



ECONOMIC AND SOCIAL INDICATORS FOR THE QUEENSLAND EAST COAST TRAWL FISHERY, 2017/18 AND 2018/19

A report to Fisheries Queensland

27 November 2020

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	v
Figures.....	vii
Glossary	viii
Abbreviations	x
Acknowledgements	x
Document History and Status	xi
Executive Summary	xii
1. Introduction	1
1.1. Fishery Background	2
1.2. Report Structure	3
2. Method of Analysis	5
2.1. Overview of Approach.....	5
2.2. Survey of Fishing Businesses	6
2.3. Backcasting to 2017/18	8
3. Economic Indicators for the Queensland East Coast Trawl Fishery	9
3.1. Catch, Gross Value of Production and Exports	9
3.2. Prices and First Market Destinations	9
3.3. Cost of Management.....	11
3.4. Business Financial Indicators.....	12
3.4.1. Fishery average in 2017/18 and 2018/19	12
3.4.2. Disaggregation of business financial indicators for 2018/19	15
3.5. State and Regional Economic Contribution	22
3.5.1. Measuring direct and flow-on effects	22
3.5.2. Economic contribution to Queensland	23
3.5.3. Regional economic contributions	26
3.6. Net Economic Return.....	31

4.	Social and Demographic Indicators	33
4.1.	Demographic Indicators	33
4.2.	Fisheries Management	36
4.3.	Fisher Wellbeing	37
	References	40
APPENDIX 1	Summary Economic Indicators for all Queensland Commercial Fisheries, 2017/18.....	41
APPENDIX 2	Summary Economic Indicators for all Queensland Commercial Fisheries, 2018/19.....	47
APPENDIX 3	Summary of Survey Sample for all Fisheries, 2017/18 and 2018/19	53

TABLES

Table ES-1	Summary of key economic indicators, 2017/18 and 2018/19	xii
Table 2-1	Survey sample in the East Coast Trawl Fishery	7
Table 2-2	Cost adjustments for business level backcasting to 2017/18	8
Table 3-1	Catch, GVP and export value of the East Coast Trawl Fishery, 2017/18 and 2018/19	9
Table 3-2	GVP, average beach prices and market destinations for East Coast Trawl Fishery key species, 2017/18	10
Table 3-3	GVP, average beach prices and market destinations for East Coast Trawl Fishery key species, 2018/19	10
Table 3-4	Costs of management in the East Coast Trawl Fishery, 2017/18 and 2018/19	11
Table 3-5	Financial performance in the East Coast Trawl Fishery, 2017/18 and 2018/19	14
Table 3-6	Financial performance in the East Coast Trawl Fishery, by number of days fished, 2018/19	17
Table 3-7	Financial performance in the East Coast Trawl Fishery, by return on investment quartile, 2018/19	18
Table 3-8	Financial performance in the East Coast Trawl Fishery, by share of revenue earned in the fishery, 2018/19	19
Table 3-9	Financial performance in the East Coast Trawl Fishery, by boat capital quartile, 2018/19	20
Table 3-10	Total financial performance in the East Coast Trawl Fishery, by fishing region, 2018/19	21
Table 3-11	Economic contribution of the East Coast Trawl Fishery to Queensland, 2017/18	25
Table 3-12	Economic contribution of the East Coast Trawl Fishery to Queensland, 2018/19	25
Table 3-13	Direct economic contribution of fishing activity in the East Coast Trawl Fishery to regions, 2017/18	26
Table 3-14	Direct economic contribution of fishing activity in the East Coast Trawl Fishery to regions, 2018/19	26
Table 3-15	Economic contribution of the East Coast Trawl Fishery to Cape York Peninsula, 2018/19	27
Table 3-16	Economic contribution of the East Coast Trawl Fishery to Wet Tropics, 2018/19	27
Table 3-17	Economic contribution of the East Coast Trawl Fishery to Dry Tropics, 2018/19	28
Table 3-18	Economic contribution of the East Coast Trawl Fishery to Mackay, Isaac and Whitsunday, 2018/19	28
Table 3-19	Economic contribution of the East Coast Trawl Fishery to Fitzroy, 2018/19	29
Table 3-20	Economic contribution of the East Coast Trawl Fishery to Wide Bay Burnett, 2018/19	29

Table 3-21	Economic contribution of the East Coast Trawl Fishery to South East, 2018/19	30
Table 3-22	Net Economic Return in the East Coast Trawl Fishery, 2017/18 and 2018/19, using a 10% p.a. opportunity cost of capital.....	31
Table 3-23	Sensitivity analysis of opportunity cost of capital on Net Economic Return in the East Coast Trawl Fishery, 2017/18 and 2018/19	32
Appendix Table 1-1	Commercial fisheries gross value of production, catch and export value, Queensland, 2017/18 (\$m).....	41
Appendix Table 1-2	Cost of management in Queensland commercial fisheries, 2017/18	41
Appendix Table 1-3	Net economic return in Queensland commercial fisheries, 2017/18 (\$m).....	42
Appendix Table 1-4	Economic contributions of Queensland commercial fisheries to Queensland, 2017/18	43
Appendix Table 1-5	Direct economic contributions of Queensland commercial fisheries to the fishing regions, 2017/18.....	43
Appendix Table 1-6	Direct economic contributions of fishing activity in Queensland commercial fisheries by fishery, 2017/18	44
Appendix Table 1-7	Total economic contributions of fishing activity in Queensland commercial fisheries by fishery, 2017/18	44
Appendix Table 1-8	Financial performance in Queensland commercial fisheries, 2017/18, average per business (a).....	45
Appendix Table 1-9	Financial performance in Queensland commercial fisheries, 2017/18, average per business (b)	46
Appendix Table 2-1	Commercial fisheries gross value of production, catch and export value, Queensland, 2018/19 (\$m).....	47
Appendix Table 2-2	Cost of management in Queensland commercial fisheries, 2018/19	47
Appendix Table 2-3	Net economic return in Queensland commercial fisheries, 2018/19 (\$m).....	48
Appendix Table 2-4	Economic contributions of Queensland commercial fisheries to Queensland, 2018/19	49
Appendix Table 2-5	Direct economic contributions of Queensland commercial fisheries to the fishing regions, 2018/19.....	49
Appendix Table 2-6	Direct economic contributions of fishing activity in Queensland commercial fisheries by fishery, 2018/19	50
Appendix Table 2-7	Total economic contributions of fishing activity in Queensland commercial fisheries by fishery, 2018/19	50

Appendix Table 2-8	Financial performance in Queensland commercial fisheries, 2018/19, average per business (a).....	51
Appendix Table 2-9	Financial performance in Queensland commercial fisheries, 2018/19, average per business (b)	52
Appendix Table 3-1	Survey representativeness of active businesses in 2017/18, by fishery	53
Appendix Table 3-2	Survey representativeness of active businesses in 2017/18, by fishing region	53
Appendix Table 3-3	Survey representativeness of active businesses in 2018/19, by fishery	54
Appendix Table 3-4	Survey representativeness of active businesses in 2018/19, by fishing region	54

FIGURES

Figure 1-1	Revenue share of businesses ^a in the East Coast Trawl Fishery.....	2
Figure 1-2	Department of Agriculture and Fisheries Subregions used for reporting	4
Figure 4-1	Age	33
Figure 4-2	Business role, place of residence and Indigenous status.....	34
Figure 4-3	Years as licence owner, in commercial fishing and lived in local community	34
Figure 4-4	Highest education attained.....	34
Figure 4-5	Primary income from commercial fishing.....	35
Figure 4-6	Other industry of employment (other than fishing)	35
Figure 4-7	Split of workload	35
Figure 4-8	Community involvement.....	36
Figure 4-9	Perceptions of fishery management (a).....	36
Figure 4-10	Perceptions of fishery management (b)	36
Figure 4-11	Satisfaction with lifestyle	37
Figure 4-12	Wellbeing benefits of commercial fishing	37
Figure 4-13	Wellbeing costs of commercial fishing	38
Figure 4-14	Connection to community	38
Figure 4-15	Personal wellbeing	38
Figure 4-16	Stewardship	39

GLOSSARY

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.

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.

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

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.

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.

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 fished on 200 days each through the year has 400 days fished.

Depreciation: Depreciation refers to the annual reduction in the value of working 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 depreciation¹.

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 Total Boat Cash Receipts (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.

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.

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 for 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

¹ Accounting depreciation allocates the cost of an asset over its useful life.

Cash Income. 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 *Boat Business Profit* plus *rent, interest and lease* 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 working 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 *Working Capital* multiplied by *100*. This measure 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 to capital 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 Boat Cash Costs (TBCC): defined as *Total Boat Variable Costs* plus *Total Boat Fixed Costs*

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

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 fishing business 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, lines, etc.)
- repairs & maintenance: ongoing (slipping, painting, overhaul motor).

Working Capital: includes capital items that are required by the fishing business to earn the boat income². 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 are included to the extent that they are used in the fishing business. The value of capital utilised by the business (including fishing endorsement) is included in total working capital whether the business owns or leases it.

² Working capital should not be confused with financial capital which is money provided by lenders for a price (interest)).

ABBREVIATIONS

ABS	Australian Bureau of Statistics
CPI	Consumer Price Index
fte	full time equivalent
GRP	gross regional product
GSP	gross state product
GVP	gross value of production
R&M	repairs and maintenance
RBA	Reserve Bank of Australia

ACKNOWLEDGEMENTS

In the preparation of economic indicators for the East Coast Trawl Fishery, 2017/18 and 2018/19, BDO EconSearch 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 EconSearch 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.

DOCUMENT HISTORY AND STATUS

Doc Version	Doc Status	Issued To	Qty elec	Qty hard	Date	Reviewed	Approved
1	Draft	Tor Hundloe	1 Word 1 PDF	-	11/05/2020	JBM	JBM
2	Draft	James Webley Tobias Probst	1 Word 1 PDF		18/05/2020	JBM	JBM
3	Draft	James Webley Tobias Probst	1 Word 1 PDF		02/06/2020	JBM	JBM
4	Draft	James Webley Tobias Probst	1 Word 1 PDF		02/06/2020	JBM	JBM
5	Draft	James Webley Tobias Probst	1 Word 1 PDF		05/06/2020	JBM	JBM
6	Final	James Webley Tobias Probst	1 Word 1 PDF		29/06/2020	JBM	JBM
7	Final	James Webley Tobias Probst	1 Word 1 PDF	-	27/11/2020	JBM	JBM

Printed: 18/12/2020 3:49:00 PM

Last Saved: 18/12/2020 3:49:00 PM

File Name: I:\CLIENTS\QDAF\ES1915_Qld Fisheries Economic Indicators\Reports\Final Reports\Updated Finals\Economic_and_Social_Indicators_1718_1819_ECT_Final_201127.docx

Project Manager: Anders Magnusson

Principal Author/s: Anders Magnusson, Lisa Carlin and Julian Morison

Name of Client: Department of Agriculture and Fisheries (Queensland)

Name of Project: Economic and Social Indicators for the Queensland East Coast Trawl Fishery, 2017/18 and 2018/19

Document Version: 7

Job Number: 1915

EXECUTIVE SUMMARY

The principal aim of this study is to present a set of economic performance indicators for the East Coast Trawl Fishery as well as to develop a method to create a consistent time series of economic information to aid management in future years. Data on some social indicators were also collected and are presented. For the purpose of this report, the East Coast Trawl Fishery includes otter trawl and river and inshore beam trawl activity regulated by Fisheries Queensland on the East Coast of Queensland, including in Moreton Bay. Fin fish trawl activity under the T4 symbol is excluded. A summary of key economic indicators is presented in Table ES-1.

Table ES-1 Summary of key economic indicators, 2017/18 and 2018/19

Indicator	2017/18	2018/19
Catch	6,969t	6,122t
Gross value of production (beach price)	\$109.8m	\$99.3m
Export value	\$1.0m	\$1.0m
Active businesses	321 businesses	297 businesses
Management cost/gross value of production	1.6%	1.9%
Return on total capital	-1.2%	-4.4%
Active endorsement value per active business	\$131,592	\$158,370
Gross state product (direct + flow-on)	\$186.2m	\$169.5m
Employment (direct + flow-on)	1,816 fte jobs	1,734 fte jobs
Net Economic Return	-\$24.4m	-\$31.5m
Net Economic Return/gross value of production	-22.2%	-31.7%

Overview of Approach

Businesses that operate in a commercial fishery in Queensland tend to operate in multiple fisheries. For this reason, a business level modelling approach was used rather than an aggregate or fishery level approach. This involved the following steps:

1. Collect administrative business level data
2. Collect fishery level data
3. Survey fishing businesses
4. Impute non-surveyed businesses at the business level for 2018/19
5. Attribute operating costs and capital value to the relevant fisheries
6. Calculate indicators for each fishery
7. Backcast to 2017/18 at a business level and re-calculate indicators.

Across all fisheries, a total of 268 usable survey responses were received from fishing businesses between September and December in 2019. In the East Coast Trawl Fishery, a total of 42 responses were received that were used for economic indicators. This represents 14 per cent of active businesses in 2018/19 and at least 10 per cent in each region with active businesses. A total of 56 responses were received that were used to calculate social indicators. The confidentiality of responses was made clear to respondents including

that no individual response would be identifiable in reporting or provided to Fisheries Queensland and that any statistic published would be based on at least five responses.

Catch, Gross Value of Production and Exports

The total catch in the East Coast Trawl Fishery decreased from 6,969t in 2017/18 to 6,122t in 2018/19, a decline of 12 per cent. Consequently, East Coast Trawl Fishery GVP declined between 2017/18 (\$109.8m) and 2018/19 (\$99.3m). The value of international exports by commercial fishing businesses accounted for a small proportion of GVP in both years (\$1.0m in both 2017/18 and 2018/19).

Prices and First Market Destinations

The three most important species for the East Coast Trawl Fishery in 2017/18 and 2018/19, in terms of contribution to GVP, were eastern king prawns, tiger prawns and Moreton Bay bugs. These three species accounted for 77 per cent of total GVP in 2017/18 and 80 per cent in 2018/19. Average beach price across all species for the East Coast Trawl Fishery was estimated to be \$15.76/kg in 2017/18 and \$16.22/kg in 2018/19.

The most significant first market destination for East Coast Trawl Fishery species in 2018/19 was Queensland. Surveyed businesses reported that all tiger prawns, banana prawns, endeavour prawns, blue leg king prawns, red spot king prawns and squid were sold in Queensland markets. Small proportions of catch of eastern king prawns, Moreton Bay bugs, saucer scallops and blue swimmer crabs were sold interstate. Very little catch from this fishery was exported internationally (only saucer scallop and eastern king prawn catch were identified by surveyed businesses). It is important to note that market destinations for catch were sourced from survey data and may not include the final destination of the catch.

Management Costs

Estimated total Fisheries Queensland management costs for the East Coast Trawl Fishery were \$1.8m in 2017/18 and \$1.9m in 2018/19. This represented 1.6 per cent of GVP in 2017/18 and 1.9 per cent in 2018/19.

Business Financial Indicators

In 2018/19, the average business's activity in the East Coast Trawl Fishery generated a positive gross operating surplus (\$30,000) and negative profit at full equity (-\$36,000), leading to a return on investment of -4.4 per cent including endorsement value (-1.2 per cent in 2017/18). This means the average business earned enough income to cover its cash costs, but not to cover the imputed cost of unpaid labour used to operate the business and the cost of capital depreciation.

Return on investment including endorsement value varied across fishing region from -0.3 per cent in Cape York Peninsula to -9.8 per cent in Wet Tropics. Cape York Peninsula and Fitzroy had the highest profitability (by return on investment) and were characterised by larger operations (more capital, higher revenue and higher costs) relative to the other regions. The average financial position in most regions is similar to the fishery on the whole. That is, businesses earn a positive gross operating surplus on average but have negative profit at full equity as gross income does not fully cover the imputed cost of labour and depreciation. The exception is the Wet Tropics region where there is a slightly negative gross operating surplus due to both higher variable and fixed costs relative to income.

Economic Contribution

In 2018/19, the East Coast Trawl Fishery contributed an estimated \$169.5m in gross state product (GSP) and 1,734 full-time equivalent jobs to the Queensland economy. This contribution included \$57.1m in GSP (745 fte jobs) from fishing activity, \$2.8m in GSP (32 fte jobs) from capital expenditure by fishing businesses,

\$8.3m in GSP (92 fte jobs) from associated processing and \$101.3m (865 fte jobs) from flow-on effects in other sectors of the Queensland economy (primarily personal and other services, retail trade, professional, scientific and technical services and insurance and other financial services).

Net Economic Return

Net economic return is defined as the long-run profit from a fishery after all costs have been met. Determining the opportunity cost of capital involves an assessment of the degree of financial risk involved in the activity. 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. For this analysis a range of 7 to 15 per cent was used for opportunity cost of capital.

Net economic return was estimated to be in the range of -\$18.2m to -\$34.7m in 2017/18 and -\$25.5m to -\$41.4m in 2018/19.

Social Indicators

Social indicators and demographic information were collected for the East Coast Trawl Fishery.

Respondents were mostly over 50 years of age, business owners and living in Queensland. The median time involved in commercial fishing was 35 years and median time as a licence owner 20 years. Most have a highest level of education of year 10 or below and earn just under three quarters of their personal income from commercial fishing with the other main industries of employment being transport, construction, professional services, mining and manufacturing.

Most respondents indicated that commercial fishing is financially risky and that they feel insecure in their job and unable to cope with changing regulations. Around half of respondents feel they understand fishery management arrangements but most feel that management changes are making it more difficult to run their business and that it is has become more difficult to 'have a say' in management.

Fishers indicated that they have strong ties to their community but only around half feel that their community treats them fairly and respects their occupation. Fishers also identified that fishing has mental and physical costs to their wellbeing and that they are dissatisfied with the predictability of their income. Most fishers would not encourage young people to choose a fishing career and do not feel positive about the future of fishing in their region. Overall, fishers indicated that they are strongly satisfied with the lifestyle of being a commercial fisher and would not quickly change jobs. They also indicated that they are generally satisfied with life as a whole.

Future opportunities

There is value in collecting this economic and social information annually. Access to current information about the economic state of an industry provides management and industry the information to respond to changing economic situations. This is especially important during times when industries experience significant change and the economic impacts of those changes need to be understood. Annual collection of economic information is current practice in the Queensland aquaculture industry producing the aquaculture production summary series which commenced in 2005. Regular economic reporting is also current practice in some other states and territories around Australia. For example, annual economic indicators have been reported for commercial fisheries in South Australia for more than 20 years (BDO EconSearch 2019a). This provides a valuable and current time series of economic information that the fisheries can draw upon, either from the point of view of fisheries management or from industry.

1. INTRODUCTION

The principal aim of this report is to present a set of economic indicators for the East Coast Trawl Fishery as well as to develop a method to create a consistent time series of economic information to aid management in future years. Data on social indicators and demographic information were also collected.

The Queensland Sustainable Fisheries Strategy 2017-2027 (SFS) sets out a comprehensive reform plan for the next 10 years. Within the SFS there are 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 indicators from Queensland's professional fishers (i.e. commercial fishers and charter operators) and directly related stakeholders (e.g. fish processors, wholesalers, community groups). These economic indicators will be used by Fisheries Queensland to better understand the economics of each fishery and of the different types of fishers (e.g. level of activity, region of activity, mode of fishing) within each fishery.

Through the SFS, harvest strategies are being developed for the major fisheries. Within these harvest strategies, these economic and social indicators will be used to inform management decisions and to monitor progress towards desired targets. It is important that the indicators meet this requirement and provide appropriate baseline data.

The Queensland (QLD) fishing industry is diverse. Like many other industries, there are specialists that have a specific focus and more flexible businesses that change between activities depending on markets and circumstances. Some fishing businesses target only one species with one type of equipment, while others target a narrow range of different species according to season or price (e.g. trawlers choosing to target either prawns or scallops). Then there are businesses with a wider range of target species, such as those trawling for prawns, but sometimes line fishing for mackerel or snapper, using quite different equipment for each.

Considering the diverse nature of QLD fisheries, management decision making involves a complex mix of biological, economic and social considerations. There is a need to identify and explore cost-effective and efficient ways to incorporate economic and social information in harvest strategies and decision-making processes.

