; and research. Where a commercial fishery operates under full cost recovery, licence fees will be set to cover the cost of managing the fishery or at least the commercial sector's share of the resource.

In fisheries where there is full cost recovery, it can be assumed that the cost of providing these management services to the commercial sector will be equal to the gross receipts from licence fees in the fishery. With information on licence fee receipts, GVP, catch and the number of commercial fishers in the fishery, the following indicators can be readily calculated:

- aggregate licence fee receipts for the fishery (\$)
- licence fee/GVP (%)
- licence fee/catch (\$/kg)
- licence fee/licence holder (\$/licence holder)

### 3. Economic Indicators for the Spencer Gulf and West Coast Prawn Fisheries

#### 3.1 Gross Value of Production

Catch levels in the Spencer Gulf prawn fishery increased by less than 1 per cent between 2006/07 and 2007/08. The catch in 2007/08 was almost 5 per cent above the average catch for the 17-year period 1990/91 to 2007/08 (1,941 tonnes). The West Coast fishery reopened in 2007/08 after a closure for the 2006/07 season. Catch in the West Coast prawn fishery was 60 tonnes in 2007/08 (Table 3.1).

Table 3.1 Spencer Gulf and West Coast prawn catch and value of catch, 1990/91 to 2007/08<sup>a</sup>

Year	West Coast		Spencer Gulf		Spencer Gulf and West Coast	
	(tonnes)	(\$'000)	(tonnes)	(\$'000)	(tonnes)	(\$'000)
1990/91	184	2,113	1,767	17,879	1,951	19,992
1991/92	83	932	2,072	18,721	2,155	19,653
1992/93	0	0	1,645	19,709	1,645	19,709
1993/94	12	166	1,681	20,693	1,693	20,859
1994/95	104	1,226	1,807	21,375	1,911	22,601
1995/96	201	2,234	1,812	20,632	2,013	22,866
1996/97	166	1,833	1,647	20,389	1,813	22,222
1997/98	192	2,301	2,300	26,859	2,492	29,160
1998/99	110	1,498	2,315	33,074	2,425	34,572
1999/00	106	1,937	1,910	34,198	2,016	36,135
2000/01	81	1,490	2,522	44,518	2,603	46,008
2001/02	127	1,661	2,182	39,873	2,309	41,534
2002/03	29	538	1,479	27,681	1,508	28,219
2003/04	15	218	1,943	40,171	1,958	40,389
2004/05	21	284	1,939	31,759	1,960	32,043
2005/06	21	358	1,870	33,610	1,891	33,968
2006/07	0	0	2,024	39,386	2,024	39,386
2007/08	60	787	2,028	32,163	2,088	32,950

<sup>a</sup> The West Coast prawn fishery was closed during 1992/93 and 2006/07.

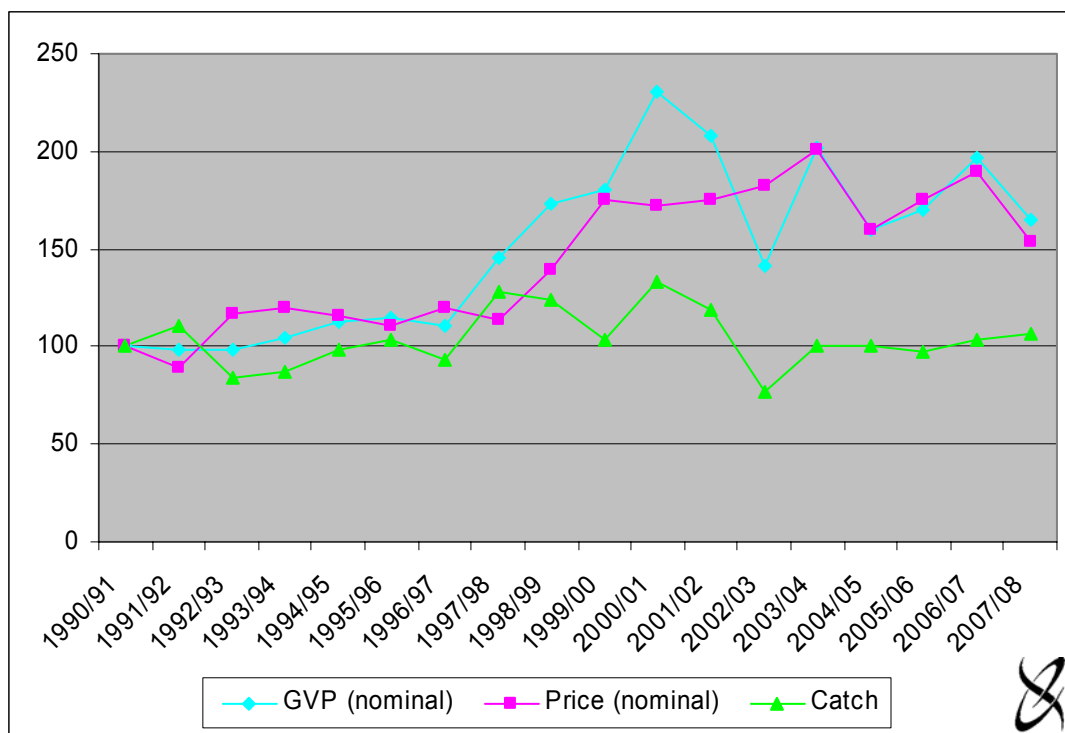
Source: SARDI Aquatic Sciences.

Table 3.1 illustrates how the values of the fisheries have changed over the period 1990/91 to 2007/08. The nominal value of the Spencer Gulf prawn fishery catch in 2007/08 was 80 per cent above that in 1990/91, despite only a 15 per cent increase in catch, accordingly, the average price of prawns in the Spencer Gulf prawn fishery increased over the 17-year period by 57 per cent in nominal terms (i.e. from \$10.12/kg in 1990/91 to \$15.86/kg in 2007/08). The nominal price fell by approximately 19 per cent in 2007/08 compared to the previous year. The nominal value of the West Coast

prawn fishery was 63 per cent below that in 1990/91 as a result of a substantial decrease in catch.

Price, catch and GVP trends for the combined Spencer Gulf and West Coast fisheries are illustrated in Figure 3.1. The value for each indicator has been converted to an index with a base year (1990/91) value set to 100. While catch in 2007/08 had changed little from that recorded in 1990/91, both price and GVP were 50 per cent higher.

Figure 3.1 GVP, price and catch indices for the Spencer Gulf and West Coast prawn fisheries (1990/91=100) <sup>a</sup>

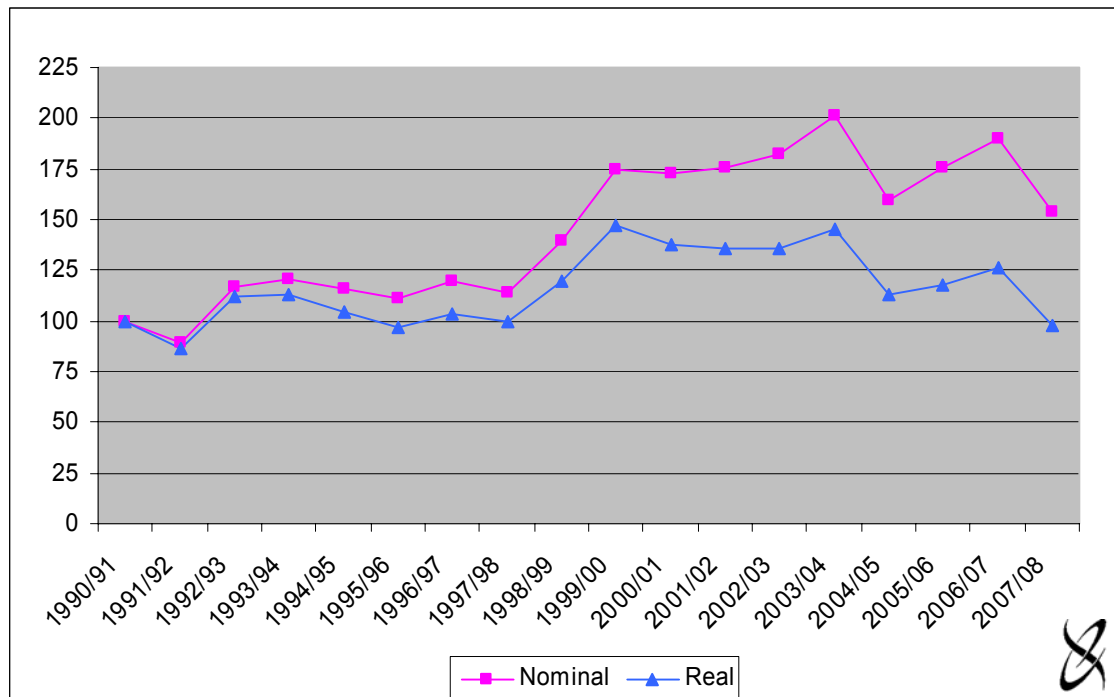


<sup>a</sup> GVP, price and catch indices are for the Spencer Gulf and West Coast fisheries in aggregate for 1990/91 to 1991/92, 1993/94 to 2005/06 and 2007/08. Zero catch and value were reported in the West Coast prawn fishery for 1992/93 and 2006/07.

Source: SARDI Aquatic Sciences.

Figure 3.2 shows that from 1990/91 to 2007/08, the 54 per cent increase in nominal price was equivalent to a 2 per cent decline in the real price of prawns. This means that the value of the prawn catch in the Spencer Gulf prawn fishery in 2007/08 was 4 per cent higher in real terms than it was in 1990/91 (65 per cent higher in nominal terms).

Figure 3.2 Price indices for the Spencer Gulf and West Coast prawn fisheries (1990/91=100) <sup>a, b</sup>



<sup>a</sup> Nominal price refers to the beach price in the current year's dollars. Real price is the nominal price adjusted for the purchasing power of money. The CPI (consumer price index) has been used to make this adjustment (ABS 2008). It enables meaningful comparison of prices between years.

<sup>b</sup> Price indices are for the Spencer Gulf and West Coast fisheries in aggregate for 1990/91 to 1991/92, 1993/94 to 2005/06 and 2007/08. Zero catch and value were reported in the West Coast prawn fishery for 1992/93 and 2006/07.

Source: SARDI Aquatic Sciences and ABS (2008).

### 3.2 Cost of Management

South Australian commercial fisheries operate under full cost recovery. Accordingly, licence fees are set to cover the cost of managing the fisheries. Management services include:

- annual reports on biological and economic indicators;
- policy and management services;
- regulatory/legislation and licensing services;
- compliance services;
- directorate services;
- extension services;
- research services, including the Fisheries Research and Development Corporation (FRDC) levy; and
- the services of various committees.

For the purpose of this analysis, the cost of providing these management services has been assumed to be equal to the gross receipts from licence fees in the fisheries (Will Zacharin, pers. comm.).

Table 3.2 shows actual licence fee receipts for the period 1996/97 to 2008/09 for each of the fisheries and an aggregate of both.

For the fisheries in aggregate, between 1996/97 and 2007/08:

- licence fees as a percentage of gross value of production decreased from 3.1 per cent in 1996/97 to 1.4 per cent in 2000/01, but have increased in subsequent years reaching 3.1 per cent in 2007/08;
- the cost of licence fees per kilogram of landed prawns fell from \$0.38 in 1996/97 to \$0.25 in 2000/01, mostly due to an increase in catch. The cost per kilogram has risen in subsequent years and was \$0.49 in 2007/08; and
- the cost per licence holder fell from \$16,536 in 1996/97 to \$14,527 in 2001/02, solely due to a decrease in aggregate licence fees. The average fee per licence holder has since increased and was \$24,334 in 2007/08.

The total number of licence holders in the West Coast and Spencer Gulf has remained unchanged over the entire 12 years.

Between 2007/08 and 2008/09, the licence fees decreased by 3 per cent to \$23,498 per licence holder.

Table 3.2 Cost of management in the Spencer Gulf and West Coast prawn fisheries, 1996/97 to 2008/09

	Licence Fees (\$'000)	Gross Value of Production (\$'000)	Fees/GVP (%)	Catch (tonnes)	Fee/Catch (\$/kg)	Licence Holders (no)	Fee/Licence Holder (\$/licence)
<b>West Coast</b>							
1996/97	47	1,833	2.6%	166	\$0.28	3	\$15,670
1997/98	88	2,301	3.8%	192	\$0.46	3	\$29,428
1998/99	56	1,498	3.8%	110	\$0.51	3	\$18,800
1999/00	51	1,937	2.6%	106	\$0.48	3	\$17,058
2000/01	47	1,490	3.1%	81	\$0.57	3	\$15,508
2001/02	42	1,661	2.6%	127	\$0.33	3	\$14,139
2002/03	47	538	8.7%	29	\$1.61	3	\$15,557
2003/04	21	218	9.8%	15	\$1.43	3	\$7,136
2004/05	28	284	10.0%	21	\$1.35	3	\$9,468
2005/06	31	358	8.7%	21	\$1.48	3	\$10,332
2006/07	15	0	-	0	-	3	\$4,969
2007/08	10	787	1.2%	60	\$0.16	3	\$3,209
2008/09	24	n.a.	-	n.a.	-	3	\$7,873
<b>Spencer Gulf</b>							
1996/97	648	20,389	3.2%	1,647	\$0.39	39	\$16,603
1997/98	916	26,859	3.4%	2,300	\$0.40	39	\$23,490
1998/99	732	33,074	2.2%	2,315	\$0.32	39	\$18,775
1999/00	653	34,198	1.9%	1,910	\$0.34	39	\$16,739
2000/01	605	44,518	1.4%	2,522	\$0.24	39	\$15,508
2001/02	568	39,873	1.4%	2,182	\$0.26	39	\$14,557
2002/03	671	27,681	2.4%	1,479	\$0.45	39	\$17,193
2003/04	753	40,171	1.9%	1,943	\$0.39	39	\$19,316
2004/05	734	31,759	2.3%	1,939	\$0.38	39	\$18,826
2005/06	803	33,610	2.4%	1,870	\$0.43	39	\$20,587
2006/07	899	39,386	2.3%	2,024	\$0.44	39	\$23,053
2007/08	1,012	32,163	3.1%	2,028	\$0.50	39	\$25,959
2008/09	963	n.a.	-	n.a.	-	39	\$24,700
<b>Total Fisheries</b>							
1996/97	695	22,222	3.1%	1,813	\$0.38	42	\$16,536
1997/98	1,004	29,160	3.4%	2,492	\$0.40	42	\$23,914
1998/99	789	34,572	2.3%	2,425	\$0.33	42	\$18,777
1999/00	704	36,135	1.9%	2,016	\$0.35	42	\$16,762
2000/01	651	46,008	1.4%	2,603	\$0.25	42	\$15,508
2001/02	610	41,534	1.5%	2,309	\$0.26	42	\$14,527
2002/03	717	28,219	2.5%	1,508	\$0.48	42	\$17,076
2003/04	775	40,389	1.9%	1,958	\$0.40	42	\$18,446
2004/05	763	32,043	2.4%	1,960	\$0.39	42	\$18,158
2005/06	834	33,968	2.5%	1,891	\$0.44	42	\$19,855
2006/07	914	39,386	2.3%	2,024	\$0.45	42	\$21,761
2007/08	1,022	32,950	3.1%	2,088	\$0.49	42	\$24,334
2008/09	987	n.a.	-	n.a.	-	42	\$23,498

Source: PIRSA Fisheries and SARDI Aquatic Sciences.

### 3.3 Financial Performance Indicators

The major measures of the financial performance per boat in the Spencer Gulf and West Coast prawn fisheries for the period 2005/06 to 2007/08 are shown in Table 3.3<sup>3</sup>. Financial performance estimates for 1997/98 to 1999/00 are based on the October 1998 survey of licence holders. Estimates for 2000/01 to 2003/04 are based on the February 2002 licence holder survey. Financial performance estimates for 2004/05 to 2006/07 are based on the November 2005 survey. Estimates of financial performance for 2007/08 are based on the most recent licence holders survey, undertaken in November 2008.

Estimates of financial performance for the Spencer Gulf and West Coast fisheries are presented as an average of both fisheries in aggregate. Despite significant differences between the two fisheries, the limited number of licence holders in the West Coast fishery prevents reporting each fishery separately for confidentiality reasons.

#### ***Income...***

Total recorded prawn catch in the Spencer Gulf and West Coast fisheries increased by approximately 3 per cent between 2006/07 and 2007/08 but, due to a 19 per cent decrease in price, gross receipts from the sale of prawns fell by 16 per cent over the same period (Table 3.1). The estimated average gross income per surveyed boat in the fisheries was approximately \$744,000 in 2007/08, compared to around \$870,000 in 2006/07, a decrease of 14 per cent (Table 3.3).

#### ***Costs...***

Table 3.3 shows total cash costs separated into variable and fixed costs. Variable costs (78 per cent of total boat cash costs in 2007/08) represented a significantly greater proportion of total cash costs than fixed costs (22 per cent).

It was estimated that average total boat cash costs fell by approximately 5 per cent between 2006/07 and 2007/08. Notable changes in costs included decreases in repairs and maintenance and labour costs. There was a significant rise in fuel costs between 2006/07 and 2007/08 (Table 3.3).

In 2007/08, for the fishery as a whole, approximately 51 per cent of total boat cash costs were attributable to labour costs, by far the biggest cost item. The labour costs reported in Table 3.3 are comprised of payments to licence owners and crew as well as an imputed wage to those licence owners and other family members who are not paid a wage directly by the business. Imputed unpaid labour (just over \$10,000 for 2007/08) was divided into variable (fishing and repairs and maintenance) and fixed (management and administration) components based on the 2008 licence holder survey.

