



# ECONOMIC AND SOCIAL INDICATORS FOR THE QUEENSLAND CORAL HARVEST AND MARINE AQUARIUM FISHERY IN 2019/20

A Report for Fisheries Queensland

20 September 2022

Prepared by

**BDO EconSearch**

Level 7, BDO Centre, 420 King William Street  
Adelaide SA 5000  
Tel: +61 (8) 7324 6190  
<https://www.bdo.com.au/en-au/econsearch>

## TABLE OF CONTENTS

Tables.....	iii
Figures.....	iv
Abbreviations.....	v
Acknowledgments.....	v
Glossary.....	vi
Document History and Status.....	ix
Summary.....	x
1. Introduction.....	1
1.1. Background.....	1
1.2. Indicators.....	2
1.3. Data.....	2
1.4. Method.....	3
1.5. Regions.....	3
1.6. Survey.....	5
2. Catch, Value, Prices and Markets.....	6
3. Cost of Management.....	7
4. Financial Indicators.....	8
4.1. Financial Performance.....	8
4.2. Assets, Liabilities and Equity.....	13
5. Economic Contribution.....	14
5.1. Economic Contribution to Queensland.....	14
5.2. Economic Contribution to Regions of Queensland.....	17
6. Net Economic Return.....	18
7. Demographics.....	19
8. Social indicators.....	21
8.1. Perceptions of Management.....	21
8.2. Lifestyle, Satisfaction and Personal Wellbeing.....	23
8.3. Community Contribution.....	26
References.....	28

## TABLES

Table S-1	Summary of key economic indicators for the 2017/18 to 2019/20 financial years for the coral harvest and marine aquarium fishery.....	x
Table 1-1	Survey sample for the 2019/20 financial year in the Coral Harvest and Marine Aquarium fishery .....	5
Table 2-1	Catch, GVP and markets for the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year .....	6
Table 3-1	Costs of management in the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year .....	7
Table 4-1	Financial performance of the Coral Harvest and Marine Aquarium fishery in the 2018/19 and 2019/20 financial years, average business and whole fishery .....	9
Table 4-2	Financial performance of the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year, average business in each return on investment quartile .....	10
Table 4-3	Financial performance of the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year, average business in each days fished quartile .....	11
Table 4-4	Total financial performance of the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year, in each major region .....	12
Table 4-1	Average business assets, liabilities and equity of businesses participating in the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year .....	13
Table 5-1	Economic contribution of the Coral Harvest and Marine Aquarium Fishery to Queensland in the 2019/20 financial year.....	15
Table 5-2	Economic contribution of the Coral Harvest and Marine Aquarium fishery to major regions of Queensland in the 2019/20 financial year .....	17
Table 6-1	Net Economic Return of the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year assuming a 10% opportunity cost of capital .....	18
Table 6-2	Sensitivity of Net Economic Return .....	18

## FIGURES

Figure 1-1	Revenue share and days fished of businesses in the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year .....	2
Figure 1-2	Department of Agriculture and Fisheries Subregions used for reporting .....	4
Figure 7-1	Demographic profile of the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year - part 1 .....	19
Figure 7-2	Demographic profile of the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year - part 2 .....	20
Figure 8-1	Perceptions of fishery management in the Coral Harvest and Marine Aquarium fishery (2019/20 financial year) .....	22
Figure 8-2	Satisfaction in the Coral Harvest and Marine Aquarium fishery (2019/20 financial year) ....	24
Figure 8-3	Personal wellbeing in the Coral Harvest and Marine Aquarium fishery (2019/20 financial year) .....	24
Figure 8-4	Social costs and benefits to wellbeing in the Coral Harvest and Marine Aquarium fishery (2019/20 financial year) .....	25
Figure 8-5	Community contribution by fishing businesses in the Coral Harvest and Marine Aquarium fishery (2019/20 financial year).....	26
Figure 8-6	Perceptions of community connectedness in the Coral Harvest and Marine Aquarium fishery (2019/20 financial year).....	27

## ABBREVIATIONS

ABARES	Australian Bureau of Agriculture and Resource Economics and Science
fte	full-time equivalent
GOS	Gross Operating Surplus
GVP	Gross Value of Production
GSP	Gross State Product
GRP	Gross Regional Product
PWI	Personal Wellbeing Index
QLD	Queensland

## ACKNOWLEDGMENTS

In the preparation of the economic and social indicators for the 2019/20 financial year, and preceding two years, BDO has relied heavily on the voluntary cooperation of fishing operators in providing data for the surveys and are particularly grateful for the time and cooperation generously provided by fishing businesses in responding to the rather lengthy questionnaire. BDO is also indebted to various individuals and institutions for providing the necessary information to supplement the survey data. Industry representatives and Fisheries Queensland officers provided assistance, were supportive of the data collection and offered valuable advice.

## GLOSSARY

**Active Business:** refers to a fisher operating a fishing business which fished at least one day during the relevant period.

**Beach Price:** refers to the unimproved price received by commercial fishers when landing their catch at the beach, wharf or port (also referred to as wharf price and comparable to farm gate price), and is generally expressed in terms of \$/kg or \$/unit. Processing margins 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.

**Business Profit:** is defined as *Gross Operating Surplus (GOS)* less *Depreciation* less *Owner-operator and Unpaid Family Labour*. Business Profit represents a more complete picture of the actual financial status of an individual firm, compared with *Gross Operating Surplus*.

**Business Profit before Depreciation:** is defined as *Gross Operating Surplus* less imputed wages for *Owner-operator and Unpaid Family Labour*.

**Gross Margin:** is defined as *Gross Income* less *Total Variable Cost*. 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.

**Cost of Management Services:** management services will generally include biological monitoring and reporting; policy, regulation and legislation development; compliance and enforcement services; licensing services; and research.

**Days Fished:** refers to the number of days fished at the 'boat mark' level, or at a business level where there is no boat mark. For example, a business with two boat marks that each fished on 200 days through the year has 400 days fished.

**Depreciation:** refers to the annual reduction in the value of capital due to general wear and tear or the reduction in value of an item over time. Note this is a measure of economic depreciation not accounting depreciation<sup>1</sup>.

**Employment:** is a measure of the number of working proprietors, managers, directors and other employees, including owner-operators, in terms of the number (total jobs) or full-time equivalent (fte) jobs. One fte is considered to be 37.5 hours per week for 42 weeks per year.

**Endorsement:** in this report represents the licences, symbols, quota and effort units that allow fishers to access the commercial fisheries.

**Equity:** Commercial fishing businesses in Queensland utilise valuable fishing licences, vessels or vehicles and other capital. They may also borrow money to finance the business. The total assets held by a business less its total liabilities is the business' equity.

**Gross Income:** refers to the cash receipts received by an individual firm and is expressed in dollar terms. Gross income is calculated as catch (kg) multiplied by 'beach price' (\$/kg). It is the contribution of an individual fishing business to the GVP of a fishing sector or fishery. Gross income excludes income from other sources such as government assistance payments or leasing of quota.

---

<sup>1</sup> Accounting depreciation allocates the cost of an asset over its useful life.

**Gross Operating Surplus (GOS):** is defined as *Gross Income* less *Total Costs* and is expressed in current dollar terms. GOS does not include a value for owner/operator wages, unpaid family work, or depreciation.

**Gross State Product (GSP) and Gross Regional Product (GRP):** are measures 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).

**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 beach price. It is equivalent to *Gross Income*.

**Household Income (economic contribution):** 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.

**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 includes some unpaid family labour. The value of this labour needs to be accounted for which involves imputing a labour cost based on the amount of time and equivalent wages rate. In profitability 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 *Business Profit before Depreciation* in this report. Owner-operator and unpaid family labour is separated into variable labour (fishing and repairs and maintenance) and overhead labour (management and administration).

**Profit at Full Equity:** is calculated as *Business Profit* plus *leasing of building, equipment & quota transfer* payments less *depreciation associated with leased capital*. Profit at Full Equity represents the profitability of an individual fishing business, assuming the business has full equity in the operation, i.e. there is no outstanding debt associated with the investment in capital so equity is 100%. Profit at Full Equity is a useful absolute measure of the economic performance of fishing firms.

**Rate of Return on Total Capital at Full Equity:** is calculated as *Profit at Full Equity* divided by *Total Capital at Full Equity* multiplied by 100. The value of leased equipment, rent and transferred quota is capitalised and added to *Total Capital* to calculate *Total Capital at Full Equity*. This rate of return is expressed in percentage terms and is calculated for an individual fishing business. 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 on Total Capital at Full Equity* is useful to compare the performance of various fishing businesses, and to compare the performance of other types of operators, and with other industries.

**Total Costs:** defined as *Total Variable Cost* plus *Total Fixed Cost*. It does not include *depreciation*.

**Total Fixed Cost:** 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
- administrative and industry fees
- office & business administration (communication, stationery, accountancy fees)
- interest on loan repayments and overdraft
- leasing.

**Total Variable Cost:** 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
- bait
- ice
- provisions
- crew payments
- unscheduled repairs & maintenance.

**Total Capital:** includes capital items that are required by the fishing business to earn the gross income<sup>2</sup>. It includes boat hull, engine, electronics and other permanent fixtures and tender boats, as well as endorsements. Other capital items such as motor vehicles, sheds, cold-rooms, and jetty/moorings are included to the extent that they are used in the fishing business.

---

<sup>2</sup> Total capital should not be confused with financial capital which is money provided by lenders for a price (interest).



## DOCUMENT HISTORY AND STATUS

Doc Version	Doc Status	Issued To	Qty elec	Date	Reviewed	Approved
1	Draft	James Webley Tobias Probst	1 Word 1 PDF	13/12/21	ADM	ADM
2	Draft	James Webley Tobias Probst	1 Word 1 PDF	19/12/21	ADM	ADM
3	Final draft	James Webley Tobias Probst	1 Word 1 PDF	10/2/22	ADM	ADM
4	Final	James Webley Tobias Probst	1 Word 1 PDF	18/3/22	ADM	ADM
5	Final	James Webley Tobias Probst	1 Word 1 PDF	27/4/22	ADM	ADM
6	Final	James Webley Tobias Probst	1 Word 1 PDF	20/9/22	ADM	ADM

Last Saved: 9/11/2022 10:50:00 AM

File Name: I:\CLIENTS\BDO (Brisbane)\ES2056\_QLD Commercial Fishing Indicators\Reports\Commercial Reports FY20\Economic\_and\_Social\_Indicators\_1920\_Coral Harvest and Marine Aquarium\_Final\_220920.docx

Project Manager: Anders Magnusson

Principal Author/s: Jasmine Douglas, Anders Magnusson and Meagan Magnusson

Name of Client: Fisheries Queensland

Name of Project: Economic and Social Indicators for the Queensland Coral Harvest and Marine Aquarium Fishery in 2019/20

Document Version: 6

Job Number: 2056

## SUMMARY

This report presents economic and social indicators for the Coral Harvest and Marine Aquarium fishery for the 2019/20 financial year.

BDO EconSearch was contracted by Fisheries Queensland to develop economic and social indicators to inform stakeholders with published financial, economic and social information about professional fishers (i.e. commercial fishers and charter operators) in Queensland. Data was previously collected for the 2017/18 and 2018/19 financial years (BDO EconSearch 2020). This report presents the results for the 2019/20 financial year.

A summary of key indicators is provided in Table S-1. In 2019/20, the Coral Harvest and Marine Aquarium fishery produced \$21.8m in gross value of production (at beach price) from a catch of 9t of species counted by weight and 670,000 of species (pieces or fish) counted by number. The fishery generated \$5.0m in net economic return. Including flow-on effects on the broader economy, the fishery supported \$24.5m of gross state product and 179 fte jobs in Queensland.

**Table S-1 Summary of key economic indicators for the 2017/18 to 2019/20 financial years for the coral harvest and marine aquarium fishery**

Indicator	2017/18	2018/19	2019/20
Catch as reported by weight (t)	16t	11t	9t
Catch reported in numbers (not included in weights)	451	602	670
Gross Value of Production (GVP) (beach price) (\$m)	\$12.0m	\$16.8m	\$21.8m
Export Value (\$m) <sup>a</sup>	\$9.7m	\$13.7m	\$16.3m
Active Businesses	37 businesses	34 businesses	35 businesses
Management Cost/Gross Value of Production	8.6%	6.6%	5.8%
Rate of Return on Total Capital at Full Equity <sup>b</sup>	9.9%	18.9%	11.5%
Active Endorsement Value per Active Business <sup>b</sup>	\$431,375	\$491,689	\$1,173,547
Gross State Product (direct + flow-on) (\$m)	\$15.3m	\$20.4m	\$24.5m
Employment (direct + flow-on)	126 fte jobs	151 fte jobs	179 fte jobs
Net Economic Return (\$m)	\$0.9m	\$4.0m	\$5.0m
Net Economic Return/Gross Value of Production	7.6%	23.6%	23.1%

<sup>a</sup> In 2019/20, the definition of exports was expanded to include exports further down the supply-chain.