1.1. Fishery Background

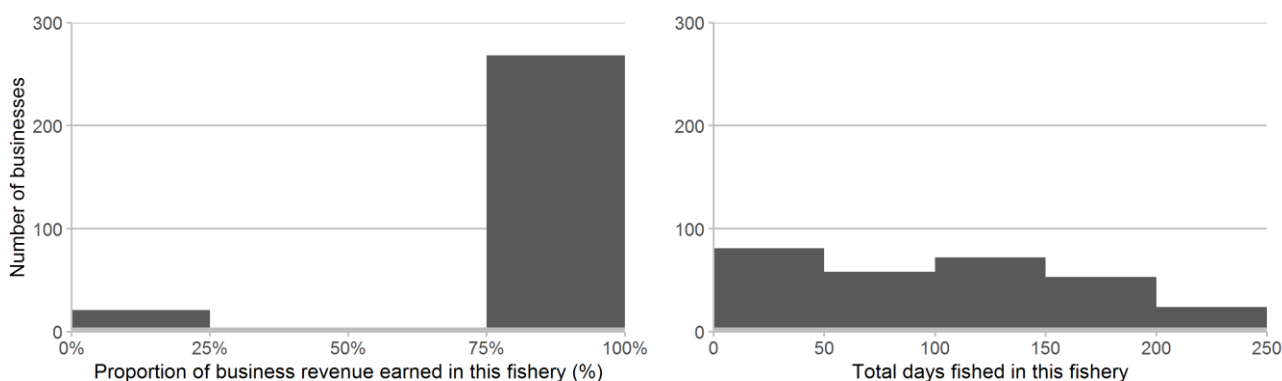
For the purpose of this report, the East Coast Trawl Fishery includes otter trawl and river and inshore beam trawl fisheries regulated by Fisheries Queensland on the East Coast of Queensland, including in Moreton Bay, but excluding the finfish trawl fishery (i.e. T4 symbol - stout whiting).

The East Coast Otter Trawl Fishery is managed using effort units (called trawl effort units³) which are split between East Coast (T1, M1 and M2) and Concessional (T2) users. The total number of licences with access to the East Coast Otter Trawl Fishery are 410, but not all are active in a given year. Targeted species include eastern king prawn, red spot king prawn, brown tiger prawn, grooved tiger prawn, blue endeavour prawn, red endeavour prawn, banana prawn, greasy prawn, Moreton Bay and Balmain bugs and saucer scallop.

The total number of licences with access to the River and Inshore Beam Trawl Fishery is 82, using symbols T5, T6, T7, T8 and T9. Targeted species include greasy (bay) prawns, banana prawns, school prawns and other minor prawn species. Fin fish trawl activity under the T4 symbol (stout whiting) is excluded.

The East Coast Trawl Fishery is specialised in that, on average, the businesses with activity in this fishery earn the majority of their revenue in this fishery (92 per cent) (i.e. only 8 per cent of revenue is earned in other fisheries). Figure 1-1 shows that the fishery is comprised almost entirely of full-time boats, with a small number of boats also accessing other fisheries. The figure also shows there is a broad range of total days fished for active businesses.

Figure 1-1 Revenue share of businesses^a in the East Coast Trawl Fishery



^a Each visible bar in the above graphs represents at least 5 businesses for confidentiality reasons. The light grey 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 visible columns which means there may be businesses with greater days fished than the maximum axis values.

Source: 2019 Survey and Fisheries Queensland

³ Trawl effort units convert to a fishing day based on the hull size of the boat being used.

1.2. Report Structure

Provided in Section 2 of this report is the method of analysis and a description of the survey of fishing businesses.

Indicators are presented in Sections 3 and 4 for the 2017/18 and 2018/19 financial years and include:

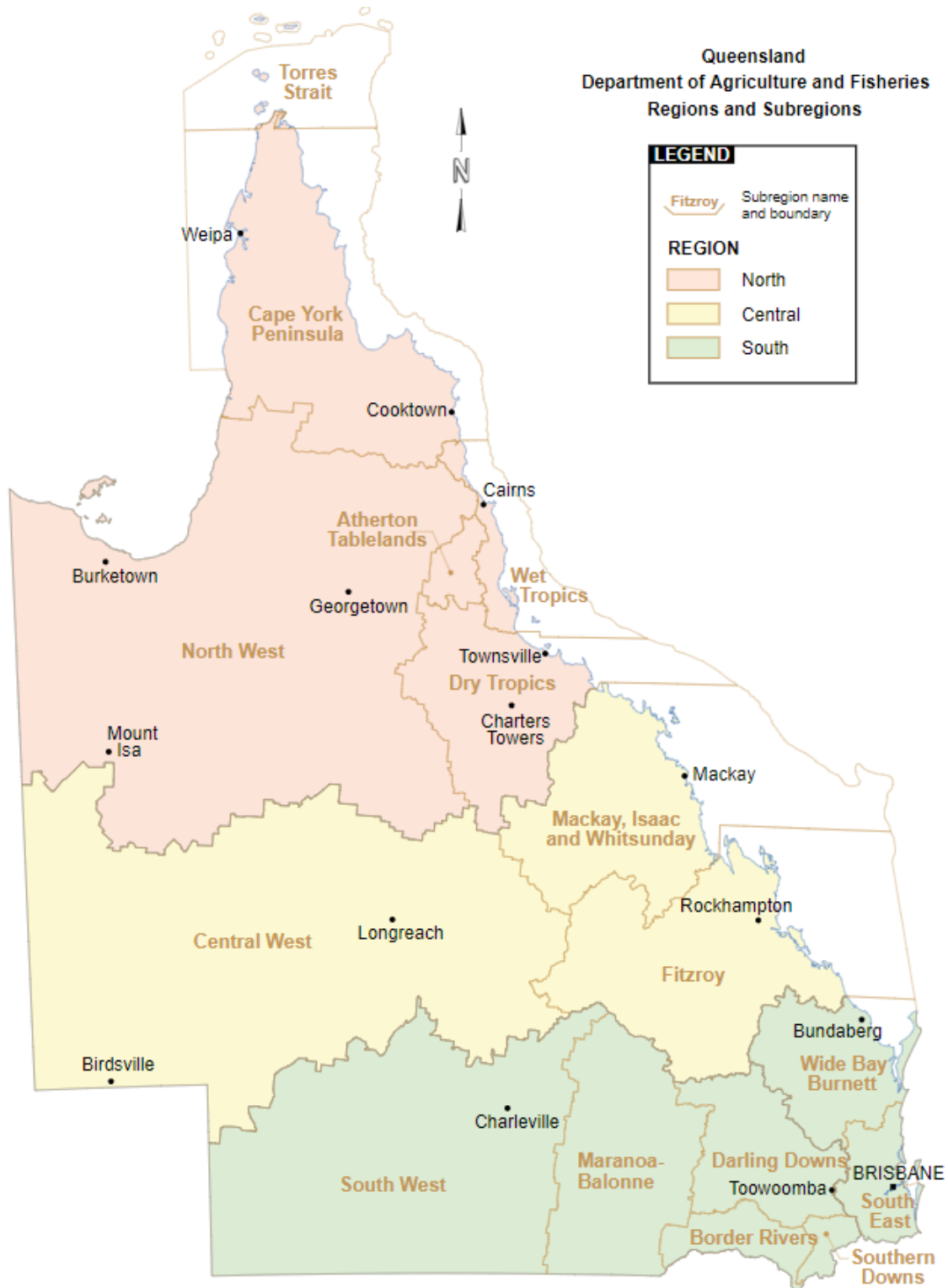
- fishery gross value of production (at beach price)
- species prices (beach price)
- the cost of management of the fishery
- business financial indicators (income, costs, profit and return on investment)
- fishery net economic return
- economic contribution of the fishery and associated processing (value and employment)
- social indicators
- demographic indicators.

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 (Figure 1-1). 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.

For purposes of comparison, summary economic indicators for all Queensland commercial fisheries are presented as appendices to this report.

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



Source: Business Queensland (2019)

2. METHOD OF ANALYSIS

2.1. Overview of Approach

Businesses that operate in a commercial fishery in Queensland tend to operate in multiple fisheries. This makes calculating indicators for any single fishery difficult as fishery activity is comprised of a combination of business types (full and part-time, single and multiple fishery operators). Since this research aims to develop indicators for all commercial fisheries in Queensland, a business level modelling approach was used rather than an aggregate or fishery level approach.

In a business level approach, the overall activity of each business is attributed to each fishery at the business level then total activity for each fishery is estimated by aggregating the business activities attributable to each fishery.

This involved the following steps:

1. **Collect administrative business level data:** logbook catch and effort, fishery access and quota, location of landings, fees. All were collected for 2017/18 and 2018/19. Catch data were sourced from fishing logbooks or quota reporting systems depending on which was considered most reliable by Fisheries Queensland for each species.
2. **Collect fishery level data:** cost of management for 2017/18 and 2018/19.
3. **Survey fishing businesses:** species prices and markets, operating costs, processing activity, employment (including unpaid), endorsement values/leasing costs, capital value and depreciation, social and demographic information. Data collection focused on the 2018/19 year to reduce survey burden on businesses. Data were collected respecting the confidentiality of fishing businesses and were used by BDO to produce the economic and social indicator reports. The data were not distributed outside of BDO and have not been provided to Fisheries Queensland.
4. **Impute non-surveyed businesses at the business level for 2018/19:** by taking the average of the five most similar surveyed businesses (to estimate business structure based on similar scale and efficiency businesses) then adjusting variable costs and employment using revenue and effort (to account for the individual level of catch and effort of the imputed business). Businesses were considered similar if they caught a similar quantity, in a similar number of days, in the same fisheries.
5. **Attribute operating costs and capital value to the relevant fisheries:** directly where possible (such as quota and effort units) and in proportion to revenue earned in each fishery otherwise. This implies a similar rate of return in each fishery that a business accesses under the assumption that businesses maximise return across multiple fisheries by adjusting their effort between them over time. It also implies that capital (such as a boat) can generally be used to access multiple fisheries.
6. **Calculate indicators for each fishery:**
 - a. Business financial indicators are disaggregated by region (with business activity attributed across regions based on the proportion of revenue landed in each), return on investment, days fished, and proportion of total business revenue earned in the fishery in question.
 - b. Fishery economic indicators are reported at the fishery level.

- c. Economic contribution indicators are reported for Queensland and for each of the coastal Subregions (Figure 1-2) with all business activity attributed across regions in proportion to the value of catch landed in each.
 - d. Social indicators are reported unweighted and at the fishery level for all businesses that accessed the fishery in 2017/18 and/or 2018/19.
7. **Backcast to 2017/18 at a business level and re-calculate indicators:** using administrative information on individual businesses and cost indices, then repeating steps 5 and 6 above. This was necessary as the survey focused on the 2018/19 year to reduce respondent burden.

2.2. Survey of Fishing Businesses

A survey of fishing businesses was carried out between September and December in 2019 and concluded before the COVID-19 pandemic and associated government responses impacted fishing businesses. Non-survey data used in the analysis was also from periods unaffected by COVID-19, the 2017/18 and 2018/19 financial years.

The survey involved collecting data from fishing businesses on species prices and markets, operating costs, processing activity, employment (including unpaid), endorsement values/leasing costs, capital value and depreciation, social and demographic information and focused on the 2018/19 year. The survey was implemented using a questionnaire that was developed in collaboration with Fisheries Queensland and with industry representatives. Businesses were asked to only include the amounts that were attributable to their Queensland fishing business. If exact figures were not available (e.g. from a tax return), then they were asked to provide careful estimates.

Businesses were invited to participate through multiple email and phone call invitations as well as through the endorsement of various industry groups. They were invited to respond through an online form, over the phone or through in-person interviews. Most responses were provided over the phone.

The confidentiality of responses was made clear to respondents including that no individual response would be identifiable in reporting or provided to Fisheries Queensland and that any statistic published would be based on at least five responses. This ‘five boat rule’ is commonly used to maintain confidentiality when reporting commercial fishing statistics, including by Fisheries Queensland. The matching approach used to impute non-responding business activity means that any statistic based on five or more businesses contains information from at least five surveyed businesses even if less than five surveyed businesses are included in the statistic.

Across all fisheries, a total of 268 usable⁴ responses were received, including 196 for economic indicators and 251 that could be used for calculating social indicators. Other respondents provided useful basic information such as prices and markets for species. The responses that could be used for calculating economic indicators represented almost one in five active businesses in 2018/19. Overall responses are summarised by fishery and region in Appendix 3.

In the East Coast Trawl Fishery, a total of 42 responses were received that could be used for economic indicators. This represents 14 per cent of active businesses in 2018/19 and at least 10 per cent in each

⁴ All questions in the questionnaire were optional and some participants chose not to respond to some sections. Responses could only be used to estimate indicators if they were complete for the relevant section. For example, a response that included capital values but not operating costs could not be used to estimate economic indicators. However, if it included species prices and responses to demographic and social questions it could still be used to estimate species prices and social indicators.

fishing region with active businesses (Table 2-1). A total of 56 responses were received that could be used to calculate social indicators. While this sample was sufficient to prepare the economic and social indicators, a larger sample would be required to further disaggregate results with confidence.

Data were collected from businesses with a combination of effort level, boat size and share of business activity in this fishery. About 17 per cent of active businesses with larger boats (boat value of around \$1m) responded as did around 13 per cent of businesses with smaller boats (less than \$1m). The tables presented in Section 3.4 provide sample and population sizes to show how well the sample represents the population across various dimensions.

Table 2-1 **Survey sample in the East Coast Trawl Fishery**

Fishing region	Active businesses (no.)		Proportion of active businesses in sample
	Population	Sample	
Cape York Peninsula	42	5	12%
Dry Tropics	73	13	18%
Fitzroy	91	16	18%
Mackay, Isaac and Whitsunday	72	10	14%
South East	165	24	15%
Wet Tropics	88	9	10%
Wide Bay Burnett	119	21	18%
Queensland ^a	297	42	14%

^a The sum of active businesses across the fishing regions does not equal the number of active businesses for Queensland because some businesses operate in more than one fishing region and have been counted against each.

Source: BDO EconSearch analysis

Future opportunities

The survey of fishing businesses completed in 2019 was part of a one-off project to develop economic and social indicators but there is value in collecting this economic information annually. It will improve the ability of management and industry to respond to changing economic situations. This is especially important during times when industries undergo significant change and the economic impacts of those changes need to be understood. Annual collection of economic information is current practice in the Queensland aquaculture industry producing the aquaculture production summary series which commenced in 2005. Regular economic reporting is also current practice in some other states and territories around Australia. For example, annual economic indicators have been reported for commercial fisheries in South Australia for more than 20 years (BDO EconSearch 2019a). This provides an important time series of economic information that the fisheries can draw upon, either from the point of view of fisheries management or from industry.

2.3. Backcasting to 2017/18

The modelling procedure described in Section 2.1 was undertaken for activity in the 2018/19 financial year as this was the year focused on in the survey. Business level backcasting was used to estimate the activity of each business in 2017/18 before repeating steps 5 and 6 in Section 2.1 to calculate indicators for the 2017/18 financial year.

Backcasting involved adjusting the operating costs and employment for each business based on the difference in fishing effort and revenue between the years. Businesses that were active in 2017/18 but not 2018/19 were imputed as described in step 4 above. Further, prices of inputs were adjusted in line with changes in relevant cost indices (Table 2-2). Finally, fishing fees were calculated for 2017/18 using business level administrative data and quota leasing costs were calculated using business level quota management data and average costs from survey responses.

Table 2-2 Cost adjustments for business level backcasting to 2017/18

Adjustment	2017/18 value	2018/19 value	Adjustment amount	Cost items adjusted
National minimum wage	\$18.93/hr	\$19.49/hr	-2.9%	Unpaid labour
Wage Price Index for ordinary time hourly rates of pay excluding bonuses in public and private sectors	128.0	130.9	-2.2%	Paid labour
Automotive fuel component of CPI calculation for Brisbane	95.0	99.6	-4.6%	Fuel and lubricants
RBA Indicator Lending Rate: variable weighted-average rate on credit outstanding for businesses	5.69%	5.60%	1.6%	Interest and borrowing costs
Consumer Price Index for all groups in Brisbane	112.3	114.1	-1.6%	All other business operating costs

Source: BDO EconSearch analysis

3. ECONOMIC INDICATORS FOR THE QUEENSLAND EAST COAST TRAWL FISHERY

3.1. Catch, Gross Value of Production and Exports

The total catch, shown in Table 3-1, in the East Coast Trawl Fishery decreased from 6,969t in 2017/18 to 6,122t in 2018/19, a decline of 12 per cent. Consequently, East Coast Trawl Fishery GVP declined between 2017/18 (\$109.8m) and 2018/19 (\$99.3m). The value of international exports by commercial fishing businesses accounted for a small proportion of GVP in both years (\$1.0m in both 2017/18 and 2018/19) (Table 3-1).

It is important to note that the market destinations for catch relates to the transaction between the commercial fishing business and its immediate customer, which in many cases can be a wholesaler or processor. These data were sourced from survey data. Sales destinations of subsequent transactions are not considered in this report. A proportion of the catch sold locally by the commercial fishing business may be exported by businesses further down the supply chain. These reports do not try to estimate the total export value of Queensland seafood because they focus on the economics of Queensland's commercial fishing businesses and not the supply chain of Queensland seafood.

Table 3-1 Catch, GVP and export value of the East Coast Trawl Fishery, 2017/18 and 2018/19

	2017/18	2018/19	Change
Catch (t)	6,969	6,122	-12%
GVP (\$m)	109.8	99.3	-10%
Export Value (\$m)	1.0	1.0	6%

Source: Fisheries Queensland and 2019 survey

3.2. Prices and First Market Destinations

The three most important species for the East Coast Trawl Fishery in 2017/18 and 2018/19, in terms of contribution to GVP, were eastern king prawns, tiger prawns and Moreton Bay bugs. These three species accounted for 77 per cent of total GVP in 2017/18 and 80 per cent in 2018/19 (Table 3-2 and Table 3-3).

The average price across all East Coast Trawl Fishery species was estimated to be \$15.76/kg in 2017/18, with prices ranging from a low of \$6.12/kg for saucer scallops to a high of \$24.87/kg for Moreton Bay bugs (Table 3-2). In 2018/19, the average price across all species was \$16.22 ranging from a low of \$6.40/kg for saucer scallops to a high of \$25.11/kg for Moreton Bay bugs (Table 3-3).

In the business survey, fishing businesses provided one average price for each species across the whole two-year period. Species prices were estimated as an average price weighted by catch of the surveyed fishers in each year. This means the difference in price between years (Table 3-2 and Table 3-3) is due to differing catch of surveyed fishers and not due to the same fishers describing a change in price between years.

The most significant first market destination for East Coast Trawl Fishery species in 2018/19 was Queensland. Surveyed businesses reported that all tiger prawns, banana prawns, endeavour prawns, blue leg king prawns, red spot king prawns and squid were sold in Queensland markets. Small proportions of catch of eastern king prawns, Moreton Bay bugs, saucer scallops and blue swimmer crabs were sold interstate. Very little catch from this fishery was exported internationally (only saucer scallop and eastern king prawn catch were identified by surveyed businesses) (Table 3-2 and Table 3-3). It is important to note that market destinations for catch were sourced from survey data and may not include the final destination of the catch.

Table 3-2 GVP, average beach prices and market destinations for East Coast Trawl Fishery key species, 2017/18

Species ^a	Quantity (kg)	Price (\$/kg)	GVP (\$m)	Market Destination		
				Queensland (%)	Interstate (%)	International (%)
Prawn - eastern king	2,474,055	19.40	48.0	75%	23%	2%
Prawn - tiger	1,455,730	15.33	22.3	100%	0%	0%
Bugs - Moreton Bay	562,067	24.87	14.0	83%	17%	0%
Prawn - banana	763,324	11.00	8.4	100%	0%	0%
Prawn - endeavour	470,280	9.75	4.6	100%	0%	0%
Prawn - blue leg king	155,046	17.68	2.7	100%	0%	0%
Prawn - red spot king	136,294	17.77	2.4	100%	0%	0%
Scallop - saucer	357,488	6.12	2.2	80%	17%	3%
Squid - unspecified	85,626	7.68	0.7	100%	0%	0%
Crab - blue swimmer	36,449	11.93	0.4	94%	6%	0%
<i>Other species</i>	472,212	8.77	4.1	98%	2%	0%
Fishery total	6,968,572	15.76	109.8	86%	13%	1%

^a Only species with prices and/or market information provided by 5 or more survey respondents are listed in the table. Other key species caught in the East Coast Trawl Fishery but not listed above include bay prawns, Balmain bugs, greasy prawns, school prawns, mud scallops, cuttlefish, three spot crab, champagne (red) lobster, coral prawns and butterfly bream.