The other significant cash costs were fuel (17 per cent), interest (8 per cent), repairs and maintenance (7 per cent) and licence fees (5 per cent) (Table 3.3).

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<sup>3</sup> Estimates of financial performance for 1997/98 to 2004/05 are detailed in Appendix 4 of this report.

Table 3.3 Financial performance in the Spencer Gulf and West Coast prawn fisheries, 2005/06 to 2007/08 (average per boat) <sup>a</sup>

	2005/06		2006/07		2007/08	
	Average per boat	Share of TBCC <sup>b</sup>	Average per boat	Share of TBCC <sup>b</sup>	Average per boat	Share of TBCC <sup>b</sup>
<b>(1) Total Boat Gross Income</b>	<b>\$750,619</b>		<b>\$870,345</b>		<b>\$744,231</b>	
Variable Costs						
Fuel	\$56,862	11%	\$57,885	10%	\$93,586	17%
Repairs & Maintenance <sup>c</sup>	\$47,923	9%	\$48,966	9%	\$35,031	7%
Provisions	\$3,470	1%	\$3,545	1%	\$7,682	1%
Labour - paid	\$245,681	49%	\$296,008	52%	\$265,544	50%
<b>(2) - unpaid <sup>d</sup></b>	<b>\$6,389</b>	<b>1%</b>	<b>\$7,698</b>	<b>1%</b>	<b>\$1,858</b>	<b>0%</b>
Other	\$21,648	4%	\$22,019	4%	\$16,332	3%
<b>(3) Total Variable Costs</b>	<b>\$381,973</b>	<b>76%</b>	<b>\$436,121</b>	<b>77%</b>	<b>\$420,034</b>	<b>78%</b>
Fixed Costs						
Licence Fee	\$22,750	4%	\$24,934	4%	\$24,196	5%
Insurance	\$20,097	4%	\$20,441	4%	\$18,575	3%
<b>(4) Interest</b>	<b>\$41,784</b>	<b>8%</b>	<b>\$44,842</b>	<b>8%</b>	<b>\$41,614</b>	<b>8%</b>
<b>(5) Labour - unpaid <sup>d</sup></b>	<b>\$8,587</b>	<b>2%</b>	<b>\$8,923</b>	<b>2%</b>	<b>\$8,222</b>	<b>2%</b>
Legal & Accounting	\$7,930	2%	\$8,066	1%	\$9,876	2%
Telephone etc.	\$5,991	1%	\$6,093	1%	\$3,458	1%
Slipping & Mooring	\$6,399	1%	\$6,508	1%	\$2,732	1%
Travel	\$2,761	1%	\$2,808	0%	\$1,432	0%
Office & Admin	\$7,453	1%	\$7,580	1%	\$6,063	1%
<b>(6) Total Fixed Costs</b>	<b>\$123,751</b>	<b>24%</b>	<b>\$130,196</b>	<b>23%</b>	<b>\$116,167</b>	<b>22%</b>
<b>(7) Total Boat Cash Costs (3 + 6)</b>	<b>\$505,723</b>	<b>100%</b>	<b>\$566,317</b>	<b>100%</b>	<b>\$536,202</b>	<b>100%</b>
<b>Boat Gross Margin (1 - 3)</b>	<b>\$368,647</b>		<b>\$434,224</b>		<b>\$324,196</b>	
<b>(8) Total Unpaid Labour (2 + 5)</b>	<b>\$14,976</b>		<b>\$16,621</b>		<b>\$10,080</b>	
<b>Gross Operating Surplus (1 - 7 + 8)</b>	<b>\$259,872</b>		<b>\$320,649</b>		<b>\$218,109</b>	
<b>(9) Boat Cash Income (1 - 7)</b>	<b>\$244,896</b>		<b>\$304,028</b>		<b>\$208,029</b>	
<b>(10) Depreciation</b>	<b>\$142,871</b>		<b>\$142,233</b>		<b>\$141,522</b>	
<b>(11) Boat Business Profit (9 - 10)</b>	<b>\$102,025</b>		<b>\$161,796</b>		<b>\$66,507</b>	
<b>(12) Profit at Full Equity (11 + 4)</b>	<b>\$143,809</b>		<b>\$206,637</b>		<b>\$108,121</b>	
<b>Boat Capital</b>						
<b>(13) Fishing Gear &amp; Equip</b>	<b>\$1,295,365</b>		<b>\$1,289,579</b>		<b>\$1,765,646</b>	
Licence Value	\$4,283,669		\$4,966,927		\$3,690,625	
<b>(14) Total Boat Capital</b>	<b>\$5,579,034</b>		<b>\$6,256,506</b>		<b>\$5,456,271</b>	
<b>Rate of Return on Fishing Gear &amp; Equip (12 / 13 * 100)</b>	<b>11.1%</b>		<b>16.0%</b>		<b>6.1%</b>	
<b>Rate of Return on Total Boat Capital (12 / 14 * 100)</b>	<b>2.6%</b>		<b>3.3%</b>		<b>2.0%</b>	

<sup>a</sup> Estimates of financial performance for the years 1997/98 to 1999/00 are based on the October 1998 survey of licence holders. Financial performance estimates for 2000/01 to 2003/04 are based on the February 2002 survey of licence holders. Financial performance estimates for 2004/05 and 2006/07 are based on the November 2005 survey of licence holders. Financial performance estimates for 2007/08 are based on the most recent licence holder survey conducted in November 2008. Financial performance estimates for 1997/98 to 2004/05 are detailed in Appendix 4 of this report.

<sup>b</sup> Total boat cash costs.

<sup>c</sup> Repairs and maintenance costs have been classified as a variable cost although it is noted that some of these costs may be fixed (e.g. regulated maintenance).

<sup>d</sup> Unpaid labour was divided between variable (time spent fishing and on repairs and maintenance) and fixed (management and administrative duties) components based on survey responses.

Source: EconSearch analysis.

**Cash Income and Profit...**

The separation of variable and fixed costs from total cash costs enables the calculation of boat gross margin (total boat income less total boat variable costs) as a basic measure of profit (assuming that capital has no alternative use and that as fishing activity varies there is no change in capital or fixed costs). There was a fall in boat gross margin in 2007/08 (\$324,000) compared to previous years due to the decline in boat gross income and despite a fall in total variable costs in 2007/08.

Gross operating surplus (GOS) was calculated excluding imputed wages for operator and family members as a cost item. The average GOS of all boats in 2007/08 was estimated to be approximately \$218,000, 32 per cent lower than in 2006/07 (Table 3.3).

Boat cash income is measured as gross operating surplus with imputed wages (unpaid labour) included as cash costs. The estimated average boat cash income in 2007/08 is approximately \$208,000 per boat.

Gross operating surplus and boat business profit give an indication of the capacity of the operator to remain in the fishery in the short to medium term. In 2007/08, the average boat business profit was approximately \$67,000, approximately \$100,000 less than the previous year (Table 3.3).

Profit at full equity is a measure of the profitability of an individual licence holder, assuming the licence holder has full equity in the operation. It is a useful absolute measure of the economic performance of fishing firms. Profit at full equity in 2007/08 (\$108,000) was almost half of the estimate for the previous year (\$207,000).

**Return on Investment...**

There are a number of interpretations of the concept of return on investment. For the purpose of this analysis it is appropriate to consider the investment as the capital employed by an average licence holder. Capital includes boats, licence/quota, fishing gear, sheds, vehicles and other capital items used as part of the fishing enterprise. It does not include working capital or capital associated with other businesses operated by the licence holder. The return on investment has been calculated as the net profit after depreciation as a percentage of the total capital employed.

The average total investment in fishing gear and licence in the Spencer Gulf and West Coast prawn fisheries in 2007/08 was estimated to be approximately \$5.5m per licence holder. This included the licence holder's estimate of the value of their licence (\$3.7m) and estimated investment in boats and fishing gear (approximately \$1.8m per licence).

The average return on investment for the fisheries is reported in Table 3.3. The rate of return to boat capital (i.e. fishing gear and equipment) was estimated to be 6.1 per cent and the rate of return to total capital was estimated to average 2.0 per cent in 2007/08. The rates of return for 2007/08 were lower than those reported for previous years (Table 3.3).

**Licence values...**

The value of licences represents a significant proportion of the capital used by each licence holder. The reported licence value of \$3.7m for 2007/08 in Table 3.3 represents the licence holders' estimate of the value of their licence based on the 2008 survey responses.

The PIRSA Fisheries record of licence transfers for 2007/08 indicates one licence was transferred in the Spencer Gulf fishery over the 12 month period, however, the value of this transfer is unknown and would not be reportable for confidentiality reasons.

Since there have been limited transfers of licences in recent years and the current market value of licences is uncertain, a sensitivity analysis was undertaken to estimate the rate of return to capital for a range of licence values. The results are presented in Table 3.4. Based on the costs and returns shown for the year 2007/08 in Table 3.3, a licence value of \$1.85 million (approximately 50 per cent below the licence value estimated for 2007/08) would mean an annual return to the total asset of 3.0 per cent, while a licence value of \$5.54 million (approximately 50 per cent above the licence value estimated for 2007/08) would mean an annual return to the total asset of 1.5 per cent.

Table 3.4 Sensitivity of rate of return to changes in licence value, 2007/08

Licence Value (\$)	\$1,845,313	\$3,690,625 <sup>a</sup>	\$5,535,938
Rate of Return to Total Capital (%)	3.0%	2.0%	1.5%

<sup>a</sup> The licence value estimated for 2007/08.

Source: EconSearch analysis.

### 3.4 Regional Economic Impact

Estimates of the economic impact of the Spencer Gulf and West Coast prawn fishing industry on the South Australian and regional (Eyre<sup>4</sup>) economies in 2007/08 are outlined below.

#### 3.4.1 Measuring direct and flow-on effects

Estimates of the direct economic impact of the Spencer Gulf and West Coast prawn fisheries are consistent with the method employed in PIRSA's *Food for the Future* value-chain analysis, 2004/05<sup>5</sup>.

The following stages in the marketing chain have, therefore, been included in the quantifiable economic impact:

- the landed beach value of production; and
- downstream impacts, including the:
  - net value of local (state and regional) processing;
  - value of local transport services at all stages of the marketing chain; and
  - net value of local retail and food service (e.g. hotels & restaurants) trade<sup>6</sup>.

<sup>4</sup> The Eyre region is comprised of the Statistical Division of Eyre as defined by the Australian Bureau of Statistics.

<sup>5</sup> The relevant information was obtained from Jack Langberg (PIRSA, pers. comm.).

<sup>6</sup> Estimates of economic impact prepared for this and other commercial fisheries in South Australia (except Lakes and Coorong) for the period 1997/98 to 2002/03 do not include the impact of local retail and food service trade.

Each of these activities generates flow-on effects to other sectors through purchases of inputs and the employment of labour. These flow-on effects have been estimated using input-output analysis. Input-output analysis is widely used in economic impact analysis and is a practical method for measuring economic impacts at regional and state levels.

Economic impacts at the state and regional levels were based on models for the state as a whole and for the Eyre region, respectively, prepared for the Regional Communities Consultative Council, Local Government Association of South Australia and Regional Development SA (EconSearch 2005b).

In order to compile a representative cost structure for the fishing sector, costs per boat were derived from data provided by operators in the fisheries in the financial survey for 2007/08, as described earlier. On an item-by-item basis, the expenditures were allocated between those occurring in the Eyre region, those occurring in South Australia and those goods and services imported from outside the state.

Estimates of the net value of local (i.e. regional and state) processing margins and retail and food service trade margins were derived from PIRSA's *Food for the Future* value-chain analysis (*Seafood Scorecard, 2005/06*) (Jack Langberg, PIRSA, pers. comm.). Estimates of the net value of local transport margins and capital expenditure per licence holder were derived from the survey of licence holders.

Economic impacts have been specified in terms of the following economic indicators:

- value of output;
- employment;
- household income; and
- contribution to gross state or regional product.

**Value of output** is a measure of the gross revenue of goods and services produced by commercial organisations plus gross expenditure by government agencies. This indicator needs to be used with care as it includes elements of double counting.

**Employment** is a measure of the number of working proprietors, managers, directors and other employees, in terms of the number of full-time equivalent (fte) jobs.

**Household income** is a component of Gross State Product (GSP) and Gross Regional Product (GRP) and is a measure of wages and salaries, drawings by owner operators and other payments to labour including overtime payments and income tax, but excluding payroll tax

**Contribution to GSP or GRP** is a measure of the net contribution of an activity to the state/regional economy. Contribution to GSP or GRP is measured as value of output less the cost of goods and services (including imports) used in producing the output. It can also be measured as household income plus other value added (gross operating surplus and all taxes, less subsidies). It represents payments to the primary inputs of production (labour, capital and land). Using contribution to GSP or GRP as a measure of economic impact avoids the problem of double counting that may arise from using value of output for this purpose.

### 3.4.2 Economic impacts at the state and regional levels

Estimates of the economic impact generated in 2007/08 by the Spencer Gulf and West Coast prawn fishing industry in South Australia and the Eyre region are outlined in Tables 3.5 and 3.6, respectively.

For each measure of economic activity, the impacts at the state level are greater than regional level impacts. This is to be expected, as the regional impact is simply a component, albeit a significant one, of the total state impact.

The direct impact measures fishing and downstream activities (i.e. processing, transport, retail/food services and capital expenditure). The flow-on impact measures the economic effects in other sectors of the economy (trade, manufacturing, etc.) generated by the fishing industry activities, that is, the multiplier effects.

Table 3.5 The economic impact of the Spencer Gulf and West Coast prawn fishing industry in South Australia, 2007/08 <sup>a</sup>

Sector	Output		Employment <sup>b</sup>		Household Income		Contribution to GSP	
	(\$m)	%	(fte jobs)	%	(\$m)	%	(\$m)	%
Direct effects								
Fishing	32.0	32.3%	185	30.9%	11.6	38.6%	22.5	42.0%
Processing	0.7	0.7%	2	0.3%	0.1	0.3%	0.2	0.3%
Transport	0.7	0.7%	3	0.5%	0.2	0.8%	0.4	0.7%
Retail	3.5	3.5%	49	8.1%	1.5	4.9%	1.8	3.3%
Food services	9.8	9.9%	78	13.0%	2.5	8.3%	3.8	7.1%
Capital expenditure <sup>c</sup>	1.8	1.8%	17	2.9%	0.6	2.0%	0.8	1.4%
<b>Total Direct <sup>d</sup></b>	<b>48.5</b>	<b>49.0%</b>	<b>333</b>	<b>52.9%</b>	<b>16.5</b>	<b>53.0%</b>	<b>29.4</b>	<b>53.3%</b>
Flow-on effects								
Trade	7.9	7.9%	83	13.9%	3.0	9.9%	3.7	6.9%
Manufacturing	11.3	11.4%	33	5.6%	1.6	5.5%	2.6	4.9%
Business Services	6.2	6.2%	35	5.8%	2.3	7.5%	2.9	5.5%
Transport	2.4	2.4%	11	1.8%	0.8	2.6%	1.2	2.2%
Other Sectors	22.9	23.1%	103	17.2%	5.8	19.5%	13.8	25.8%
<b>Total Flow-on <sup>d</sup></b>	<b>50.6</b>	<b>51.0%</b>	<b>265</b>	<b>44.2%</b>	<b>13.5</b>	<b>45.0%</b>	<b>24.3</b>	<b>45.2%</b>
<b>Total <sup>d</sup></b>	<b>99.1</b>	<b>100.0%</b>	<b>598</b>	<b>100.0%</b>	<b>30.0</b>	<b>100.0%</b>	<b>53.6</b>	<b>100.0%</b>
Total/Direct	2.0	-	1.8	-	1.8	-	1.8	-
Total/Tonne	\$50,500	-	0.31	-	\$15,200	-	\$27,300	-

<sup>a</sup> Estimates of economic impact are for the Spencer Gulf and West Coast fisheries in aggregate.

<sup>b</sup> Full-time equivalent jobs. Direct employment in the fisheries was comprised of 52 full-time jobs and 156 part-time jobs, that is, 208 jobs in aggregate.

<sup>c</sup> Capital expenditure includes expenditure on boats, fishing gear and equipment, sheds and buildings, motor vehicles and other equipment.

<sup>d</sup> Totals may not sum due to rounding.

Source: EconSearch analysis.

Table 3.6 The economic impact of the Spencer Gulf and West Coast prawn fishing industry in the Eyre region, 2006/07

Sector	Output		Employment <sup>b</sup>		Household Income		Contribution to GRP	
	(\$m)	%	(fte jobs)	%	(\$m)	%	(\$m)	%
Direct effects								
Fishing	32.0	65.4%	185	59.5%	11.6	70.0%	22.5	71.8%
Processing	0.2	0.4%	1	0.2%	0.0	0.2%	0.0	0.2%
Transport	0.4	0.8%	2	0.6%	0.1	0.8%	0.2	0.6%
Retail	0.2	0.4%	3	0.9%	0.1	0.4%	0.1	0.3%
Food services	0.5	1.0%	5	1.5%	0.1	0.8%	0.2	0.6%
Capital expenditure <sup>c</sup>	1.3	2.7%	18	5.7%	0.5	3.1%	0.7	2.1%
<b>Total Direct <sup>d</sup></b>	<b>34.6</b>	<b>67.9%</b>	<b>212</b>	<b>62.7%</b>	<b>12.4</b>	<b>72.2%</b>	<b>23.7</b>	<b>73.5%</b>
Flow-on effects								
Trade	3.4	6.9%	42	13.4%	1.3	7.7%	1.6	5.2%
Manufacturing	1.7	3.5%	8	2.4%	0.3	1.9%	0.5	1.5%
Business Services	1.2	2.4%	8	2.4%	0.4	2.5%	0.6	1.8%
Transport	0.6	1.2%	3	1.1%	0.2	1.2%	0.3	1.0%
Other Sectors	7.5	15.3%	38	12.2%	1.9	11.3%	4.7	14.9%
<b>Total Flow-on <sup>d</sup></b>	<b>14.4</b>	<b>29.4%</b>	<b>98</b>	<b>31.5%</b>	<b>4.1</b>	<b>24.7%</b>	<b>7.6</b>	<b>24.4%</b>
<b>Total <sup>d</sup></b>	<b>49.0</b>	<b>100.0%</b>	<b>310</b>	<b>100.0%</b>	<b>16.5</b>	<b>100.0%</b>	<b>31.3</b>	<b>100.0%</b>
Total/Direct	1.4	-	1.5	-	1.3	-	1.3	-
Total/Tonne	\$24,900	-	0.16	-	\$8,400	-	\$15,900	-

<sup>a</sup> Estimates of economic impact are for the Spencer Gulf and West Coast fisheries in aggregate.