<sup>b</sup> 2017/18 and 2018/19 values have been revised due to an improvement in the method to attribute capital value to fisheries.

Source: BDO EconSearch analysis

## 1. INTRODUCTION

This report presents economic and social indicators for the Coral Harvest and Marine Aquarium fishery for the 2019/20 financial year.

The Queensland Sustainable Fisheries Strategy 2017-2027 (SFS) sets out a comprehensive reform plan with a number of actions which will improve the management of Queensland fisheries. With respect to actions relating to fisheries monitoring, the SFS requires Fisheries Queensland to deliver a practical and cost-effective system to collect data on economic and social indicators from Queensland fishers and directly related stakeholders (e.g. fish processors, wholesalers, community groups). These indicators will be used by Fisheries Queensland to better understand the economic and social aspects of each fishery and of the different types of fishers (e.g. level of activity, region of activity, mode of fishing) within each fishery.

These economic and social indicators will be used to inform management decisions and to monitor progress towards desired targets. As these surveys continue, they will provide an appropriate timeseries that can be used to understand the economic development of the industry.

BDO EconSearch was contracted by Fisheries Queensland to develop economic and social indicators to inform stakeholders with published financial, economic and social information about professional fishers (i.e. commercial fishers and charter operators) in Queensland. Data was previously collected for the 2017/18 and 2018/19 financial years (BDO EconSearch 2020). This report presents the results for the 2019/20 financial year.

This report is complemented by a summary report 'Summary Economic and Social Indicators for Queensland's Commercial Fisheries in 2019/20' (BDO EconSearch 2022) that describes the indicators in detail and presents results for each of Queensland's commercial fisheries. The remainder of this section provides a broad outline of the methods and data used.

### 1.1. Background

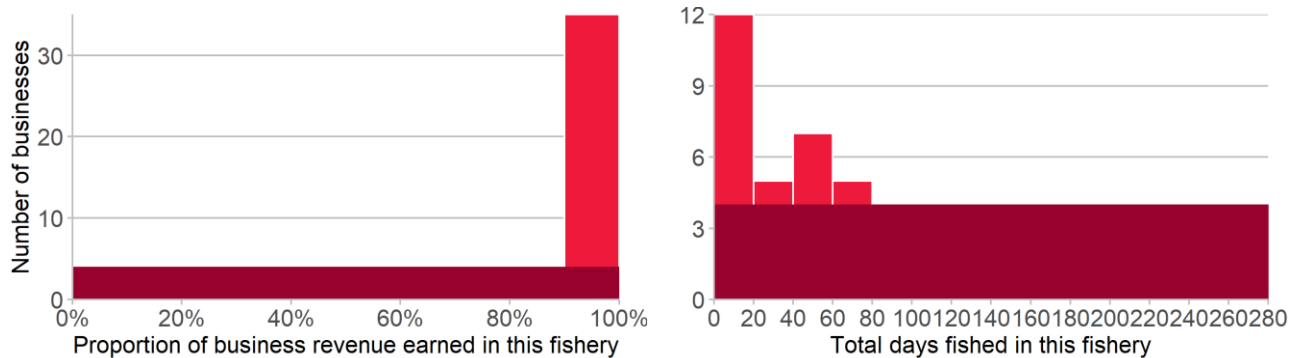
For the purpose of this report, the Coral Harvest and Marine Aquarium Fishery includes Coral and Marine Aquarium Fish Fisheries regulated by Fisheries Queensland on the east coast of Queensland. These fisheries are combined in this report as businesses that are active in one tend to be active in both.

The Coral Fishery (D symbol) is a harvest (hand collection) fishery. Targeted species include live corals and rock, coral rubble and coral sand.

The Marine Aquarium Fish Fishery (A1 and A2 symbols) is another harvest fishery focused on the collection of marine aquarium fish and invertebrates that are marketed both domestically and internationally. Primary target species include damselfish and anemone fish (family pomacentridae), butterflyfish and bannerfish (family chaetodontidae), angelfish (family pomacanthidae), wrasses (family labridae) and gobies (family gobiidae).

The distribution of businesses in the Coral Harvest and Marine Aquarium fishery in terms of proportion of revenue earned within the Coral Harvest and Marine Aquarium fishery (i.e. the level of specialisation in this particular fishery) and total days fished (i.e. level of activity in this fishery) is presented in Figure 1-1. Each visible bar represents at least 5 businesses and the burgundy band along the horizontal axis covers the area between 0 and 4 businesses to ensure confidentiality. The limits of the horizontal axis are set to show non-confidential data only which means there may be businesses with greater days fished than the maximum axis values. Business level financial indicators are presented for groups along each of these distributions in this report.

Figure 1-1 Revenue share and days fished of businesses in the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year



Source: 2021 business survey

## 1.2. Indicators

This report presents indicators in the following categories:

- Economic indicators
  - Business financial indicators
  - Economic contribution indicators
  - Fishery economic indicators
- Social indicators
  - Perceptions of management
  - Lifestyle, satisfaction and personal wellbeing
  - Community contribution.

## 1.3. Data

The indicators are based on a confidential survey of fishing businesses undertaken in 2021 to collect data for the 2019/20 financial year and fisheries monitoring data provided by Fisheries Queensland. Survey data are confidential and BDO EconSearch will not provide individual data to Fisheries Queensland in any form that is not also appropriate to be published publicly, such as by aggregating responses into groups of at least 5 for any statistic (see BDO EconSearch 2022 for details). At a high level, the data collected include:

- Survey data:
  - Itemised costs of fishing, business administration and associated processing, including processing amounts
  - Species prices and market destinations and leasing costs
  - Symbol and quota values
  - Capital values (e.g. vessel, vehicles, buildings and equipment)
  - Perceptions of fisheries management, lifestyle and wellbeing
  - Effects of COVID-19 in 2019/20 (reported in BDO EconSearch 2022).
- Fisheries Queensland data:
  - Fisher level fishing activity such as catch by species and effort, including spatial and temporal dimensions
  - Symbol and quota ownership, trading and utilisation
  - Management costs
  - Licence fees.

#### 1.4. Method

The methods used to collect data and generate the economic indicators were similar across all fisheries. The methods are presented in the summary report of economic and social indicators for Queensland's commercial fisheries in 2019/20 (BDO EconSearch 2022). Indicators were produced through a number of techniques including:

- Business level statistical matching and imputation to scale up (or expand) the survey sample of fishing businesses to represent the whole commercial fishing industry.
- Regional economic contribution analysis (using an input-output approach) to estimate the employment, gross state product and household income generated by the commercial fishing industry in Queensland and its regions.
- Established financial reporting techniques to describe the profitability of fishing businesses.
- Data visualisation to present demographic and social indicator results.

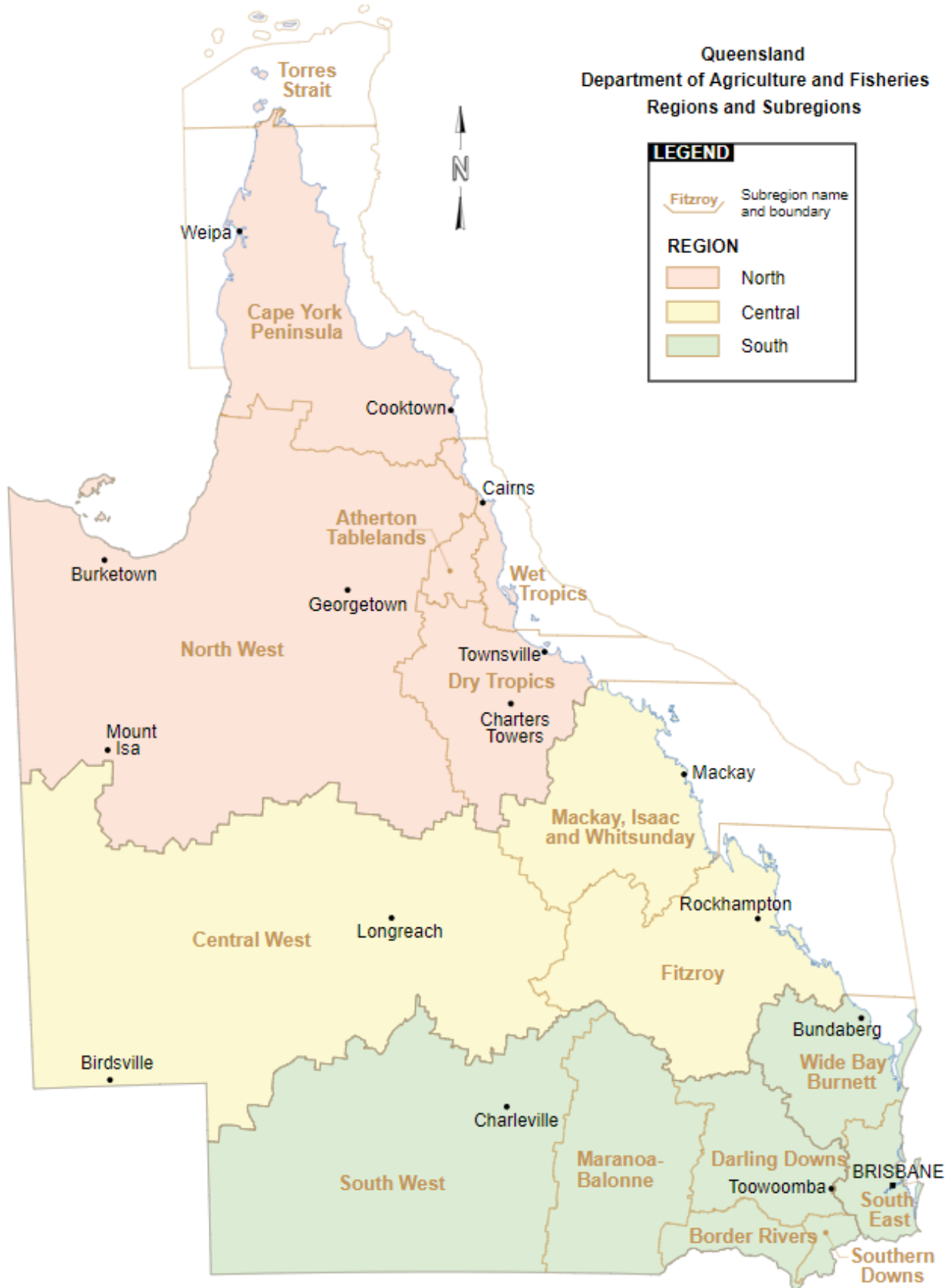
#### 1.5. Regions

Economic contribution results and business financial indicators are presented for Queensland as a whole and on a regional basis in accordance with the Department of Agriculture and Fisheries Subregion definitions. Only coastal regions are reported:

- North West
- Cape York Peninsula (includes Torres Strait)
- Wet Tropics
- Dry Tropics
- Mackay, Isaac and Whitsunday
- Fitzroy
- Wide Bay Burnett
- South East.

Only regions where substantial fishing activity took place in 2019/20 are presented in this report.

Figure 1-2 Department of Agriculture and Fisheries Subregions used for reporting



Source: Business Queensland (2019)

## 1.6. Survey

The survey captured responses from 31.4% of fishing businesses that were active in 2019/20, representing 60.0% of Coral Harvest and Marine Aquarium fishery gross value of production (GVP). Regional response rates ranged from 33.3% (Cape York Peninsula) to 16.7% (Wide Bay Burnett).

Table 1-1 Survey sample for the 2019/20 financial year in the Coral Harvest and Marine Aquarium fishery

Fishing Region <sup>a</sup>	Active Businesses	Sample Size	% of Active Businesses Sampled	Fishery GVP (\$m)	Sampled GVP (\$m)	% of GVP Sampled
Cape York Peninsula	6	2	33.3%	0.7	0.6	83.8%
Fitzroy	21	7	33.3%	8.1	4.9	60.6%
Mackay, Isaac and Whitsunday	19	6	31.6%	4.0	2.1	53.0%
South East	7	2	28.6%	0.3	0.1	19.0%
Wet Tropics	14	4	28.6%	8.6	5.4	63.1%
Wide Bay Burnett	6	1	16.7%	0.1	0.0	4.4%
<b>Queensland</b>	<b>35</b>	<b>11</b>	<b>31.4%</b>	<b>21.8</b>	<b>13.1</b>	<b>60.0%</b>

<sup>a</sup> The sum of regions may not equal the state totals due to some businesses being active in multiple regions, rounding errors and confidentiality.

Source: BDO EconSearch analysis

## 2. CATCH, VALUE, PRICES AND MARKETS

Catch, price, value and market destinations are shown in Table 2-1 for the species where the survey provided at least 5 observations (to maintain confidentiality). The Coral Harvest and Marine Aquarium fishery produced 9t of species counted by weight and 670,000 of species (pieces or fish) counted by number of catch and \$21.8m in GVP (at beach price). Market destinations for where fishing businesses sell their catch to include Queensland (14.3%), Interstate (37.1%), Direct overseas (48.5%). Total overseas is an estimate by fishing businesses about the proportion of catch that is ultimately exported overseas, this was estimated at 74.5%.