Source: Fisheries Queensland and 2019 survey

Table 3-3 GVP, average beach prices and market destinations for East Coast Trawl Fishery key species, 2018/19

Species ^a	Quantity (kg)	Price (\$/kg)	GVP (\$m)	Market Destination		
				Queensland (%)	Interstate (%)	International (%)
Prawn - eastern king	2,428,742	19.48	47.3	74%	24%	2%
Prawn - tiger	1,190,716	15.29	18.2	100%	0%	0%
Bugs - Moreton Bay	544,938	25.11	13.7	82%	18%	0%
Prawn - banana	460,176	11.03	5.1	100%	0%	0%
Prawn - endeavour	430,393	9.71	4.2	100%	0%	0%
Prawn - blue leg king	131,269	17.77	2.3	100%	0%	0%
Scallop - saucer	276,279	6.40	1.8	75%	20%	5%
Prawn - red spot king	94,817	17.77	1.7	100%	0%	0%
Squid - unspecified	124,457	7.70	1.0	100%	0%	0%
Crab - blue swimmer	32,099	12.03	0.4	94%	6%	0%
<i>Other species</i>	408,556	9.06	3.7	98%	2%	0%
Fishery total	6,122,441	16.22	99.3	85%	14%	1%

^a Only species with prices and/or market information provided by 5 or more survey respondents are listed in the table. Other key species caught in the East Coast Trawl Fishery but not listed above include bay prawns, Balmain bugs, greasy prawns, scarlet prawns, mud scallops, cuttlefish, three spot crab, champagne (red) lobster, octopus and unspecified butterfly bream.

Source: Fisheries Queensland and 2019 survey

3.3. 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 comes about because the nature of managing fisheries requires considerable overlap in monitoring, assessment, management and compliance across fisheries. For example, to achieve efficiency benefits, the outputs of fishery monitoring activities have inputs into the management of several different fisheries. Therefore, allocating the costs of managing fisheries requires a 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.

Estimated total management costs, as detailed in Table 3-4, for the East Coast Trawl Fishery were \$1.8m in 2017/18 and \$1.9m in 2018/19. These costs were incurred while delivering the following services:

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

As a proportion of GVP total management costs were 1.6 per cent in 2017/18 increasing to 1.9 per cent in 2018/19 as a result of the increase in management costs and a decline in GVP (Table 3-4).

Table 3-4 Costs of management in the East Coast Trawl Fishery, 2017/18 and 2018/19

	2017/18	2018/19	Change
Management costs (\$m)	1.8	1.9	5%
GVP (\$m)	109.8	99.3	-10%
Management costs/GVP (%)	1.6%	1.9%	16%

Source: Fisheries Queensland and 2019 survey

3.4. Business Financial Indicators

The major measures of the financial performance of active businesses in the East Coast Trawl Fishery for the period 2017/18 and 2018/19 are presented in Section 3.4.1. The estimates include businesses that participated in the survey and non-responding businesses modelled at the business level as described in Section 2.1. Average financial performance masks significant variation across types of businesses and their activities. To describe this variation, the same indicators are presented in Section 3.4.2 with businesses disaggregated by number of days fished in this fishery, return on investment quartile, share of revenue earned in the fishery, whole business boat value and fishing region.

3.4.1. Fishery average in 2017/18 and 2018/19

Business financial indicators are presented in Table 3-5 for average business and total activity in the East Coast Trawl Fishery in 2017/18 and 2018/19. This section summarises the key points from the table.

Income

The average gross income for business activity in the East Coast Trawl Fishery was estimated to be \$342,000 in 2017/18 and \$334,000 in 2018/19 (a 2 per cent decrease). Total catch fell by more than gross income over the same period as businesses caught relatively higher value species in 2018/19 (see Section 3.2).

Costs

Total costs are separated into variable costs and fixed costs, the sum of the two is total boat cash costs. In 2018/19, variable costs represented a greater proportion (62 per cent) of total boat cash costs than did fixed costs (38 per cent). Average total boat cash costs increased by 6 per cent between 2017/18 and 2018/19, a result of a 5 per cent increase in variable costs and a 8 per cent increase in fixed costs.

In 2018/19, for the fishery as a whole, around 38 per cent of the total boat cash costs were attributable to labour costs (both paid and imputed), the biggest cost item. Imputed unpaid labour (\$36,000) was divided into variable (fishing and repairs and maintenance) (\$20,000) and fixed (management and administration) (\$15,000) components based on survey data. Other significant cash costs were fuel (27 per cent of total cash costs) and repairs and maintenance (18 per cent).

Variable costs correlate strongly with fishing effort so the average cost of a day of effort can be calculated by dividing average variable cost by average number of days fished. In 2018/19, a day of fishing cost approximately \$1,700 in variable costs in 2017/18 and \$1,800 in 2018/19, an increase of 5 per cent.

Cash Income and Profit

Boat gross margin is calculated as gross income less total variable costs and is a basic measure of profit. This assumes that capital has no alternative use and that, as fishing activity varies, there is no change in capital or fixed costs. Boat gross margin was \$141,000 in 2017/18 and \$124,000 in 2018/19, a 12 per cent decrease due to a decrease in gross income and slight increase in variable costs.

Gross operating surplus is calculated at gross income less total boat cash costs (excluding imputed wages for operator and family members as a cost item). This measure of profit gives an indication of the capacity of the operator to remain in the fishery in the short term as unpaid labour does not affect business cash flow in the short term. Gross operating surplus was \$56,000 in 2017/18 and \$30,000 in 2018/19, a decrease of approximately 46 per cent. This was due to a decrease in revenue and an increase in fixed and variable costs.

Boat cash income is calculated as gross income less total boat cash costs (including imputed wages). Boat cash income was \$21,000 in 2017/18 and -\$5,200 in 2018/19. Negative boat cash income in 2018/19 suggests that the average fishing business earned enough cash income to cover its cash costs, but not to cover the imputed cost of unpaid labour used to operate the business.

Boat business profit is calculated as gross income less total boat cash costs (including imputed wages) and less depreciation. This represents a more complete picture of the actual financial status of an individual firm and their capacity to remain in the fishery in the long term as a positive boat business profit is required to pay imputed wages and replace capital at the rate it depreciates. This is the most comprehensive measure of profit for understanding the financial performance of businesses that access the fishery by leasing endorsements, rather than owning them. Boat business profit was -\$13,000 in 2017/18 and -\$40,000 in 2018/19, meaning that insufficient cash income was earned by the average business to cover the imputed cost of labour and depreciation of capital.

Profit at full equity is a measure of the profitability of an individual fishing business, assuming the business has full equity in their operation (i.e. it excludes interest and borrowing costs as well as endorsement leasing costs). It is a useful absolute measure of the economic performance of fishing firms. Profit at full equity was -\$9,600 in 2017/18 and -\$36,000 in 2018/19.

Return to capital

There are a number of interpretations of return to capital. For the purpose of this analysis it is appropriate to consider the capital employed by an average fishing business in the fishery, that is working capital for this fishery. Capital includes boats, endorsements (used for fishing rather than investing/leasing out), fishing gear, sheds, vehicles and other capital items used as part of the fishing enterprise. It does not include capital associated with non-fishing activities undertaken by the fishing business.

The average rate of return was -1.5 per cent in 2017/18 or -1.2 per cent if endorsement value is included in the value of capital. This decreased to -5.5 per cent in 2018/19 or -4.4 per cent including endorsement value.

Entitlement and lease values

The average total value of fishing endorsements (i.e. symbols T1, T2, M1, T5, T6, T7, T8, T9 and trawl effort units) owned and used for fishing by active businesses was \$132,000 in 2017/18 and \$158,000 in 2018/19. While the unit value was assumed to be the same in each year, the average number of units owned and volume of leasing changed between years so the total values are different. On average, active businesses spent \$1,800 on leasing endorsements in both 2017/18 and 2018/19. Survey respondents suggested that the average value of a trawl effort unit was \$17.99 and the average leasing cost per year was \$1.65 per unit across the 2017/18 to 2018/19 period.

Summary

In 2018/19, the average business's activity in the East Coast Trawl Fishery generated a positive gross operating surplus (\$30,000) and negative profit at full equity (-\$36,000), leading to a return on investment of -4.4 per cent including endorsement value (-1.2 per cent in 2017/18). This means the average business earned enough income to cover its cash costs, but not to cover the imputed cost of unpaid labour used to operate the business and the cost of capital depreciation.

Table 3-5 Financial performance in the East Coast Trawl Fishery, 2017/18 and 2018/19

	2017/18			2018/19		
	Average per Business	Total for the Whole Fishery	Share of TBCC ^a	Average per Business	Total for the Whole Fishery	Share of TBCC ^a
Days Fished	115	36,885		115	34,122	
Catch (kg)	21,709	6,968,572		20,614	6,122,441	
Employment (fte)	2.4	770		2.5	745	
Employment (total)	3.5	1,134		3.5	1,048	
Prop. of Revenue Earned in this Fishery	91%	91%		92%	92%	
Active Businesses (no.)	321	321		297	297	
Sample Size (n)	40	40		42	42	
(1) Gross Income	\$342,197	\$109,845,284		\$334,320	\$99,292,944	
Variable Costs						
Fuel	\$82,474	\$26,474,169	26%	\$90,557	\$26,895,554	27%
Ice & Bait	\$989	\$317,513	0%	\$959	\$284,938	0%
Provisions	\$4,068	\$1,305,760	1%	\$4,318	\$1,282,368	1%
Labour - paid	\$90,776	\$29,139,027	28%	\$92,086	\$27,349,636	27%
(2) Labour - unpaid	\$20,792	\$6,674,164	6%	\$20,216	\$6,004,300	6%
Other	\$1,826	\$586,136	1%	\$1,843	\$547,356	1%
(3) Total Variable Costs	\$200,925	\$64,496,769	63%	\$209,980	\$62,364,152	62%
Fixed costs						
Licence Fee	\$3,851	\$1,236,219	1%	\$4,065	\$1,207,435	1%
Repairs & Maintenance	\$57,601	\$18,489,895	18%	\$62,612	\$18,595,665	18%
Insurance	\$17,437	\$5,597,410	5%	\$18,751	\$5,568,967	6%
(4) Interest	\$1,363	\$437,552	0%	\$1,421	\$421,922	0%
(5) Labour - unpaid	\$14,378	\$4,615,278	4%	\$15,304	\$4,545,303	5%
(6) Leasing fees	\$1,808	\$580,290	1%	\$1,836	\$545,272	1%
Legal & Accounting	\$3,404	\$1,092,748	1%	\$3,664	\$1,088,228	1%
Telephone etc.	\$1,718	\$551,491	1%	\$1,851	\$549,884	1%
Slipping & Mooring	\$14,463	\$4,642,686	5%	\$15,621	\$4,639,336	5%
Travel	\$1,369	\$439,520	0%	\$1,483	\$440,454	0%
Office & Admin	\$2,740	\$879,698	1%	\$2,933	\$871,128	1%
(7) Total Fixed Costs	\$120,133	\$38,562,786	37%	\$129,541	\$38,473,595	38%
(8) Total Boat Cash Costs (3+7)	\$321,058	\$103,059,556	100%	\$339,521	\$100,837,747	100%
Boat Gross Margin (1-3)	\$141,273	\$45,348,515		\$124,339	\$36,928,792	
(9) Total Unpaid Labour (2+5)	\$35,170	\$11,289,442		\$35,521	\$10,549,603	
Gross Operating Surplus (1-8+9)	\$56,309	\$18,075,171		\$30,319	\$9,004,800	
(10) Boat Cash Income (1-8)	\$21,139	\$6,785,729		-\$5,201	-\$1,544,803	
(11) Depreciation	\$34,408	\$11,045,068		\$35,091	\$10,421,879	
(12) Boat Business Profit (10-11)	-\$13,269	-\$4,259,339		-\$40,292	-\$11,966,683	
(13) Profit at Full Equity (12+4+6^b)	-\$9,599	-\$3,081,385		-\$36,491	-\$10,837,827	
Working Capital						
(14) Fishing Gear & Equip	\$641,072	\$205,784,129		\$667,499	\$198,247,067	
Licence & Quota Value	\$131,592	\$42,241,156		\$158,370	\$47,035,814	
(15) Total Working Capital	\$772,664	\$248,025,285		\$825,868	\$245,282,881	
Rate of Return on Fishing Gear & Equip (13/14*100)	-1.5%	-1.5%		-5.5%	-5.5%	
Rate of Return on Total Working Capital (13/15*100)	-1.2%	-1.2%		-4.4%	-4.4%	

^a Total boat cash costs.

^b Part of leasing and rent is assumed to cover depreciation of buildings and equipment so is excluded from profit at full equity.

Source: 2019 survey

3.4.2. Disaggregation of business financial indicators for 2018/19

The tables in this section present financial indicators for the fishery with the population of active businesses disaggregated across various dimensions: days fished, return on investment, share of business revenue earned in fishery, whole business boat capital value and region. Grouping businesses in different ways and comparing the financial indicators between groups provides insight into the relationships between business characteristics and financial performance.

Days fished quartiles

Business financial indicators are presented in Table 3-6 for the population of active businesses split into quarters of approximately equal size based on total number of days fished in this fishery in 2018/19. This provides insight into how costs and revenue differ between the most and least active businesses and shows whether economies of scale exist in the fishery.

The businesses that are most active in the fishery tend to be the most profitable. While all quartiles have a positive gross margin, only the most active quartile (average of 229 days fished) has a positive return on investment (1.0 per cent including endorsement value). The businesses in the most active quartile are also specialised with all of their gross income earned in this fishery (Table 3-6).

Return on investment quartiles

Business financial indicators are presented in Table 3-7 for the population of active businesses split into quarters of approximately equal size based on return on investment in 2018/19. This provides insight into the differences between the most and least profitable businesses such as cost relative to income, itemised cost amounts, capital utilised, scale of operation etc.

The top two quartiles have a positive gross operating surplus on average but only the top quartile has a positive return on investment (10.8 per cent including endorsement value). The top two quartiles have comparable total effort, catch and revenue but the top quartile is more profitable as it is more efficient (slightly lower variable costs, significantly lower fixed costs and uses less capital on average).

Share of business revenue earned in fishery

Business financial indicators are presented in Table 3-8 for the population of active businesses split into two groups (specialised and non-specialised) based on the proportion of business income earned in this fishery in 2018/19.

The most specialised businesses are less profitable on average (return on investment of -4.5 per cent including endorsement value) than businesses that also access other fisheries (-0.8 per cent). Considering this result alongside the above results for 'days fished' this suggests that fishing more days in this fishery in total is more important for business profitability than specialising in this one fishery.

Whole business boat capital value

Business financial indicators are presented in Table 3-9 for the population of active businesses in this fishery split into quarters of approximately equal size based on the value of boat capital owned by the business and active in Queensland's commercial fisheries in 2018/19, regardless of which fisheries it was used in. This provides insight into how financial performance varies with boat size.

In 2018/19, return on investment including endorsement value was above the fishery average for the quartiles with the largest (0.2 per cent) and smallest (-3.0 per cent) boats. The two middle quartiles had below average return on investment as their operating costs were relatively high compared to income.

Fishing Regions

Business financial indicators are presented in Table 3-10 by fishing region. Each business was divided into its activity in each region, then the sum of activity in each region was calculated across all businesses with the total presented in the table. This is different to the disaggregations discussed above which group together whole business activity in the fishery. Presenting results this way means that return on investment shows the return to fishing activity in each region.

Return on investment including endorsement value varied across fishing region from -0.3 per cent in Cape York Peninsula to -9.8 per cent in Wet Tropics. Cape York Peninsula and Fitzroy had the highest profitability (by return on investment) and were characterised by larger operations (more capital, higher revenue and higher costs) relative to the other regions. The average financial position in most regions is similar to the fishery on the whole. That is, businesses earn a positive gross operating surplus on average but have negative profit at full equity as gross income does not fully cover the imputed cost of labour and depreciation. The exception is the Wet Tropics region where there is a slightly negative gross operating surplus due to both higher variable and fixed costs relative to income.

Table 3-6 Financial performance in the East Coast Trawl Fishery, by number of days fished, 2018/19

	Average per Business				
	1 Quartile	2 Quartile	3 Quartile	4 Quartile	All Businesses
Days Fished	20	75	133	229	115
Catch (kg)	2,159	9,725	21,623	48,415	20,614
Employment (fte)	0.6	1.9	2.9	4.6	2.5
Employment (total)	1.9	3.4	3.6	5.2	3.5
Prop. of Revenue Earned in this Fishery	76%	94%	99%	100%	92%
Active Businesses (no.)	74	73	75	75	297
Sample Size (n)	6	12	8	16	42
(1) Gross Income	\$31,002	\$143,098	\$323,782	\$830,253	\$334,320
Variable Costs					
Fuel	\$7,680	\$46,248	\$87,139	\$218,877	\$90,557
Ice & Bait	\$426	\$582	\$1,414	\$1,399	\$959
Provisions	\$506	\$2,719	\$3,691	\$10,262	\$4,318
Labour - paid	\$5,259	\$27,831	\$72,173	\$260,210	\$92,086
(2) Labour - unpaid	\$7,551	\$22,614	\$32,651	\$17,945	\$20,216
Other	\$1,163	\$1,615	\$401	\$4,178	\$1,843
(3) Total Variable Costs	\$22,585	\$101,608	\$197,468	\$512,872	\$209,980
Fixed costs					
Licence Fee	\$1,549	\$3,086	\$3,417	\$8,150	\$4,065
Repairs & Maintenance	\$12,750	\$36,403	\$56,142	\$143,789	\$62,612
Insurance	\$5,363	\$12,486	\$19,128	\$37,680	\$18,751
(4) Interest	\$358	\$1,181	\$1,139	\$2,984	\$1,421
(5) Labour - unpaid	\$6,403	\$19,423	\$25,055	\$10,327	\$15,304
(6) Leasing fees	\$818	\$1,629	\$2,455	\$2,423	\$1,836
Legal & Accounting	\$912	\$2,138	\$3,901	\$7,628	\$3,664
Telephone etc.	\$714	\$1,881	\$1,828	\$2,968	\$1,851
Slipping & Mooring	\$4,494	\$14,803	\$15,867	\$27,149	\$15,621
Travel	\$251	\$1,085	\$1,676	\$2,892	\$1,483
Office & Admin	\$1,041	\$1,573	\$2,753	\$6,304	\$2,933
(7) Total Fixed Costs	\$34,653	\$95,687	\$133,362	\$252,294	\$129,541
(8) Total Boat Cash Costs (3+7)	\$57,237	\$197,295	\$330,830	\$765,165	\$339,521
Boat Gross Margin (1-3)	\$8,418	\$41,490	\$126,314	\$317,381	\$124,339
(9) Total Unpaid Labour (2+5)	\$13,954	\$42,037	\$57,706	\$28,272	\$35,521
Gross Operating Surplus (1-8+9)	-\$12,281	-\$12,160	\$50,657	\$93,360	\$30,319
(10) Boat Cash Income (1-8)	-\$26,235	-\$54,197	-\$7,048	\$65,088	-\$5,201
(11) Depreciation	\$23,026	\$32,642	\$28,608	\$55,861	\$35,091
(12) Boat Business Profit (10-11)	-\$49,261	-\$86,838	-\$35,656	\$9,227	-\$40,292
(13) Profit at Full Equity (12+4+6^a)	-\$48,071	-\$83,880	-\$31,359	\$15,928	-\$36,491
Working Capital					
(14) Fishing Gear & Equip	\$298,200	\$472,441	\$581,645	\$1,307,582	\$667,499
Licence Value	\$69,774	\$104,211	\$140,521	\$316,348	\$158,370
(15) Total Working Capital	\$367,974	\$576,652	\$722,166	\$1,623,930	\$825,868
Rate of Return on Fishing Gear & Equip (13/14*100)	-16.1%	-17.8%	-5.4%	1.2%	-5.5%
Rate of Return on Total Working Capital (13/15*100)	-13.1%	-14.5%	-4.3%	1.0%	-4.4%

^a Part of leasing and rent is assumed to cover depreciation of buildings and equipment so is excluded from profit at full equity.