<sup>b</sup> Full-time equivalent jobs. Direct employment in the fisheries was comprised of 52 full-time jobs and 156 part-time jobs, that is, 208 jobs in aggregate.

<sup>c</sup> Capital expenditure includes expenditure on boats, fishing gear and equipment, sheds and buildings, motor vehicles and other equipment.

<sup>d</sup> Totals may not sum due to rounding.

Source: EconSearch analysis.

### **Value of output...**

The value of output generated directly in South Australia and the Eyre region by Spencer Gulf and West Coast prawn fishing enterprises summed to \$32.0 million in 2007/08 (Table 3.5 and 3.6), while output generated in South Australia by associated downstream activities (processing, transport, retail/food services and capital expenditure) summed to \$16.5 million (Table 3.5), \$2.6 million of which occurred in the Eyre region, (Table 3.6).

Flow-ons to other sectors of the state economy added another \$50.6 million in output (\$14.4 million in the regional economy). The sectors most affected were the trade, manufacturing, business services and transport sectors.

***Employment and household income...***

In 2007/08, the Spencer Gulf and West Coast prawn fisheries were responsible for direct employment of around 185 full-time equivalent (fte) jobs and downstream activities created employment of around 149 fte jobs state-wide. Flow-on business activity was estimated to generate a further 265 fte jobs state-wide (98 regionally). These state-wide jobs were concentrated in the trade (83), business services (35) and manufacturing (33) sectors.

Personal income of \$11.6 million was earned in the fishing sector (wages of employees and estimated drawings by owner/operators) and \$4.9 million in downstream activities in SA. An additional \$13.5 million was earned by wage earners in other businesses in the state as a result of fishing and associated downstream activities. The total household income impact was \$30.0 million in SA (\$16.5 million in the Eyre region).

***Contribution to GSP and GRP...***

As noted above, contribution to GSP or GRP is measured as value of output less the cost of goods and services (including imports) used in producing the output. In 2007/08, total Spencer Gulf and West Coast prawn fishing industry related contribution to GSP in South Australia was \$53.6 million (\$31.3 million in the Eyre region), \$22.5 million generated by fishing directly, \$6.9 million generated by downstream activities and \$24.3 million generated in other sectors of the state economy.

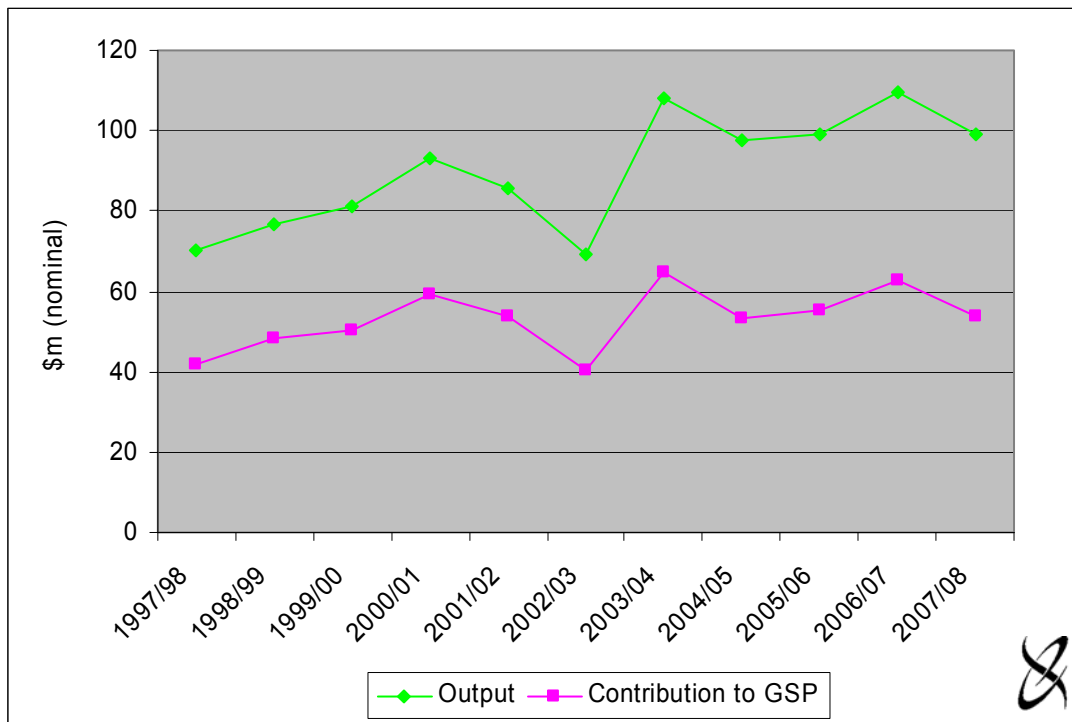
***Total impacts over time...***

Figures 3.3 and 3.4 illustrate the total economic impact of the fisheries on the SA economy for the eleven-year period, 1997/98 to 2007/08. Estimates of economic impact are expressed in nominal terms, accordingly no adjustment has been made to reflect inflation.

Estimates of economic impact for 1997/98 to 1999/00 are based on the October 1998 survey of licence holders. Estimates for 2000/01 to 2003/04 are based on a second survey of licence holders conducted in September 2001. Estimates for 2004/05 to 2006/07 are based on the November 2005 survey of licence holders. Estimates for 2007/08 are based on the most recent licence holder survey conducted in November 2008.

The economic impact of the Spencer Gulf and West Cost prawn fisheries in 1997/98 and 1998/99 does not include the direct and flow-on effects of estimated capital expenditure by licensees; these effects have been included in subsequent years. Estimates of economic impact for the period 1997/98 to 2002/03 do not include the impact of local retail and food service trade; these effects have been included in subsequent years.

Figure 3.3 Total gross state product and output impact of the Spencer Gulf and West Coast prawn fishing industry in SA, 1997/98 to 2007/08 <sup>a, b</sup>



<sup>a</sup> The economic impact of the Spencer Gulf and West Coast prawn fisheries in 1997/98 and 1998/99 does not include the direct and flow-on effects of estimated capital expenditure by licensees; these effects have been included in subsequent years. Estimates of economic impact for the period 1997/98 to 2002/03 do not include the impact of local retail and food service trade; these effects have been included in subsequent years.

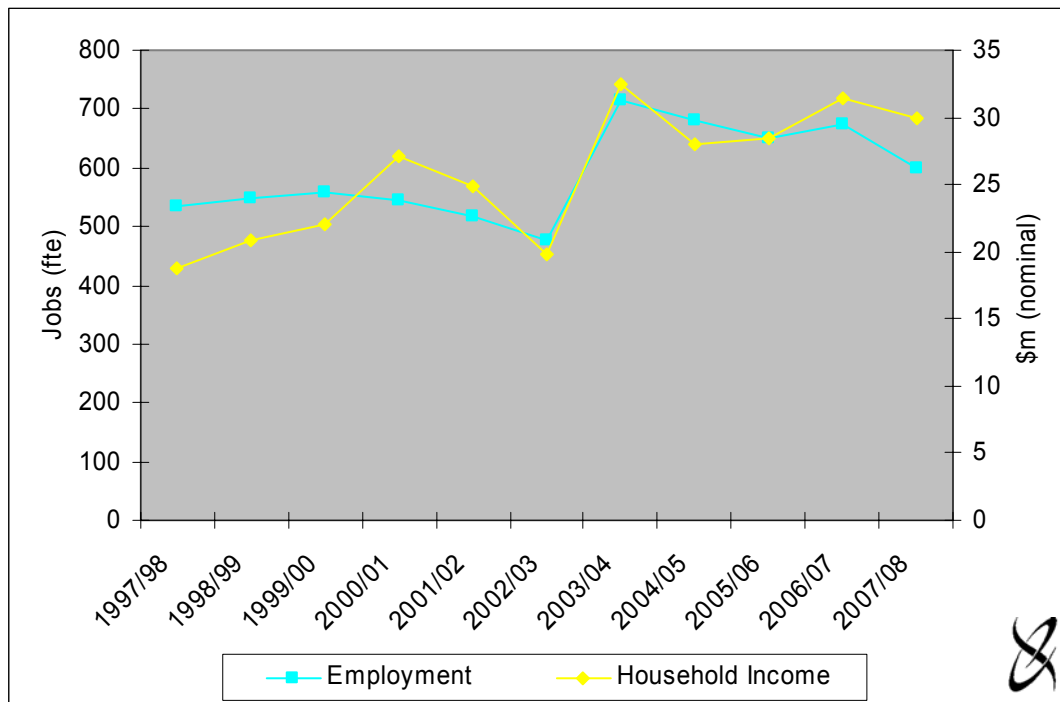
<sup>b</sup> Estimates of economic impact are for the Spencer Gulf and West Coast fisheries in aggregate.

Source: EconSearch (2005a) and EconSearch analysis.

As economic impact estimates for the years 1997/98 to 2007/08 are based on different survey samples and techniques, some of the variability between years, is therefore, attributable to sampling variability.

Care should be taken when using value of output as a measure of economic impact as it includes elements of double counting. Using contribution to GSP is the preferred measure of net contribution to the SA economy.

Figure 3.4 Total employment and household income impact of the Spencer Gulf and West Coast prawn fishing industry in SA, 1997/98 to 2007/08 <sup>a, b</sup>



<sup>a</sup> The economic impact of the Spencer Gulf and West Coast prawn fisheries in 1997/98 and 1998/99 does not include the direct and flow-on effects of estimated capital expenditure by licensees; these effects have been included in subsequent years. Estimates of economic impact for the period 1997/98 to 2002/03 do not include the impact of local retail and food service trade; these effects have been included in subsequent years.

<sup>b</sup> Estimates of economic impact are for the Spencer Gulf and West Coast fisheries in aggregate.

Source: EconSearch (2005a) and EconSearch analysis.

### 3.5 Economic Rent

Economic rent<sup>7</sup> is defined as the difference between the price of a good produced using a natural resource and the unit costs of turning that natural resource into the good. In this case the natural resource is the Spencer Gulf and West Coast prawn fisheries and the good produced is the landed prawns.

<sup>7</sup> Economic rent is comprised of three types of rent: entrepreneurial rent, quasi-rent and resource rent. As in any business some operators are more skilful than others and will therefore earn more profit. These profits, which are one component of economic rent, are *entrepreneurial rents*. In the short-term fishers may earn large surpluses over costs, which may provide prima facie evidence of substantial resource rents. However, there are some circumstances where such surpluses can occur but they are not true rents. These are referred to as *quasi-rents*. One example is where a fishery is developing or recovering and there may be under-investment in the fishery. Another example is where there is a short-term but unsustainable increase in price due to, for example, exchange rate fluctuations. However, some profits will be obtained because the natural resource being used (i.e. the fishery) has a value. These profits are described as *resource rents* and are also a component of economic rent.

The unit costs or long term costs all need to be covered if the licence holder is to remain in the fishery. These long-term costs include direct operating costs such as fuel, labour (including the opportunity cost of a self employed fisher's own labour), overheads such as administration and licences and the cost of capital invested in the boat and gear (excluding licence). Capital cost includes depreciation and the opportunity cost of the capital applied to the fishery. The opportunity cost is equivalent to what the fisher's investment could have earned in the next best alternative use.

Determining the opportunity cost of capital involves an assessment of the degree of financial risk involved in the activity. For a risk-free operation, an appropriate opportunity cost of capital might be the long-term real rate of return on government bonds. The greater the risks involved, the greater is the necessary return on capital to justify the investment in that particular activity. For this analysis, the long-term (10 year) real rate of return on government (treasury) bonds of 5 per cent has been used and a risk premium of 5 per cent has been applied.

Given the relatively high-risk nature of the industry (weak property rights therefore short time horizons, exposure to exchange rate fluctuations, general price volatility, problems of resource sustainability and political risk in export countries) an argument could be made for a higher required rate of return.

What remains after the value of these inputs (labour, capital, materials, services) has been netted out is the value of the natural resource itself. The economic rent generated in the Spencer Gulf and West Coast prawn fisheries in 2007/08 was estimated to be approximately -\$3.03 million, a decrease on 2006/07 when the returns were approximately \$3.52 million (Table 3.7).

Table 3.7 Economic rent in the Spencer Gulf and West Coast prawn fisheries, 1997/98 to 2007/08 (\$'000) <sup>a</sup>

	Gross Income	Less Labour	Less Cash Costs <sup>b</sup>	Less Depreciation	Less Opportunity Cost of Capital (@10%)	<b>Economic Rent</b>
1997/98	29,160	10,006	7,371	2,645	3,741	<b>5,398</b>
1998/99	34,572	12,174	7,112	3,207	4,536	<b>7,543</b>
1999/00	36,135	13,073	7,899	2,847	4,028	<b>8,289</b>
2000/01	44,483	16,898	7,477	4,365	4,471	<b>11,272</b>
2001/02	41,534	16,427	7,360	4,828	4,946	<b>7,972</b>
2002/03	28,219	12,013	7,254	5,362	5,493	<b>-1,903</b>
2003/04	40,389	17,270	7,548	5,669	5,807	<b>4,094</b>
2004/05	31,349	10,512	9,280	7,110	6,446	<b>-1,998</b>
2005/06	33,968	11,796	9,199	6,465	5,862	<b>646</b>
2006/07	39,386	14,147	9,451	6,436	5,836	<b>3,515</b>
2007/08	32,950	12,203	9,694	6,266	7,817	<b>-3,030</b>

<sup>a</sup> Estimates of economic rent are for the Spencer Gulf and West Coast fisheries in aggregate.

<sup>b</sup> Excludes interest and labour costs.

Source: EconSearch analysis.

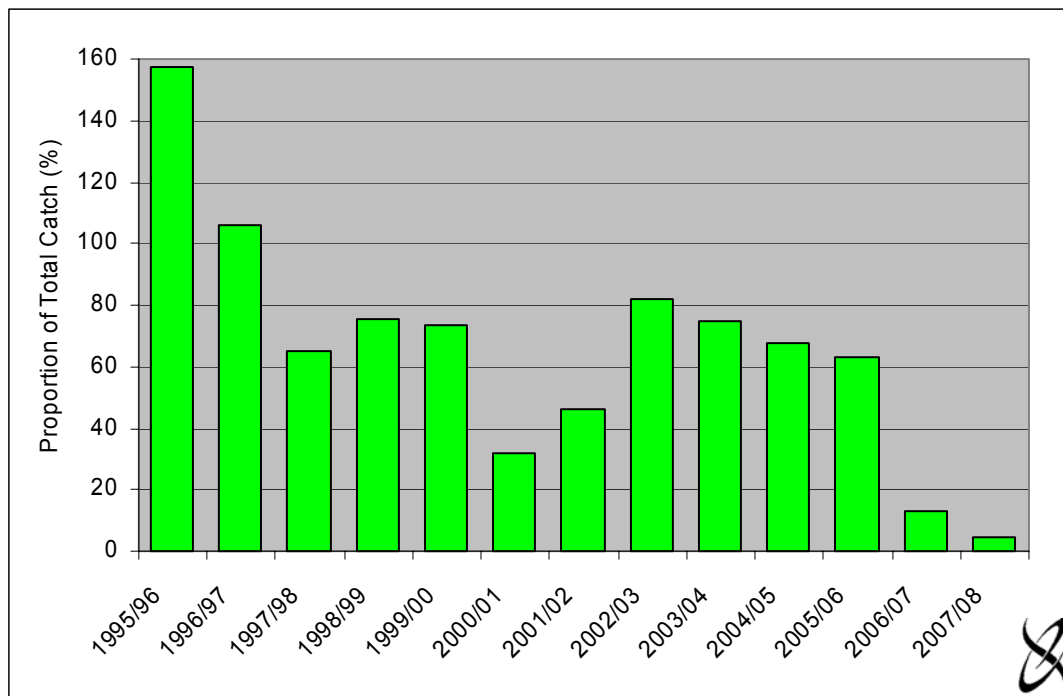
When economic rent is generated in a fishery and there are transferable licences, the rent represents a return to the value of the licences. The aggregate value of licences for both fisheries in 2007/08 was estimated to be approximately \$155.0 million (42 licences with an average value of \$3.69 million). An annual economic rent of -\$3.03 million represents a return of -2.0 per cent to the capital value of the fisheries.