Table 2-1 Catch, GVP and markets for the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year

Species	Catch	Price per Unit	Unit	GVP (\$m)	Market Destination			
					QLD	Interstate	Direct overseas	Total overseas
Aquarium Coral	584,792	\$32.68	Number	\$19.11	14.0%	33.7%	52.3%	80.3%
Aquarium Fish	52,901	\$23.39	Number	\$1.24	14.7%	52.4%	32.9%	58.0%
Other species <sup>a</sup>	8,661	\$83.58	Kg	\$0.72	14.0%	68.7%	17.2%	17.2%
Other species <sup>a</sup>	32,767	\$22.19	Number	\$0.73	22.1%	69.6%	8.3%	8.3%
<b>Fishery Total<sup>a</sup></b>	<b>8,661</b>	<b>\$83.58</b>	<b>Kg</b>	<b>\$21.80</b>	<b>14.3%</b>	<b>37.1%</b>	<b>48.5%</b>	<b>74.5%</b>
<b>Fishery Total<sup>a</sup></b>	<b>670,460</b>	<b>\$31.44</b>	<b>Number</b>					

<sup>a</sup> Catch of each species is expressed either as Kg or by number of individuals depending on how fishers price the species and how it is recorded in logbooks. An Other species and Fishery Total is presented separately for each of these unit types. For this report complete weight conversions have not been done because they are either not necessary or inappropriate.

Source: BDO EconSearch analysis



### 3. COST OF MANAGEMENT

The costs incurred by Fisheries Queensland in managing Queensland's fisheries is not equal to the administration fees or licence fees charged by Fisheries Queensland to the fishing businesses. This section discusses the costs incurred by Fisheries Queensland and not the administration and licence fees charged by Fisheries Queensland to commercial fishing businesses.

While the total cost of managing Queensland's commercial fisheries is known, the precise cost of managing each individual fishery is difficult to determine. This is because the costs of activities such as fishery monitoring, assessment, management and compliance overlap several fisheries. For example a single fishery monitoring activity can collect information for several fisheries which in turn inputs into the management of several different fisheries. Allocating the costs of managing fisheries requires a degree of subjective assessment based on the benefits derived by the individual fisheries from those activities. The costs of managing the commercial sector for each fishery were provided to BDO EconSearch by Fisheries Queensland. Costs were allocated to the fisheries based on the cost being incurred to enable the management of the fishery and then proportionally attributed to the respective sectors based on the benefits of management to the fishery. This was done for the purpose of developing economic indicators and should not be relied upon for any other purpose. These costs were incurred while delivering the following services:

- annual reports of fishery status
- policy and management services
- regulatory/legislation and licensing services
- compliance services
- directorate services
- extension services
- fishery monitoring and research services.

Estimated total management costs, as detailed in Table 3-1, for the Coral Harvest and Marine Aquarium fishery were \$1.3m in 2019/20. As a proportion of GVP, total management costs were 5.8% per cent in 2019/20.

Table 3-1 Costs of management in the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year

Indicator	Value
Management Costs (\$m)	\$1.3m
GVP (\$m)	\$21.8m
Management Costs/GVP (%)	5.8%

Source: Fisheries Queensland and BDO EconSearch analysis

## 4. FINANCIAL INDICATORS

This section presents a series of tables that describe the average financial performance of businesses' operations in the Coral Harvest and Marine Aquarium fishery in 2019/20. The average business refers to the average activity within the Coral Harvest and Marine Aquarium fishery of businesses that access the fishery. A business entity may operate across several fisheries, however the "Average Business" financial indicators in these tables represents just the proportion of activity attributable to this fishery. For example, a business that is active in both the Coral Harvest and Marine Aquarium fishery and another fishery will have its business activity (employment, expenditure, capital values, etc.) split between the financial indicators tables of the two fisheries.

### 4.1. Financial Performance

Financial indicators are presented in Table 4-1 to Table 4-4 that follow using various groupings:

- **Whole fishery:** provides total financial information for the whole fishery.
- **Average business:** the average business entity operations in the fishery across the whole fishery.
- **Return on investment quartiles:** the performance of the average business in each return on investment quartile calculated by allocating an even number of businesses to each quartile.
- **Days fished quartiles:** the performance of the average business in each activity level quartile (days fished) calculated by allocating an even number of businesses to each quartile.
- **Fishing regions:** total performance of all fishing activity in each fishing region.

The assets, liabilities and equity of businesses that accessed the Coral Harvest and Marine Aquarium fishery in 2019/20 are summarised following the financial indicators tables.

#### Fishing employment and activity

Businesses that accessed the Coral Harvest and Marine Aquarium fishery in 2019/20, on average employed 2.8 fte and fished on 55 days of the year (Table 4-1).

#### Revenue and costs

Average revenue was \$622,854 and average variable costs were \$193,013, producing an average gross margin of \$429,841. Average fixed costs were \$160,566 with total unpaid labour of \$12,498, producing an average gross operating surplus of \$281,773 (Table 4-1).

#### Profitability

Average business profit, which accounts for depreciation and unpaid labour, was \$226,031. The average profit at full equity, which excludes any leasing and interest costs, was \$259,342. Dividing this profit at full equity by the capital value of fishing gear and equipment produces a return on investment of 24.3%. The return on total capital at full equity value is 11.5% (Table 4-1).

Table 4-1 Financial performance of the Coral Harvest and Marine Aquarium fishery in the 2018/19 and 2019/20 financial years, average business and whole fishery

Indicator	2018/19			2019/20		
	Average per Business	Total for the Whole Fishery	%	Average per Business	Total for the Whole Fishery	%
<b>Fishing Businesses</b>						
Active Businesses	34	34		35	35	
Sample Size	15	15		11	11	
<b>Fishing Activity</b>						
Catch (kg)	17,718	602,397		247	8,661	
Catch (no.)	-	-	-	19,156	670,460	
Days Fished	53	1,794		55	1,935	
Prop. of Revenue Earned in this Fishery	99%	99%		100%	100%	
<b>Employment</b>						
Total Jobs	3.6	121		7.2	253	
FTE Jobs	1.7	58		2.8	99	
(1) Gross Income	\$494,383	\$16,809,023		\$622,854	\$21,799,884	
<b>Variable Costs</b>						
Bait & Ice	\$110	\$3,747	0%	\$1,254	\$43,904	0%
Fuel	\$29,650	\$1,008,090	10%	\$61,990	\$2,169,663	18%
Labour - paid	\$50,131	\$1,704,468	16%	\$116,999	\$4,094,980	33%
(2) Labour - unpaid	\$14,514	\$493,460	5%	\$5,502	\$192,568	2%
Other	\$133,942	\$4,554,043	44%	\$1,137	\$39,809	0%
Provisions	\$8,204	\$278,936	3%	\$6,129	\$214,531	2%
(3) Total Variable Cost	\$236,551	\$8,042,743	78%	\$193,013	\$6,755,455	55%
<b>Fixed Costs</b>						
Insurance	\$7,359	\$250,200	2%	\$14,428	\$504,996	4%
(4) Interest	\$0	\$0	0%	\$8,187	\$286,545	2%
(5) Labour - unpaid	\$7,560	\$257,041	2%	\$6,996	\$244,859	2%
(6) Leasing fees - other	\$11,792	\$400,940	4%	\$38,902	\$1,361,556	11%
(6) Leasing fees - Quota <sup>a</sup>	-	-	-	\$771	\$27,000	0%
(6) Leasing fees - Symbol <sup>a</sup>	-	-	-	\$156	\$5,468	0%
Legal & Accounting	\$2,397	\$81,496	1%	\$7,506	\$262,713	2%
Licence fees	\$1,778	\$60,462	1%	\$3,243	\$113,517	1%
Office & Admin	\$4,219	\$143,439	1%	\$12,776	\$447,148	4%
Repairs & Maintenance	\$19,765	\$672,025	7%	\$47,134	\$1,649,698	13%
Slipping & Mooring	\$6,439	\$218,938	2%	\$9,284	\$324,953	3%
Telephone etc.	\$1,625	\$55,248	1%	\$6,598	\$230,931	2%
Travel	\$4,346	\$147,775	1%	\$3,440	\$120,392	1%
VMS costs <sup>b</sup>	-	-	-	\$1,144	\$40,023	0%
(7) Total Fixed Cost	\$67,281	\$2,287,565	22%	\$160,566	\$5,619,800	45%
(8) Total Costs (3+7)	\$303,833	\$10,330,308	100%	\$353,579	\$12,375,255	100%
<b>Profitability</b>						
Gross Margin (1-3)	\$257,832	\$8,766,280		\$429,841	\$15,044,429	
(9) Total Unpaid Labour (2+5)	\$22,074	\$750,501		\$12,498	\$437,427	
Gross Operating Surplus (1-8+9)	\$212,624	\$7,229,216		\$281,773	\$9,862,055	
(10) Business Profit before Depreciation (1-8)	\$190,550	\$6,478,715		\$269,275	\$9,424,629	
(11) Depreciation	\$18,601	\$632,436		\$43,244	\$1,513,547	
Business Profit (10-11)	\$171,949	\$5,846,279		\$226,031	\$7,911,081	
Profit at Full Equity <sup>c</sup>	\$184,062	\$6,258,106		\$259,342	\$9,076,953	
<b>Capital<sup>d</sup></b>						
Fishing Gear and Equipment	\$357,371	\$12,150,630		\$584,070	\$20,442,460	
Licence and Quota Value	\$491,689	\$16,717,430		\$1,173,547	\$41,074,146	
Total Capital	\$849,061	\$28,868,060		\$1,757,617	\$61,516,607	
<b>Rate of Return at Full Equity<sup>d</sup></b>						
Rate of Return on Fishing Gear and Equipment at Full Equity <sup>c</sup>	50.6%	50.6%		24.3%	24.3%	
Rate of Return on Total Capital at Full Equity <sup>c</sup>	18.9%	18.9%		11.5%	11.5%	

<sup>a</sup> In 2018/19 these costs are included in Leasing fees - other.

<sup>b</sup> In 2018/19 these costs are included in Office & Admin.

<sup>c</sup> Full equity values account for the value of leased equipment, symbols and transferred quota (6) by subtracting the lease cost when calculating profit at full equity and capitalising the lease cost (increasing capital value) when calculating rates of return.

<sup>d</sup> 2018/19 values have been revised due to an improvement in the method used to attribute capital value to fisheries.

Source: BDO EconSearch analysis

Table 4-2 Financial performance of the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year, average business in each return on investment quartile