Source: 2019 survey

Table 3-7 Financial performance in the East Coast Trawl Fishery, by return on investment quartile, 2018/19

	Average per Business				
	1 Quartile	2 Quartile	3 Quartile	4 Quartile	All Businesses
Days Fished	77	79	151	151	115
Catch (kg)	7,383	10,537	29,174	35,167	20,614
Employment (fte)	2.0	2.0	3.3	2.8	2.5
Employment (total)	3.4	3.3	4.2	3.3	3.5
Prop. of Revenue Earned in this Fishery	96%	96%	93%	83%	92%
Active Businesses (no.)	74	74	74	75	297
Sample Size (n)	10	3	11	18	42
(1) Gross Income	\$107,104	\$163,826	\$500,469	\$562,792	\$334,320
Variable Costs					
Fuel	\$52,208	\$56,596	\$135,411	\$117,648	\$90,557
Ice & Bait	\$674	\$654	\$1,073	\$1,430	\$959
Provisions	\$2,800	\$2,590	\$5,898	\$5,962	\$4,318
Labour - paid	\$20,630	\$36,326	\$154,615	\$155,912	\$92,086
(2) Labour - unpaid	\$24,769	\$21,876	\$17,409	\$16,857	\$20,216
Other	\$1,338	\$1,074	\$521	\$4,404	\$1,843
(3) Total Variable Costs	\$102,420	\$119,115	\$314,926	\$302,214	\$209,980
Fixed costs					
Licence Fee	\$2,020	\$3,069	\$5,709	\$5,445	\$4,065
Repairs & Maintenance	\$35,831	\$37,248	\$119,067	\$58,358	\$62,612
Insurance	\$10,945	\$15,342	\$27,615	\$21,069	\$18,751
(4) Interest	\$974	\$752	\$1,936	\$2,013	\$1,421
(5) Labour - unpaid	\$20,672	\$20,328	\$11,403	\$8,899	\$15,304
(6) Leasing fees	\$1,649	\$2,054	\$2,084	\$1,561	\$1,836
Legal & Accounting	\$1,505	\$2,060	\$4,641	\$6,414	\$3,664
Telephone etc.	\$1,622	\$1,275	\$2,068	\$2,433	\$1,851
Slipping & Mooring	\$13,754	\$14,258	\$21,335	\$13,168	\$15,621
Travel	\$907	\$1,056	\$2,003	\$1,959	\$1,483
Office & Admin	\$1,102	\$1,717	\$5,183	\$3,720	\$2,933
(7) Total Fixed Costs	\$90,982	\$99,159	\$203,043	\$125,040	\$129,541
(8) Total Boat Cash Costs (3+7)	\$193,401	\$218,274	\$517,970	\$427,253	\$339,521
Boat Gross Margin (1-3)	\$4,685	\$44,711	\$185,542	\$260,579	\$124,339
(9) Total Unpaid Labour (2+5)	\$45,441	\$42,204	\$28,813	\$25,756	\$35,521
Gross Operating Surplus (1-8+9)	-\$40,856	-\$12,244	\$11,312	\$161,295	\$30,319
(10) Boat Cash Income (1-8)	-\$86,297	-\$54,449	-\$17,501	\$135,539	-\$5,201
(11) Depreciation	\$29,714	\$32,071	\$42,126	\$36,433	\$35,091
(12) Boat Business Profit (10-11)	-\$116,011	-\$86,519	-\$59,627	\$99,106	-\$40,292
(13) Profit at Full Equity (12+4+6 ^a)	-\$113,342	-\$83,552	-\$54,770	\$103,804	-\$36,491
Working Capital					
(14) Fishing Gear & Equip	\$424,851	\$508,947	\$974,630	\$760,312	\$667,499
Licence Value	\$69,812	\$120,698	\$241,894	\$200,506	\$158,370
(15) Total Working Capital	\$494,663	\$629,644	\$1,216,524	\$960,818	\$825,868
Rate of Return on Fishing Gear & Equip (13/14*100)	-26.7%	-16.4%	-5.6%	13.7%	-5.5%
Rate of Return on Total Working Capital (13/15*100)	-22.9%	-13.3%	-4.5%	10.8%	-4.4%

^a Part of leasing and rent is assumed to cover depreciation of buildings and equipment so is excluded from profit at full equity.

Source: 2019 survey

Table 3-8 Financial performance in the East Coast Trawl Fishery, by share of revenue earned in the fishery, 2018/19

	Average per Business		
	Low Revenue Share	High Revenue Share	All Businesses
Days Fished	46	123	115
Catch (kg)	6,096	22,367	20,614
Employment (fte)	0.7	2.7	2.5
Employment (total)	1.0	3.8	3.5
Prop. of Revenue Earned in this Fishery	26%	100%	92%
Active Businesses (no.)	32	265	297
Sample Size (n)	5	37	42
(1) Gross Income	\$81,690	\$364,826	\$334,320
Variable Costs			
Fuel	\$25,635	\$98,397	\$90,557
Ice & Bait	\$1,246	\$925	\$959
Provisions	\$1,013	\$4,717	\$4,318
Labour - paid	\$20,444	\$100,737	\$92,086
(2) Labour - unpaid	\$6,155	\$21,915	\$20,216
Other	\$207	\$2,041	\$1,843
(3) Total Variable Costs	\$54,699	\$228,731	\$209,980
Fixed costs			
Licence Fee	\$1,801	\$4,339	\$4,065
Repairs & Maintenance	\$11,222	\$68,817	\$62,612
Insurance	\$2,617	\$20,699	\$18,751
(4) Interest	\$1,085	\$1,461	\$1,421
(5) Labour - unpaid	\$1,792	\$16,936	\$15,304
(6) Leasing fees	\$1,149	\$1,919	\$1,836
Legal & Accounting	\$477	\$4,049	\$3,664
Telephone etc.	\$400	\$2,027	\$1,851
Slipping & Mooring	\$2,724	\$17,178	\$15,621
Travel	\$422	\$1,611	\$1,483
Office & Admin	\$1,141	\$3,149	\$2,933
(7) Total Fixed Costs	\$24,831	\$142,185	\$129,541
(8) Total Boat Cash Costs (3+7)	\$79,531	\$370,916	\$339,521
Boat Gross Margin (1-3)	\$26,990	\$136,095	\$124,339
(9) Total Unpaid Labour (2+5)	\$7,947	\$38,850	\$35,521
Gross Operating Surplus (1-8+9)	\$10,106	\$32,760	\$30,319
(10) Boat Cash Income (1-8)	\$2,159	-\$6,090	-\$5,201
(11) Depreciation	\$6,562	\$38,535	\$35,091
(12) Boat Business Profit (10-11)	-\$4,403	-\$44,626	-\$40,292
(13) Profit at Full Equity (12+4+6^a)	-\$1,975	-\$40,659	-\$36,491
Working Capital			
(14) Fishing Gear & Equip	\$154,751	\$729,415	\$667,499
Licence Value	\$80,525	\$167,770	\$158,370
(15) Total Working Capital	\$235,277	\$897,185	\$825,868
Rate of Return on Fishing Gear & Equip (13/14*100)	-1.3%	-5.6%	-5.5%
Rate of Return on Total Working Capital (13/15*100)	-0.8%	-4.5%	-4.4%

^a Part of leasing and rent is assumed to cover depreciation of buildings and equipment so is excluded from profit at full equity.

Source: 2019 survey

Table 3-9 Financial performance in the East Coast Trawl Fishery, by boat capital quartile, 2018/19

	Average per Business				
	1 Quartile	2 Quartile	3 Quartile	4 Quartile	All Businesses
Whole business boat value (\$)	87,141	193,594	409,324	994,340	435,667
Days Fished	61	49	125	211	115
Catch (kg)	7,409	6,042	19,004	47,203	20,614
Employment (fte)	0.8	1.3	3.3	4.3	2.5
Employment (total)	1.5	3.5	4.1	4.8	3.5
Prop. of Revenue Earned in this Fishery	68%	99%	99%	100%	92%
Active Businesses (no.)	70	68	82	77	297
Sample Size (n)	18	2	8	14	42
(1) Gross Income	\$87,971	\$82,774	\$302,342	\$814,471	\$334,320
Variable Costs					
Fuel	\$25,544	\$30,758	\$89,902	\$203,168	\$90,557
Ice & Bait	\$978	\$1,444	\$429	\$1,080	\$959
Provisions	\$1,671	\$1,694	\$3,992	\$9,388	\$4,318
Labour - paid	\$7,937	\$16,028	\$66,169	\$263,355	\$92,086
(2) Labour - unpaid	\$15,695	\$16,418	\$34,330	\$12,652	\$20,216
Other	\$113	\$2,397	\$1,899	\$2,867	\$1,843
(3) Total Variable Costs	\$51,937	\$68,739	\$196,720	\$492,510	\$209,980
Fixed costs					
Licence Fee	\$1,409	\$2,245	\$3,654	\$8,526	\$4,065
Repairs & Maintenance	\$12,697	\$20,113	\$56,124	\$152,429	\$62,612
Insurance	\$4,269	\$8,864	\$19,887	\$39,438	\$18,751
(4) Interest	\$430	\$984	\$881	\$3,281	\$1,421
(5) Labour - unpaid	\$5,974	\$11,202	\$32,526	\$9,068	\$15,304
(6) Leasing fees	\$1,422	\$1,345	\$1,988	\$2,484	\$1,836
Legal & Accounting	\$776	\$1,577	\$3,702	\$8,092	\$3,664
Telephone etc.	\$911	\$999	\$2,189	\$3,100	\$1,851
Slipping & Mooring	\$5,943	\$7,691	\$18,827	\$28,008	\$15,621
Travel	\$516	\$391	\$1,752	\$3,040	\$1,483
Office & Admin	\$1,096	\$1,986	\$1,307	\$7,172	\$2,933
(7) Total Fixed Costs	\$35,442	\$57,395	\$142,836	\$264,639	\$129,541
(8) Total Boat Cash Costs (3+7)	\$87,380	\$126,134	\$339,556	\$757,149	\$339,521
Boat Gross Margin (1-3)	\$36,034	\$14,036	\$105,622	\$321,961	\$124,339
(9) Total Unpaid Labour (2+5)	\$21,669	\$27,620	\$66,856	\$21,720	\$35,521
Gross Operating Surplus (1-8+9)	\$22,260	-\$15,740	\$29,642	\$79,043	\$30,319
(10) Boat Cash Income (1-8)	\$591	-\$43,360	-\$37,214	\$57,322	-\$5,201
(11) Depreciation	\$7,328	\$33,922	\$35,616	\$60,802	\$35,091
(12) Boat Business Profit (10-11)	-\$6,736	-\$77,282	-\$72,830	-\$3,479	-\$40,292
(13) Profit at Full Equity (12+4+6^a)	-\$4,756	-\$74,709	-\$69,823	\$3,906	-\$36,491
Working Capital					
(14) Fishing Gear & Equip	\$119,191	\$451,797	\$602,516	\$1,425,652	\$667,499
Licence Value	\$41,331	\$81,325	\$149,084	\$342,696	\$158,370
(15) Total Working Capital	\$160,523	\$533,122	\$751,600	\$1,768,348	\$825,868
Rate of Return on Fishing Gear & Equip (13/14*100)	-4.0%	-16.5%	-11.6%	0.3%	-5.5%
Rate of Return on Total Working Capital (13/15*100)	-3.0%	-14.0%	-9.3%	0.2%	-4.4%

^a Part of leasing and rent is assumed to cover depreciation of buildings and equipment so is excluded from profit at full equity.

Source: 2019 survey

Table 3-10 Total financial performance in the East Coast Trawl Fishery, by fishing region, 2018/19

	Whole Fishery								
	North West	Cape York Peninsula	Wet Tropics	Dry Tropics	Mackay, Isaac and Whitsunday	Fitzroy	Wide Bay Burnett	South East	Queensland
Days Fished	-	2,545	4,057	2,553	1,714	5,383	4,689	13,180	34,122
Catch (kg)	-	705,309	651,268	516,572	297,798	1,094,077	871,818	1,985,599	6,122,441
Catch (no.)	-	0	0	0	0	0	0	0	0
Employment (fte)	-	54	97	60	36	132	108	258	745
Employment (total)	-	69	139	73	55	156	153	403	1,048
Active Businesses (no.)	-	42	88	73	72	91	119	165	297
Sample Size (n)	-	5	9	13	10	16	21	24	42
Gross Income	-	\$9,457,459	\$9,566,286	\$7,601,430	\$4,532,422	\$21,016,506	\$15,551,669	\$31,567,172	\$99,292,944
Total Variable Costs	-	\$5,721,767	\$6,560,785	\$4,771,707	\$2,750,399	\$12,265,830	\$9,548,575	\$20,745,089	\$62,364,152
Total Fixed Costs	-	\$3,067,718	\$4,568,557	\$3,004,071	\$1,811,622	\$8,573,005	\$5,366,207	\$12,082,415	\$38,473,595
Total Boat Cash Costs	-	\$8,789,485	\$11,129,342	\$7,775,778	\$4,562,021	\$20,838,835	\$14,914,782	\$32,827,504	\$100,837,747
Boat Gross Margin	-	\$3,735,692	\$3,005,500	\$2,829,723	\$1,782,023	\$8,750,675	\$6,003,094	\$10,822,083	\$36,928,792
Total Unpaid Labour	-	\$551,352	\$1,567,702	\$920,449	\$582,011	\$1,100,454	\$1,470,818	\$4,356,817	\$10,549,603
Gross Operating Surplus	-	\$1,219,325	\$4,645	\$746,102	\$552,412	\$1,278,125	\$2,107,705	\$3,096,484	\$9,004,800
Boat Cash Income	-	\$667,974	-\$1,563,057	-\$174,347	-\$29,599	\$177,671	\$636,887	-\$1,260,332	-\$1,544,803
Depreciation	-	\$866,295	\$1,431,414	\$762,600	\$622,620	\$1,243,765	\$1,708,592	\$3,786,594	\$10,421,879
Boat Business Profit	-	-\$198,321	-\$2,994,470	-\$936,947	-\$652,219	-\$1,066,094	-\$1,071,705	-\$5,046,926	-\$11,966,683
Profit at Full Equity	-	-\$68,286	-\$2,872,413	-\$833,852	-\$591,609	-\$944,514	-\$903,774	-\$4,623,379	-\$10,837,827
Working Capital									
Fishing Gear & Equip	-	\$16,815,322	\$24,609,361	\$15,082,631	\$10,630,981	\$36,628,289	\$30,644,283	\$63,836,199	\$198,247,067
Licence Value	-	\$3,994,790	\$4,553,761	\$3,833,752	\$2,535,041	\$9,954,032	\$7,463,206	\$14,701,230	\$47,035,814
Total Working Capital	-	\$20,810,113	\$29,163,122	\$18,916,384	\$13,166,022	\$46,582,322	\$38,107,489	\$78,537,429	\$245,282,881
Rate of Return on Fishing Gear & Equip	-	-0.4%	-11.7%	-5.5%	-5.6%	-2.6%	-2.9%	-7.2%	-5.5%
Rate of Return on Total Working Capital	-	-0.3%	-9.8%	-4.4%	-4.5%	-2.0%	-2.4%	-5.9%	-4.4%

Source: 2019 survey

3.5. State and Regional Economic Contribution

Estimates of the economic contribution of the East Coast Trawl Fishery to the Queensland and regional economies in 2017/18 and 2018/19 are outlined in this section.

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 has utilised the detailed industry specific data reported above in combination with other regional/state data that highlight the current linkages that exist within the economy to estimate indicators such as gross regional product and employment. The analysis has been undertaken within a modelling framework known as input-output analysis, with the purpose being to determine how much direct and indirect economic activity is associated with the fishery. This is because the contribution of the fishery extends beyond the initial round of output, income and employment generated by the fishery. These indirect or flow-on effects are part of the contribution of fishing related businesses to the economy and must be added to the direct effects in order to get a full appreciation of the economic contribution of the fishery. This method was recommended by the National Fisheries and Aquaculture Industry Contributions Study (FRDC project 2017-210) (BDO EconSearch 2020b) though the estimates in the FRDC report are inaccurate as no primary survey data were used in the analysis.

The terms ‘contribution’, and ‘impact’ are often used interchangeably, particularly in the context of regional economic analysis where decision makers wish to use the results from such analyses to inform policy decisions, to facilitate industry development or support a particular business strategy. However, they distinctly different types of analysis. At the most basic level, a contribution analysis can be thought of as a ‘footprint’ or ‘snapshot’ analysis of economic activity, whereas an impact analysis can be thought of as an analysis of a change in economic activity. An economic impact analysis is an appropriate approach 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. Economic impact analysis will generally require more data than a contribution analysis and may require more sophisticated models, such as an extended input-output model or a properly specified computable general equilibrium (CGE) model, or means to estimate people’s likely behaviour in response to the change (Watson et al. 2014).

3.5.1. Measuring direct and flow-on effects

The following stages in the marketing chain have been included in the quantifiable economic contribution:

- the landed beach value of production
- net value of local processing.

Each of these activities generates flow-on effects to other sectors through purchases of inputs and the employment of labour. As noted above, these flow-on effects have been estimated using input-output analysis.

Local processing includes the first value-adding step after product is landed by fishing businesses, this may be carried out by the same fishing business that landed the product or another business. Processing activities include cleaning, filleting, cooking, smoking, freezing, packaging for retail or export, etc.

In order to compile a representative cost structure for the fishing sector, costs per boat were derived from survey data provided by operators in the fishery (for detail see Section 2). On an item-by-item basis, the

expenditures were allocated between those occurring in the fishing region, those occurring in Queensland and those goods and services imported from outside the state.

Estimates of the net value of local (i.e. regional and state) processing activity and capital expenditure per fishing business were derived from the survey of fishing businesses and regional economic models.

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

- value of output
- employment
- household income
- 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 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 GSP or GRP as a measure of economic contribution avoids the problem of double counting that may arise from using value of output for this purpose.

3.5.2. Economic contribution to Queensland

Estimates of the economic contribution to Queensland generated in 2017/18 and 2018/19 by the East Coast Trawl Fishery are outlined in Table 3-11 and Table 3-12, respectively. This section summarises the key points from these tables.

Direct contribution measures fishing and downstream activities (i.e. processing and capital expenditure). The flow-on contribution measures the economic effects in other sectors of the economy (retail and wholesale trade, manufacturing, etc.) generated by fishing and processing activities, that is, the multiplier effects. Flow-on effects are disaggregated by industry with the top 10 industries shown separately in each on the table. Capital expenditures are assumed to be the same as depreciation 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.

Value of Output

The value of output at beach price (also known as fishery GVP) generated directly in the East Coast Trawl Fishery was \$109.8m in 2017/18 and \$99.3m in 2018/19 while output generated by associated downstream activities (processing and capital expenditure) summed to \$46.7m in 2017/18 and \$41.6m in 2018/19.

Flow-on effects to other sectors of the state economy added another \$196.1m in 2017/18 and \$188.9m in 2018/19. The sectors most affected were personal and other services, retail trade and professional,

scientific and technical services. The total output contribution to Queensland (direct plus flow-on) was estimated to be \$352.7m in 2017/18 and \$329.8m in 2018/19.

Employment

The East Coast Trawl Fishery was responsible for the direct employment of an estimated 770 full-time equivalent (fte) jobs in 2017/18 and 745 fte jobs in 2018/19 while downstream activities supported employment of around additional 139 fte jobs in 2017/18 and 124 fte jobs in 2018/19. Flow-on business activity was estimated to support a further 906 fte jobs in 2017/18 and 865 fte jobs in 2018/19 state-wide. These jobs were concentrated in the personal and other services, retail trade and professional, scientific and technical services sectors. The total employment contribution to Queensland was estimated to be 1,816 fte jobs in 2017/18 and 1,734 fte jobs in 2018/19.

Household Income

Personal income of \$40.4m was earned in 2017/18 in the East Coast Trawl Fishery (wages of employees and estimated drawings by owner/operators) and \$37.9m was earned in 2018/19. A further \$6.3m of income was earned in 2017/18 and \$5.6m in 2018/19 in downstream activities. An additional \$60.7m in 2017/18 and \$58.6m in 2018/19 was earned by wage earners in other businesses in Queensland from the flow-on effects of fishing and associated downstream activities. The total household income contribution in Queensland was \$107.4m in 2017/18 and \$102.1m in 2018/19.

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. Total East Coast Trawl Fishery related contribution to GSP in Queensland was \$186.2m in 2017/18 and \$169.5m in 2018/19, with \$68.6m in 2017/18 and \$57.1m in 2018/19 generated by fishing directly, \$12.4m in 2017/18 and \$11.1m in 2018/19 generated by downstream activities and \$105.1m in 2017/18 and \$101.3m in 2018/19 supported in other sectors of the state economy.