## 4. Other Indicators

### 4.1 Prawn Exports from South Australia

Figures 4.1 to 4.5 and the associated data in Appendix Tables 2.1 to 2.4 provide an historical breakdown of total prawn exports from South Australia<sup>8</sup>, by category and country of destination, for the period 1995/96 to 2007/08. Over this period the total quantity of prawns exported from SA decreased by 97 per cent, from 3,580 tonnes in 1995/96 to 105 tonnes in 2007/08 (Figures 4.2 and 4.4). The total value of these prawn exports decreased by 97 per cent in nominal terms (Figures 4.3 and 4.5). As a proportion of total prawn catch in South Australia, prawn exports from South Australia decreased from 158 per cent in 1995/96 to 5 per cent in 2007/08 (Figure 4.1).

Figure 4.1 Prawn exports from South Australia as a proportion of total South Australian catch<sup>a</sup>, 1995/96 to 2007/08

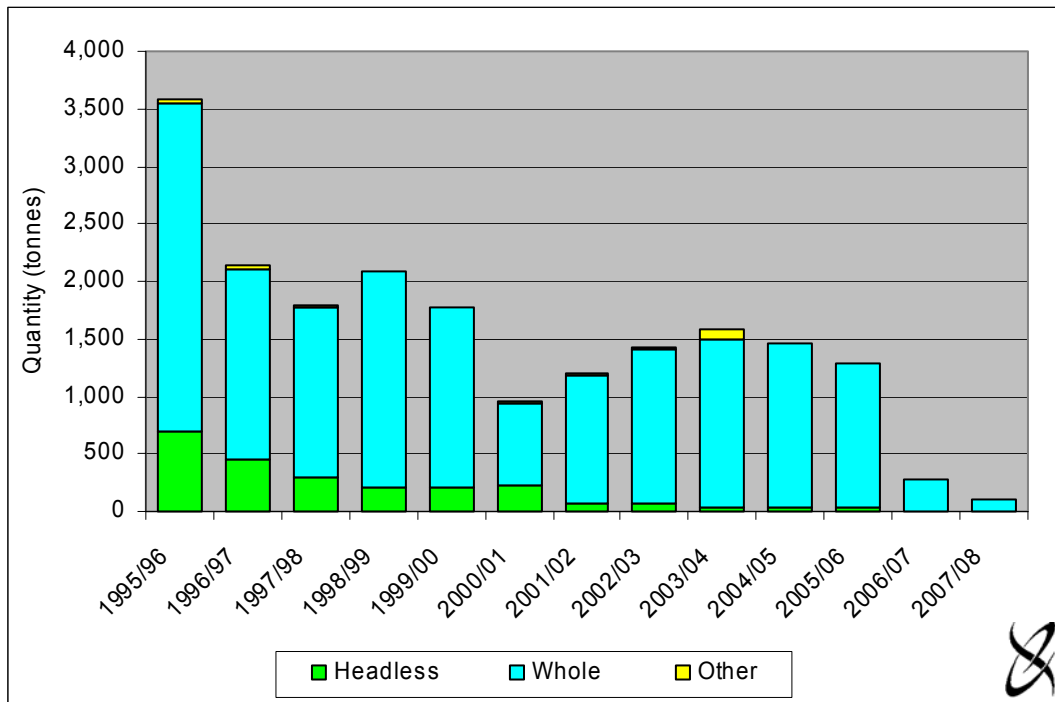


<sup>a</sup> Exports from the Gulf St Vincent, Spencer Gulf and West Coast prawn fisheries in aggregate. These data could include product that has been shipped from interstate (for processing) and then exported from South Australia. Therefore, in addition to Western King prawns caught in SA fisheries, these data could include other prawn species caught in other Australian fisheries, accordingly proportion of total catch has the potential to be greater than 100 per cent. The data do not include product that is shipped interstate from SA and then exported from other ports.

Source: Appendix Table 2.1 and Table 3.1.

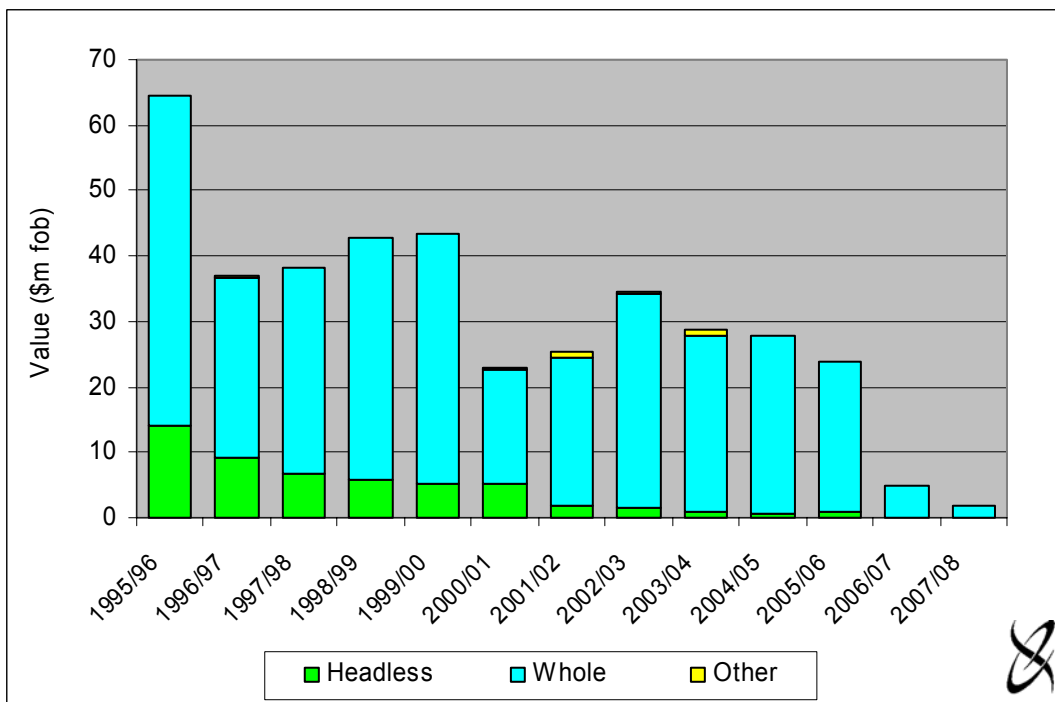
<sup>8</sup> That is, exports from the Gulf St Vincent, Spencer Gulf and West Coast prawn fisheries in aggregate. These data include product that has been shipped from interstate (for processing) and then exported from South Australia. Therefore, in addition to Western King prawns caught in SA fisheries, these data could include other prawn species caught in other Australian fisheries. The data do not include product that is shipped interstate from SA and then exported from other ports.

Figure 4.2 Prawn exports from South Australia, quantity (t) by category, 1995/96 to 2007/08



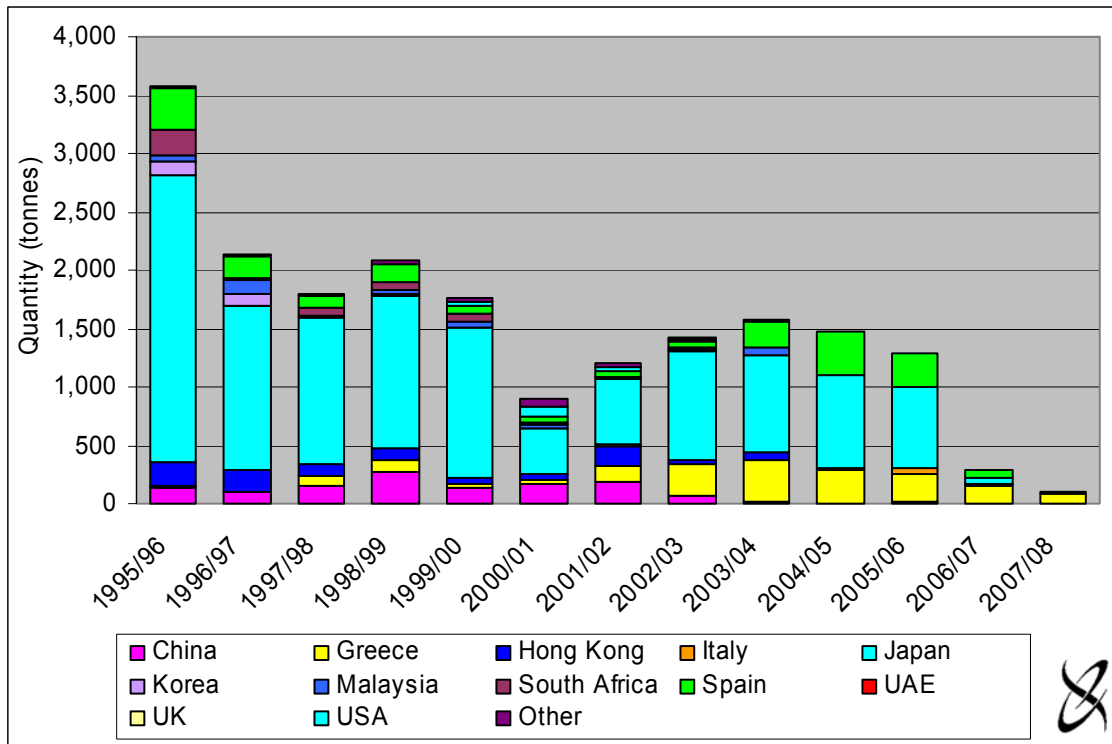
Source: Appendix Table 2.1.

Figure 4.3 Prawn exports from South Australia, value (\$m fob) by category, 1995/96 to 2007/08



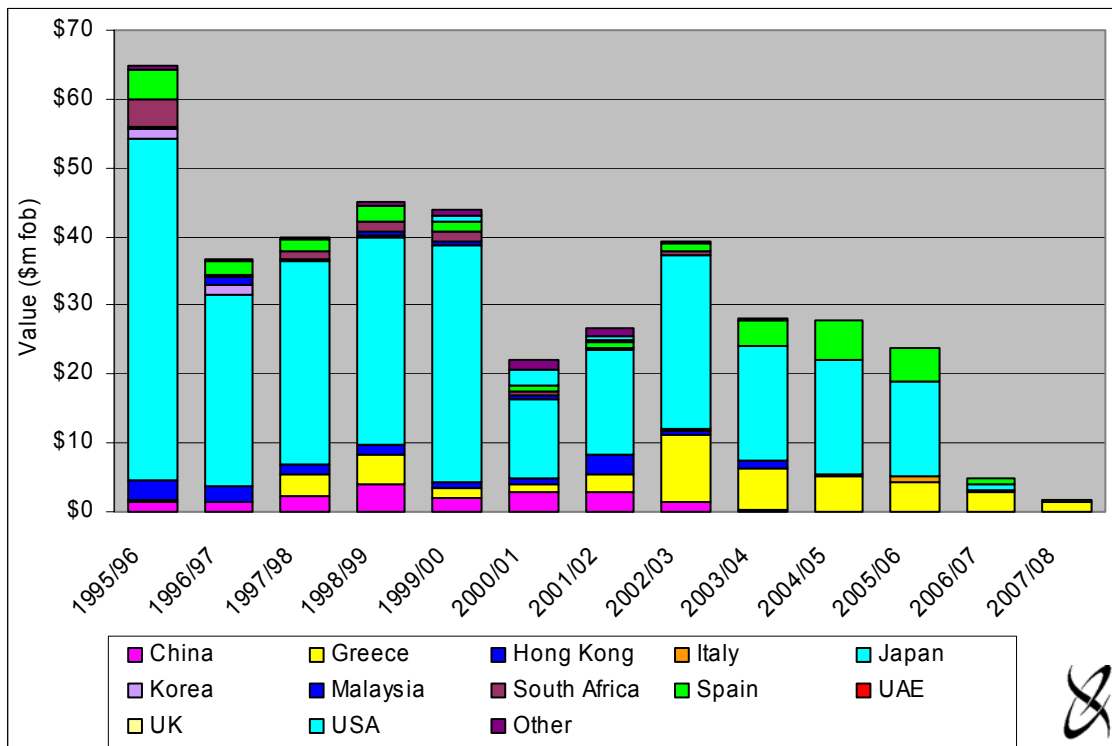
Source: Appendix Table 2.2.

Figure 4.4 Prawn exports from South Australia, quantity (t) by country of destination, 1995/96 to 2007/08



Source: Appendix Table 2.3.

Figure 4.5 Prawn exports from South Australia, value (\$m fob) by country of destination, 1995/96 to 2007/08



Source: Appendix Table 2.4.

Whole prawns (fresh, frozen, steamed or boiled) was the most important category of export in all years of the analysis, accounting for, on average, 89 per cent of total exports by quantity and 88 per cent of total exports by value over the period of analysis (Figures 4.2 and 4.3). For a full breakdown of exports by category refer to Appendix Tables 2.1 and 2.2.

Over the thirteen-year period 1995/96 to 2007/08 the most significant export destinations were Japan, Spain, Greece and China, accounting on average for 52, 11, 18 and 6 per cent, respectively, of the total quantity of prawn exports from South Australia (Figure 4.4). In 2007/08 the most significant export destinations by volume and value were Greece (78 per cent of volume, 84 per cent of value), Spain (13 per cent of volume, 2 per cent of value) and the UK (7 per cent of volume, 11 per cent of value). For a full breakdown of exports by country of destination refer to Appendix Tables 2.3 and 2.4.

## **4.2 External Factors Influencing the Economic Condition of the Fisheries**

There are a number of factors in 2007/08 that have impacted on the economic performance of the Spencer Gulf and West Coast prawn fisheries. Most of these are likely to continue to affect economic outcomes in the future.

### **4.2.1 Biological performance indicators**

The priority of the management of the fisheries is to ensure the sustainability of prawn stocks (MacDonald 1998 and Dixon and Sloan 2007). In order to achieve this, biological indicators have been developed with reference points used as a benchmark of performance against objectives. Reference or trigger points can be used to trigger a management response when required. The biological performance indicators for the Spencer Gulf and West Coast prawn fisheries relate to:

- catch and effort;
- catch per unit of effort (CPUE);
- exploitation;
- recruitment; and
- size.

The Spencer Gulf fishery biological performance indicators for the seasons 2002/03 to 2006/07 are summarised in Table 4.1.<sup>9</sup>

Spencer Gulf catch in 2006/07 was higher than the previous season, fishing effort was also higher (almost 5 per cent). Catch per unit of effort (CPUE) increased from 105.0 kg/hr in 2005/06 to 109.0 kg/hr in 2006/07. Indicators for effort, recruitment and prawn size were all within their trigger points for the 2006/07 season.

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<sup>9</sup> Biological performance indicators for the Spencer Gulf fishery for 2007/08 are not yet available.

Table 4.1 Biological performance indicators for the Spencer Gulf prawn fishery, 2002/03 to 2006/07

Performance Indicator	Trigger Point	2002/03	2003/04	2004/05	2005/06	2006/07
Catch (tonnes)	Less than 1,800 t	1,489	1,943	1,939	1,870	2,023 <sup>a</sup>
CPUE (kg/hr)	Less than 80 kg/hr	78.8	96.2	90.8	105.0	109.0
Effort (nights)	Greater than 85	71.8	74.5	80.0	47.0	50.9
Spawning Biomass <sup>b</sup>	Less than 40%	72.7%	57.5%	-	N/A	N/A
Recruitment Index <sup>b</sup>	Less than 35	35.2	41.2	45.6	42.1	47.0
Size (prawns per kg)	Greater than 40	27.5	29.8	30.6	30.9	28.0

<sup>a</sup> Provisional production estimates indicate that total catch in 2006/07 was 2,024 tonnes (Table 3.1).

<sup>a</sup> Data not available for 2005/06 and 2006/07 fishing seasons.

<sup>b</sup> The recruitment index measures changes in the number of juvenile fish entering the fishery.

Source: Cameron Dixon (SARDI Aquatic Sciences, pers. comm.), Angelo Tsolos (SARDI Aquatic Sciences, pers. comm.) and Hooper et. al. (2007).

The West Coast fishery biological performance indicators for the seasons 2002 to 2005 are summarised in Table 4.2<sup>10</sup>.

Table 4.2 Biological performance indicators for the West Coast prawn fishery, 2002 to 2005<sup>a</sup>

Performance Indicator	Trigger Point	2002	2003	2004	2005
Catch (tonnes)	N/A	31.4	4.6	13.7	21.3
CPUE (kg/hr)	N/A	40.4	22.9	38.3	32.3
Effort (nights)	Greater than 120	33	18	19	23
Spawning Biomass <sup>b</sup>	Less than 40%	N/A	N/A	N/A	N/A
Recruitment Index <sup>c</sup>	Less than 35	N/A	N/A	N/A	N/A
Size (prawns per kg) <sup>d</sup>	Greater than 40	29.9	31.1	36.3	N/A

<sup>a</sup> Biological Performance Indicators for the West Coast fishery are reported in calendar years in stock assessment and status reports

<sup>b</sup> Spawning biomass data were not analysed for 2002 to 2005 seasons.

<sup>c</sup> The recruitment index measures the change in the number of juvenile fish entering the fishery. Recruitment index data were not available for the 2002 to 2005.

<sup>d</sup> Prawn size data were not analysed for 2005.

Source: SARDI Aquatic Sciences and Roberts (2007)

<sup>10</sup> Biological performance indicators for the West Coast fishery for 2006 and 2007 are not yet available.

West Coast catch has been extremely low in the last three seasons compared with previous years, although it did increase slightly in 2005 compared to 2004. The extremely low catch in recent years led management to close the West Coast prawn fishery during the 2006/07 fishing season. Hence, biological performance indicators are not available for this period.