Indicator	Return on Investment Quartile				Average per Business
	1 Quartile	2 Quartile	3 Quartile	4 Quartile	
<b>Fishing Businesses</b>					
Active Businesses	9	9	8	9	35
Sample Size	2	4	1	4	11
<b>Fishing Activity</b>					
Catch (kg)	218	296	153	313	247
Catch (no.)	27,382	10,752	13,682	24,200	19,156
Days Fished	45	49	56	71	55
Prop. of Revenue Earned in this Fishery	100%	100%	100%	100%	100%
<b>Employment</b>					
Total Jobs	14.7	4.4	2.1	7.1	7.2
FTE Jobs	2.9	3.3	2.1	3.0	2.8
<b>(1) Gross Income</b>	\$306,631	\$453,910	\$447,239	\$1,264,122	\$622,854
<b>Variable Costs</b>					
Bait & Ice	\$2,869	\$566	\$809	\$724	\$1,254
Fuel	\$79,320	\$71,301	\$44,224	\$51,142	\$61,990
Labour - paid	\$100,264	\$114,403	\$89,013	\$161,208	\$116,999
<b>(2) Labour - unpaid</b>	\$4,905	\$4,858	\$6,450	\$5,899	\$5,502
Other	\$516	\$798	\$1,756	\$1,548	\$1,137
Provisions	\$1,639	\$7,251	\$6,247	\$9,394	\$6,129
<b>(3) Total Variable Cost</b>	\$189,514	\$199,178	\$148,498	\$229,916	\$193,013
<b>Fixed Costs</b>					
Insurance	\$25,560	\$10,022	\$5,475	\$15,662	\$14,428
<b>(4) Interest</b>	\$21,684	\$6,185	\$1,637	\$2,514	\$8,187
<b>(5) Labour - unpaid</b>	\$3,215	\$10,855	\$6,255	\$7,576	\$6,996
<b>(6) Leasing fees - other</b>	\$106,740	\$24,408	\$3,684	\$16,862	\$38,902
<b>(6) Leasing fees - Quota</b>	\$182	\$461	\$380	\$2,020	\$771
<b>(6) Leasing fees - Symbol</b>	\$332	\$111	\$125	\$54	\$156
Legal & Accounting	\$7,495	\$7,733	\$4,675	\$9,807	\$7,506
Licence fees	\$4,410	\$3,895	\$2,630	\$1,969	\$3,243
Office & Admin	\$5,789	\$11,485	\$6,780	\$26,383	\$12,776
Repairs & Maintenance	\$43,191	\$55,963	\$33,440	\$54,422	\$47,134
Slipping & Mooring	\$14,186	\$7,508	\$4,320	\$10,572	\$9,284
Telephone etc.	\$4,840	\$6,988	\$5,396	\$9,035	\$6,598
Travel	\$1,477	\$3,086	\$1,857	\$7,163	\$3,440
VMS costs	\$1,356	\$911	\$671	\$1,583	\$1,144
<b>(7) Total Fixed Cost</b>	\$240,457	\$149,613	\$77,323	\$165,622	\$160,566
<b>(8) Total Costs (3+7)</b>	\$429,971	\$348,790	\$225,821	\$395,538	\$353,579
<b>Profitability</b>					
Gross Margin (1-3)	\$117,117	\$254,732	\$298,741	\$1,034,206	\$429,841
<b>(9) Total Unpaid Labour (2+5)</b>	\$8,120	\$15,713	\$12,705	\$13,476	\$12,498
Gross Operating Surplus (1-8+9)	-\$115,219	\$120,833	\$234,123	\$882,060	\$281,773
<b>(10) Business Profit before Depreciation (1-8)</b>	-\$123,339	\$105,120	\$221,418	\$868,584	\$269,275
<b>(11) Depreciation</b>	\$61,009	\$35,533	\$26,753	\$47,849	\$43,244
Business Profit (10-11)	-\$184,348	\$69,586	\$194,665	\$820,735	\$226,031
Profit at Full Equity <sup>a</sup>	-\$108,003	\$92,768	\$200,977	\$845,139	\$259,342
<b>Capital</b>					
Fishing Gear and Equipment	\$1,138,049	\$492,886	\$254,935	\$413,841	\$584,070
Licence and Quota Value	\$1,427,597	\$1,648,424	\$1,198,624	\$422,330	\$1,173,547
Total Capital	\$2,565,646	\$2,141,310	\$1,453,559	\$836,171	\$1,757,617
<b>Rate of Return at Full Equity</b>					
Rate of Return on Fishing Gear and Equipment at Full Equity <sup>a</sup>	-4.9%	11.3%	59.4%	104.3%	24.3%
Rate of Return on Total Capital at Full Equity <sup>a</sup>	-3.0%	3.7%	13.0%	67.4%	11.5%

<sup>a</sup> Full equity values account for the value of leased equipment, symbols and transferred quota (6) by subtracting the lease cost when calculating profit at full equity and capitalising the lease cost (increasing capital value) when calculating rates of return.

Source: BDO EconSearch analysis

Table 4-3 Financial performance of the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year, average business in each days fished quartile

Indicator	Days Fished Quartile				Average per Business
	1 Quartile	2 Quartile	3 Quartile	4 Quartile	
<b>Fishing Businesses</b>					
Active Businesses	9	9	8	9	35
Sample Size		5	3	3	11
<b>Fishing Activity</b>					
Catch (kg)	6	139	656	234	247
Catch (no.)	1,360	4,394	24,361	47,088	19,156
Days Fished	7	26	60	128	55
Prop. of Revenue Earned in this Fishery	100%	100%	100%	100%	100%
<b>Employment</b>					
Total Jobs	0.8	1.8	7.4	18.9	7.2
FTE Jobs	0.1	1.3	6.2	4.2	2.8
<b>(1) Gross Income</b>	\$37,356	\$278,787	\$1,004,081	\$1,213,549	\$622,854
<b>Variable Costs</b>					
Bait & Ice	\$4,249	\$525	\$22	\$84	\$1,254
Fuel	\$5,473	\$11,786	\$90,534	\$143,341	\$61,990
Labour - paid	\$4,211	\$55,211	\$251,142	\$172,338	\$116,999
<b>(2) Labour - unpaid</b>	\$4,800	\$4,134	\$4,136	\$8,785	\$5,502
Other	\$6	\$804	\$1,440	\$2,333	\$1,137
Provisions	\$671	\$1,727	\$12,235	\$10,564	\$6,129
<b>(3) Total Variable Cost</b>	\$19,410	\$74,187	\$359,509	\$337,445	\$193,013
<b>Fixed Costs</b>					
Insurance	\$602	\$5,144	\$18,243	\$34,149	\$14,428
<b>(4) Interest</b>	\$130	\$2,672	\$7,209	\$22,629	\$8,187
<b>(5) Labour - unpaid</b>	\$66	\$11,689	\$9,007	\$7,446	\$6,996
<b>(6) Leasing fees - other</b>	\$0	\$1,307	\$37,707	\$116,460	\$38,902
<b>(6) Leasing fees - Quota</b>	\$0	\$182	\$1,762	\$1,252	\$771
<b>(6) Leasing fees - Symbol</b>	\$495	\$113	\$0	\$0	\$156
Legal & Accounting	\$206	\$8,347	\$8,792	\$12,823	\$7,506
Licence fees	\$2,365	\$3,120	\$3,934	\$3,631	\$3,243
Office & Admin	\$2,747	\$7,653	\$13,085	\$27,652	\$12,776
Repairs & Maintenance	\$1,472	\$19,289	\$102,682	\$71,267	\$47,134
Slipping & Mooring	\$0	\$3,227	\$14,983	\$19,561	\$9,284
Telephone etc.	\$287	\$6,774	\$11,088	\$8,742	\$6,598
Travel	\$91	\$2,183	\$3,633	\$7,873	\$3,440
VMS costs	\$576	\$646	\$1,330	\$2,043	\$1,144
<b>(7) Total Fixed Cost</b>	\$9,036	\$72,343	\$233,455	\$335,527	\$160,566
<b>(8) Total Costs (3+7)</b>	\$28,447	\$146,530	\$592,964	\$672,972	\$353,579
<b>Profitability</b>					
Gross Margin (1-3)	\$17,946	\$204,600	\$644,572	\$876,104	\$429,841
<b>(9) Total Unpaid Labour (2+5)</b>	\$4,866	\$15,823	\$13,143	\$16,231	\$12,498
Gross Operating Surplus (1-8+9)	\$13,775	\$148,081	\$424,259	\$556,809	\$281,773
<b>(10) Business Profit before Depreciation (1-8)</b>	\$8,910	\$132,257	\$411,116	\$540,577	\$269,275
<b>(11) Depreciation</b>	\$4,843	\$21,144	\$68,987	\$80,863	\$43,244
Business Profit (10-11)	\$4,067	\$111,113	\$342,129	\$459,714	\$226,031
Profit at Full Equity <sup>a</sup>	\$4,691	\$117,626	\$374,544	\$553,304	\$259,342
<b>Capital</b>					
Fishing Gear and Equipment	\$56,823	\$260,709	\$755,175	\$1,282,586	\$584,070
Licence and Quota Value	\$785,147	\$1,138,587	\$1,731,028	\$1,101,368	\$1,173,547
Total Capital	\$841,969	\$1,399,296	\$2,486,204	\$2,383,954	\$1,757,617
<b>Rate of Return at Full Equity</b>					
Rate of Return on Fishing Gear and Equipment at Full Equity <sup>a</sup>	8.3%	35.5%	30.6%	20.7%	24.3%
Rate of Return on Total Capital at Full Equity <sup>a</sup>	0.6%	8.0%	12.6%	14.6%	11.5%

<sup>a</sup> Full equity values account for the value of leased equipment, symbols and transferred quota (6) by subtracting the lease cost when calculating profit at full equity and capitalising the lease cost (increasing capital value) when calculating rates of return.

Source: BDO EconSearch analysis

Table 4-4 Total financial performance of the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year, in each major region

Indicator	Subregion						Total for the Whole Fishery
	Cape York Peninsula	Fitzroy	Mackay, Isaac and Whitsunday	South East	Wet Tropics	Wide Bay Burnett	
<b>Fishing Businesses</b>							
Active Businesses	6	21	19	7	14	6	35
Sample Size	2	7	6	2	4	1	11
<b>Fishing Activity</b>							
Catch (kg)	0	4,813	958	0	2,890	0	8,661
Catch (no.)	28,710	185,352	130,865	13,740	306,942	2,837	670,460
Days Fished	46	556	354	178	850	38	1,935
<b>Employment</b>							
Total Jobs	11.6	58.3	42.5	3.5	133.8	1.9	253
FTE Jobs	2.1	40.2	21.5	0.5	34.2	0.3	99
<b>(1) Gross Income</b>	<b>\$749,223</b>	<b>\$8,096,354</b>	<b>\$3,961,124</b>	<b>\$304,001</b>	<b>\$8,551,527</b>	<b>\$78,111</b>	<b>\$21,799,884</b>
<b>Variable Costs</b>							
Bait & Ice	\$104	\$14,501	\$6,628	\$14,018	\$5,687	\$2,606	\$43,904
Fuel	\$75,864	\$703,636	\$357,346	\$45,071	\$967,979	\$11,829	\$2,169,663
Labour - paid	\$77,858	\$1,803,858	\$978,683	\$61,903	\$1,144,655	\$15,528	\$4,094,980
<b>(2) Labour - unpaid</b>	<b>\$1,960</b>	<b>\$71,459</b>	<b>\$25,349</b>	<b>\$25,193</b>	<b>\$61,858</b>	<b>\$6,241</b>	<b>\$192,568</b>
Other	\$437	\$16,148	\$7,191	\$3,893	\$11,133	\$968	\$39,809
Provisions	\$6,946	\$87,838	\$40,554	\$3,773	\$73,575	\$1,084	\$214,531
<b>(3) Total Variable Cost</b>	<b>\$163,170</b>	<b>\$2,697,440</b>	<b>\$1,415,752</b>	<b>\$153,850</b>	<b>\$2,264,886</b>	<b>\$38,255</b>	<b>\$6,755,455</b>
<b>Fixed Costs</b>							
Insurance	\$18,000	\$130,113	\$93,529	\$2,523	\$256,976	\$1,804	\$504,996
<b>(4) Interest</b>	<b>\$10,277</b>	<b>\$51,372</b>	<b>\$53,353</b>	<b>\$796</b>	<b>\$168,676</b>	<b>\$763</b>	<b>\$286,545</b>
<b>(5) Labour - unpaid</b>	<b>\$1,870</b>	<b>\$78,821</b>	<b>\$35,860</b>	<b>\$1,054</b>	<b>\$125,573</b>	<b>\$854</b>	<b>\$244,859</b>
<b>(6) Leasing fees - other</b>	<b>\$66,410</b>	<b>\$278,863</b>	<b>\$211,885</b>	<b>\$0</b>	<b>\$795,666</b>	<b>\$2,285</b>	<b>\$1,361,556</b>
<b>(6) Leasing fees - Quota</b>	<b>\$875</b>	<b>\$13,389</b>	<b>\$6,760</b>	<b>\$56</b>	<b>\$5,760</b>	<b>\$92</b>	<b>\$27,000</b>
<b>(6) Leasing fees - Symbol</b>	<b>\$15</b>	<b>\$1,438</b>	<b>\$1,033</b>	<b>\$1,160</b>	<b>\$987</b>	<b>\$776</b>	<b>\$5,468</b>
Legal & Accounting	\$5,825	\$92,284	\$40,669	\$2,750	\$119,192	\$1,307	\$262,713
Licence fees	\$1,732	\$38,982	\$21,419	\$5,517	\$43,427	\$1,947	\$113,517
Office & Admin	\$21,676	\$134,592	\$49,517	\$6,353	\$229,656	\$3,989	\$447,148
Repairs & Maintenance	\$39,817	\$721,399	\$341,621	\$8,555	\$526,847	\$4,993	\$1,649,698
Slipping & Mooring	\$10,456	\$110,269	\$61,690	\$1,394	\$139,111	\$803	\$324,953
Telephone etc.	\$3,680	\$69,428	\$53,158	\$1,309	\$101,628	\$810	\$230,931
Travel	\$5,987	\$44,776	\$11,808	\$628	\$56,597	\$404	\$120,392
VMS costs	\$871	\$11,508	\$6,818	\$1,511	\$18,172	\$962	\$40,023
<b>(7) Total Fixed Cost</b>	<b>\$187,491</b>	<b>\$1,777,235</b>	<b>\$989,119</b>	<b>\$33,607</b>	<b>\$2,588,268</b>	<b>\$21,790</b>	<b>\$5,619,800</b>
<b>(8) Total Costs (3+7)</b>	<b>\$350,661</b>	<b>\$4,474,675</b>	<b>\$2,404,871</b>	<b>\$187,457</b>	<b>\$4,853,154</b>	<b>\$60,045</b>	<b>\$12,375,255</b>
<b>Profitability</b>							
Gross Margin (1-3)	\$586,054	\$5,398,914	\$2,545,372	\$150,151	\$6,286,641	\$39,856	\$15,044,429
<b>(9) Total Unpaid Labour (2+5)</b>	<b>\$3,829</b>	<b>\$150,280</b>	<b>\$61,209</b>	<b>\$26,246</b>	<b>\$187,430</b>	<b>\$7,095</b>	<b>\$437,427</b>
Gross Operating Surplus (1-8+9)	\$402,392	\$3,771,959	\$1,617,462	\$142,791	\$3,885,804	\$25,161	\$9,862,055
<b>(10) Business Profit before Depreciation (1-8)</b>	<b>\$398,563</b>	<b>\$3,621,679</b>	<b>\$1,556,253</b>	<b>\$116,544</b>	<b>\$3,698,374</b>	<b>\$18,066</b>	<b>\$9,424,629</b>
<b>(11) Depreciation</b>	<b>\$31,255</b>	<b>\$485,953</b>	<b>\$315,346</b>	<b>\$38,031</b>	<b>\$624,973</b>	<b>\$12,014</b>	<b>\$1,513,547</b>
Business Profit (10-11)	\$367,307	\$3,135,726	\$1,240,907	\$78,513	\$3,073,400	\$6,052	\$7,911,081
Profit at Full Equity <sup>a</sup>	\$421,159	\$3,391,034	\$1,421,988	\$80,531	\$3,738,983	\$9,084	\$9,076,953
<b>Capital</b>							
Fishing Gear and Equipment	\$549,691	\$5,503,596	\$3,792,997	\$229,156	\$10,148,229	\$128,399	\$20,442,460
Licence and Quota Value	\$615,142	\$10,041,118	\$7,147,162	\$365,928	\$22,211,192	\$506,597	\$41,074,146
Total Capital	\$1,164,833	\$15,544,714	\$10,940,159	\$595,084	\$32,359,421	\$634,996	\$61,516,607
<b>Rate of Return at Full Equity</b>							
Rate of Return on Fishing Gear and Equipment at Full Equity <sup>a</sup>	30.0%	36.5%	23.0%	35.1%	18.7%	5.8%	24.3%
Rate of Return on Total Capital at Full Equity <sup>a</sup>	20.8%	17.4%	10.6%	13.3%	8.9%	1.4%	11.5%