Table 3-11 Economic contribution of the East Coast Trawl Fishery to Queensland, 2017/18

Sector	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Direct effects					
Fishing	109.8	68.6	40.4	770	1,134
Processing	40.1	9.4	4.1	105	99
CAPEX	6.6	3.0	2.2	34	35
Total Direct	156.6	81.0	46.7	909	1,268
Flow-on effects					
Personal & Other Serv	21.6	12.3	11.1	177	183
Retail Trade	13.2	7.9	5.8	122	142
Prof Scientific Tech Serv	13.1	7.2	7.0	75	70
Admin Support Serv	6.1	4.0	3.9	64	65
Health & Community Serv	6.6	4.6	4.3	58	64
Food & Beverage Services	5.6	2.9	2.2	55	72
Education & Training	5.6	3.8	3.5	52	54
Wholesale Trade	13.0	6.1	3.9	47	44
Insurance & Other Fin Serv	8.3	4.7	3.6	45	40
Road Transport	6.8	2.9	2.3	25	21
Other Sectors	96.1	48.7	13.2	186	174
Total Flow-on	196.1	105.1	60.7	906	929
Total	352.7	186.2	107.4	1,816	2,197
<i>Total/Direct</i>	<i>2.3</i>	<i>2.3</i>	<i>2.3</i>	<i>2.0</i>	<i>1.7</i>

Source: BDO EconSearch analysis

Table 3-12 Economic contribution of the East Coast Trawl Fishery to Queensland, 2018/19

Sector	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Direct effects					
Fishing	99.3	57.1	37.9	745	1,048
Processing	35.3	8.3	3.6	92	87
CAPEX	6.2	2.8	2.0	32	33
Total Direct	140.8	68.2	43.5	869	1,167
Flow-on effects					
Personal & Other Serv	21.5	12.2	11.0	174	179
Retail Trade	12.7	7.6	5.5	116	136
Prof Scientific Tech Serv	12.7	7.0	6.7	72	67
Admin Support Serv	5.8	3.8	3.7	61	62
Health & Community Serv	6.3	4.3	4.1	54	61
Food & Beverage Services	5.3	2.8	2.1	52	68
Education & Training	5.3	3.7	3.3	49	51
Wholesale Trade	12.7	5.9	3.8	45	42
Insurance & Other Fin Serv	7.8	4.4	3.4	42	37
Road Transport	6.5	2.8	2.2	23	19
Other Sectors	92.4	46.7	12.7	177	165
Total Flow-on	188.9	101.3	58.6	865	887
Total	329.8	169.5	102.1	1,734	2,055
<i>Total/Direct</i>	<i>2.3</i>	<i>2.5</i>	<i>2.3</i>	<i>2.0</i>	<i>1.8</i>

Source: BDO EconSearch analysis

3.5.3. Regional economic contributions

Direct economic contribution of fishing activity by fishing region is detailed in Table 3-13 (2017/18) and Table 3-14 (2018/19). This includes fishing activity only and excludes downstream and flow-on activity. The regions appear in the table in order of the magnitude of economic contribution to fte employment.

On the following pages (Table 3-15 to Table 3-21), estimates of the economic contribution of the East Coast Trawl Fishery to each fishing region with 5 or greater active businesses and a significant economic contribution are presented in detail for the 2018/19 year. Estimates presented in the tables can be interpreted in the same way as those presented at the state level (see Section 3.5.2).

Table 3-13 Direct economic contribution of fishing activity in the East Coast Trawl Fishery to regions, 2017/18

	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Queensland	109.8	68.6	40.4	770	1,134
South East	36.2	23.4	13.4	275	462
Fitzroy	19.4	10.5	6.8	114	139
Wide Bay Burnett	17.7	11.4	6.5	110	152
Wet Tropics	10.7	6.6	4.3	96	141
Dry Tropics	8.1	5.3	3.1	61	77
Cape York Peninsula	11.2	7.3	3.9	61	78
Mackay, Isaac and Whitsunday	6.4	4.2	2.5	53	85
North West	-	-	-	-	-

Source: BDO EconSearch analysis

Table 3-14 Direct economic contribution of fishing activity in the East Coast Trawl Fishery to regions, 2018/19

	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Queensland	99.3	57.1	37.9	745	1,048
South East	31.6	18.9	12.0	258	403
Fitzroy	21.0	10.6	7.7	132	156
Wide Bay Burnett	15.6	9.6	6.0	108	153
Wet Tropics	9.6	5.3	4.1	97	139
Dry Tropics	7.6	4.5	3.0	60	73
Cape York Peninsula	9.5	5.5	3.4	54	69
Mackay, Isaac and Whitsunday	4.5	2.8	1.8	36	55
North West	-	-	-	-	-

Source: BDO EconSearch analysis

Table 3-15 Economic contribution of the East Coast Trawl Fishery to Cape York Peninsula, 2018/19

Sector	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Direct effects					
Fishing	9.5	5.5	3.4	54	69
Processing	2.5	0.6	0.3	7	6
CAPEX	0.2	0.1	0.1	2	2
Total Direct	12.2	6.2	3.7	62	77
Flow-on effects					
Personal & Other Serv	1.4	1.2	1.1	15	14
Retail Trade	0.5	0.3	0.2	5	6
Health & Community Serv	0.3	0.2	0.2	2	2
Prof Scientific Tech Serv	0.4	0.2	0.2	2	2
Education & Training	0.1	0.1	0.1	2	2
Admin Support Serv	0.1	0.1	0.1	1	1
Food & Beverage Services	0.1	0.0	0.0	1	1
Wholesale Trade	0.1	0.1	0.0	1	0
Accommodation	0.1	0.0	0.0	0	0
Construction Services	0.1	0.0	0.0	0	0
Other Sectors	2.4	1.4	0.2	3	3
Total Flow-on	5.5	3.7	2.1	31	32
Total	17.8	9.9	5.8	94	109
<i>Total/Direct</i>	<i>1.5</i>	<i>1.6</i>	<i>1.6</i>	<i>1.5</i>	<i>1.4</i>

Source: BDO EconSearch Analysis

Table 3-16 Economic contribution of the East Coast Trawl Fishery to Wet Tropics, 2018/19

Sector	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Direct effects					
Fishing	9.6	5.3	4.1	97	139
Processing	1.4	0.3	0.1	3	3
CAPEX	0.5	0.3	0.2	3	4
Total Direct	11.5	5.8	4.4	103	145
Flow-on effects					
Personal & Other Serv	2.2	1.3	1.1	18	19
Retail Trade	1.1	0.6	0.5	10	12
Prof Scientific Tech Serv	0.8	0.4	0.4	5	5
Health & Community Serv	0.5	0.4	0.3	5	5
Food & Beverage Services	0.4	0.2	0.2	4	6
Admin Support Serv	0.4	0.2	0.2	4	4
Education & Training	0.3	0.2	0.2	3	3
Wholesale Trade	0.5	0.3	0.2	2	2
Road Transport	0.5	0.2	0.2	2	1
Rental Hiring Real Estate	0.5	0.2	0.1	1	1
Other Sectors	5.2	2.9	0.8	11	10
Total Flow-on	12.2	6.9	4.2	65	68
Total	23.6	12.8	8.6	168	213
<i>Total/Direct</i>	<i>2.1</i>	<i>2.2</i>	<i>1.9</i>	<i>1.6</i>	<i>1.5</i>

Source: BDO EconSearch Analysis

Table 3-17 Economic contribution of the East Coast Trawl Fishery to Dry Tropics, 2018/19

Sector	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Direct effects					
Fishing	7.6	4.5	3.0	60	73
Processing	1.1	0.2	0.1	2	2
CAPEX	0.4	0.2	0.1	2	2
Total Direct	9.1	5.0	3.2	65	78
Flow-on effects					
Personal & Other Serv	1.4	0.8	0.7	11	12
Retail Trade	0.8	0.5	0.3	7	8
Health & Community Serv	0.4	0.3	0.2	3	4
Food & Beverage Services	0.3	0.2	0.1	3	4
Prof Scientific Tech Serv	0.5	0.3	0.3	3	3
Education & Training	0.3	0.2	0.2	2	2
Wholesale Trade	0.3	0.2	0.1	2	1
Admin Support Serv	0.2	0.1	0.1	2	2
Public Order & Safety	0.1	0.1	0.1	1	1
Road Transport	0.3	0.1	0.1	1	1
Other Sectors	4.0	2.2	0.5	8	7
Total Flow-on	8.6	4.8	2.8	43	44
Total	17.7	9.8	6.0	108	122
<i>Total/Direct</i>	<i>1.9</i>	<i>2.0</i>	<i>1.9</i>	<i>1.7</i>	<i>1.6</i>

Source: BDO EconSearch Analysis

Table 3-18 Economic contribution of the East Coast Trawl Fishery to Mackay, Isaac and Whitsunday, 2018/19

Sector	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Direct effects					
Fishing	4.5	2.8	1.8	36	55
Processing	0.6	0.1	0.1	2	2
CAPEX	0.4	0.2	0.1	2	2
Total Direct	5.5	3.1	2.0	40	59
Flow-on effects					
Personal & Other Serv	0.8	0.4	0.4	5	5
Retail Trade	0.4	0.2	0.2	3	4
Prof Scientific Tech Serv	0.3	0.2	0.2	2	2
Food & Beverage Services	0.1	0.1	0.1	1	2
Admin Support Serv	0.1	0.1	0.1	1	1
Wholesale Trade	0.2	0.1	0.1	1	1
Road Transport	0.2	0.1	0.1	1	0
Health & Community Serv	0.1	0.0	0.0	1	1
Construction Services	0.1	0.0	0.0	0	0
Education & Training	0.0	0.0	0.0	0	0
Other Sectors	1.8	1.0	0.2	4	3
Total Flow-on	4.2	2.3	1.3	20	20
Total	9.8	5.4	3.3	59	79
<i>Total/Direct</i>	<i>1.8</i>	<i>1.8</i>	<i>1.7</i>	<i>1.5</i>	<i>1.3</i>

Source: BDO EconSearch Analysis

Table 3-19 Economic contribution of the East Coast Trawl Fishery to Fitzroy, 2018/19

Sector	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Direct effects					
Fishing	21.0	10.6	7.7	132	156
Processing	2.4	0.6	0.2	6	6
CAPEX	0.8	0.3	0.2	4	4
Total Direct	24.2	11.5	8.1	142	166
Flow-on effects					
Personal & Other Serv	5.7	3.1	2.7	42	42
Retail Trade	1.8	1.1	0.8	17	19
Food & Beverage Services	0.7	0.4	0.3	7	8
Prof Scientific Tech Serv	1.2	0.6	0.6	6	5
Admin Support Serv	0.5	0.4	0.3	4	5
Wholesale Trade	0.5	0.3	0.3	4	4
Health & Community Serv	0.4	0.3	0.3	4	4
Education & Training	0.8	0.4	0.3	4	3
Road Transport	0.8	0.3	0.3	3	2
Beef Cattle	0.5	0.2	0.1	2	2
Other Sectors	12.4	6.3	1.3	17	16
Total Flow-on	25.2	13.4	7.2	109	112
Total	49.4	24.8	15.3	251	278
<i>Total/Direct</i>	<i>2.0</i>	<i>2.2</i>	<i>1.9</i>	<i>1.8</i>	<i>1.7</i>

Source: BDO EconSearch Analysis

Table 3-20 Economic contribution of the East Coast Trawl Fishery to Wide Bay Burnett, 2018/19

Sector	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Direct effects					
Fishing	15.6	9.6	6.0	108	153
Processing	3.6	0.8	0.3	8	7
CAPEX	1.0	0.4	0.3	5	5
Total Direct	20.1	10.8	6.6	121	165
Flow-on effects					
Personal & Other Serv	2.6	1.5	1.4	22	23
Retail Trade	1.6	0.9	0.7	15	17
Health & Community Serv	0.8	0.5	0.5	6	7
Prof Scientific Tech Serv	1.0	0.5	0.5	6	6
Food & Beverage Services	0.6	0.3	0.2	6	7
Education & Training	0.4	0.3	0.2	4	4
Admin Support Serv	0.3	0.2	0.2	4	4
Wholesale Trade	0.6	0.3	0.3	3	3
Road Transport	0.7	0.3	0.3	3	2
Beef Cattle	0.5	0.2	0.0	2	1
Other Sectors	8.1	4.4	1.1	16	15
Total Flow-on	17.1	9.5	5.5	87	89
Total	37.2	20.3	12.1	207	255
<i>Total/Direct</i>	<i>1.8</i>	<i>1.9</i>	<i>1.8</i>	<i>1.7</i>	<i>1.5</i>

Source: BDO EconSearch Analysis

Table 3-21 Economic contribution of the East Coast Trawl Fishery to South East, 2018/19

Sector	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Direct effects					
Fishing	31.6	18.9	12.0	258	403
Processing	23.8	5.6	2.5	65	61
CAPEX	2.3	1.0	0.8	12	12
Total Direct	57.7	25.5	15.3	334	476
Flow-on effects	0.0	0.0	0.0	0	0
Personal & Other Serv	6.1	3.5	3.2	50	53
Retail Trade	4.5	2.7	2.0	41	48
Prof Scientific Tech Serv	4.9	2.7	2.6	28	26
Admin Support Serv	2.4	1.6	1.5	25	25
Wholesale Trade	3.2	1.8	1.4	17	15
Insurance & Other Fin Serv	4.8	2.2	1.4	17	16
Health & Community Serv	1.9	1.3	1.3	17	19
Education & Training	1.8	1.2	1.1	16	17
Food & Beverage Services	1.6	0.9	0.6	16	21
Road Transport	2.5	1.1	0.8	9	7
Other Sectors	29.0	14.8	4.2	56	53
Total Flow-on	62.5	33.7	20.0	291	298
Total	120.2	59.2	35.4	625	774
<i>Total/Direct</i>	<i>2.1</i>	<i>2.3</i>	<i>2.3</i>	<i>1.9</i>	<i>1.6</i>

Source: BDO EconSearch Analysis

3.6. Net Economic Return

Net economic return⁵ is the long-run profit from a fishery after all costs have been met, including fuel, crew costs, repairs, the opportunity cost of family and owner labour, 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 fisher's 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 return to the value of the natural resource itself.

Commercial fishing operations in Australia are not risk free (see Figure 4-9). 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 (Table 3-22) with sensitivity analysis at 7 and 15 per cent (Table 3-23). 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. Assuming an opportunity cost of capital of 10 per cent, net economic return generated in the East Coast Trawl Fishery was estimated to be -\$24.4m in 2017/18 and -\$31.5m in 2018/19 (Table 3-22). The sensitivity analysis shows that, with the varying assumptions about opportunity cost of capital, net economic return was likely in the range of -\$18.2m to -\$34.7m in 2017/18 and -\$25.5m to -\$41.4m in 2018/19 (Table 3-23).

Table 3-22 Net Economic Return in the East Coast Trawl Fishery, 2017/18 and 2018/19, using a 10% p.a. opportunity cost of capital.

	2017/18	2018/19	Change
GVP (\$m)	109.8	99.3	-10%
Less Labour Cost (\$m)	40.4	37.9	-6%
Less Materials & Services (\$m)	60.4	60.8	1%
Less Depreciation (\$m)	11.0	10.4	-6%
Less Opportunity Cost of Capital (10%) (\$m)	20.6	19.8	-4%
Less Management Cost (\$m)	1.8	1.9	5%
Net Economic Return (\$m)	-24.4	-31.5	-29%

Source: BDO EconSearch analysis

⁵ Also commonly referred to as economic rent.

Table 3-23 Sensitivity analysis of opportunity cost of capital on Net Economic Return in the East Coast Trawl Fishery, 2017/18 and 2018/19

Opportunity Cost of Capital (%)	2017/18			2018/19		
	7%	10%	15%	7%	10%	15%
Less Opportunity Cost of Capital (\$m)	14.4	20.6	30.9	13.9	19.8	29.7
Net Economic Return (\$m)	-18.2	-24.4	-34.7	-25.5	-31.5	-41.4

Source: BDO EconSearch analysis

With a sustained negative net economic return, the market value of licences can be expected to decrease over time, however, there is anecdotal evidence from the survey that the market value of licences have not decreased over time while net economic return under the above assumptions has remained significantly negative. Further, the existence of lease payments to access the fishery suggests that the short term economic return may be positive, although it is possible that these leases only occur in the more profitable areas of the diverse fishery. This suggests that either the profits of the industry are underestimated, or the opportunity cost of capital and labour may be lower than the value assumed in the sensitivity analysis. If either of these are the case then the estimated net economic return would be higher. Building a time series of economic indicators and increasing participation in the data collection phase, would provide evidence to adjust these assumptions for this fishery away from the broadly standard values used for commercial fishing.

4. SOCIAL AND DEMOGRAPHIC INDICATORS

Fisheries Queensland compiled a list of social and demographic indicators to be included in the survey of fishing businesses and presented in this report. BDO EconSearch collected the data and the results for the social indicators are presented below.

Respondents to the business survey were mostly over 50 years of age, business owners and living in Queensland. The median time involved in commercial fishing was 35 years and median time as a licence owner 20 years. Most have a highest level of education of year 10 or below and earn just under three quarters of their personal income from commercial fishing with the other main industries of employment being transport, construction, professional services, mining and manufacturing.

Most respondents indicated that commercial fishing is financially risky and that they feel insecure in their job and unable to cope with changing regulations. Around half of respondents feel they understand fishery management arrangements but most feel that management is making it more difficult to run their business and that it is has become more difficult to 'have a say' in management.

Overall, fishers indicated that they are strongly satisfied with the lifestyle of being a commercial fisher and would not quickly change jobs. They also indicated that they are generally satisfied with life as a whole. Fishers indicated that they have strong ties to their community but only around half feel that their community treats them fairly and respects their occupation. Fishers also identified that fishing has mental and physical costs to their wellbeing and that they are dissatisfied with the predictability of their income. Most fishers would not encourage young people to choose a fishing career and do not feel positive about the future of fishing in their region.