#### **4.2.2 Exchange rates**

Up until 2005/06 a significant proportion of the South Australian prawn catch was exported overseas. Prawn imports to Australia are also significant, averaging almost 25,000 tonnes per annum over the past 5 years (see Section 4.2.3). Accordingly, the value of the Australian dollar can have a significant impact on the economic performance of the fishery. The value of the Australian dollar influences the price of Australian exports overseas. Significant changes in the value of the Australian dollar have the potential to influence the demand for Australian prawn exports. The Australian dollar remained relatively stable throughout 2006/07, ranging between US75 cents and US84 cents. This average rate is slightly higher than 2005/06 when the value of the dollar ranged from US72 cents to US76 cents. There has been incremental growth in the value of the AUD since 2000/01 when the dollar fell to around US50 cents.

The average exchange rate in 2007/08 was US89.67cents compared to US78.63cents in 2006/07, an increase of 14 per cent. Other things held equal, a rise in the value of the currency would have the effect of decreasing the price of prawns received by Australian exporters between 2006/07 and 2007/08.

The most significant export destination for South Australian prawn exports in 2007/08 was Japan, thus it may be useful to consider the value of the Australian dollar against the Japanese yen. The average rate of exchange in 2006/07 was 93.2JPY and 98.6JPY in 2007/08, an increase of 6 per cent.

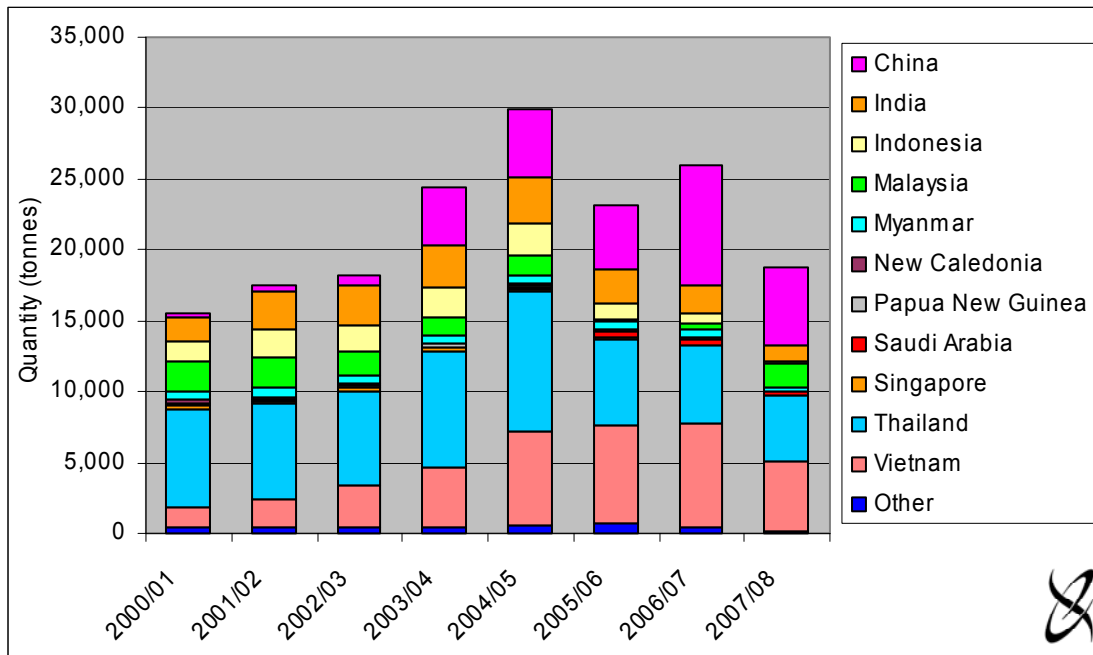
The appreciation of the Australian dollar against the Japanese yen, would have contributed to the decrease in the average beach price of SG&WC prawns of 19 per cent between 2006/07 and 2007/08. The Australian dollar's appreciation also means that imported prawns are cheaper for Australian consumers, putting further downward pressure on the price of Spencer Gulf and West Coast prawns in the domestic market.

A widely used measure of the relationship between two variables, such as price and exchange rate, is the coefficient of correlation. The coefficient of correlation can range in value from 1.0 for a perfect positive correlation to -1.0 for a perfect inverse correlation. The coefficient of correlation between the exchange rate (USD) and the average price in the Spencer Gulf and West Coast Prawn fisheries for the period 2002/03 to 2007/08 is -0.53. This indicates that there is an inverse relationship between the two variables. Thus, when the Australian dollar appreciates, with other factors held constant, there is, generally, a corresponding decline in the average price of prawns.

#### **4.2.3 Prawn imports into Australia**

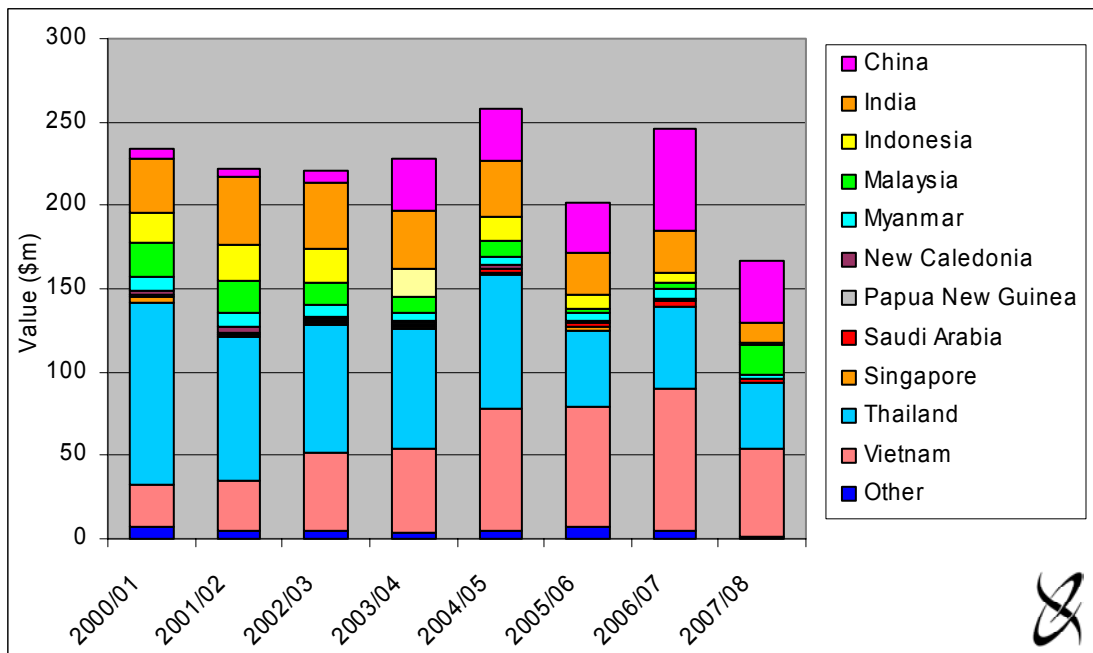
There was concern among those licence holders involved in the 2008 survey regarding the quantity of prawns that are imported from overseas. Licence holders felt that the increasing quantity of imported prawns had a negative impact on the price of local product. Figures 4.6 and 4.7 provide an overview of the quantity and value of total prawn imports into Australia by country of origin, for the period 2000/01 to 2007/08.

Figure 4.6 Prawn imports into Australia, quantity (t) by country of origin, 2000/01 to 2007/08



Source: Australian Bureau of Statistics (by request).

Figure 4.7 Prawn imports into Australia, value (\$m) by country of origin, 2000/01 to 2007/08



Source: Australian Bureau of Statistics (by request).

The total quantity of prawns imported into Australia increased by 92 per cent between 2000/01 and 2004/05 from approximately 15,600 tonnes to almost 30,000 tonnes, but decline to just under 18,700 tonnes in 2007/08. The decrease in the quantity of prawns imported during since they peaked in 2004/05 may be attributable to the quarantine measures on the importation of prawns implemented by Biosecurity Australia in 2007 (Biosecurity Australia 2007).

The value (Australian Customs Value)<sup>11</sup> of prawn imports increased by 10 per cent between 2000/01 to 2004/05 from \$234 million to \$258 million, before decreasing to \$167 million in 2007/08. Over the seven-year period the average nominal price of prawn imports fell by approximately 40 per cent, from \$15.00 per kg in 2000/01 to \$8.90 per kg in 2007/08.

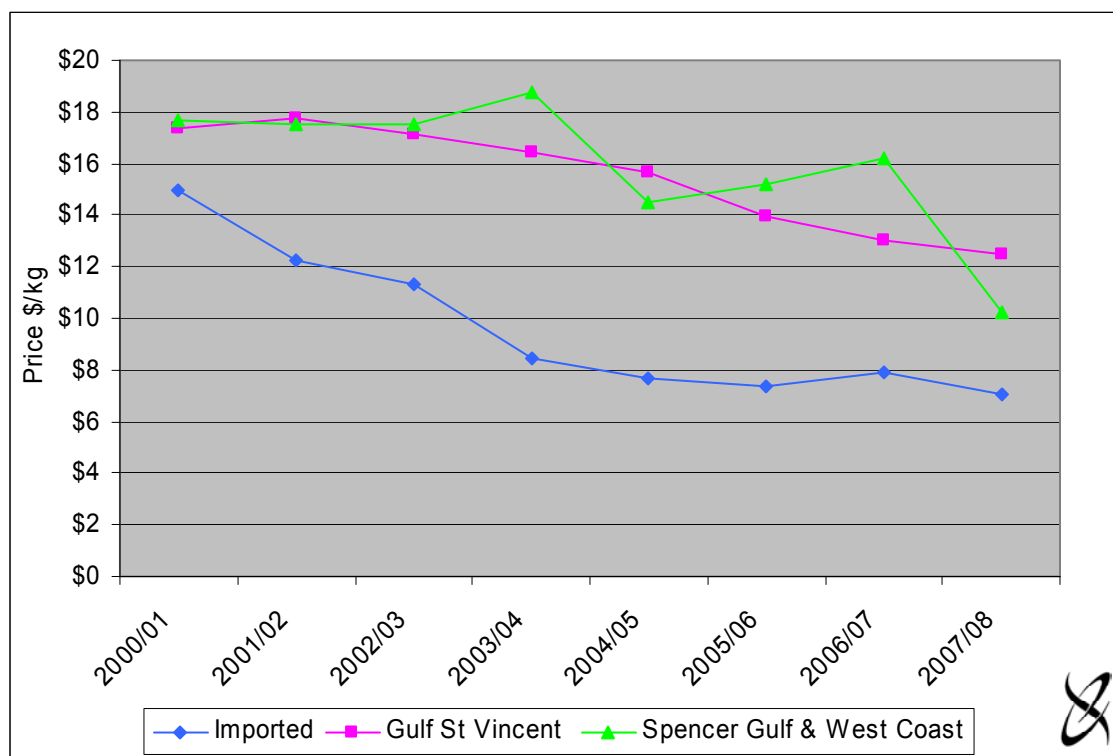
Over the period 2000/01 to 2007/08, the most significant countries of import origin were Thailand, Vietnam, China and India, accounting on average for 32, 21, 17 and 11 per cent, respectively, of the total quantity of prawn imports into Australia. In 2007/08, the most significant import countries of origin by volume and value were China (29 per cent of volume, 22 per cent value), Vietnam (26 per cent of volume, 32 per cent of value), and Thailand (25 per cent of volume, 23 per cent of value) (Figures 4.6 and 4.7).

Figure 4.8 highlights the trends in prices received for prawns caught in the two South Australian prawn fisheries and for prawns imported into Australia from overseas. In order to enable comparison between years, nominal prices have been adjusted using the consumer price index (ABS 2008) to calculate real prices in terms of 2000/01 dollars. Over the 8 years included in the analysis, 2000/01 to 2007/08, the real price of imported prawns decreased by 53 per cent. The real price received for prawns caught in South Australia also decreased, by 28 per cent in the Gulf St Vincent fishery and by 42 per cent in the Spencer Gulf and West Coast fisheries.

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<sup>11</sup> The Australian Customs Value is the value placed on goods imported into Australia based on information advised by the importer. The Customs value is generally an estimate of the transaction value of the goods imported.

Figure 4.8 Real prices <sup>a</sup> for imported and South Australian prawns, 2000/01 to 2007/08



<sup>a</sup> In terms of 200/01 dollars.

Source: ABS (by request), ABS (2008) and SARDI Aquatic Sciences.

### 4.3 Licence Holder Comments

During the 2008 survey licence holders raised several key issues that have potential to affect the economic performance of the fisheries.

#### Management

A large number of licence holders indicated that they felt that the fishery is well managed in terms of sustainability of stock.

#### Profitability

Some licence holders felt that since fishing businesses were relatively homogeneous, there may be opportunities for licence holders to cooperate in the purchase of inputs (e.g. fuel and packaging) to decrease the unit cost of inputs. A number of licence holders highlighted that prawn prices have been stagnant in recent years but input costs continue to rise, resulting in a diminishing bottom line. Some licence holders suggested that the full quota of prawns could be caught with a smaller number of boats in the fishery, thus improving the returns to each individual boat.

Some licence holders indicated that catch per man and crew share were significantly lower in the Spencer Gulf prawn fishery than other fisheries in Australia. This made it difficult to attract and retain a quality workforce.

### **Prawn imports**

Licence holders indicated that prawn prices are low as a result of imports of prawns from overseas, particularly from South East Asia. Some licence holders indicated that imports of prawns into Australia should be prevented or discouraged.

### **Prawn prices and markets**

Several licence holders indicated that they can attract a premium price for product sold in the lead up to the Christmas period. Some licence holders suggested that the season be changed to allow greater access to the fishery when prices are high and restrict access when prices are low (e.g. towards the end of the season).

A number of licence holders indicated that there needed to be greater focus on market development to improve the value of catch. A marketing program including the "Lincoln Wild King" branding is currently underway to assist in promoting the fishery and products.

### **Other comments**

A number of licence holders indicated that the high licence value for the Spencer Gulf fishery is a reflection of the lifestyle value attached to the fishery rather than the expected rates of return.

Some licence holders indicated the amount of energy (fuel) used in catching prawns may be an issue in the future, particular if the price of fuel increases significantly.

## **4.4 Market Prices for Prawns in Domestic Markets**

This section of the report provides some indication of the seasonality of prices for western king prawns in the local and other domestic markets.

### **Average monthly beach prices for western king prawns in SA**

An outline of the seasonality of western king prawn prices in SA (by month) for the period 1997/98 to 2007/08 is provided in Table 4.3 and Figure 4.9. Beach prices in SA tend to peak in November and December with strong demand in the Christmas/New Year period and trough in February to May, corresponding with a period of peak supply.

Table 4.3 Average monthly beach prices for western king prawns, South Australia<sup>a</sup>, 1997/98 to 2007/08<sup>b, c</sup>

Month	Average Monthly Price (\$/kg)										
	1997/98	1998/99	1999/00	2000/01	2001/02	2002/03	2003/04	2004/05	2005/06	2006/07	2007/08
July	\$11.34	\$13.41	\$15.05	\$17.82	\$14.69				\$13.70		
August	\$11.01	\$12.72	\$14.47	\$18.18	\$14.80		\$16.82	\$13.80	\$14.66		
September	\$13.42			\$18.06	\$15.30				\$17.53		\$14.35
October							\$16.75	\$16.11			\$14.45
November	\$14.56	\$15.80	\$19.95	\$20.00	\$18.28	\$19.42		\$21.07	\$19.91	\$21.06	\$19.16
December	\$14.96	\$16.23	\$20.88	\$20.36	\$19.42	\$19.07	\$22.77	\$22.91	\$18.43	\$20.09	\$18.16
January								\$20.41		\$18.00	\$25.61
February	\$15.96	\$14.10	\$18.61	\$20.51	\$15.00		\$14.18	\$14.05			
March	\$12.94	\$14.27	\$17.68	\$17.77	\$17.69	\$18.69	\$14.46	\$13.04	\$13.99	\$13.28	\$12.71
April	\$12.32	\$14.30	\$16.85	\$16.83	\$17.76	\$17.66	\$18.54	\$14.64	\$16.06	\$14.97	\$12.54
May	\$11.49	\$12.55	\$17.66	\$16.26	\$17.74	\$18.45	\$18.26	\$15.03	\$16.96	\$15.87	\$12.04
June	\$12.34	\$14.16	\$18.57	\$16.64	\$16.03	\$18.00	\$10.61	\$17.24	\$14.28	\$15.16	\$13.11
Weighted Average Price SGWC <sup>d</sup>	\$11.70	\$14.26	\$17.92	\$17.67	\$17.99	\$18.71	\$20.63	\$14.90	\$17.97	\$19.46	\$15.78
Weighted Average Price GSV <sup>e</sup>	\$15.31	\$15.01	\$19.09	\$17.38	\$18.23	\$18.28	\$18.12	\$17.66	\$16.40	\$15.65	\$12.77

<sup>a</sup> For all prawn fisheries in South Australia.

<sup>b</sup> Nominal prices.