<sup>a</sup> The capital values in the calculation of full equity include the capitalised value of leased equipment, symbols and transferred quota (6). They are larger than the capital values stated in the table.

Source: BDO EconSearch analysis

## 4.2. Assets, Liabilities and Equity

Commercial fishing businesses in Queensland utilise valuable fishing licences, vessels or vehicles and other capital. They may also borrow money to finance the business. The total assets held by a business less its total liabilities is the business' equity. Table 4-1 presents a simple average of the equity of all surveyed businesses that access the Coral Harvest and Marine Aquarium fishery. The average is of whole businesses, unlike the financial performance tables above which present averages of proportions of businesses that access the fishery.

Table 4-1 Average business assets, liabilities and equity of businesses participating in the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year

	Value
<b>Assets</b>	
Licence and quota	\$1,713,237
Plant and equipment	\$1,220,276
Other assets	\$711,769
<b>Total assets</b>	<b>\$3,645,281</b>
<b>Liabilities</b>	
<b>Total liabilities</b>	<b>\$584,444</b>
<b>Equity</b>	
<b>Total equity</b>	<b>\$3,060,837</b>
<b>Equity / Total assets</b>	<b>84.0%</b>

Source: BDO EconSearch analysis

## 5. ECONOMIC CONTRIBUTION

Estimates of the economic contribution of the Coral Harvest and Marine Aquarium fishery to the Queensland and regional economies in 2019/20 are outlined in this section.

Economic contribution analysis is a descriptive analysis that traces the gross economic activity of the fishery as dollars of expenditure cycle through the regional and state economies. The analysis used the business data reported above and other regional/state data that highlight the linkages that exist within the economy.

### Contribution or impact?

An *economic contribution analysis* (presented in this report) can be thought of as a footprint or snapshot analysis of economic activity. It is distinctly different to an *economic impact analysis*, which can be thought of as an analysis of a *change* in economic activity (not the subject of this report). An economic impact analysis is an appropriate approach for evaluating a change where an industry is generating new revenues that would otherwise not occur, keeping revenues in the region that would otherwise be lost, or being subject to changes that result in existing revenues being lost.

### Direct and flow-on effects

The following types of activity are presented in this report as *direct* economic contribution:

- the landed beach value of production
- the sustaining capital expenditure of fishing businesses.

Each of these activities generates flow-on effects to other sectors through purchases of inputs and the employment of labour. These effects have been estimated using input-output analysis (BDO EconSearch 2022).

### Economic contribution indicators

Economic contributions have been specified in terms of the following indicators (see Glossary for detail).

- Value of output (direct output is equivalent to gross value of production or GVP)
- Employment (fte and total jobs)
- Household income
- Gross regional (and state) product.

### 5.1. Economic Contribution to Queensland

Estimates of the economic contribution in 2019/20 by the Coral Harvest and Marine Aquarium fishery to Queensland and its regions are presented in this section.

Direct contribution measures fishing activity and capital expenditure by fishing businesses. *Flow-on* contribution measures the economic effects in other sectors of the economy (such as retail and wholesale trade, manufacturing, etc.) supported by the purchases of inputs by businesses described above as *direct* contribution. Flow-on effects are also known as *multiplier effects*. Flow-on effects are disaggregated by industry with the top 10 industries shown separately in Table 5-1. Capital expenditures are assumed to be the same as depreciation (i.e. sustaining the capital stock) which may or may not be the case in a given year but is a reasonable assumption in the long-run. Economic contribution of capital expenditure should, therefore, be interpreted as a long-run average.

Table 5-1 presents the estimated economic contribution of the Coral Harvest and Marine Aquarium fishery to Queensland in 2019/20.



Table 5-1 Economic contribution of the Coral Harvest and Marine Aquarium Fishery to Queensland in the 2019/20 financial year

Sector	Output (\$m)	Gross State Product (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
<b>Direct</b>					
Fishing	21.8	15.4	4.5	99	253
Other direct					
CAPEX	0.6	0.3	0.2	3	4
<b>Total Direct</b>	<b>22.4</b>	<b>15.7</b>	<b>4.7</b>	<b>103</b>	<b>256</b>
<b>Flow-on</b>					
Retail Trade	1.2	0.7	0.5	11	12
Personal & Other Services	1.3	0.7	0.7	10	10
Admin Support Services	0.8	0.5	0.5	8	9
Professional, Scientific & Technical Services	1.0	0.6	0.5	6	5
Health & Community Services	0.6	0.4	0.4	5	6
Food & Beverage Services	0.5	0.3	0.2	5	7
Education & Training	0.5	0.3	0.3	5	5
Construction Services	1.2	0.4	0.4	4	4
Wholesale Trade	0.6	0.4	0.3	3	3
Insurance & Other Financial Services	0.7	0.3	0.2	2	2
Other Sectors	8.0	4.1	1.2	16	15
<b>Total Flow-on</b>	<b>16.5</b>	<b>8.8</b>	<b>5.2</b>	<b>76</b>	<b>78</b>
<b>Total Contribution</b>	<b>38.9</b>	<b>24.5</b>	<b>10.0</b>	<b>179</b>	<b>334</b>

Source: BDO EconSearch analysis

### Value of Output (Direct)

The value of fishing activity output at beach price (also known as GVP) generated directly in the Coral Harvest and Marine Aquarium fishery was \$21.8m in 2019/20 (Table 5-1).

### Employment

The Coral Harvest and Marine Aquarium fishery directly employed 99 fte jobs in 2019/20 in the activity of fishing.

Flow-on business activity was estimated to support a further 76 fte jobs in 2019/20 state-wide. These jobs were spread across a range of industries.

Total direct and flow-on employment contribution by the Coral Harvest and Marine Aquarium fishery to Queensland was estimated to be 179 fte jobs in 2019/20 (Table 5-1).

### Household Income

Estimated household income of \$4.5m was directly earned in 2019/20 in the Coral Harvest and Marine Aquarium fishery through employee wages and estimated drawings by owner/operators.

Flow-on business activity was estimated to support a further \$5.2m of household income in 2019/20 state-wide.

Total direct and flow-on household income contribution by the Coral Harvest and Marine Aquarium fishery in Queensland was estimated to be \$10.0m in 2019/20 (Table 5-1).

### **Gross State Product**

Contribution to gross state product is measured as value of output less the cost of goods and services (including imports but excluding wages) used in producing the output. Estimated gross state product of \$15.4m was produced in 2019/20 directly through fishing activity in the Coral Harvest and Marine Aquarium fishery.

Flow-on business activity was estimated to support a further \$8.8m of gross state product in 2019/20 state-wide.

Total direct and flow-on contribution by the Coral Harvest and Marine Aquarium fishery to Queensland was estimated to be \$24.5m in 2019/20 (Table 5-1).

## 5.2. Economic Contribution to Regions of Queensland

Table 5-2 presents the estimated economic contribution of the Coral Harvest and Marine Aquarium fishery to regions of Queensland in 2019/20. Direct activity includes fishing and capital expenditure. In terms of fte employment including all flow-on effects, the largest contributions of the Coral Harvest and Marine Aquarium fishery were to Fitzroy (61 fte jobs) and Wet Tropics (58 fte jobs).

Table 5-2 Economic contribution of the Coral Harvest and Marine Aquarium fishery to major regions of Queensland in the 2019/20 financial year

Region	Output (\$m)	Gross Regional Product (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
<b>Direct</b>					
Cape York Peninsula	0.8	0.5	<0.1	2	12
Wet Tropics	8.8	5.8	1.4	36	135
Mackay, Isaac and Whitsunday	4.1	2.9	1.1	22	43
Fitzroy	8.3	6.1	2.0	41	59
Wide Bay Burnett	<0.1	<0.1	<0.1	<1	2
South East	0.3	0.3	<0.1	<1	4
Queensland <sup>a</sup>	22.4	15.7	4.7	103	256
<b>Flow-On</b>					
Cape York Peninsula	0.2	<0.1	<0.1	<1	<1
Wet Tropics	4.4	2.4	1.5	22	23
Mackay, Isaac and Whitsunday	2.1	1.1	0.6	9	9
Fitzroy	5.0	2.6	1.4	20	20
Wide Bay Burnett	<0.1	<0.1	<0.1	<1	<1
South East	0.3	0.2	<0.1	1	1
Queensland <sup>a</sup>	16.5	8.8	5.2	76	78
<b>Total</b>					
Cape York Peninsula	0.9	0.6	0.1	3	13
Wet Tropics	13.1	8.2	2.9	58	158
Mackay, Isaac and Whitsunday	6.2	4.0	1.7	31	52
Fitzroy	13.3	8.7	3.4	61	80
Wide Bay Burnett	0.2	<0.1	<0.1	<1	2
South East	0.6	0.4	0.2	2	5
Queensland <sup>a</sup>	38.9	24.5	10.0	179	334

<sup>a</sup> Flow-on and total contributions for Queensland do not equal the sum of regions as separate regional economic models were used to model the flow-on effects within each individual region so inter-regional flow-on effects are included in the Queensland results, but not the regional results. There may also be discrepancies in direct, flow-on and total contributions due to rounding and maintaining confidentiality.

Source: BDO EconSearch analysis

## 6. NET ECONOMIC RETURN

Net economic return is the long-run profit from a fishery after all costs have been met, including compensation for unpaid labour (e.g. unpaid work by family members and owners), subsidised fishery management costs, depreciation and the opportunity cost of capital (excluding endorsement) (Bath et al. 2018). These unit costs or long-term costs all need to be covered if the fishing business is to remain viable in the fishery. The opportunity cost of capital is equivalent to what the business' investment could have earned in the next most similar alternative use considering risk and skills required. What remains after the value of these inputs (labour, capital, materials and services) has been netted out is the net economic return. The value of endorsements is excluded from the opportunity cost of capital as this (access to the fishery) is the asset that net economic return seeks to estimate the net return to.

Commercial fishing operations in Australia are not risk free. Returns can be impacted both positively and negatively by factors such as natural events, changes in market conditions, disease, and management regulations. 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 an opportunity cost of capital of 10 per cent has been used with sensitivity analysis at 7 and 15 per cent. The lower-bound is consistent with ABARES Australian fisheries economic indicator reporting for commonwealth managed fisheries (Bath et al. 2018). Commonwealth managed fisheries are generally larger and characterised by larger businesses with less overall variation than state managed inshore fisheries. This is why the 7 per cent used by ABARES is used as a lower-bound in this analysis. The upper-bound of 15 per cent represents a reasonable estimate for what an investor might expect when buying into a commercial fishery in Queensland, given the variability and risk involved in this type of fishing business.

The net economic return results are presented in Table 6-1. Assuming an opportunity cost of capital of 10 per cent, net economic return generated in the Coral Harvest and Marine Aquarium fishery was estimated to be \$5.03m in the 2019/20 financial year.