4.1. Demographic Indicators

Figure 4-1 Age

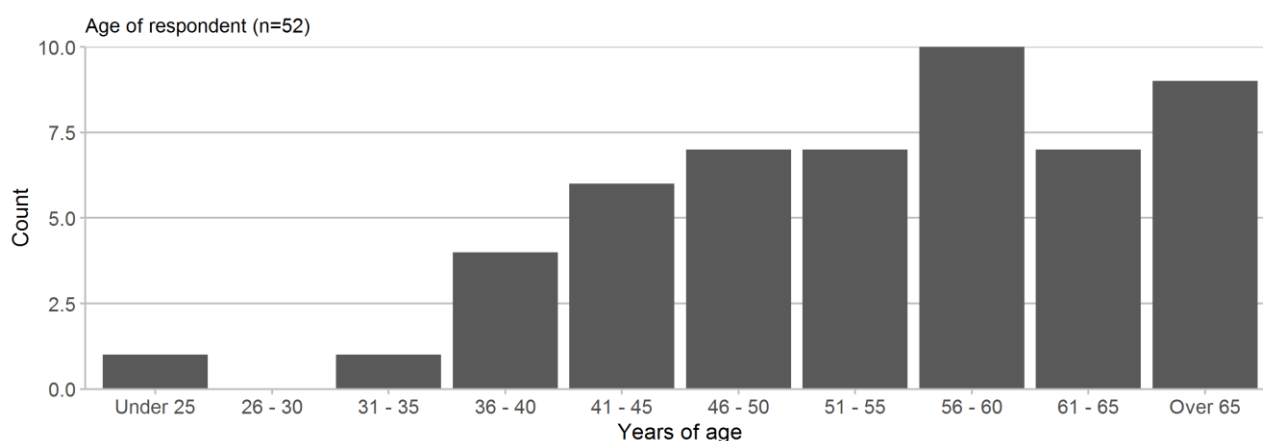


Figure 4-2 Business role, place of residence and Indigenous status

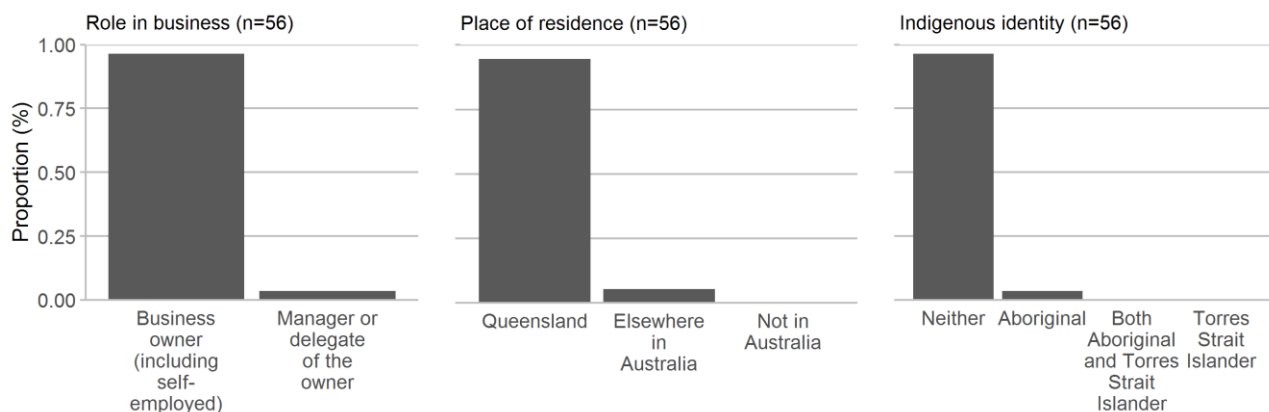


Figure 4-3 Years as licence owner, in commercial fishing and lived in local community

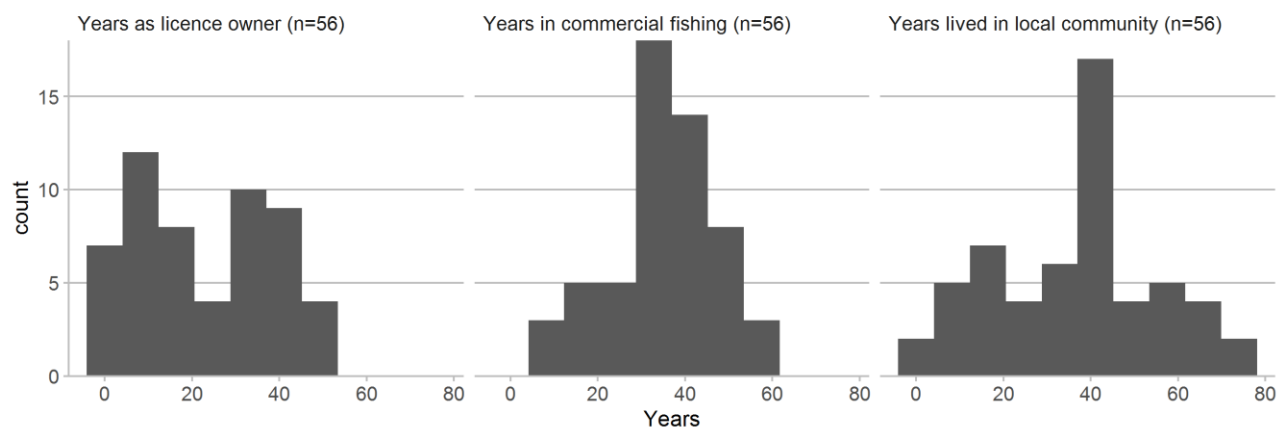


Figure 4-4 Highest education attained

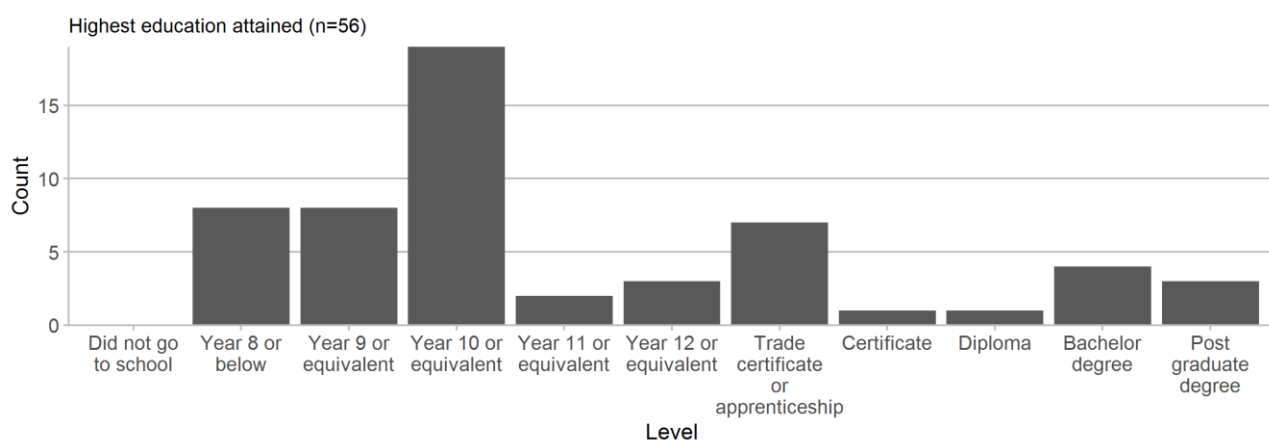


Figure 4-5 Primary income from commercial fishing

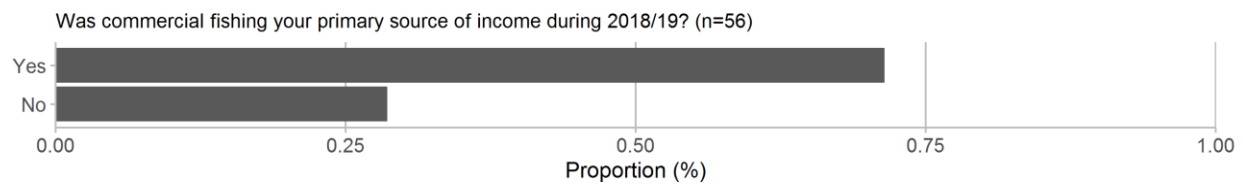


Figure 4-6 Other industry of employment (other than fishing)

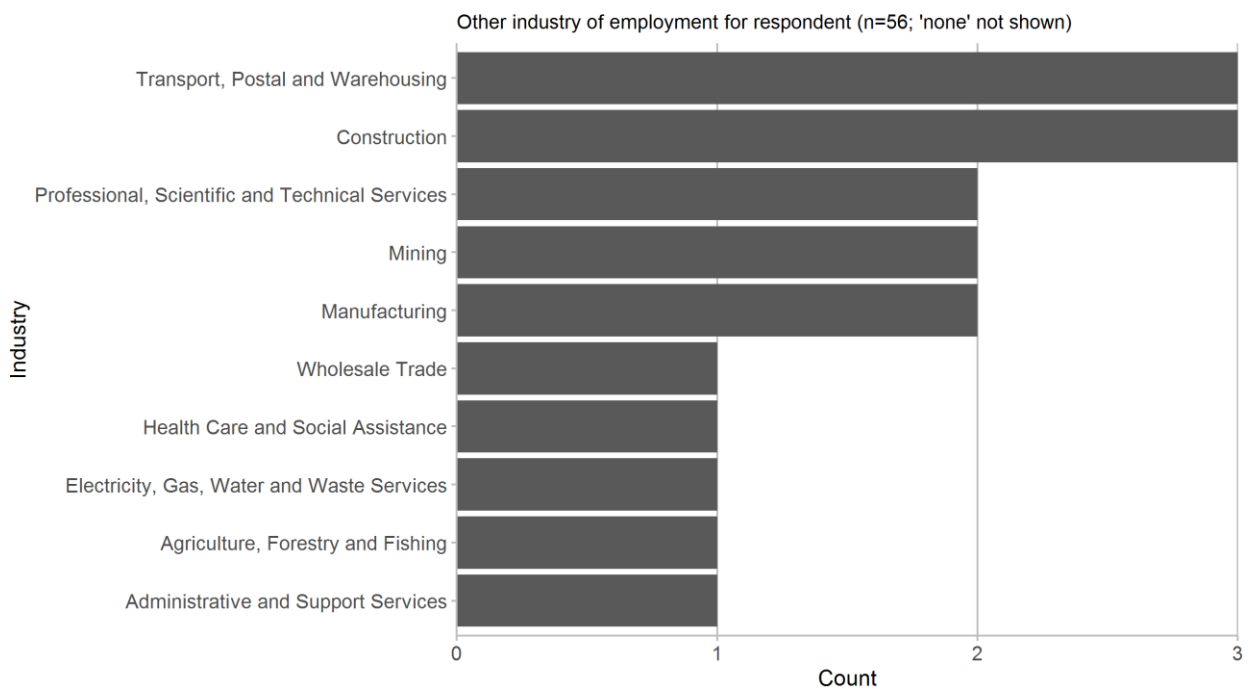


Figure 4-7 Split of workload

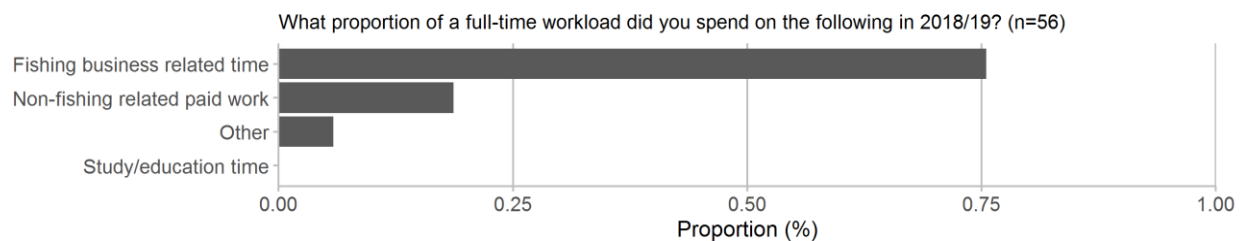
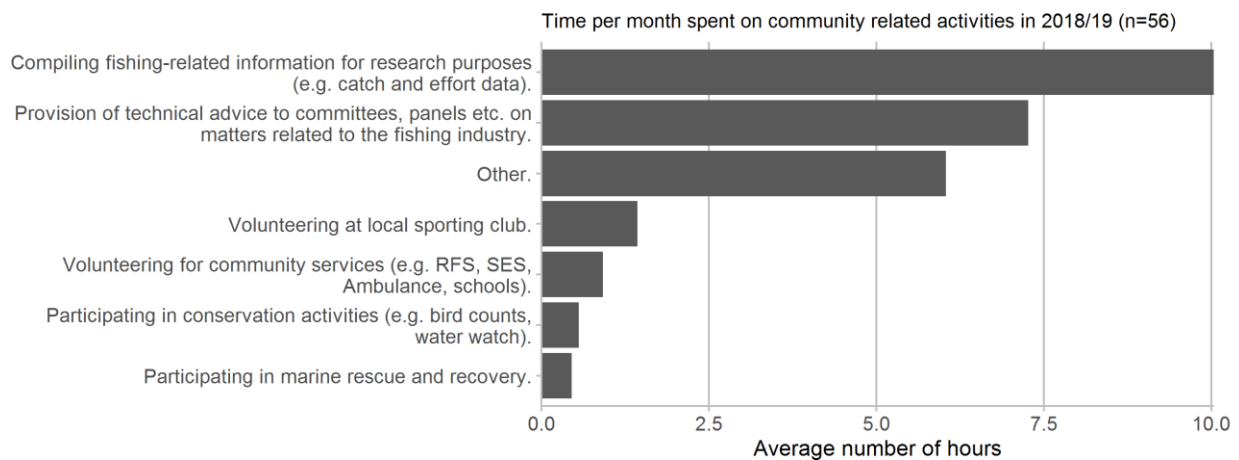


Figure 4-8 Community involvement



4.2. Fisheries Management

A set of questions about fisheries management and its effect on the fisher's business were asked in the survey. The answers are presented in the charts below with questions/statements appearing in order of the strength of the average response.

Figure 4-9 Perceptions of fishery management (a)

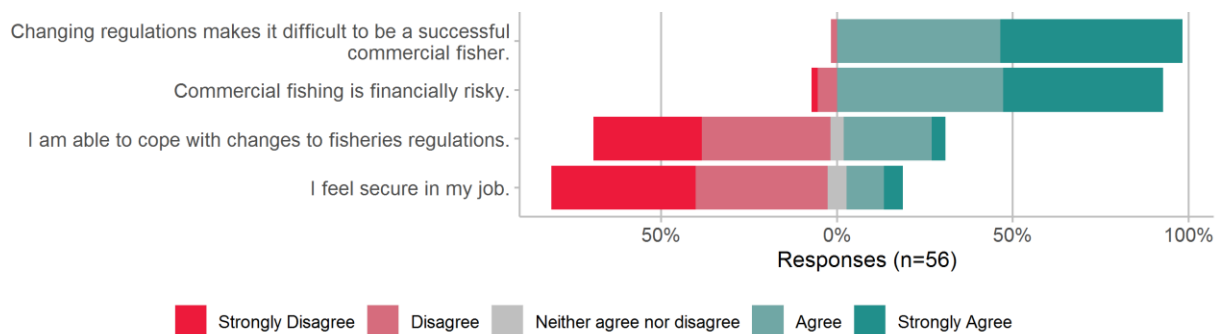
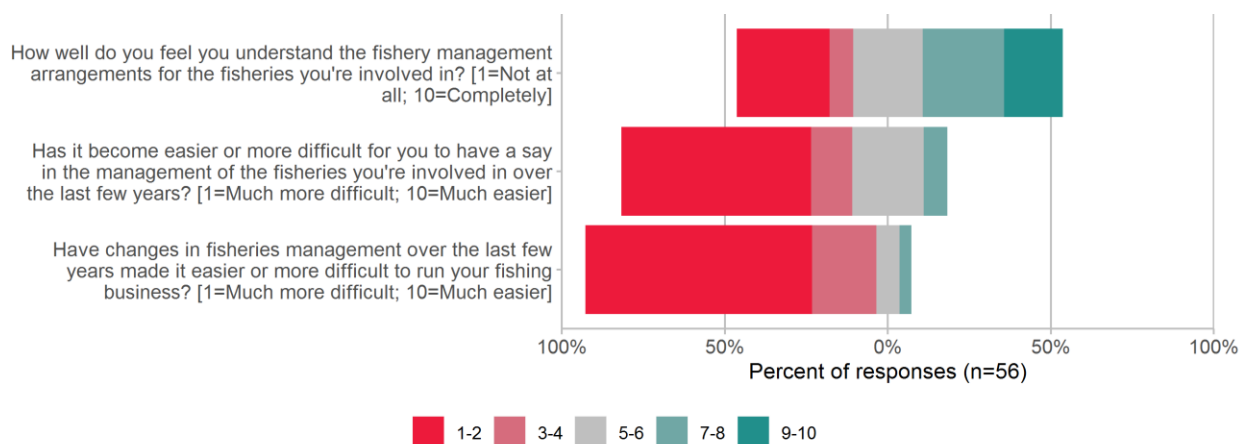


Figure 4-10 Perceptions of fishery management (b)



4.3. Fisher Wellbeing

While commercial fishers aim to receive a monetary benefit from engaging in commercial fishing activities, many also value the lifestyle and other benefits that come with the job. The survey asked fishers about their satisfaction with the lifestyle of being a commercial fisher and its benefits and costs, their connection to the community as a commercial fisher, their personal wellbeing and stewardship. Statements/questions are presented in the charts in this section in order of the strength of the response.