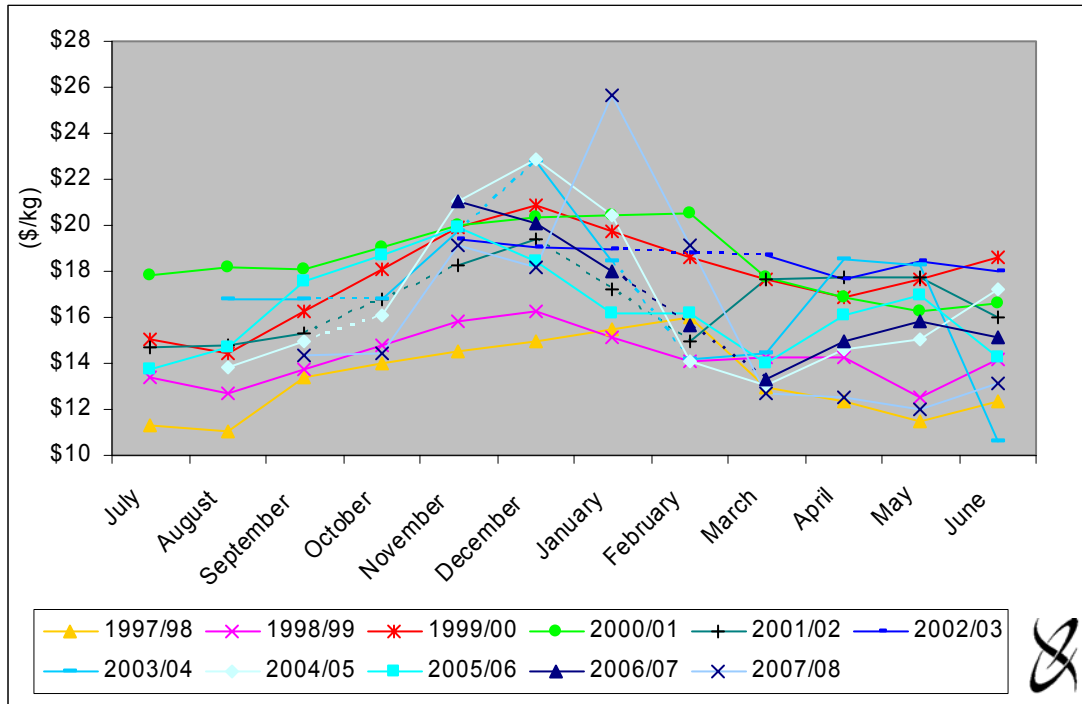
<sup>c</sup> Blank cells correspond with months in which no returns were received from processors.

<sup>d</sup> Spencer Gulf and West Coast prawn fisheries.

<sup>e</sup> Gulf St Vincent prawn fishery.

Source: SARDI Aquatic Sciences.

Figure 4.9 Average monthly beach prices for western king prawns, South Australia, 1997/98 to 2007/08 <sup>a</sup>



NB: Data within the broken lines correspond with months in which no returns were received from processors. These values have been imputed (for graphical purposes) on the basis of a simple average of the previous and subsequent months' returns.

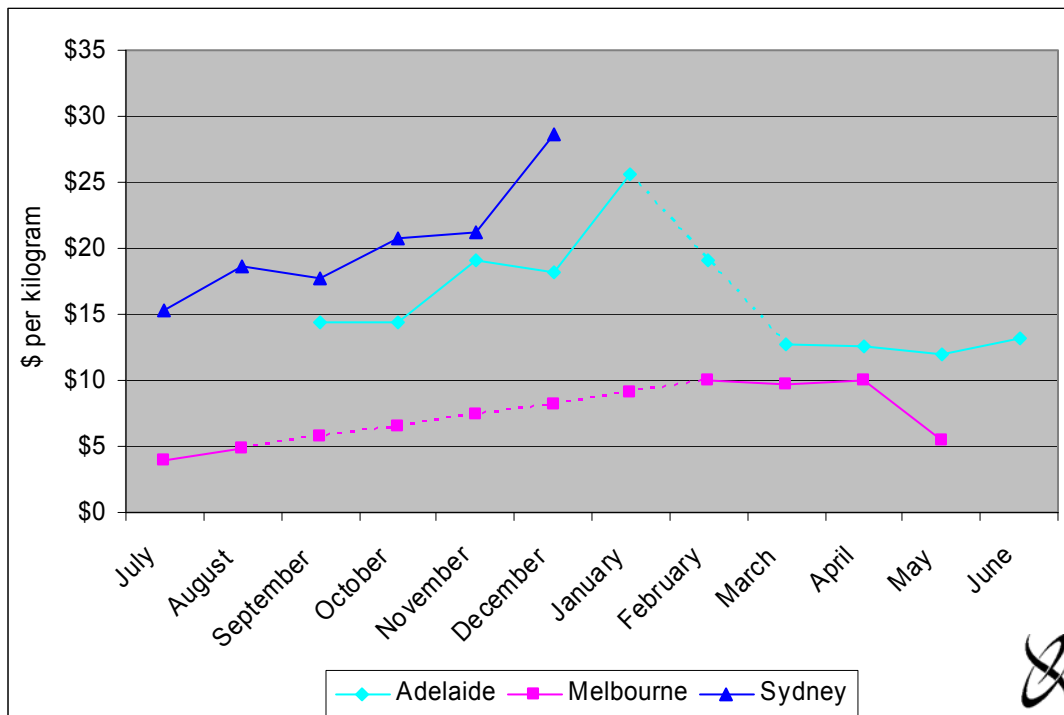
<sup>a</sup> Nominal prices for all prawn fisheries in South Australia.

Source: SARDI Aquatic Sciences.

**Average monthly price for western king prawns in other domestic markets**

The average price of western king prawns sold in the Sydney and Melbourne fish markets are illustrated on a monthly basis (for 2007/08) in Figure 4.10. Fluctuations in price are similar to those experienced in South Australia with prices peaking in November/December and reaching a low point between February and April.

Figure 4.10 Prices for western king prawns; Sydney Fish Markets, Melbourne Fish Markets and South Australian beach prices, 2007/08<sup>a,b,c</sup>



- <sup>a</sup> Nominal prices.
- <sup>b</sup> Sydney Fish Market prices were not available for 2008.
- <sup>c</sup> Data with broken lines correspond with months in which no fish were sold or prices were unavailable. These values have been imputed (for graphical purposes) on the basis of a simple average of the previous and subsequent months prices.

Source: SARDI Aquatic Sciences, Tim Rieniets (Melbourne Wholesale Fish Markets, pers. comm.) and Samantha Dawes (DPI – NSW Fisheries, pers. comm.)

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## Appendix 1 Economic Impact of the Spencer Gulf and West Coast Prawn Fisheries, 2006/07<sup>12</sup>

Appendix Table 1.1 Economic impact of the Spencer Gulf and West Coast prawn fisheries in South Australia, 2006/07<sup>a</sup>

Sector	Output		Employment <sup>b</sup>		Household Income		Contribution to GSP	
	(\$m)	%	(fte jobs)	%	(\$m)	%	(\$m)	%
Direct effects								
Fishing	39.4	36.0%	217	32.3%	12.3	39.0%	30.3	48.3%
Processing	0.7	0.7%	2	0.3%	0.1	0.3%	0.2	0.3%
Transport	0.8	0.7%	4	0.5%	0.2	0.8%	0.4	0.6%
Retail	3.6	3.3%	53	7.9%	1.5	4.8%	1.8	2.9%
Food services	10.1	9.2%	85	12.6%	2.6	8.2%	3.9	6.3%
Capital expenditure <sup>c</sup>	2.3	2.1%	23	3.5%	0.7	2.3%	0.9	1.5%
<b>Total Direct<sup>d</sup></b>	<b>56.9</b>	<b>52.0%</b>	<b>385</b>	<b>53.6%</b>	<b>17.4</b>	<b>53.2%</b>	<b>37.5</b>	<b>58.3%</b>
Flow-on effects								
Trade	7.9	7.2%	89	13.2%	3.0	9.5%	3.7	5.9%
Manufacturing	11.6	10.6%	36	5.4%	1.7	5.4%	2.7	4.3%
Business Services	6.4	5.8%	38	5.6%	2.3	7.4%	3.0	4.8%
Transport	2.5	2.3%	12	1.7%	0.8	2.6%	1.2	1.9%
Other Sectors	24.1	22.0%	114	16.9%	6.1	19.6%	14.6	23.2%
<b>Total Flow-on<sup>d</sup></b>	<b>52.4</b>	<b>48.0%</b>	<b>289</b>	<b>42.9%</b>	<b>14.0</b>	<b>44.5%</b>	<b>25.2</b>	<b>40.2%</b>
<b>Total<sup>d</sup></b>	<b>109.3</b>	<b>100.0%</b>	<b>673</b>	<b>100.0%</b>	<b>31.4</b>	<b>100.0%</b>	<b>62.8</b>	<b>100.0%</b>
Total/Direct	1.9	-	1.8	-	1.8	-	1.7	-
Total/Tonne	\$54,000	-	0.33	-	\$15,500	-	\$31,000	-

<sup>a</sup> Full-time equivalent jobs. Direct employment in the fisheries was comprised of 48 full-time jobs and 197 part-time jobs, that is, 244 jobs in aggregate.

<sup>b</sup> Capital expenditure includes expenditure on boats, fishing gear and equipment, sheds and buildings, motor vehicles and other equipment.

<sup>c</sup> Totals may not sum due to rounding.

Source: EconSearch (2008a).

<sup>12</sup> Estimates of economic impact prepared for this and other commercial fisheries in South Australia (except Lakes and Coorong) for the period 1997/98 to 2002/03 do not include the impact of local retail and food service trade. The economic impact of the Spencer Gulf and West Coast prawn fisheries in 1997/98 and 1998/99 does not include the direct and flow-on effects of estimated capital expenditure by licensees; these effects have been included for the period 1999/00 to 2002/03.

Appendix Table 1.2 Economic impact of the Spencer Gulf and West Coast prawn fisheries in the Eyre region, 2006/07 <sup>a</sup>

Sector	Output		Employment <sup>b</sup>		Household Income		Contribution to GSP	
	(\$m)	%	(fte jobs)	%	(\$m)	%	(\$m)	%
Direct effects								
Fishing	39.4	36.0%	217	32.3%	12.3	39.0%	30.3	48.3%
Processing	0.7	0.7%	2	0.3%	0.1	0.3%	0.2	0.3%
Transport	0.8	0.7%	4	0.5%	0.2	0.8%	0.4	0.6%
Retail	3.6	3.3%	53	7.9%	1.5	4.8%	1.8	2.9%
Food services	10.1	9.2%	85	12.6%	2.6	8.2%	3.9	6.3%
Capital expenditure <sup>c</sup>	2.3	2.1%	23	3.5%	0.7	2.3%	0.9	1.5%
<b>Total Direct <sup>d</sup></b>	<b>56.9</b>	<b>52.0%</b>	<b>385</b>	<b>53.6%</b>	<b>17.4</b>	<b>53.2%</b>	<b>37.5</b>	<b>58.3%</b>
Flow-on effects								
Trade	7.9	7.2%	89	13.2%	3.0	9.5%	3.7	5.9%
Manufacturing	11.6	10.6%	36	5.4%	1.7	5.4%	2.7	4.3%
Business Services	6.4	5.8%	38	5.6%	2.3	7.4%	3.0	4.8%
Transport	2.5	2.3%	12	1.7%	0.8	2.6%	1.2	1.9%
Other Sectors	24.1	22.0%	114	16.9%	6.1	19.6%	14.6	23.2%
<b>Total Flow-on <sup>d</sup></b>	<b>52.4</b>	<b>48.0%</b>	<b>289</b>	<b>42.9%</b>	<b>14.0</b>	<b>44.5%</b>	<b>25.2</b>	<b>40.2%</b>
<b>Total <sup>d</sup></b>	<b>109.3</b>	<b>100.0%</b>	<b>673</b>	<b>100.0%</b>	<b>31.4</b>	<b>100.0%</b>	<b>62.8</b>	<b>100.0%</b>
Total/Direct	1.9	-	1.8	-	1.8	-	1.7	-
Total/Tonne	\$54,000	-	0.33	-	\$15,500	-	\$31,000	-

<sup>a</sup> Full-time equivalent jobs. Direct employment in the fisheries was comprised of 48 full-time jobs and 197 part-time jobs, that is, 244 jobs in aggregate.

<sup>b</sup> Capital expenditure includes expenditure on boats, fishing gear and equipment, sheds and buildings, motor vehicles and other equipment.

<sup>c</sup> Totals may not sum due to rounding.

Source: EconSearch (2008a).

## Appendix 2 Prawn Exports from South Australia, 1995/96 to 2007/08

Appendix Table 2.1 Prawn exports from South Australia, quantity (kg) by category, 1995/96 to 2007/08

Category	Year												
	1995/96	1996/97	1997/98	1998/99	1999/00	2000/01	2001/02	2002/03	2003/04	2004/05	2005/06	2006/07	2007/08
Headless	691,133	450,771	291,570	215,962	202,791	217,877	76,131	63,059	39,933	30,211	36,144	5,688	0
Whole	2,856,778	1,658,189	1,488,560	1,864,243	1,578,792	728,597	1,105,396	1,346,174	1,463,315	1,438,900	1,249,734	281,054	105,167
Other <sup>a</sup>	31,841	32,950	9,850	20	0	3,018	26,460	13,000	72,980	0	1,465	0	0
Total	3,579,752	2,141,910	1,789,980	2,080,225	1,781,583	949,492	1,207,987	1,422,233	1,576,228	1,469,111	1,287,343	286,742	105,167

<sup>a</sup> Other prawns includes prawn cutlets and prawn meat etc.; excluding headless and whole.

Source: Australian Bureau of Statistics (by request)

Appendix Table 2.2 Prawn exports from South Australia, value (\$'000 fob) by category, 1995/96 to 2007/08

Category	Year												
	1995/96	1996/97	1997/98	1998/99	1999/00	2000/01	2001/02	2002/03	2003/04	2004/05	2005/06	2006/07	2007/08
Headless	14,186	9,220	6,591	5,832	5,056	5,301	1,794	1,551	1,000	725	871	83	0
Whole	50,323	27,432	31,600	36,923	38,115	16,590	22,736	32,774	26,692	27,071	22,930	4,873	1,764
Other <sup>a</sup>	23	174	4	0	0	0	810	184	1,116	0	27	0	0
Total	64,532	36,827	38,195	42,754	43,171	21,891	25,340	34,509	28,808	27,796	23,827	4,956	1,764

<sup>a</sup> Other prawns includes prawn cutlets and prawn meat etc.; excluding headless and whole.

Source: Australian Bureau of Statistics (by request).

Appendix Table 2.3 Prawn exports from South Australia, quantity (tonnes) by country of destination, 1995/96 to 2007/08

Country of Destination	Year												
	1995/96	1996/97	1997/98	1998/99	1999/00	2000/01	2001/02	2002/03	2003/04	2004/05	2005/06	2006/07	2007/08
China	132	104	146	274	129	175	188	76	25	0	13	0	0
Greece	13	0	92	107	37	34	134	267	354	293	242	156	82
Hong Kong	203	179	95	88	48	39	173	31	57	6	0	0	2
Italy	0	0	0	0	0	0	11.25	0	0	0	50.25	13	0.108
Japan	2,463	1,415	1,265	1,316	1,302	391	561	928	830	799	699	43	0
Korea	113	94	0	13	0	0	0	1	0	0	0	0	0
Malaysia	53	128	15	34	38	39	12	15	76	0	0	0	0
South Africa	222	19	63	66	74	20	0	21	0	0	0	0	0
Spain	354	175	101	147	68	46	48	59	219	369	280	74	14
UAE	0	0	0	0	0	0	9.87	3.21	0	0	0.015	0	0.051
UK	0	0	0	0	0	0.07	0	0	0	0	0	0	7.389
USA	0	7	0	0	26	84	26	4	0	0	1	1	0
Other	27	12	13	35	48	76	45	16	15	1	2	0	0
Total	3,580	2,133	1,790	2,079	1,771	905	1,208	1,422	1,576	1,469	1,287	287	105

Source: Australian Bureau of Statistics (by request).

Appendix Table 2.4 Prawn exports from South Australia, value (\$'000) by country of destination, 1995/96 to 2007/08

Country of Destination	Year												
	1995/96	1996/97	1997/98	1998/99	1999/00	2000/01	2001/02	2002/03	2003/04	2004/05	2005/06	2006/07	2007/08
China	1.5	1.3	2.3	4.0	1.9	3.0	3.0	1.5	0.4	0.0	0.1	0.0	0.0
Greece	0.2	0.0	1.6	2.2	0.8	0.7	1.2	4.9	4.9	5.2	4.3	2.9	1.5
Hong Kong	2.8	2.3	1.4	1.4	0.8	0.9	2.9	0.6	1.0	0.1	0.0	0.0	0.0
Italy	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.0	0.0	0.9	0.3	0.0
Japan	49.6	27.9	29.5	30.2	34.3	11.6	15.2	25.3	16.9	16.6	13.7	0.8	0.0
Korea	1.3	1.4	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Malaysia	0.5	1.2	0.2	0.6	0.6	0.6	0.2	0.1	0.0	0.0	0.0	0.0	0.0
South Africa	3.9	0.3	1.3	1.4	1.5	0.5	0.0	0.5	0.0	0.0	0.0	0.0	0.0
Spain	4.4	2.2	1.6	2.4	1.3	0.8	0.8	1.0	3.5	5.8	4.7	1.1	0.0
UAE	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.1	0.0	0.0	0.0	0.0	0.0
UK	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
USA	0.0	0.2	0.0	0.0	0.8	2.3	0.7	0.1	0.0	0.0	0.0	0.0	0.0
Other	0.4	0.1	0.2	0.5	1.1	1.6	1.1	0.1	0.3	0.0	0.1	0.0	0.0
Total	64.5	36.8	38.2	42.8	43.2	21.9	25.3	34.3	26.9	27.8	23.8	5.0	1.8

Source: Australian Bureau of Statistics (by request).