**Table 6-1 Net Economic Return of the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year assuming a 10% opportunity cost of capital**

	Value (\$m)
Gross Value of Production (GVP)	21.80
Less Labour Costs	4.53
Less Materials & Services	7.41
Less Management Costs	1.27
Less Depreciation	1.51
Less Opportunity Cost of Capital (10%)	2.04
<b>Net Economic Return</b>	<b>5.03</b>

Source: BDO EconSearch analysis

The sensitivity analysis in Table 6-2 shows that, with the varying assumptions about opportunity cost of capital, net economic return was likely in the range of \$4.01m to \$5.64m.

**Table 6-2 Sensitivity of Net Economic Return**

Opportunity Cost of Capital (%)	7%	10%	15%
Less Opportunity Cost of Capital (\$m)	1.43	2.04	3.07
<b>Net Economic Return (\$m)</b>	<b>5.64</b>	<b>5.03</b>	<b>4.01</b>

Source: BDO EconSearch analysis

## 7. DEMOGRAPHICS

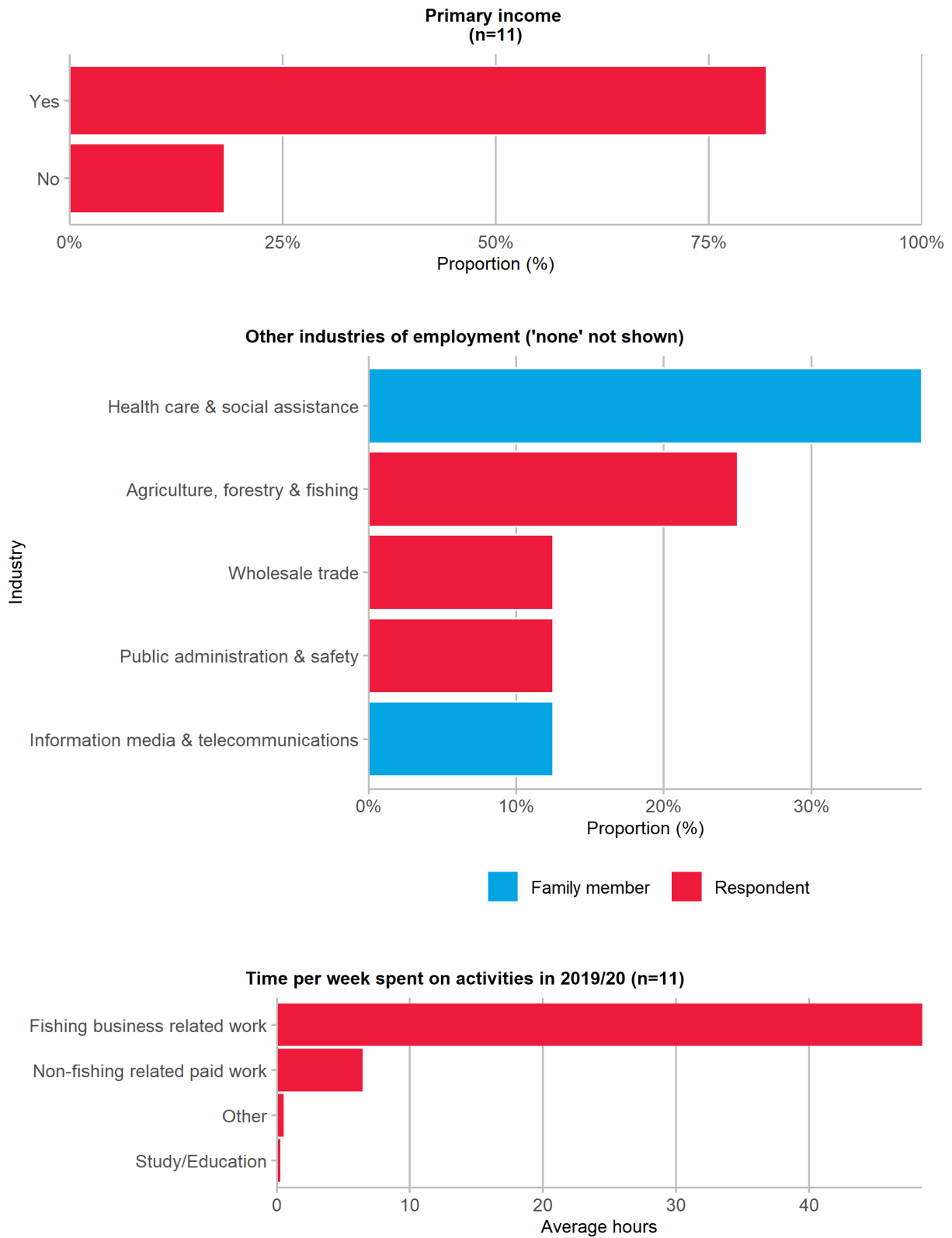
Figure 7-1 and Figure 7-2 present a demographic profile of fishers who responded to the survey and accessed the Coral Harvest and Marine Aquarium fishery in Queensland in the 2019/20 financial year. These are raw sample data and have not been expanded to the fishery.

Figure 7-1 Demographic profile of the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year - part 1



Source: BDO EconSearch analysis

Figure 7-2 Demographic profile of the Coral Harvest and Marine Aquarium fishery in the 2019/20 financial year - part 2



Source: BDO EconSearch analysis

## 8. SOCIAL INDICATORS

Fishers may derive non-financial benefits or costs from the Coral Harvest and Marine Aquarium fishery and may contribute to the community in different ways. This section presents a series of social indicators including:

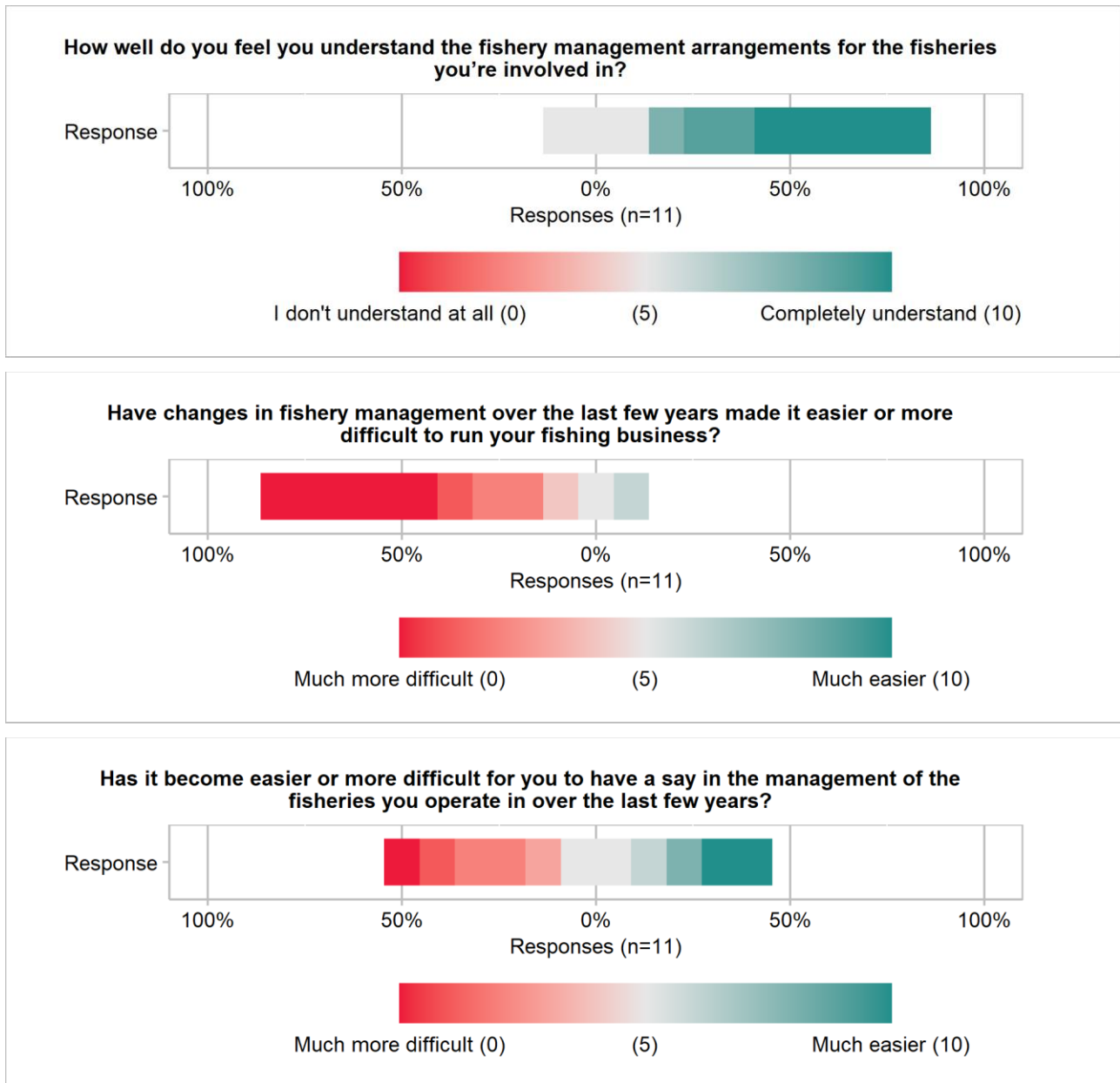
- Perceptions of management
- Lifestyle, satisfaction and personal wellbeing
- Community contribution.

### 8.1. Perceptions of Management

Figure 8-1 presents fishers' perceptions of different aspects of fishery management and participation in management.

High levels of stewardship amongst fishers are associated with a good understanding of the rules and regulations that apply to fishing activities and ease of compliance. Figure 8-1 shows that over three quarters of fishers who access the Coral Harvest and Marine Aquarium fishery feel that they understand the fishery management arrangements for the fisheries they are involved in. However, a similar proportion feel that changes in fishery management in the last few years have made it more difficult to run their business and just over half feel that it has become more difficult to have a say in management. Overall, this suggests that fishers who access the Coral Harvest and Marine Aquarium fishery perceive fishery management to be difficult to comply with and have a say in and may be associated with higher costs of management and compliance activities.

Figure 8-1 Perceptions of fishery management in the Coral Harvest and Marine Aquarium fishery (2019/20 financial year)



Source: BDO EconSearch analysis



## 8.2. Lifestyle, Satisfaction and Personal Wellbeing

Figure 8-2 to Figure 8-3 present indicators of satisfaction and wellbeing and the social costs and benefits of being a commercial fisher. Fishers may derive non-financial benefits or costs from the Coral Harvest and Marine Aquarium fishery. Figure 8-4 presents the perceptions of fishers about these benefits and costs.

Figure 8-2 shows that fishers who access the Coral Harvest and Marine Aquarium fishery were satisfied with most aspects of being a commercial fisher, particularly the income generated. However, a majority of respondents were dissatisfied with current fishing regulations and the predictability of their income.

Figure 8-4 shows that fishers who access the Coral Harvest and Marine Aquarium fishery were near unanimous in agreement that fishing is an important aspect of their lives and lifestyle. Around three quarters indicated that, if given the opportunity, they would not choose to do a different job. There was also near unanimous agreement that commercial fishing is a rewarding job that makes fishers feel that they are doing something worthwhile.

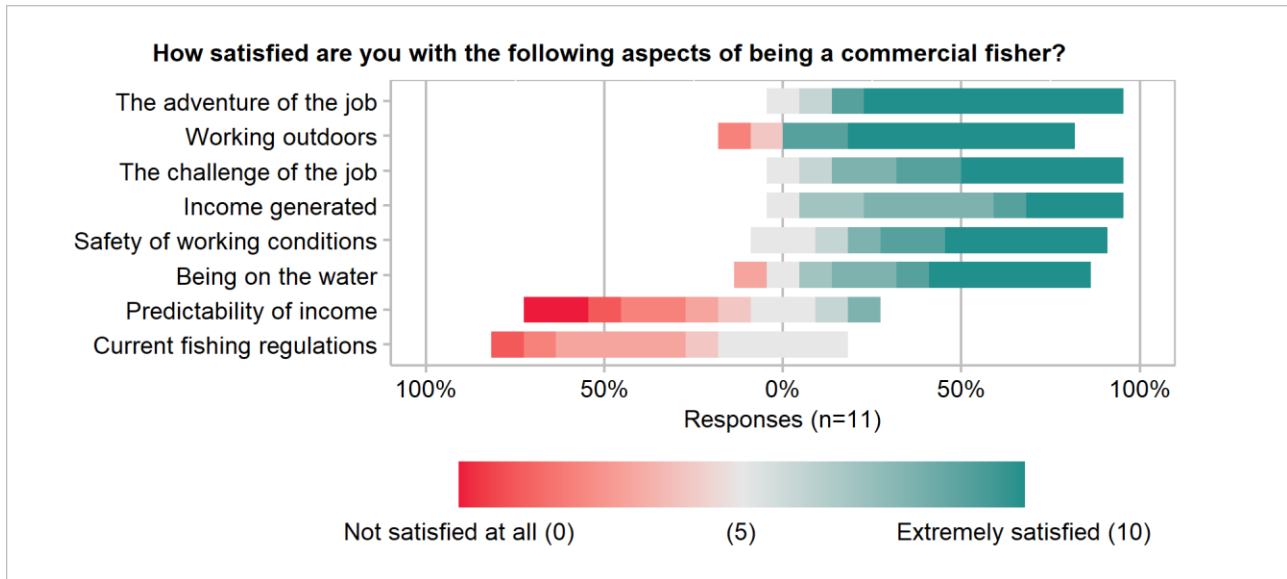
Figure 8-4 also shows that there was strong agreement amongst fishers who access the Coral Harvest and Marine Aquarium fishery that commercial fishing is financially risky and insecure. There was also near unanimous agreement amongst respondents that it is stressful to be a commercial fisher but that because of commercial fishing they have a good quality of life. Over half of respondents indicated that they are unable to cope with changes to fisheries regulations. Importantly, over half of respondents indicated that being a commercial fisher has negative mental health impacts on them and around three quarters do not feel secure in their job.