Figure 4-11 Satisfaction with lifestyle

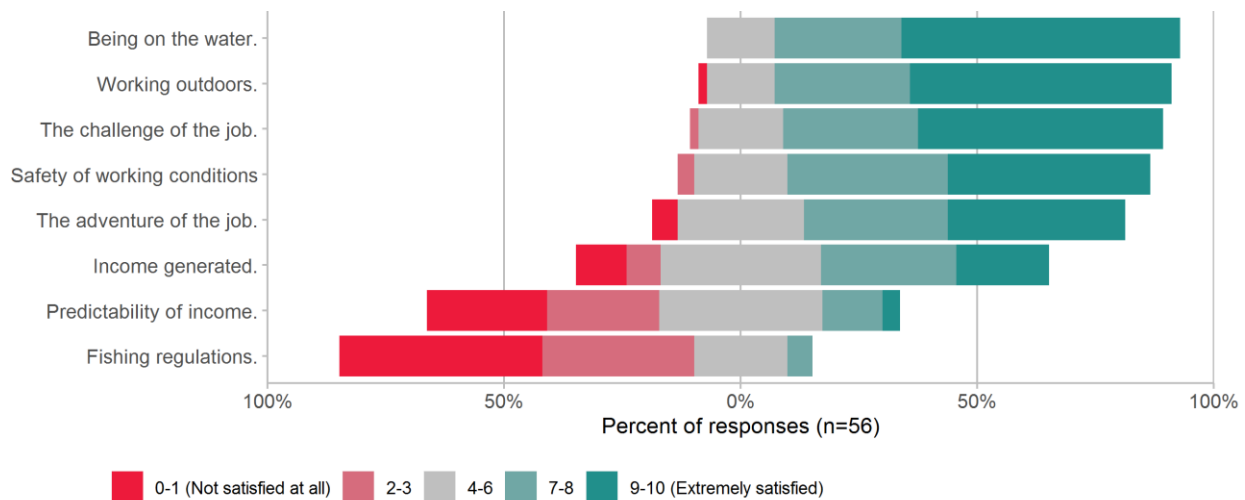


Figure 4-12 Wellbeing benefits of commercial fishing

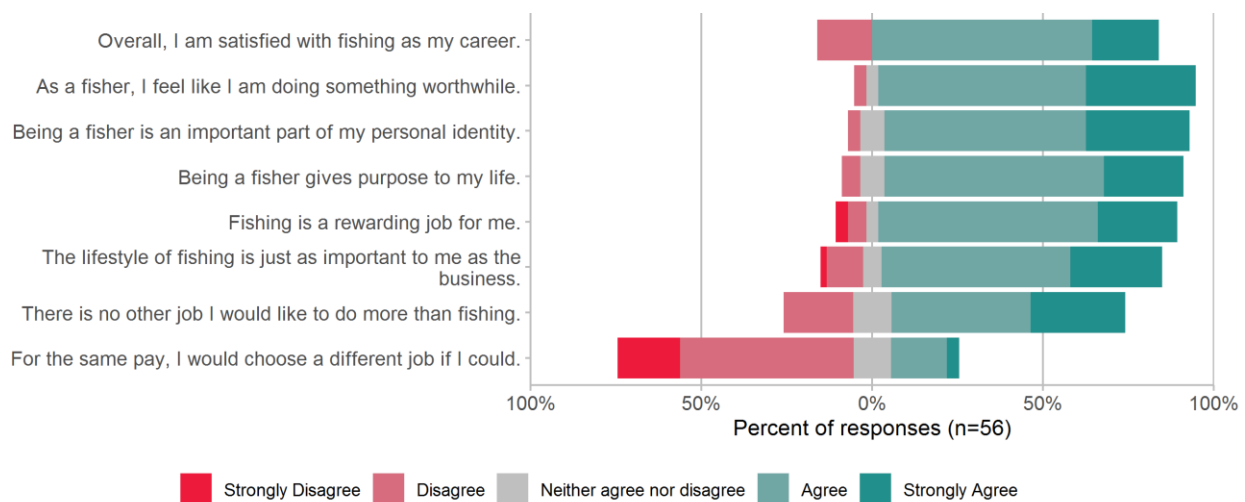


Figure 4-13 Wellbeing costs of commercial fishing

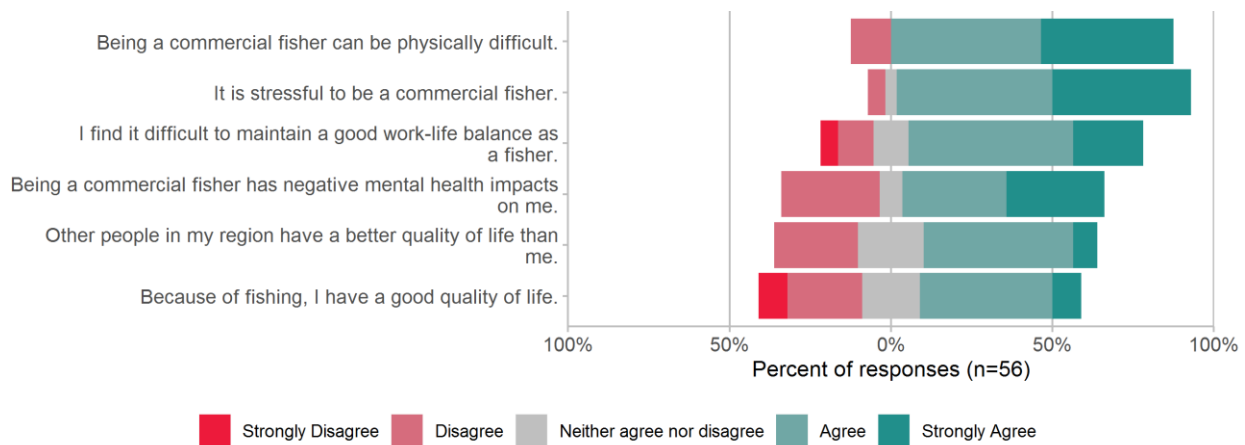


Figure 4-14 Connection to community

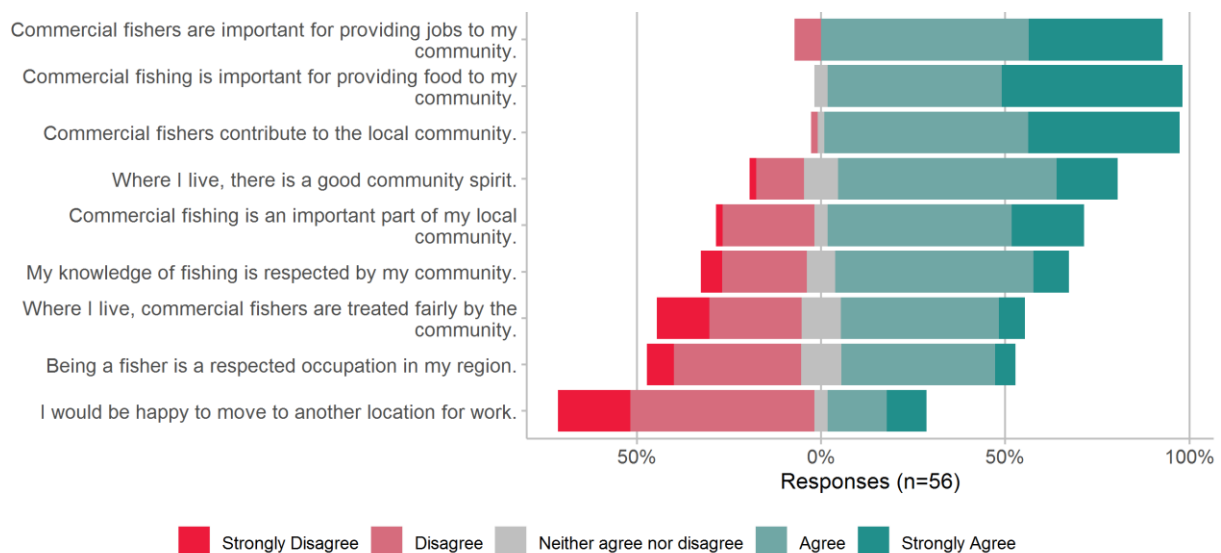


Figure 4-15 Personal wellbeing

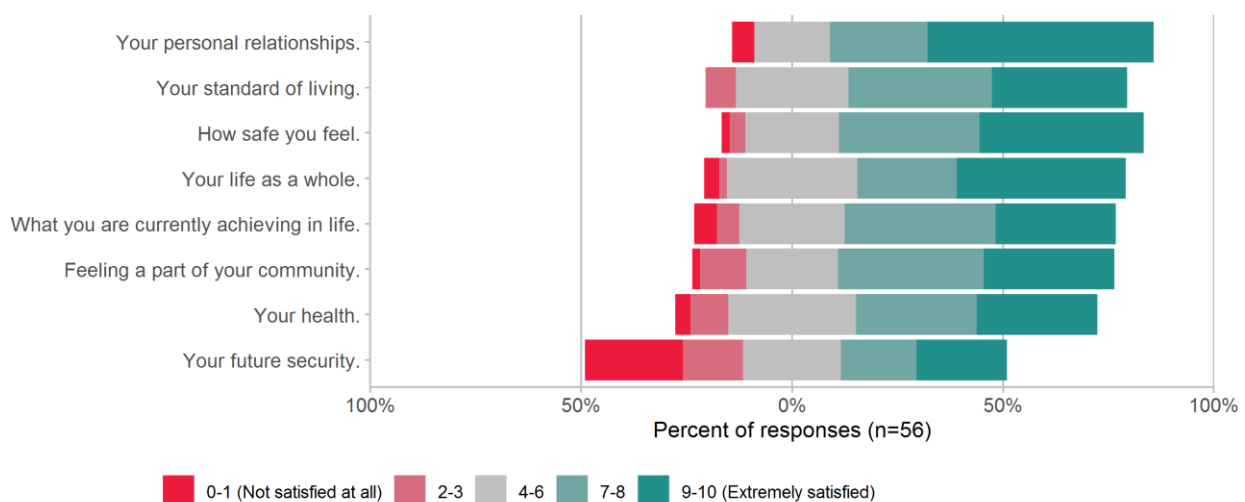
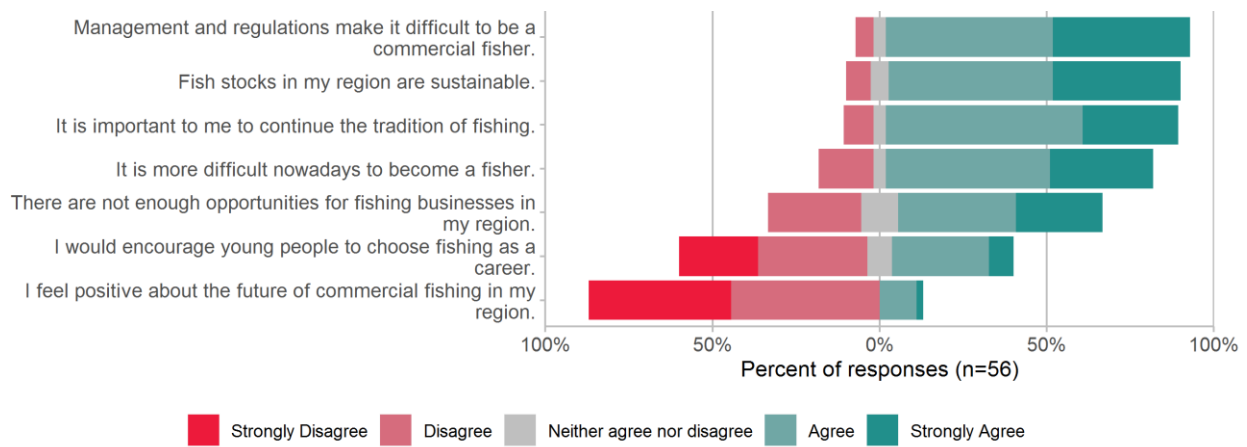


Figure 4-16 Stewardship



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 2019a, *Economic Indicators for the Commercial Fisheries of South Australia, Summary Report, 2017/18*, report prepared for PIRSA, Adelaide, June.
- BDO EconSearch 2019b, *Australian Fisheries and Aquaculture Industry 2017/18: Economic Contributions Estimates Report*, report prepared for Fisheries Research and Development Corporation, FRDC project 2017-210, Adelaide, October.
- 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>, accessed 7/5/2020.
- Watson, P., Wilson, J., Thilany, D. and Winter, S. 2014, "Determining economic contributions and impacts; what is the difference and why do we care?", *Journal of Regional Analysis and Policy*, 37:2, 1-15.

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.

APPENDIX 1 Summary Economic Indicators for all Queensland Commercial Fisheries, 2017/18

Appendix Table 1-1 Commercial fisheries gross value of production, catch and export value, Queensland, 2017/18 (\$m)

Fishery	Catch		GVP (\$m)	Export Value (\$m)
	tonnes (t)	number ('000)		
Blue Swimmer Crab	309	0	3.7	0.0
Coral Harvest and Marine Aquarium Fishery	16	451	12.0	9.7
Coral Reef Fin Fish	1,452	0	33.4	8.0
East Coast Inshore Fin Fish	3,226	0	20.6	0.5
East Coast Trawl	6,969	0	109.8	1.0
Gulf of Carpentaria Inshore Fishery	2,037	0	22.6	0.0
Moreton Bay Commercial Other	1,386	494	12.2	0.3
Moreton Bay Commercial Trawl	698	0	7.7	0.0
Mud Crab East Coast	890	0	26.0	0.2
Mud Crab Gulf of Carpentaria	146	0	4.7	0.0
Other Harvest Fishery	439	1,692	13.6	11.8
Rocky Reef Fin Fish	127	0	1.4	0.0
Spanner Crab	1,005	0	9.3	0.3
East Coast Spanish Mackerel	315	0	3.9	0.0
Queensland	16,929	2,143	261.1	31.4

Source: BDO EconSearch analysis

Appendix Table 1-2 Cost of management in Queensland commercial fisheries, 2017/18

Fishery	GVP (\$m)	Management cost (\$m)	Proportion of GVP (%)
Blue Swimmer Crab	3.7	1.4	38%
Coral Harvest and Marine Aquarium Fishery	12.0	1.0	9%
Coral Reef Fin Fish	33.4	1.6	5%
East Coast Inshore Fin Fish	20.6	3.3	16%
East Coast Trawl	109.8	1.8	2%
Gulf of Carpentaria Inshore Fishery	22.6	1.3	6%
Moreton Bay Commercial Other	12.2	1.1	9%
Moreton Bay Commercial Trawl	7.7	1.2	16%
Mud Crab East Coast	26.0	1.9	7%
Mud Crab Gulf of Carpentaria	4.7	1.0	21%
Other Harvest Fishery	13.6	2.3	17%
Rocky Reef Fin Fish	1.4	1.0	67%
Spanner Crab	9.3	1.3	14%
East Coast Spanish Mackerel	3.9	1.1	28%
Queensland	261.1	21.3	8%

Source: BDO EconSearch analysis

Appendix Table 1-3 Net economic return in Queensland commercial fisheries, 2017/18 (\$m)

Fishery	Labour Cost (\$m)	Materials & Services (\$m)	Depreciation (\$m)	Opp. Cost of Capital (10%) (\$m)	Management Cost (\$m)	GVP (\$m)	Net Economic Return (\$m)
Blue Swimmer Crab	1.0	1.7	0.4	0.6	1.4	3.7	-1.4
Coral Harvest and Marine Aquarium Fishery	1.9	6.0	0.7	1.3	1.0	12.0	0.9
Coral Reef Fin Fish	14.0	14.1	2.4	3.8	1.6	33.4	-2.5
East Coast Inshore Fin Fish	5.3	6.6	1.8	2.5	3.3	20.6	1.1
East Coast Trawl	40.4	60.4	11.0	20.6	1.8	109.8	-24.4
Gulf of Carpentaria Inshore Fishery	6.3	8.4	1.2	2.9	1.3	22.6	2.5
Moreton Bay Commercial Other	4.1	5.3	1.4	2.1	1.1	12.2	-1.7
Moreton Bay Commercial Trawl	2.8	6.0	1.4	2.2	1.2	7.7	-6.0
Mud Crab East Coast	6.8	9.8	1.6	2.5	1.9	26.0	3.4
Mud Crab Gulf of Carpentaria	1.1	1.0	0.2	0.3	1.0	4.7	1.2
Other Harvest Fishery	4.1	3.8	1.1	1.7	2.3	13.6	0.7
Rocky Reef Fin Fish	0.9	0.8	0.4	0.7	1.0	1.4	-2.4
Spanner Crab	3.4	2.5	0.9	1.3	1.3	9.3	0.0
East Coast Spanish Mackerel	1.6	1.3	0.4	0.7	1.1	3.9	-1.2
Queensland	86.8	116.5	22.1	38.8	21.3	261.1	-24.4

Source: BDO EconSearch analysis

Appendix Table 1-4 Economic contributions of Queensland commercial fisheries to Queensland, 2017/18

Sector	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Direct effects					
Fishing	261.1	191.3	86.8	1,885	3,560
Processing	121.8	28.6	12.4	318	299
CAPEX	13.1	5.9	4.3	68	70
Total Direct	395.9	225.8	103.5	2,271	3,929
Flow-on effects					
Personal & Other Serv	38.3	21.8	19.6	313	323
Retail Trade	29.4	17.7	12.8	272	317
Admin Support Serv	14.8	9.8	9.5	160	163
Prof Scientific Tech Serv	27.1	14.9	14.3	154	143
Health & Community Serv	14.4	9.9	9.5	126	140
Food & Beverage Services	12.4	6.6	4.9	122	160
Education & Training	12.1	8.3	7.5	113	118
Wholesale Trade	20.3	11.4	8.9	111	97
Insurance & Other Fin Serv	24.3	11.4	7.2	87	82
Road Transport	16.8	7.2	5.7	61	51
Other Sectors	217.3	108.5	30.9	440	411
Total Flow-on	427.2	227.4	130.9	1,959	2,004
Total	823.1	453.3	234.3	4,229	5,933
<i>Total/Direct</i>	<i>2.0</i>	<i>2.0</i>	<i>2.3</i>	<i>1.9</i>	<i>1.5</i>

Source: BDO EconSearch analysis

Appendix Table 1-5 Direct economic contributions of Queensland commercial fisheries to the fishing regions, 2017/18

	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Queensland	261.1	191.3	86.8	1,885	3,560
South East	72.7	52.9	26.3	595	1,217
Fitzroy	38.8	26.7	12.8	264	430
Wet Tropics	31.7	22.8	10.9	258	468
Wide Bay Burnett	30.6	23.3	11.1	230	437
Cape York Peninsula	43.5	33.0	12.1	226	436
Mackay, Isaac and Whitsunday	22.5	16.1	6.8	151	283
Dry Tropics	13.6	9.9	4.5	94	150
North West	7.7	6.6	2.2	68	138

Source: BDO EconSearch analysis

Appendix Table 1-6 Direct economic contributions of fishing activity in Queensland commercial fisheries by fishery, 2017/18

Fishery	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Blue Swimmer Crab	3.7	3.1	1.0	28	83
Coral Harvest and Marine Aquarium Fishery	12.0	7.0	1.9	48	104
Coral Reef Fin Fish	33.4	23.1	14.0	300	551
East Coast Inshore Fin Fish	20.6	18.3	5.3	126	333
East Coast Trawl	109.8	68.6	40.4	770	1,134
Gulf of Carpentaria Inshore Fishery	22.6	17.9	6.3	153	291
Moreton Bay Commercial Other	12.2	10.8	4.1	110	315
Moreton Bay Commercial Trawl	7.7	4.4	2.8	76	161
Mud Crab East Coast	26.0	23.4	6.8	183	359
Mud Crab Gulf of Carpentaria	4.7	4.4	1.1	20	82
Other Harvest Fishery	13.6	12.3	4.1	110	328
Rocky Reef Fin Fish	1.4	1.3	0.9	21	55
Spanner Crab	9.3	8.0	3.4	86	155
East Coast Spanish Mackerel	3.9	4.0	1.6	39	84
Queensland	261.1	191.3	86.8	1,885	3,560

Source: BDO EconSearch analysis

Appendix Table 1-7 Total economic contributions of fishing activity in Queensland commercial fisheries by fishery, 2017/18

Fishery	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Blue Swimmer Crab	17.1	8.5	4.0	78	132
Coral Harvest and Marine Aquarium Fishery	27.4	15.3	7.1	126	183
Coral Reef Fin Fish	90.7	52.4	30.6	556	813
East Coast Inshore Fin Fish	68.2	38.7	16.6	312	519
East Coast Trawl	352.7	186.2	107.4	1,816	2,197
Gulf of Carpentaria Inshore Fishery	66.3	37.7	17.3	331	470
Moreton Bay Commercial Other	49.8	26.8	12.9	256	460
Moreton Bay Commercial Trawl	31.5	15.4	9.1	174	260
Mud Crab East Coast	79.8	47.0	19.6	393	570
Mud Crab Gulf of Carpentaria	14.8	8.5	3.2	57	119
Other Harvest Fishery	34.0	22.3	9.9	200	420
Rocky Reef Fin Fish	6.4	3.7	2.3	42	77
Spanner Crab	26.8	16.0	7.8	156	226
East Coast Spanish Mackerel	11.0	7.5	3.6	70	115
Queensland	823.1	453.3	234.3	4,229	5,933

Source: BDO EconSearch analysis

Appendix Table 1-8 Financial performance in Queensland commercial fisheries, 2017/18, average per business (a)

	Blue Swimmer Crab	Coral Harvest and Marine Aquarium Fishery	Coral Reef Fin Fish	East Coast Inshore Fin Fish	East Coast Trawl	Gulf of Carpentaria Inshore Fishery	Moreton Bay Commercial Other	Moreton Bay Commercial Trawl
Days Fished	64	41	43	44	115	98	73	53
Catch (t)	3,025	420	5,715	6,375	21,709	25,785	7,143	7,840
Catch (no.)	0	12,192	0	0	0	0	2,546	0
Employment (fte)	0.3	1.3	1.2	0.2	2.4	1.9	0.6	0.9
Employment (total)	0.8	2.8	2.2	0.7	3.5	3.7	1.6	1.8
Prop. of Revenue Earned in this Fishery	33%	98%	59%	35%	91%	90%	61%	68%
Active Businesses (no.)	102	37	254	506	321	79	194	89
Sample Size (n)	22	13	37	82	40	14	36	12
Gross Income	\$36,211	\$322,989	\$131,660	\$40,792	\$342,197	\$285,542	\$63,110	\$86,775
Total Variable Costs	\$20,050	\$165,832	\$81,544	\$16,673	\$200,925	\$135,762	\$35,038	\$62,377
Total Fixed Costs	\$8,345	\$59,399	\$43,956	\$8,885	\$120,133	\$56,446	\$16,748	\$40,386
Total Boat Cash Costs	\$28,395	\$225,231	\$125,500	\$25,558	\$321,058	\$192,208	\$51,786	\$102,763
Boat Gross Margin	\$16,161	\$157,157	\$50,117	\$24,119	\$141,273	\$149,781	\$28,073	\$24,398
Total Unpaid Labour	\$8,357	\$22,633	\$11,725	\$7,545	\$35,170	\$35,116	\$16,848	\$18,819
Gross Operating Surplus	\$16,173	\$120,391	\$17,885	\$22,779	\$56,309	\$128,450	\$28,172	\$2,831
Boat Cash Income	\$7,816	\$97,758	\$6,160	\$15,234	\$21,139	\$93,335	\$11,324	-\$15,988
Depreciation	\$3,758	\$19,333	\$9,365	\$3,479	\$34,408	\$15,529	\$7,146	\$16,278
Boat Business Profit	\$4,058	\$78,425	-\$3,205	\$11,756	-\$13,269	\$77,805	\$4,178	-\$32,267
Profit at Full Equity	\$5,196	\$86,727	\$10,417	\$13,103	-\$9,599	\$81,538	\$6,883	-\$29,594
Working Capital								
Fishing Gear & Equip	\$58,369	\$359,843	\$151,454	\$49,523	\$641,072	\$365,352	\$108,219	\$244,965
Licence Value	\$23,518	\$517,351	\$113,550	\$43,825	\$131,592	\$322,634	\$71,096	\$38,300
Total Working Capital	\$81,886	\$877,194	\$265,004	\$93,347	\$772,664	\$687,986	\$179,315	\$283,265
Rate of Return on Fishing Gear & Equip	8.9%	24.1%	6.9%	26.5%	-1.5%	22.3%	6.4%	-12.1%
Rate of Return on Total Working Capital	6.3%	9.9%	3.9%	14.0%	-1.2%	11.9%	3.8%	-10.4%

Source: BDO EconSearch analysis

Appendix Table 1-9 Financial performance in Queensland commercial fisheries, 2017/18, average per business (b)