## Appendix 3 Summary Economic Indicators for South Australian Commercial Fisheries

Appendix Table 3.1 Commercial fisheries catch, South Australia, 1990/91 to 2006/07 (tonnes)

Year	Abalone	GSV Prawns	SG & WC Prawns	Sth'n Zone Rock Lobster	Nth'n Zone Rock Lobster	Blue Swimmer Crabs	Lakes and Coorong <sup>a</sup>	Sardines	Other Marine Species	Total SA Fisheries <sup>b</sup>
1990/91	863	134	1,951	1,562	1,104	434	2,442	n.a.	7,108	15,598
1991/92	885	0	2,155	1,940	1,222	425	3,143	145	7,750	17,665
1992/93	869	0	1,645	1,754	1,064	511	2,640	1,230	7,499	17,212
1993/94	802	226	1,693	1,669	930	544	2,992	2,377	6,719	17,952
1994/95	851	148	1,911	1,720	891	608	2,884	2,803	9,744	21,560
1995/96	902	258	2,013	1,684	903	655	2,720	3,708	6,301	19,144
1996/97	903	211	1,813	1,635	893	464	2,657	3,428	6,507	18,511
1997/98	812	267	2,492	1,680	942	469	2,595	6,041	5,526	20,824
1998/99	933	336	2,425	1,713	1,016	501	2,355	4,465	4,964	18,708
1999/00	889	400	2,016	1,717	1,001	549	1,995	3,836	4,840	17,243
2000/01	867	384	2,603	1,716	846	556	2,293	7,368	5,132	21,765
2001/02	850	322	2,288	1,717	675	559	1,875	12,165	4,644	25,095
2002/03	890	232	1,508	1,766	595	583	2,030	21,741	4,048	33,393
2003/04	879	172	1,958	1,896	504	611	2,120	33,160	3,712	45,012
2004/05	902	213	1,960	1,897	446	632	2,198	56,952	3,810	69,010
2005/06	896	179	1,891	1,889	476	648	2,352	28,626	3,186	40,143
2006/07	883	209	2,024	1,894	492	637	2,443	30,355	2,978	41,915

<sup>a</sup> Excludes the River fishery for the years 2003/04 to 2006/07.

<sup>b</sup> Excludes aquaculture, south east non-trawl, tuna, deep water trawl.

Source: EconSearch (2008b)

Appendix Table 3.2 Commercial fisheries gross value of production, South Australia, 1990/91 to 2006/07 (\$m)

Year	Abalone	GSV Prawns	SG & WC Prawns	Sth'n Zone Rock Lobster	Nth'n Zone Rock Lobster	Blue Swimmer Crabs <sup>a</sup>	Inland Waters <sup>b</sup>	Sardines	Other Marine Species <sup>c</sup>	Total SA Fisheries <sup>d</sup>
1990/91	14.0	1.7	20.0	26.7	18.2	1.6	2.3	na	17.8	102.4
1991/92	15.1	0.0	19.7	36.3	21.4	1.4	2.6	0.2	21.3	117.9
1992/93	23.7	0.0	19.7	34.8	20.5	1.6	5.3	0.8	20.3	126.7
1993/94	27.2	3.3	20.9	43.2	23.4	1.8	5.6	1.4	19.2	146.0
1994/95	22.8	1.9	22.6	48.6	25.5	2.2	6.3	1.6	24.5	156.1
1995/96	22.5	3.5	22.9	44.6	23.8	2.5	6.0	2.5	21.8	150.1
1996/97	25.2	2.9	22.2	47.0	24.4	2.1	6.3	2.2	20.6	152.9
1997/98	26.9	4.1	29.2	50.9	27.7	2.2	5.5	3.8	16.7	166.9
1998/99	27.2	5.0	34.6	47.2	26.7	2.2	6.3	2.5	18.0	169.7
1999/00	32.4	7.6	36.1	51.2	29.8	2.5	7.5	2.7	19.2	189.1
2000/01	40.0	6.7	46.0	55.1	28.0	3.1	7.8	5.2	20.2	212.0
2001/02	34.8	5.9	41.5	65.7	26.2	3.5	6.0	8.5	18.5	210.5
2002/03	36.3	4.2	28.2	63.8	18.8	3.6	5.1	17.8	20.4	198.3
2003/04	31.6	3.1	40.4	49.3	12.0	3.6	5.4	22.5	21.9	189.9
2004/05	33.8	3.8	32.0	54.4	11.6	3.6	5.5	28.5	20.9	194.1
2005/06	33.9	2.9	34.0	65.7	15.4	5.2	5.9	16.0	17.4	196.6
2006/07	31.5	3.3	39.4	78.8	18.0	5.6	7.3	18.5	19.8	222.3

<sup>a</sup> SARDI estimates for the years 1990/91 and 1991/92, revalued SARDI estimates using Baker and Pierce (1998) for the years 1992/93 to 2001/02 and survey based readjustment factors for 2002/03 to 2005/06. Excludes the River fishery for the years 2003/04 to 2006/07.

<sup>b</sup> SARDI estimates for the years 1990/91 to 2002/03, revalued SARDI estimates for 2003/04 to 2006/07 using weighted average prices from Sydney and Melbourne fish markets and price data obtained from fishers.

<sup>c</sup> Excludes aquaculture, south east non-trawl, tuna, deep water trawl.

Source: EconSearch (2008b).

Appendix Table 3.3 Cost of management in South Australian commercial fisheries, 2006/07

	Licence Fees (\$'000)	GVP (\$'000)	Fees/ GVP (%)	Catch ('000kg)	Fees/ Catch (\$/kg)	Licence Holders (no.)	Fees/ Licence (\$/licence)
Abalone	2,392	31,529	7.6%	883	\$2.71	35	\$68,339
GSV Prawns	257	3,270	7.9%	209	\$1.23	10	\$25,715
SG & WC Prawns	914	39,386	2.3%	2,024	\$0.45	42	\$21,761
Sth'n Zone Rock Lobster	2,976	78,791	3.8%	1,894	\$1.57	181	\$16,442
Nth'n Zone Rock Lobster	1,164	17,954	6.5%	492	\$2.37	68	\$17,112
Blue Crabs - Pots	267	5,328	5.0%	595	\$0.45	8	\$33,325
Blue Crabs – Marine Scale	25	301	8.2%	42	\$0.59	6	\$4,125
Lakes and Coorong <sup>a</sup>	299	7,330	4.1%	2,383	\$0.13	37	\$8,094
Marine Scalefish	1,460	19,847	7.4%	2,978	\$0.49	349	\$4,184
Sardines	804	18,517	4.3%	30,355	\$0.03	14	\$57,410
Total SA	10,557	222,253	4.8%	41,855	\$0.25	750	\$14,077

<sup>a</sup> Excludes the River fishery.

Source: EconSearch (2008b).

Appendix Table 3.4 Financial performance in South Australian commercial fisheries, 2006/07, (\$'000) (average per boat)

	Abalone	GSV Prawns	SG & WC Prawns	Sth'n Zone Rock Lob	Nth'n Zone Rock Lob	Blue Crabs <sup>a</sup>	Marine Scalefish <sup>b</sup>	Sardines	Lakes and Coorong
<b>(1) Total Boat Gross Income</b>	<b>946.9</b>	<b>321.8</b>	<b>870.3</b>	<b>452.6</b>	<b>347.8</b>	<b>5,628.8</b>	<b>95.1</b>	<b>1,315.9</b>	<b>216.3</b>
Variable Costs									
Fuel	15.8	24.8	57.9	23.9	44.9	600.7	11.2	199.5	14.8
Repairs & Maintenance	38.7	14.0	48.5	21.4	16.9	533.3	8.7	98.8	6.8
Bait/Ice	0.3	0.0	0.0	10.9	14.8	66.9	2.3	2.3	1.4
Provisions	9.5	0.8	3.5	0.4	4.4	11.1	0.0	8.1	0.2
Labour - paid	263.6	96.9	296.0	91.7	107.0	1,280.3	12.2	527.3	33.2
(2) - unpaid	4.3	8.0	7.7	32.4	32.2	211.6	25.1	3.3	41.8
Other	10.7	9.6	21.8	0.7	5.3	18.5	0.0	33.5	16.2
<b>(3) Total Variable Costs</b>	<b>342.9</b>	<b>154.2</b>	<b>435.4</b>	<b>181.5</b>	<b>225.5</b>	<b>2,722.5</b>	<b>59.3</b>	<b>872.8</b>	<b>114.5</b>
Fixed Costs									
Licence Fee	67.4	26.9	24.9	18.7	21.3	291.4	5.0	56.4	9.8
Insurance	7.0	19.3	20.3	6.5	8.9	75.4	1.9	30.6	1.6
(4) Interest	5.3	31.1	44.8	23.6	34.2	650.1	4.5	84.9	5.3
(5) Labour - unpaid	18.9	18.3	8.9	7.6	14.1	44.4	4.7	10.2	7.0
(6) Leasing	0.0	0.0	0.0	1.9	12.5	0.0	0.0	23.4	0.0
Legal & Accounting	15.0	7.7	8.0	2.6	2.9	43.8	1.2	7.8	2.0
Telephone etc.	3.7	1.6	6.0	1.7	2.6	22.1	1.3	1.7	2.2
Slipping & Mooring	0.8	4.8	6.4	1.7	2.5	32.2	0.8	17.0	0.1
Travel	4.4	0.2	2.8	0.8	1.1	28.0	0.5	0.8	1.0
Office & Admin	9.2	0.5	7.5	2.7	3.8	86.5	4.8	6.3	4.9
<b>(7) Total Fixed Costs</b>	<b>131.7</b>	<b>110.5</b>	<b>129.7</b>	<b>67.8</b>	<b>103.9</b>	<b>1,273.9</b>	<b>24.9</b>	<b>239.2</b>	<b>33.8</b>
<b>(8) Total Boat Cash Costs (3 + 7)</b>	<b>474.6</b>	<b>264.6</b>	<b>565.2</b>	<b>249.3</b>	<b>329.4</b>	<b>3,996.4</b>	<b>84.2</b>	<b>1,112.0</b>	<b>148.3</b>
<b>Boat Gross Margin (1 - 3)</b>	<b>603.9</b>	<b>167.7</b>	<b>434.9</b>	<b>271.1</b>	<b>122.3</b>	<b>2,906.3</b>	<b>35.7</b>	<b>443.1</b>	<b>101.8</b>
<b>(9) Total Unpaid Labour (2 + 5)</b>	<b>23.2</b>	<b>26.3</b>	<b>16.6</b>	<b>40.0</b>	<b>46.3</b>	<b>256.1</b>	<b>29.8</b>	<b>13.6</b>	<b>48.8</b>
<b>Gross Operating Surplus</b>	<b>495.4</b>	<b>83.5</b>	<b>321.8</b>	<b>243.4</b>	<b>64.7</b>	<b>1,888.5</b>	<b>40.7</b>	<b>217.5</b>	<b>116.9</b>
<b>(10) Boat Cash Income (1 - 8)</b>	<b>472.2</b>	<b>57.2</b>	<b>305.2</b>	<b>203.3</b>	<b>18.4</b>	<b>1,632.4</b>	<b>10.9</b>	<b>203.9</b>	<b>68.0</b>
<b>(11) Depreciation</b>	<b>66.3</b>	<b>129.8</b>	<b>142.2</b>	<b>47.9</b>	<b>63.0</b>	<b>349.3</b>	<b>18.3</b>	<b>211.7</b>	<b>22.0</b>
<b>(12) Boat Business Profit (10 - 11)</b>	<b>405.9</b>	<b>-72.6</b>	<b>163.0</b>	<b>155.4</b>	<b>-44.6</b>	<b>1,283.1</b>	<b>-7.4</b>	<b>-7.8</b>	<b>46.1</b>
<b>(13) Profit at Full Equity (12 + 4 + 6)</b>	<b>411.3</b>	<b>-41.6</b>	<b>207.8</b>	<b>180.9</b>	<b>2.1</b>	<b>1,933.1</b>	<b>-2.9</b>	<b>100.5</b>	<b>51.3</b>
<b>Boat Capital</b>									
(14) Fishing Gear & Equip	332.7	960.9	1,289.6	351.5	490.4	3,468.5	130.1	2,763.6	148.1
Licence Value	7,947.3	2,695.3	4,966.9	3,079.3	1,577.5	28,798.6	184.2	3,318.7	214.0
<b>(15) Total Boat Capital</b>	<b>8,280.0</b>	<b>3,656.2</b>	<b>6,256.5</b>	<b>3,430.8</b>	<b>2,067.9</b>	<b>32,267.1</b>	<b>314.3</b>	<b>6,082.3</b>	<b>362.1</b>
<b>Rate of Return on Fishing Gear &amp; Equip (13 / 14 * 100)</b>	<b>123.6%</b>	<b>-4.3%</b>	<b>16.1%</b>	<b>51.5%</b>	<b>0.4%</b>	<b>55.7%</b>	<b>-2.2%</b>	<b>3.6%</b>	<b>34.7%</b>
<b>Rate of Return on Total Boat Capital (13 / 15 * 100)</b>	<b>5.0%</b>	<b>-1.1%</b>	<b>3.3%</b>	<b>5.3%</b>	<b>0.1%</b>	<b>6.0%</b>	<b>-0.9%</b>	<b>1.7%</b>	<b>14.2%</b>

<sup>a</sup> Financial performance for blue crab are on a whole fishery basis.

<sup>b</sup> Excludes the Commonwealth managed fisheries: south east non-trawl, tuna, deep water trawl.

<sup>c</sup> Earnings before interest and tax.

Source: EconSearch (2008b).

Appendix Table 3.5 Costs as a percentage of total cash costs in South Australian commercial fisheries, 2006/07

	Abalone	GSV Prawns	SG & WC Prawns	Sth'n Zone Rock Lob	Nth'n Zone Rock Lob	Blue Crabs	Marine Scalefish <sup>a</sup>	Sardines	Lakes and Coorong
<b>Variable Costs</b>									
Fuel	3%	9%	10%	10%	14%	15%	13%	18%	10%
Repairs & Maintenance	8%	5%	9%	9%	5%	13%	10%	9%	5%
Bait/Ice	0%	0%	0%	4%	5%	2%	3%	0%	1%
Provisions	2%	0%	1%	0%	1%	0%	0%	1%	0%
Labour - paid	56%	37%	52%	37%	32%	32%	14%	47%	22%
- unpaid	1%	3%	1%	13%	10%	5%	30%	0%	28%
Other	2%	4%	4%	0%	2%	0%	0%	3%	11%
<b>Fixed Costs</b>									
Licence Fee	14%	10%	4%	7%	6%	7%	6%	5%	7%
Insurance	1%	7%	4%	3%	3%	2%	2%	3%	1%
Interest	1%	12%	8%	9%	10%	16%	5%	8%	4%
Labour - unpaid	4%	7%	2%	3%	4%	1%	6%	1%	5%
Leasing	0%	0%	0%	1%	4%	0%	0%	2%	0%
Legal & Accounting	3%	3%	1%	1%	1%	1%	1%	1%	1%
Telephone etc.	1%	1%	1%	1%	1%	1%	2%	0%	2%
Slipping & Mooring	0%	2%	1%	1%	1%	1%	1%	2%	0%
Travel	1%	0%	0%	0%	0%	1%	1%	0%	1%
Office & Admin	2%	0%	1%	1%	1%	2%	6%	1%	3%
<b>Total Variable Costs</b>	<b>72%</b>	<b>58%</b>	<b>77%</b>	<b>73%</b>	<b>68%</b>	<b>68%</b>	<b>70%</b>	<b>78%</b>	<b>77%</b>
<b>Total Fixed Costs</b>	<b>28%</b>	<b>42%</b>	<b>23%</b>	<b>27%</b>	<b>32%</b>	<b>32%</b>	<b>30%</b>	<b>22%</b>	<b>23%</b>
<b>Total Cash Costs</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

<sup>a</sup> Excludes Commonwealth managed fisheries: south east non-trawl, tuna, deep water trawl.

Source: EconSearch (2008b).