Figure 8-3 shows that fishers who access the Coral Harvest and Marine Aquarium fishery indicated that they had high levels of personal wellbeing across all PWI domains. However, around a quarter of fishers who access the Coral Harvest and Marine Aquarium fishery indicated that they were dissatisfied with their future security. This mirrors the overall pattern across QLD commercial fisheries. The Personal Wellbeing Index (PWI) is a validated measure of wellbeing with established benchmarks that are useful for comparing between groups. A higher PWI means higher subjective wellbeing. It is calculated from the data presented in Figure 8-3 though the charts themselves also provide useful information about the levels of different domains of wellbeing for fishers that access the Coral Harvest and Marine Aquarium fishery. The PWI for the Coral Harvest and Marine Aquarium fishery is compared against the average for Australia, Queensland and regional Queensland, as reported in the Regional Wellbeing Survey (Health Research Institute 2020), below:

- Australia: 70.4
- Queensland: 69.2
- Regional Queensland: 71.5
- Coral Harvest and Marine Aquarium fishery: 74.9.

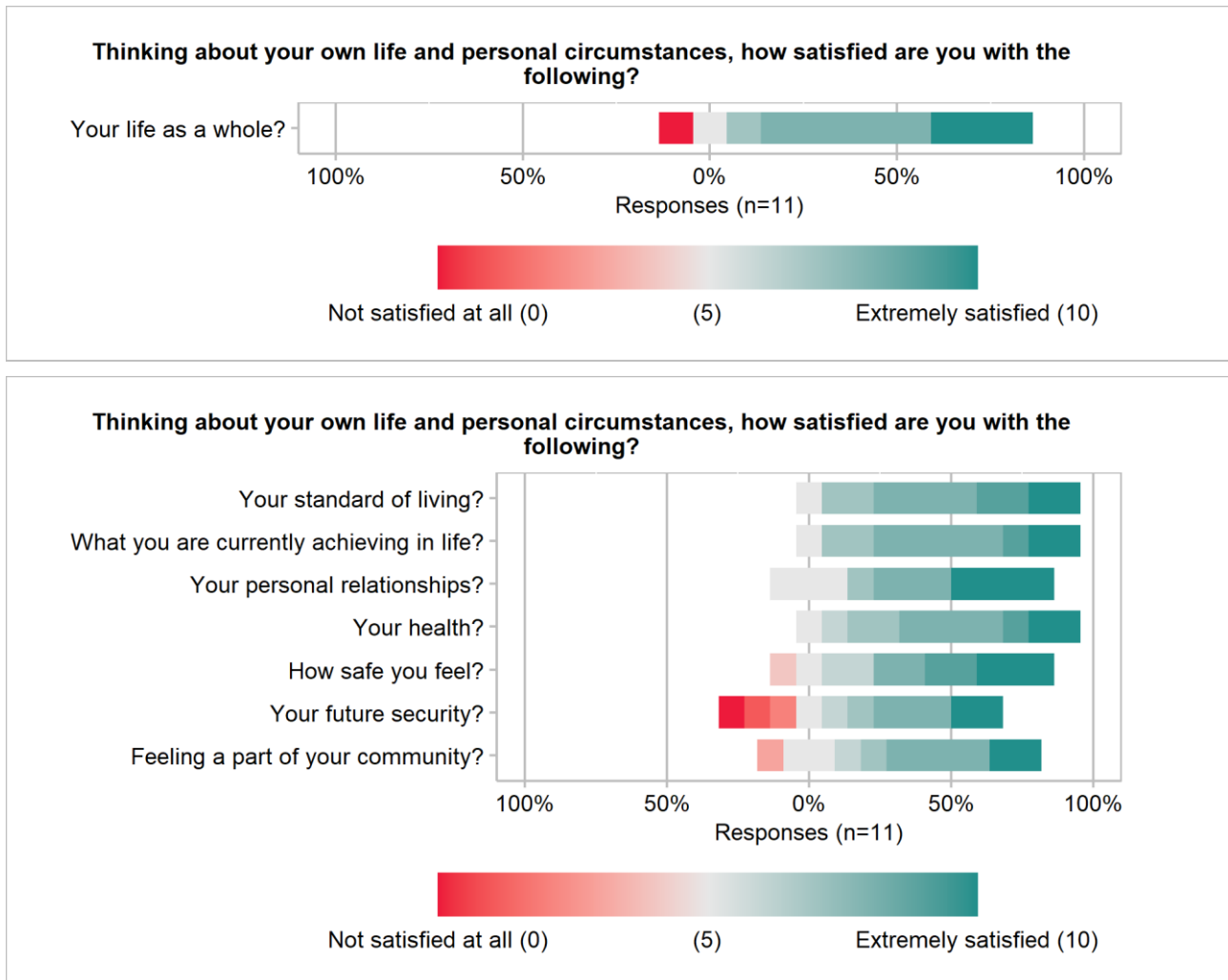
Overall, these results indicate that fishing activities are making a significant, positive contribution to the overall satisfaction and personal wellbeing of fishers that access the Coral Harvest and Marine Aquarium fishery. However, they also indicate that although fishers who access the Coral Harvest and Marine Aquarium fishery enjoy their role as commercial fishers, the uncertainty around regulations and their income and job security has a negative impact on their wellbeing.

Figure 8-2 Satisfaction in the Coral Harvest and Marine Aquarium fishery (2019/20 financial year)



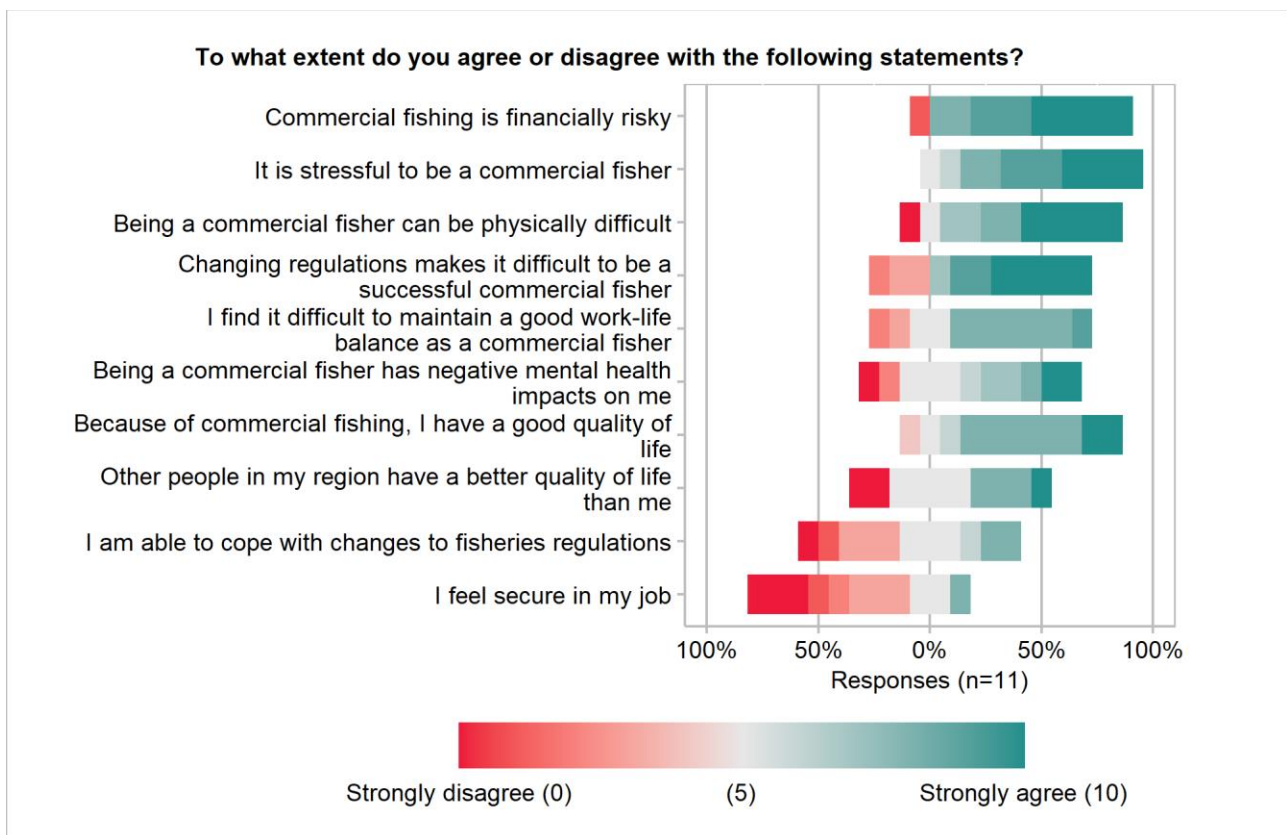
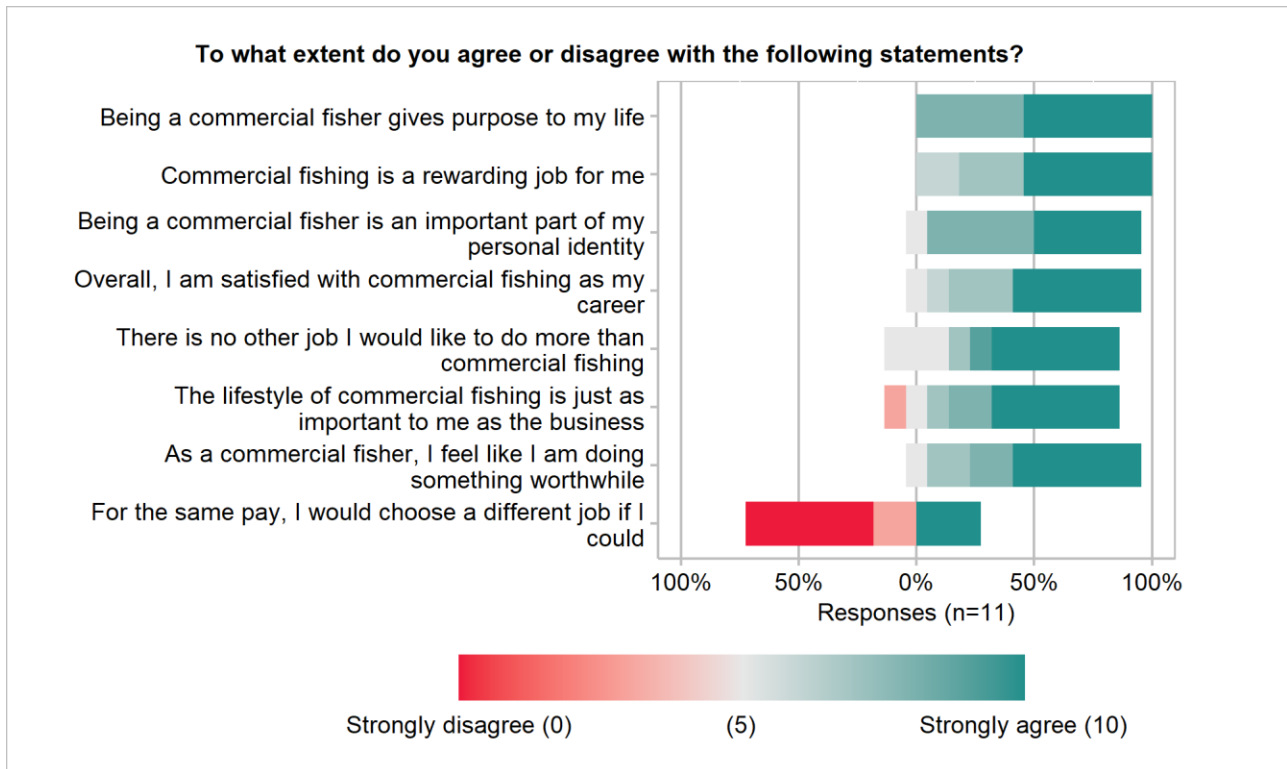
Source: BDO EconSearch analysis