	Mud Crab East Coast	Mud Crab Gulf of Carpentaria	Other Harvest Fishery	Rocky Reef Fin Fish	Spanner Crab	East Coast Spanish Mackerel	Queensland
Days Fished	124	108	93	14	66	24	109
Catch (t)	3,180	4,158	7,199	462	22,331	1,757	14,785
Catch (no.)	0	0	27,733	0	0	0	1,871
Employment (fte)	0.7	0.6	1.8	0.1	1.9	0.2	1.6
Employment (total)	1.3	2.3	5.4	0.2	3.4	0.5	3.1
Prop. of Revenue Earned in this Fishery	66%	47%	95%	13%	86%	28%	100%
Active Businesses (no.)	280	35	61	274	45	179	1,145
Sample Size (n)	50	5	9	44	9	31	177
Gross Income	\$92,798	\$134,181	\$222,773	\$5,224	\$207,669	\$21,677	\$227,996
Total Variable Costs	\$42,737	\$48,159	\$85,503	\$4,060	\$102,368	\$10,678	\$121,441
Total Fixed Costs	\$20,735	\$12,842	\$56,937	\$2,968	\$81,371	\$7,668	\$67,517
Total Boat Cash Costs	\$63,472	\$61,001	\$142,440	\$7,028	\$183,739	\$18,346	\$188,958
Boat Gross Margin	\$50,060	\$86,022	\$137,270	\$1,164	\$105,301	\$10,999	\$106,555
Total Unpaid Labour	\$21,662	\$16,547	\$39,272	\$2,441	\$22,561	\$7,337	\$30,207
Gross Operating Surplus	\$50,987	\$89,727	\$119,605	\$638	\$46,492	\$10,668	\$69,244
Boat Cash Income	\$29,325	\$73,180	\$80,333	-\$1,803	\$23,930	\$3,332	\$39,038
Depreciation	\$5,880	\$5,657	\$17,473	\$1,612	\$18,922	\$2,301	\$19,323
Boat Business Profit	\$23,445	\$67,523	\$62,860	-\$3,415	\$5,008	\$1,031	\$19,715
Profit at Full Equity Working	\$26,994	\$69,002	\$74,401	-\$2,963	\$56,617	\$2,410	\$28,868
Fishing Gear & Equip	\$88,099	\$82,205	\$274,560	\$24,573	\$287,473	\$37,176	\$338,916
Licence Value	\$51,127	\$40,096	\$435,408	\$4,676	\$733,471	\$31,137	\$194,259
Total Working Capital	\$139,226	\$122,301	\$709,968	\$29,249	\$1,020,944	\$68,312	\$533,175
Rate of Return on Fishing Gear & Equip	30.6%	83.9%	27.1%	-12.1%	19.7%	6.5%	8.5%
Rate of Return on Total Working Capital	19.4%	56.4%	10.5%	-10.1%	5.5%	3.5%	5.4%

Source: BDO EconSearch analysis

APPENDIX 2 Summary Economic Indicators for all Queensland Commercial Fisheries, 2018/19

Appendix Table 2-1 Commercial fisheries gross value of production, catch and export value, Queensland, 2018/19 (\$m)

Fishery	Catch		GVP (\$m)	Export Value (\$m)
	tonnes (t)	number ('000)		
Blue Swimmer Crab	186	0	2.2	0.0
Coral Harvest and Marine Aquarium Fishery	11	602	16.8	13.7
Coral Reef Fin Fish	1,290	0	30.4	7.1
East Coast Inshore Fin Fish	2,920	0	19.1	0.4
East Coast Trawl	6,122	0	99.3	1.0
Gulf of Carpentaria Inshore Fishery	1,776	0	19.5	0.0
Moreton Bay Commercial Other	1,102	481	9.7	0.2
Moreton Bay Commercial Trawl	513	0	5.8	0.0
Mud Crab East Coast	772	0	22.6	0.2
Mud Crab Gulf of Carpentaria	141	0	4.4	0.0
Other Harvest Fishery	428	1,635	12.9	10.9
Rocky Reef Fin Fish	109	0	1.1	0.0
Spanner Crab	846	0	8.0	0.3
East Coast Spanish Mackerel	285	0	3.4	0.0
Queensland	14,885	2,238	239.6	33.5

Source: BDO EconSearch analysis

Appendix Table 2-2 Cost of management in Queensland commercial fisheries, 2018/19

Fishery	GVP (\$m)	Management cost (\$m)	Proportion of GVP (%)
Blue Swimmer Crab	2.2	1.4	63%
Coral Harvest and Marine Aquarium Fishery	16.8	1.1	7%
Coral Reef Fin Fish	30.4	1.6	5%
East Coast Inshore Fin Fish	19.1	3.5	18%
East Coast Trawl	99.3	1.9	2%
Gulf of Carpentaria Inshore Fishery	19.5	1.4	7%
Moreton Bay Commercial Other	9.7	1.1	11%
Moreton Bay Commercial Trawl	5.8	1.3	23%
Mud Crab East Coast	22.6	1.9	8%
Mud Crab Gulf of Carpentaria	4.4	1.1	25%
Other Harvest Fishery	12.9	2.6	20%
Rocky Reef Fin Fish	1.1	0.9	84%
Spanner Crab	8.0	1.4	18%
East Coast Spanish Mackerel	3.4	1.1	32%
Queensland	239.6	22.3	9%

Source: BDO EconSearch analysis

Appendix Table 2-3 Net economic return in Queensland commercial fisheries, 2018/19 (\$m)

Fishery	Labour Cost (\$m)	Materials & Services (\$m)	Depreciation (\$m)	Opp. Cost of Capital (10%) (\$m)	Management Cost (\$m)	GVP (\$m)	Net Economic Return (\$m)
Blue Swimmer Crab	0.8	1.4	0.3	0.5	1.4	2.2	-2.2
Coral Harvest and Marine Aquarium Fishery	2.5	7.4	0.6	1.2	1.1	16.8	4.0
Coral Reef Fin Fish	13.0	14.2	2.1	3.6	1.6	30.4	-4.2
East Coast Inshore Fin Fish	5.5	6.7	1.9	2.7	3.5	19.1	-1.3
East Coast Trawl	37.9	60.8	10.4	19.8	1.9	99.3	-31.5
Gulf of Carpentaria Inshore Fishery	4.8	7.1	0.8	2.3	1.4	19.5	3.1
Moreton Bay Commercial Other	3.5	4.5	1.2	1.8	1.1	9.7	-2.4
Moreton Bay Commercial Trawl	2.0	5.1	1.0	1.5	1.3	5.8	-5.2
Mud Crab East Coast	6.4	10.0	1.7	2.5	1.9	22.6	0.1
Mud Crab Gulf of Carpentaria	1.1	1.3	0.2	0.4	1.1	4.4	0.3
Other Harvest Fishery	4.1	3.8	1.0	1.6	2.6	12.9	-0.3
Rocky Reef Fin Fish	0.7	0.7	0.4	0.7	0.9	1.1	-2.4
Spanner Crab	2.7	2.0	0.6	0.9	1.4	8.0	0.3
East Coast Spanish Mackerel	1.5	1.4	0.4	0.7	1.1	3.4	-1.6
Queensland	81.1	116.8	20.7	36.9	22.3	239.6	-38.2

Source: BDO EconSearch analysis

Appendix Table 2-4 Economic contributions of Queensland commercial fisheries to Queensland, 2018/19

Sector	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Direct effects					
Fishing	239.6	166.4	81.1	1,801	3,336
Processing	103.4	24.3	10.5	270	254
CAPEX	12.1	5.4	4.0	63	64
Total Direct	355.2	196.2	95.6	2,133	3,654
Flow-on effects					
Personal & Other Serv	37.7	21.5	19.3	305	315
Retail Trade	28.0	16.9	12.2	257	300
Admin Support Serv	14.6	9.5	9.2	152	154
Prof Scientific Tech Serv	25.7	14.1	13.6	146	136
Health & Community Serv	13.6	9.4	8.9	117	131
Food & Beverage Services	11.7	6.2	4.7	115	150
Education & Training	11.5	7.9	7.1	105	110
Wholesale Trade	19.1	10.7	8.3	103	90
Insurance & Other Fin Serv	23.3	10.9	6.9	83	78
Road Transport	15.7	6.7	5.3	56	47
Other Sectors	206.5	103.1	29.5	415	388
Total Flow-on	407.3	216.9	125.2	1,855	1,898
Total	762.5	413.1	220.8	3,988	5,552
<i>Total/Direct</i>	<i>2.1</i>	<i>2.1</i>	<i>2.3</i>	<i>1.9</i>	<i>1.5</i>

Source: BDO EconSearch analysis

Appendix Table 2-5 Direct economic contributions of Queensland commercial fisheries to the fishing regions, 2018/19

	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Queensland	239.6	166.4	81.1	1,801	3,336
South East	61.9	42.7	23.2	533	1,049
Fitzroy	40.2	25.5	13.6	285	447
Wet Tropics	32.2	22.1	10.6	267	479
Cape York Peninsula	39.0	28.4	11.0	213	416
Wide Bay Burnett	26.0	19.2	9.7	207	396
Mackay, Isaac and Whitsunday	22.1	15.3	6.9	151	295
Dry Tropics	11.4	7.7	4.2	91	143
North West	6.9	5.6	1.8	55	110

Source: BDO EconSearch analysis

Appendix Table 2-6 Direct economic contributions of fishing activity in Queensland commercial fisheries by fishery, 2018/19

Fishery	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Blue Swimmer Crab	2.2	1.7	0.8	24	70
Coral Harvest and Marine Aquarium Fishery	16.8	10.5	2.5	58	121
Coral Reef Fin Fish	30.4	19.6	13.0	297	538
East Coast Inshore Fin Fish	19.1	16.6	5.5	128	335
East Coast Trawl	99.3	57.1	37.9	745	1,048
Gulf of Carpentaria Inshore Fishery	19.5	15.0	4.8	120	209
Moreton Bay Commercial Other	9.7	8.3	3.5	95	277
Moreton Bay Commercial Trawl	5.8	2.8	2.0	57	109
Mud Crab East Coast	22.6	19.5	6.4	178	360
Mud Crab Gulf of Carpentaria	4.4	3.8	1.1	25	103
Other Harvest Fishery	12.9	11.5	4.1	105	316
Rocky Reef Fin Fish	1.1	1.0	0.7	18	48
Spanner Crab	8.0	6.8	2.7	68	111
East Coast Spanish Mackerel	3.4	3.3	1.5	36	76
Queensland	239.6	166.4	81.1	1,801	3,336

Source: BDO EconSearch analysis

Appendix Table 2-7 Total economic contributions of fishing activity in Queensland commercial fisheries by fishery, 2018/19

Fishery	Output (\$m)	GSP (\$m)	Household Income (\$m)	Employment (fte)	Employment (total)
Blue Swimmer Crab	11.4	5.6	2.9	58	104
Coral Harvest and Marine Aquarium Fishery	35.4	20.4	8.7	151	216
Coral Reef Fin Fish	85.3	47.8	29.0	540	787
East Coast Inshore Fin Fish	65.4	36.9	16.8	311	518
East Coast Trawl	329.8	169.5	102.1	1,734	2,055
Gulf of Carpentaria Inshore Fishery	56.0	31.4	14.0	267	357
Moreton Bay Commercial Other	40.7	21.7	10.9	215	397
Moreton Bay Commercial Trawl	24.1	11.4	6.9	132	186
Mud Crab East Coast	72.3	41.7	18.6	374	557
Mud Crab Gulf of Carpentaria	14.6	8.1	3.4	63	141
Other Harvest Fishery	32.9	21.4	9.9	194	407
Rocky Reef Fin Fish	5.3	3.0	1.9	36	66
Spanner Crab	21.9	13.2	6.2	123	167
East Coast Spanish Mackerel	10.4	6.7	3.4	66	107
Queensland	762.5	413.1	220.8	3,988	5,552

Source: BDO EconSearch analysis

Appendix Table 2-8 Financial performance in Queensland commercial fisheries, 2018/19, average per business (a)

	Blue Swimmer Crab	Coral Harvest and Marine Aquarium Fishery	Coral Reef Fin Fish	East Coast Inshore Fin Fish	East Coast Trawl	Gulf of Carpentaria Inshore Fishery	Moreton Bay Commercial Other	Moreton Bay Commercial Trawl
Days Fished	61	53	43	44	115	85	70	49
Catch (t)	2,089	320	5,351	6,135	20,614	27,318	6,444	7,121
Catch (no.)	0	17,718	0	0	0	0	2,815	0
Employment (fte)	0.3	1.7	1.2	0.3	2.5	1.8	0.6	0.8
Employment (total)	0.8	3.6	2.2	0.7	3.5	3.2	1.6	1.5
Prop. of Revenue Earned in this Fishery	35%	99%	56%	39%	92%	82%	61%	66%
Active Businesses (no.)	89	34	241	476	297	65	171	72
Sample Size (n)	21	15	45	90	42	13	32	13
Gross Income	\$25,093	\$494,383	\$125,979	\$40,074	\$334,320	\$299,912	\$56,452	\$80,419
Total Variable Costs	\$17,290	\$236,551	\$83,244	\$17,738	\$209,980	\$130,503	\$33,396	\$59,776
Total Fixed Costs	\$9,422	\$67,281	\$44,381	\$10,460	\$129,541	\$59,965	\$17,030	\$42,911
Total Boat Cash Costs	\$26,713	\$303,833	\$127,625	\$28,198	\$339,521	\$190,469	\$50,426	\$102,688
Boat Gross Margin	\$7,802	\$257,832	\$42,735	\$22,336	\$124,339	\$169,409	\$23,056	\$20,643
Total Unpaid Labour	\$8,131	\$22,074	\$11,238	\$8,241	\$35,521	\$29,126	\$16,422	\$17,386
Gross Operating Surplus	\$6,511	\$212,624	\$9,592	\$20,117	\$30,319	\$138,569	\$22,448	-\$4,882
Boat Cash Income	-\$1,620	\$190,550	-\$1,646	\$11,875	-\$5,201	\$109,443	\$6,026	-\$22,269
Depreciation	\$3,750	\$18,601	\$8,894	\$4,025	\$35,091	\$12,870	\$6,958	\$13,364
Boat Business Profit	-\$5,370	\$171,949	-\$10,540	\$7,850	-\$40,292	\$96,573	-\$931	-\$35,633
Profit at Full Equity	-\$4,001	\$184,062	\$2,398	\$9,396	-\$36,491	\$100,400	\$1,449	-\$32,686
Working Capital								
Fishing Gear & Equip	\$59,420	\$363,776	\$147,934	\$56,774	\$667,499	\$348,726	\$103,576	\$214,992
Licence Value	\$27,623	\$610,294	\$251,515	\$48,839	\$158,370	\$377,594	\$75,162	\$37,157
Total Working Capital	\$87,043	\$974,070	\$399,450	\$105,612	\$825,868	\$726,320	\$178,738	\$252,149
Rate of Return on Fishing Gear & Equip	-6.7%	50.6%	1.6%	16.5%	-5.5%	28.8%	1.4%	-15.2%
Rate of Return on Total Working Capital	-4.6%	18.9%	0.6%	8.9%	-4.4%	13.8%	0.8%	-13.0%

Source: BDO EconSearch analysis

Appendix Table 2-9 Financial performance in Queensland commercial fisheries, 2018/19, average per business (b)

	Mud Crab East Coast	Mud Crab Gulf of Carpentaria	Other Harvest Fishery	Rocky Reef Fin Fish	Spanner Crab	East Coast Spanish Mackerel	Queensland
Days Fished	112	111	97	13	65	23	104
Catch (t)	2,727	4,136	7,651	421	23,492	1,664	13,581
Catch (no.)	0	0	29,200	0	0	0	2,042
Employment (fte)	0.6	0.7	1.9	0.1	1.9	0.2	1.6
Employment (total)	1.3	3.0	5.6	0.2	3.1	0.4	3.0
Prop. of Revenue Earned in this Fishery	69%	63%	98%	13%	84%	28%	100%
Active Businesses (no.)	283	34	56	258	36	171	1,096
Sample Size (n)	58	7	8	48	8	31	196
Gross Income	\$79,811	\$128,133	\$230,356	\$4,314	\$220,937	\$20,143	\$218,631
Total Variable Costs	\$40,584	\$55,328	\$94,520	\$3,413	\$101,623	\$10,155	\$122,143
Total Fixed Costs	\$21,941	\$19,397	\$59,214	\$2,899	\$66,558	\$8,618	\$69,320
Total Boat Cash Costs	\$62,525	\$74,725	\$153,734	\$6,313	\$168,181	\$18,773	\$191,463
Boat Gross Margin	\$39,227	\$72,805	\$135,836	\$900	\$119,314	\$9,988	\$96,488
Total Unpaid Labour	\$20,601	\$17,674	\$40,875	\$2,142	\$19,901	\$6,626	\$28,896
Gross Operating Surplus	\$37,887	\$71,082	\$117,498	\$143	\$72,657	\$7,996	\$56,064
Boat Cash Income	\$17,286	\$53,408	\$76,622	-\$1,999	\$52,756	\$1,370	\$27,168
Depreciation	\$5,914	\$6,550	\$18,681	\$1,656	\$16,070	\$2,508	\$18,851
Boat Business Profit	\$11,372	\$46,858	\$57,942	-\$3,655	\$36,686	-\$1,138	\$8,316
Profit at Full Equity	\$15,072	\$49,252	\$67,288	-\$3,249	\$72,027	\$293	\$16,563
Working Capital							
Fishing Gear & Equip	\$88,760	\$103,288	\$293,936	\$25,478	\$254,108	\$40,633	\$336,686
Licence Value	\$44,841	\$42,119	\$724,287	\$6,181	\$1,282,023	\$40,315	\$262,750
Total Working Capital	\$133,601	\$145,407	\$1,018,223	\$31,659	\$1,536,131	\$80,948	\$599,436
Rate of Return on Fishing Gear & Equip	17.0%	47.7%	22.9%	-12.8%	28.3%	0.7%	4.9%
Rate of Return on Total Working Capital	11.3%	33.9%	6.6%	-10.3%	4.7%	0.4%	2.8%

Source: BDO EconSearch analysis

APPENDIX 3 Summary of Survey Sample for all Fisheries, 2017/18 and 2018/19

Appendix Table 3-1 Survey representativeness of active businesses in 2017/18, by fishery

Fishery	Active businesses (no.)		Proportion of active businesses in sample
	Population	Sample	
Blue Swimmer Crab	102	22	22%
Coral Harvest and Marine Aquarium Fishery	37	13	35%
Coral Reef Fin Fish	254	37	15%
East Coast Inshore Fin Fish	506	82	16%
East Coast Trawl	321	40	12%
Gulf of Carpentaria Inshore Fishery	79	14	18%
Moreton Bay Commercial Other	194	36	19%
Moreton Bay Commercial Trawl	89	12	13%
Mud Crab East Coast	280	50	18%
Mud Crab Gulf of Carpentaria	35	5	14%
Other Harvest Fishery	61	9	15%
Rocky Reef Fin Fish	274	44	16%
Spanner Crab	45	9	20%
East Coast Spanish Mackerel	179	31	17%
Queensland	1,145	177	15%

Source: 2019 survey

Appendix Table 3-2 Survey representativeness of active businesses in 2017/18, by fishing region

Region	Active businesses (no.)		Proportion of active businesses in sample
	Population	Sample	
Cape York Peninsula	165	25	15%
Dry Tropics	149	24	16%
Fitzroy	285	54	19%
Mackay, Isaac and Whitsunday	228	46	20%
North West	62	14	23%
South East	424	62	15%
Wet Tropics	260	33	13%
Wide Bay Burnett	339	59	17%
Queensland	1,145	177	15%

Source: 2019 survey

Appendix Table 3-3 Survey representativeness of active businesses in 2018/19, by fishery

Fishery	Active businesses (no.)		Proportion of active businesses in sample
	Population	Sample	
Blue Swimmer Crab	89	21	24%
Coral Harvest and Marine Aquarium Fishery	34	15	44%
Coral Reef Fin Fish	241	45	19%
East Coast Inshore Fin Fish	476	90	19%
East Coast Trawl	297	42	14%
Gulf of Carpentaria Inshore Fishery	65	13	20%
Moreton Bay Commercial Other	171	32	19%
Moreton Bay Commercial Trawl	72	13	18%
Mud Crab East Coast	283	58	20%
Mud Crab Gulf of Carpentaria	34	7	21%
Other Harvest Fishery	56	8	14%
Rocky Reef Fin Fish	258	48	19%
Spanner Crab	36	8	22%
East Coast Spanish Mackerel	171	31	18%
Queensland	1,096	196	18%

Source: 2019 survey

Appendix Table 3-4 Survey representativeness of active businesses in 2018/19, by fishing region

Region	Active businesses (no.)		Proportion of active businesses in sample
	Population	Sample	
Cape York Peninsula	153	29	19%
Dry Tropics	154	30	19%
Fitzroy	287	55	19%
Mackay, Isaac and Whitsunday	235	54	23%
North West	52	15	29%
South East	386	66	17%
Wet Tropics	254	31	12%
Wide Bay Burnett	325	59	18%
Queensland	1,096	196	18%

Source: 2019 survey