Appendix Table 3.6 Economic impacts of South Australian commercial fisheries, 2006/07

	Abalone	GSV Prawns	SG & WC Prawns	Sth'n Zone Rock Lob	Nth'n Zone Rock Lob	Blue Crabs	Marine Scalefish	Sardines	Lakes and Coorong	All Fisheries <sup>a</sup>
<b>Output (\$m)</b>										
Direct										
Fishing	31.5	3.3	39.4	78.8	18.0	5.6	19.8	18.5	7.3	222.3
Downstream <sup>b</sup>	5.1	2.0	17.5	24.6	6.8	3.1	9.5	3.3	5.9	77.7
All other sectors (indirect)	29.8	6.0	52.4	88.3	18.0	8.9	43.4	24.6	14.8	286.2
<b>Total</b>	<b>66.4</b>	<b>11.3</b>	<b>109.3</b>	<b>191.6</b>	<b>42.7</b>	<b>17.6</b>	<b>72.8</b>	<b>46.4</b>	<b>28.1</b>	<b>586.2</b>
Total/Direct	1.8	2.1	1.9	1.9	2.4	2.0	2.5	2.1	2.1	2.0
Total/Tonne (\$)	\$75,100	\$54,100	\$54,000	\$101,100	\$119,200	\$27,600	\$24,400	\$1,500	\$11,700	\$13,023
<b>Contribution to GSP (\$m)</b>										
Direct										
Fishing	25.2	2.1	30.3	61.1	7.8	3.7	6.1	11.4	5.0	152.6
Downstream	1.8	0.8	7.2	9.7	2.7	1.1	3.5	1.5	2.3	30.6
All other sectors (indirect)	14.5	2.9	25.2	42.6	16.3	4.2	20.4	11.7	7.1	145.0
<b>Total</b>	<b>41.5</b>	<b>5.9</b>	<b>62.8</b>	<b>113.4</b>	<b>26.9</b>	<b>8.9</b>	<b>30.0</b>	<b>24.5</b>	<b>14.5</b>	<b>328.3</b>
Total/Direct	1.5	2.0	1.7	1.6	2.5	1.9	3.1	1.9	2.0	1.8
Total/Tonne (\$)	\$46,900	\$28,200	\$31,000	\$59,800	\$54,500	\$13,900	\$10,066	\$807	\$6,096	\$7,293
<b>Employment (fte jobs) <sup>c</sup></b>										
Direct										
Fishing	123	37	217	424	185	29	540	63	74	1,692
Downstream	23	20	167	140	41	17	73	20	46	547
All other sectors (indirect)	163	33	289	479	186	48	235	134	82	1,647
<b>Total</b>	<b>308</b>	<b>89</b>	<b>673</b>	<b>1,043</b>	<b>412</b>	<b>93</b>	<b>848</b>	<b>217</b>	<b>201</b>	<b>3,885</b>
Total/Direct	2.1	1.6	1.8	1.8	1.8	2.0	1.4	2.6	1.7	1.7
Total/Tonne	0.35	0.43	0.33	0.55	0.84	0.15	0.28	0.01	0.08	0.09
<b>Household Income (\$m)</b>										
Direct										
Fishing	9.1	1.2	12.3	22.7	6.7	1.5	6.1	6.7	3.2	69.5
Downstream	1.2	0.6	5.2	6.7	1.9	0.7	2.5	1.0	1.7	21.5
All other sectors (indirect)	8.0	1.6	14.0	23.2	9.0	2.3	11.4	6.4	4.0	80.1
<b>Total</b>	<b>18.4</b>	<b>3.4</b>	<b>31.4</b>	<b>52.6</b>	<b>17.6</b>	<b>4.5</b>	<b>20.1</b>	<b>14.1</b>	<b>8.9</b>	<b>171.1</b>
Total/Direct	1.8	1.9	1.8	1.8	2.0	2.1	2.3	1.8	1.8	1.9
Total/Tonne (\$)	\$20,700	\$16,500	\$15,500	\$27,700	\$35,800	\$7,100	\$6,700	\$400	\$3,700	\$3,801

<sup>a</sup> Excludes the River fishery and the Commonwealth managed fisheries: south-east non-trawl, tuna and deep water trawl.

<sup>b</sup> Downstream activities include net value of processing, transport services and retail/food services trade.

<sup>c</sup> Full time equivalent jobs. Direct employment in the fishing sector was comprised of 642 full-time and 1,375 part-time, that is, 2,017 jobs in total.

Source: EconSearch (2008b).

Appendix Table 3.7 Economic rent in South Australian commercial fisheries, 2006/07 (\$m)

	Abalone	GSV Prawns	SG & WC Prawns	Sth'n Zone Rock Lob	Nth'n Zone Rock Lob	Blue Crabs	Marine Scalefish	Sardines	Lakes and Coorong	All Fisheries <sup>a</sup>
Gross Income	33.1	3.3	39.4	78.8	18.0	5.6	19.8	18.5	7.1	223.7
Less Labour	8.5	1.2	13.2	21.8	7.7	1.4	8.8	7.6	2.8	73.0
Less Materials & Services	6.4	1.1	9.5	16.2	7.3	1.8	9.1	6.5	2.0	60.0
Less Depreciation	2.3	1.3	6.4	8.0	3.1	0.3	3.8	3.0	0.7	29.1
Less Opportunity Cost of Capital (@10%)	1.2	1.0	5.8	5.9	2.4	0.3	2.7	3.9	0.5	23.7
<b>Economic Rent</b>	<b>14.8</b>	<b>-1.4</b>	<b>4.5</b>	<b>26.9</b>	<b>-2.6</b>	<b>1.7</b>	<b>-4.5</b>	<b>-2.5</b>	<b>1.1</b>	<b>37.9</b>

<sup>a</sup> Excludes the River fishery and the Commonwealth managed fisheries: south east non-trawl, tuna, deep water trawl.

Source: EconSearch (2008b).

## Appendix 4 Financial Performance, 1997/98 to 2004/05

Appendix Table 4.1 Financial performance in the SA Spencer Gulf and West Coast prawn fisheries, 1997/98 to 1999/00 (average per boat)<sup>a</sup>

	1997/98		1998/99		1999/00	
	Average per boat	Share of TBCC	Average per boat	Share of TBCC	Average per boat	Share of TBCC
<b>(1) Total Boat Gross Income</b>	<b>\$701,111</b>		<b>\$823,143</b>		<b>\$860,357</b>	
Variable Costs						
Fuel	\$40,667	9%	\$37,282	8%	\$55,412	11%
Repairs & Maintenance <sup>c</sup>	\$58,778	13%	\$58,003	12%	\$58,905	11%
Bait/Ice	\$0	0%	\$0	0%	\$0	0%
Provisions	\$9,916	2%	\$9,785	2%	\$9,937	2%
Labour - paid	\$201,956	46%	\$244,336	51%	\$262,636	50%
(2) - unpaid <sup>d</sup>	\$31,972	7%	\$38,681	8%	\$41,578	8%
Other	\$12,074	3%	\$12,233	3%	\$12,540	2%
<b>(3) Total Variable Costs</b>	<b>\$355,361</b>	<b>80%</b>	<b>\$400,319</b>	<b>83%</b>	<b>\$441,009</b>	<b>84%</b>
Fixed Costs						
Licence Fee	\$19,785	4%	\$15,534	3%	\$13,867	3%
Insurance	\$13,988	3%	\$14,172	3%	\$14,528	3%
(4) Interest	\$24,211	5%	\$22,348	5%	\$22,911	4%
(5) Labour - unpaid <sup>d</sup>	\$6,641	2%	\$6,844	1%	\$7,038	1%
Legal & Accounting	\$6,051	1%	\$6,130	1%	\$6,285	1%
Telephone etc.	\$5,022	1%	\$5,088	1%	\$5,216	1%
Slipping & Mooring	\$5,342	1%	\$5,412	1%	\$5,548	1%
Travel	\$1,456	0%	\$1,475	0%	\$1,512	0%
Office & Admin	\$4,156	1%	\$4,210	1%	\$4,316	1%
<b>(6) Total Fixed Costs</b>	<b>\$86,650</b>	<b>20%</b>	<b>\$81,214</b>	<b>17%</b>	<b>\$81,222</b>	<b>16%</b>
<b>(7) Total Boat Cash Costs (3 + 6)</b>	<b>\$442,011</b>	<b>100%</b>	<b>\$481,533</b>	<b>100%</b>	<b>\$522,230</b>	<b>100%</b>
<b>Boat Gross Margin (1 - 3)</b>	<b>\$345,750</b>		<b>\$422,823</b>		<b>\$419,348</b>	
<b>(8) Total Unpaid Labour (2 + 5)</b>	<b>\$38,613</b>		<b>\$45,525</b>		<b>\$48,617</b>	
<b>Gross Operating Surplus (1 - 7 + 8)</b>	<b>\$297,713</b>		<b>\$387,135</b>		<b>\$386,743</b>	
<b>(9) Boat Cash Income (1 - 7)</b>	<b>\$259,100</b>		<b>\$341,610</b>		<b>\$338,127</b>	
<b>(10) Depreciation</b>	<b>\$63,586</b>		<b>\$76,353</b>		<b>\$67,793</b>	
<b>(11) Boat Business Profit (9 - 10)</b>	<b>\$195,514</b>		<b>\$265,257</b>		<b>\$270,334</b>	
<b>(12) Profit at Full Equity (11 + 4)</b>	<b>\$219,724</b>		<b>\$287,605</b>		<b>\$293,244</b>	
<b>Boat Capital</b>						
(13) Fishing Gear & Equip	\$899,472		\$1,080,070		\$958,982	
Licence Value	\$1,727,778		\$2,261,550		\$2,305,895	
<b>(14) Total Boat Capital</b>	<b>\$2,627,250</b>		<b>\$3,341,620</b>		<b>\$3,264,877</b>	
<b>Rate of Return on Fishing Gear &amp; Equip (12 / 13 * 100)</b>	<b>24.4%</b>		<b>26.6%</b>		<b>30.6%</b>	
<b>Rate of Return on Total Boat Capital (12 / 14 * 100)</b>	<b>8.4%</b>		<b>8.6%</b>		<b>9.0%</b>	

<sup>a</sup> Estimates of financial performance for the years 1997/98 to 1999/00 are based on the October 1998 survey of licence holders.

<sup>b</sup> Total boat cash costs.

<sup>c</sup> Repairs and maintenance costs have been classified as a variable cost although it is noted that some of these costs may be fixed (e.g. regulated maintenance).

<sup>d</sup> Unpaid labour was divided between variable (time spent fishing and on repairs and maintenance) and fixed (management and administrative duties) components based on survey responses.

Source: EconSearch analysis.

Appendix Table 4.2 Financial performance in the SA Spencer Gulf and West Coast prawn fisheries, 2000/01 to 2002/03 (average per boat)<sup>a</sup>

	2000/01		2001/02		2002/03	
	Average per boat	Share of TBCC	Average per boat	Share of TBCC	Average per boat	Share of TBCC
<b>(1) Total Boat Gross Income</b>	<b>\$1,004,727</b>		<b>\$907,024</b>		<b>\$616,249</b>	
Variable Costs						
Fuel	\$51,494	9%	\$46,173	9%	\$42,537	10%
Repairs & Maintenance <sup>c</sup>	\$45,286	8%	\$42,408	8%	\$39,529	9%
Bait/Ice	\$0	0%	\$0	0%	\$0	0%
Provisions	\$6,148	1%	\$5,757	1%	\$5,366	1%
Labour - paid	\$340,444	60%	\$317,617	59%	\$224,175	51%
(2) - unpaid <sup>d</sup>	\$14,686	3%	\$13,701	3%	\$9,671	2%
Other	\$2,837	1%	\$2,915	1%	\$3,032	1%
<b>(3) Total Variable Costs</b>	<b>\$460,894</b>	<b>82%</b>	<b>\$428,571</b>	<b>80%</b>	<b>\$324,311</b>	<b>74%</b>
Fixed Costs						
Licence Fee	\$15,093	3%	\$14,139	3%	\$16,620	4%
Insurance	\$11,138	2%	\$11,447	2%	\$11,905	3%
(4) Interest	\$14,600	3%	\$15,005	3%	\$14,812	3%
(5) Labour - unpaid <sup>d</sup>	\$26,539	5%	\$27,427	5%	\$28,492	7%
Legal & Accounting	\$13,335	2%	\$13,705	3%	\$14,254	3%
Telephone etc.	\$5,818	1%	\$5,979	1%	\$6,219	1%
Slipping & Mooring	\$9,357	2%	\$9,617	2%	\$10,002	2%
Travel	\$3,273	1%	\$3,364	1%	\$3,499	1%
Office & Admin	\$5,091	1%	\$5,232	1%	\$5,442	1%
<b>(6) Total Fixed Costs</b>	<b>\$104,245</b>	<b>18%</b>	<b>\$105,913</b>	<b>20%</b>	<b>\$111,245</b>	<b>26%</b>
<b>(7) Total Boat Cash Costs (3 + 6)</b>	<b>\$565,139</b>	<b>100%</b>	<b>\$534,485</b>	<b>100%</b>	<b>\$435,556</b>	<b>100%</b>
<b>Boat Gross Margin (1 - 3)</b>	<b>\$543,833</b>		<b>\$478,452</b>		<b>\$291,939</b>	
<b>(8) Total Unpaid Labour (2 + 5)</b>	<b>\$41,225</b>		<b>\$41,128</b>		<b>\$38,163</b>	
<b>Gross Operating Surplus (1 - 7 + 8)</b>	<b>\$480,814</b>		<b>\$413,667</b>		<b>\$218,856</b>	
<b>(9) Boat Cash Income (1 - 7)</b>	<b>\$439,589</b>		<b>\$372,539</b>		<b>\$180,694</b>	
<b>(10) Depreciation</b>	<b>\$98,591</b>		<b>\$105,436</b>		<b>\$117,102</b>	
<b>(11) Boat Business Profit (9 - 10)</b>	<b>\$340,997</b>		<b>\$267,103</b>		<b>\$63,592</b>	
<b>(12) Profit at Full Equity (11 + 4)</b>	<b>\$355,598</b>		<b>\$282,108</b>		<b>\$78,404</b>	
<b>Boat Capital</b>						
(13) Fishing Gear & Equip	\$1,009,955		\$1,080,070		\$1,199,577	
Licence Value	\$3,936,364		\$3,122,853		\$2,121,727	
<b>(14) Total Boat Capital</b>	<b>\$4,946,318</b>		<b>\$4,202,923</b>		<b>\$3,321,303</b>	
<b>Rate of Return on Fishing Gear &amp; Equip (12 / 13 * 100)</b>	<b>35.2%</b>		<b>26.1%</b>		<b>6.5%</b>	
<b>Rate of Return on Total Boat Capital (12 / 14 * 100)</b>	<b>7.2%</b>		<b>6.7%</b>		<b>2.4%</b>	

<sup>a</sup> Financial performance estimates for 2000/01 to 2002/03 are based on the February 2002 survey of licence holders.

<sup>b</sup> Total boat cash costs.

<sup>c</sup> Repairs and maintenance costs have been classified as a variable cost although it is noted that some of these costs may be fixed (e.g. regulated maintenance).

<sup>d</sup> Unpaid labour was divided between variable (time spent fishing and on repairs and maintenance) and fixed (management and administrative duties) components based on survey responses.

Source: EconSearch analysis.

Appendix Table 4.3 Financial performance in the SA Spencer Gulf and West Coast prawn fisheries, 2003/04 to 2004/05 (average per boat)<sup>a</sup>

	2003/04		2004/05	
	Average per boat	Share of TBCC <sup>b</sup>	Average per boat	Share of TBCC <sup>b</sup>
<b>(1) Total Boat Gross Income</b>	<b>\$882,019</b>		<b>\$708,081</b>	
Variable Costs				
Fuel	\$43,921	8%	\$62,440	13%
Repairs & Maintenance <sup>c</sup>	\$41,356	7%	\$53,514	11%
Bait/Ice	\$0	0%	\$0	0%
Provisions	\$5,614	1%	\$3,875	1%
Labour - paid	\$330,416	60%	\$223,342	46%
(2)       - unpaid <sup>d</sup>	\$14,254	3%	\$5,808	1%
Other	\$3,124	1%	\$20,659	4%
<b>(3) Total Variable Costs</b>	<b>\$438,685</b>	<b>79%</b>	<b>\$369,638</b>	<b>76%</b>
Fixed Costs				
Licence Fee	\$17,953	3%	\$20,805	4%
Insurance	\$12,264	2%	\$19,179	4%
(4) Interest	\$15,197	3%	\$41,275	8%
(5) Labour - unpaid <sup>d</sup>	\$29,341	5%	\$8,275	2%
Legal & Accounting	\$14,684	3%	\$7,568	2%
Telephone etc.	\$6,406	1%	\$5,717	1%
Slipping & Mooring	\$10,304	2%	\$6,106	1%
Travel	\$3,604	1%	\$2,635	1%
Office & Admin	\$5,606	1%	\$7,112	1%
<b>(6) Total Fixed Costs</b>	<b>\$115,359</b>	<b>21%</b>	<b>\$118,672</b>	<b>24%</b>
<b>(7) Total Boat Cash Costs (3 + 6)</b>	<b>\$554,043</b>	<b>100%</b>	<b>\$488,310</b>	<b>100%</b>
<b>Boat Gross Margin (1 - 3)</b>	<b>\$443,334</b>		<b>\$338,443</b>	
<b>(8) Total Unpaid Labour (2 + 5)</b>	<b>\$43,595</b>		<b>\$14,084</b>	
<b>Gross Operating Surplus (1 - 7 + 8)</b>	<b>\$371,570</b>		<b>\$233,855</b>	
<b>(9) Boat Cash Income (1 - 7)</b>	<b>\$327,976</b>		<b>\$219,771</b>	
<b>(10) Depreciation</b>	<b>\$123,805</b>		<b>\$160,582</b>	
<b>(11) Boat Business Profit (9 - 10)</b>	<b>\$204,171</b>		<b>\$59,189</b>	
<b>(12) Profit at Full Equity (11 + 4)</b>	<b>\$219,368</b>		<b>\$100,464</b>	
<b>Boat Capital</b>				
(13) Fishing Gear & Equip	\$1,268,242		\$1,455,947	
Licence Value	\$3,036,763		\$4,040,909	
<b>(14) Total Boat Capital</b>	<b>\$4,305,005</b>		<b>\$5,496,856</b>	
<b>Rate of Return on Fishing Gear &amp; Equip (12 / 13 * 100)</b>	<b>17.3%</b>		<b>6.9%</b>	
<b>Rate of Return on Total Boat Capital (12 / 14 * 100)</b>	<b>5.1%</b>		<b>1.8%</b>	

<sup>a</sup> Financial performance estimates for 2003/04 are based on the February 2002 survey of licence holders. Financial performance estimates for 2004/05 are based on the November 2005 survey of licence holders.

<sup>b</sup> Total boat cash costs.

<sup>c</sup> Repairs and maintenance costs have been classified as a variable cost although it is noted that some of these costs may be fixed (e.g. regulated maintenance).

<sup>d</sup> Unpaid labour was divided between variable (time spent fishing and on repairs and maintenance) and fixed (management and administrative duties) components based on survey responses.

Source: EconSearch analysis.