Figure 8-3 Personal wellbeing in the Coral Harvest and Marine Aquarium fishery (2019/20 financial year)



Source: BDO EconSearch analysis

Figure 8-4 Social costs and benefits to wellbeing in the Coral Harvest and Marine Aquarium fishery (2019/20 financial year)



Source: BDO EconSearch analysis

### 8.3. Community Contribution

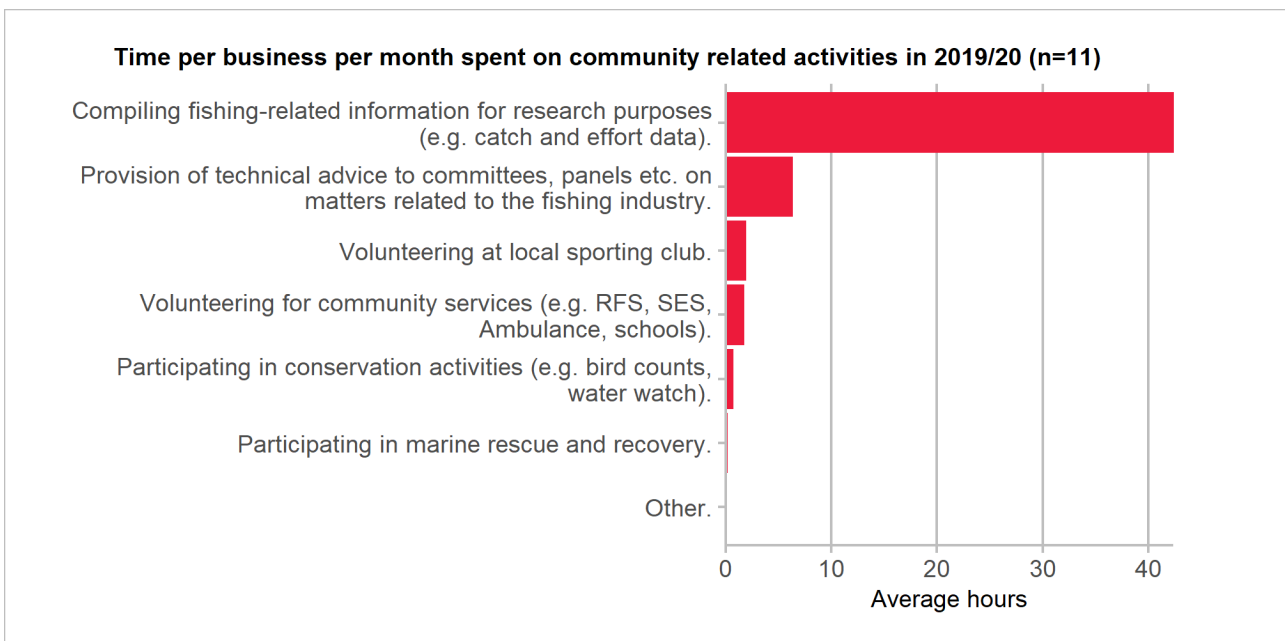
Figure 8-5 and Figure 8-6 presents the perceptions of fishers community connectedness and contribution.

Over three quarters of fishers who access the Coral Harvest and Marine Aquarium fishery indicated that it was important to them to continue the tradition of commercial fishing. However, a similar proportion also indicated that they did not feel positive about the future of commercial fishing in their region, while just over half indicated that they would not encourage young people to choose commercial fishing as a career.

All fishers who access the Coral Harvest and Marine Aquarium fishery indicated that they believe that fish stocks in their region are sustainable.

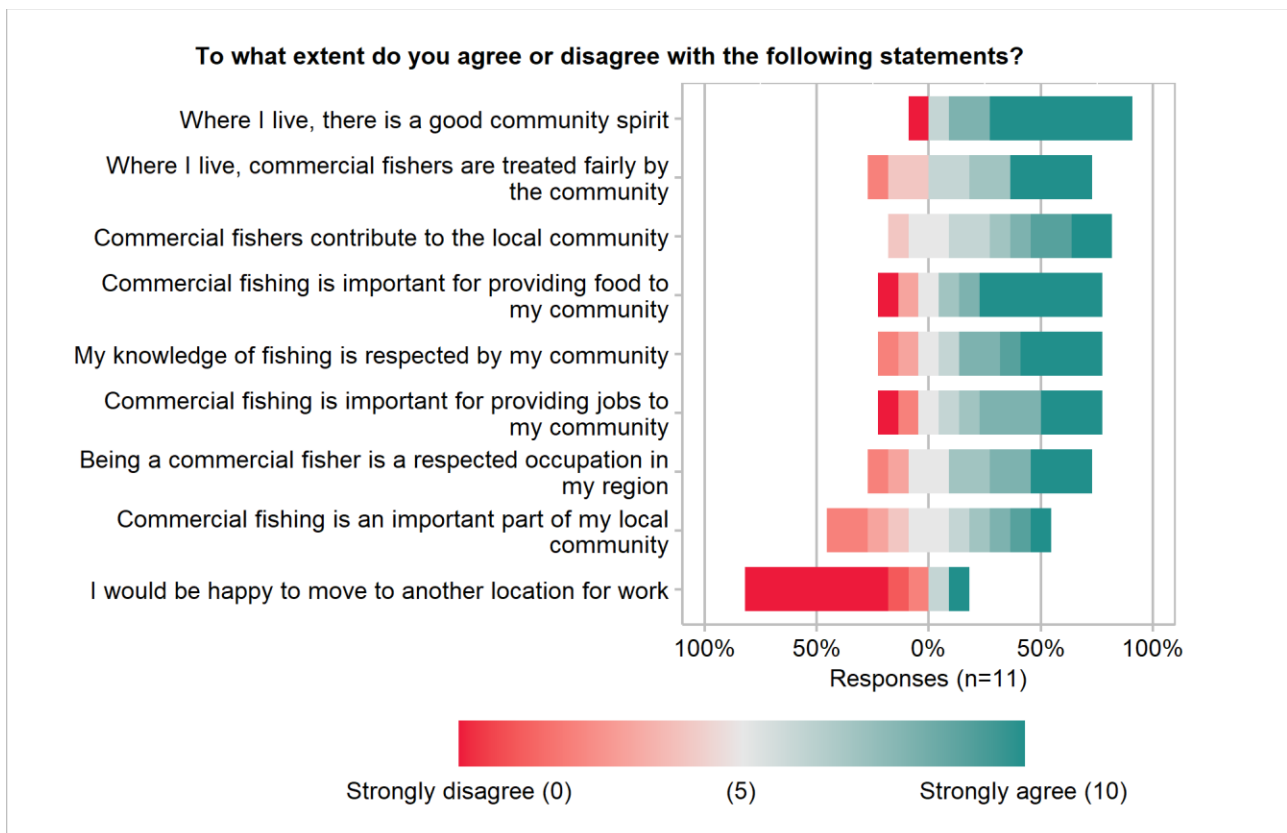
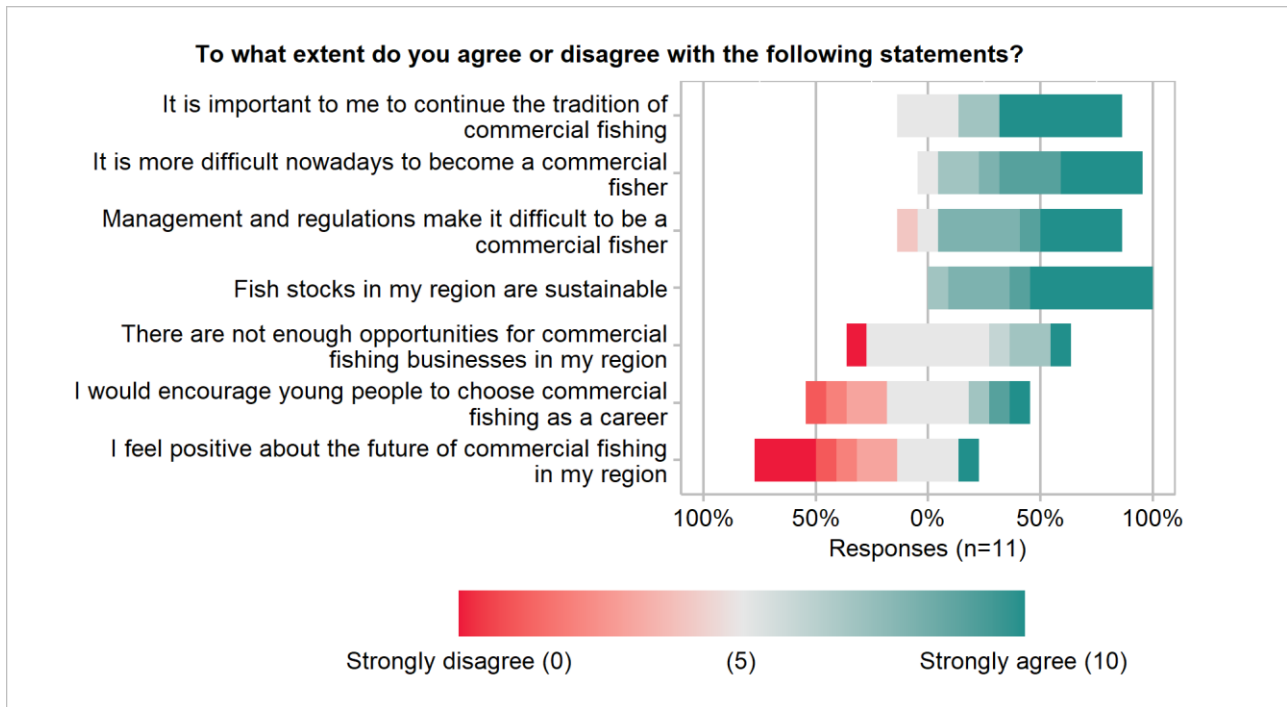
Fishers who access the Coral Harvest and Marine Aquarium fishery indicated that they make a contribution to the community. The main area of this contribution was an average of approximately 40hrs per month spent compiling fishing related information for research (e.g. catch and effort data) (Figure 8-5).

Figure 8-5 Community contribution by fishing businesses in the Coral Harvest and Marine Aquarium fishery (2019/20 financial year)



Source: BDO EconSearch analysis

Figure 8-6 Perceptions of community connectedness in the Coral Harvest and Marine Aquarium fishery (2019/20 financial year)



Source: BDO EconSearch analysis

## REFERENCES

- Bath, A. Mobsby, D. and Koduah, A. 2018, *Australian fisheries economic indicators report 2017: financial and economic performance of the Southern and Eastern Scalefish and Shark Fishery*, ABARES, Canberra, April.
- BDO EconSearch 2020, *Summary Economic and Social Indicators for Queensland's Commercial Fisheries, 2017/18 and 2018/19*, report prepared for Fisheries Queensland, Adelaide, November.
- BDO EconSearch 2022, *Summary Economic and Social Indicators for Queensland's Commercial Fisheries in 2019/20*, report prepared for Fisheries Queensland, Adelaide, December.
- Business Queensland 2019, Map of Department of Agriculture and Fisheries regions, <https://www.business.qld.gov.au/industries/farms-fishing-forestry/agriculture/agribusiness/one-stop-service/map-regions>.
- University of Canberra (UC) 2020, *Regional Wellbeing Survey*.

### Disclaimer

The assignment is a consulting engagement as outlined in the 'Framework for Assurance Engagements', issued by the Auditing and Assurances Standards Board, Section 17. Consulting engagements employ an assurance practitioner's technical skills, education, observations, experiences and knowledge of the consulting process. The consulting process is an analytical process that typically involves some combination of activities relating to: objective-setting, fact-finding, definition of problems or opportunities, evaluation of alternatives, development of recommendations including actions, communication of results, and sometimes implementation and follow-up.

The nature and scope of work has been determined by agreement between BDO and the Client. This consulting engagement does not meet the definition of an assurance engagement as defined in the 'Framework for Assurance Engagements', issued by the Auditing and Assurances Standards Board, Section 10.

Except as otherwise noted in this report, we have not performed any testing on the information provided to confirm its completeness and accuracy. Accordingly, we do not express such an audit opinion and readers of the report should draw their own conclusions from the results of the review, based on the scope, agreed-upon procedures carried out and findings.



1300 138 991

[www.bdo.com.au](http://www.bdo.com.au)

**NEW SOUTH WALES**

**NORTHERN TERRITORY**

**QUEENSLAND**

**SOUTH AUSTRALIA**

**TASMANIA**

**VICTORIA**

**WESTERN AUSTRALIA**

**AUDIT • TAX • ADVISORY**

BDO Services Pty Ltd ABN 45 134 242 434 is a member of a national association of independent entities which are all members of BDO Australia Ltd ABN 77 050 110 275, an Australian company limited by guarantee. BDO Services Pty Ltd and BDO Australia Ltd are members of BDO International Ltd, a UK company limited by guarantee, and form part of the international BDO network of independent member firms. Liability limited by a scheme approved under Professional Standards Legislation.

