

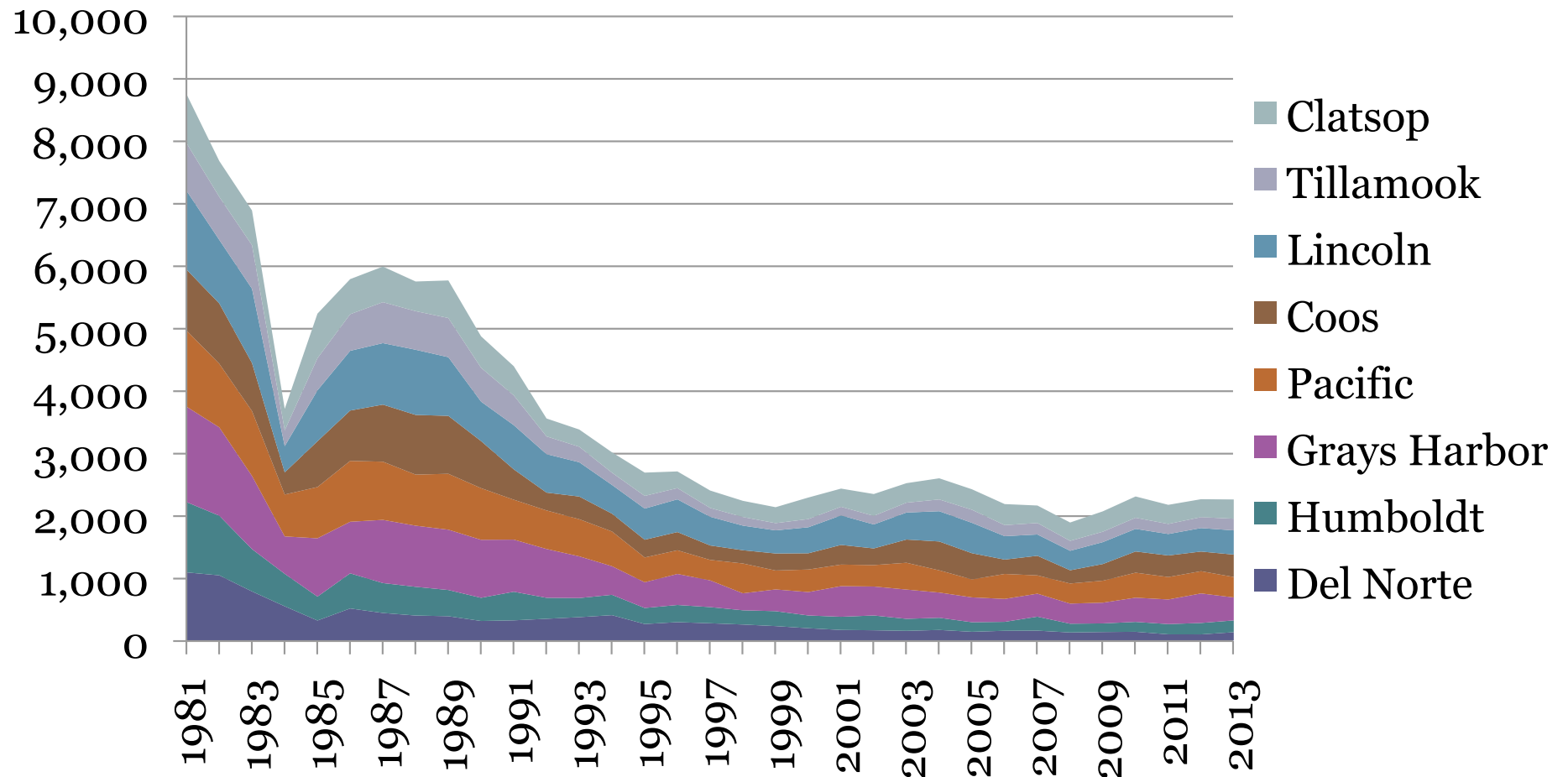
Trends that Matter

PCC Membership Conference
April 8, 2015

Key points

- The number of commercial fishing vessels has declined
 - Individual quotas
 - License buybacks, etc
- Commercial vessels are bigger, especially beam
- Commercial vessels are diversifying
 - More species, gear types
 - More geographic areas
- Aging marina facilities
- Rates don't cover replacement cost
- Recreational fishing growth is slow
- Different economic impact

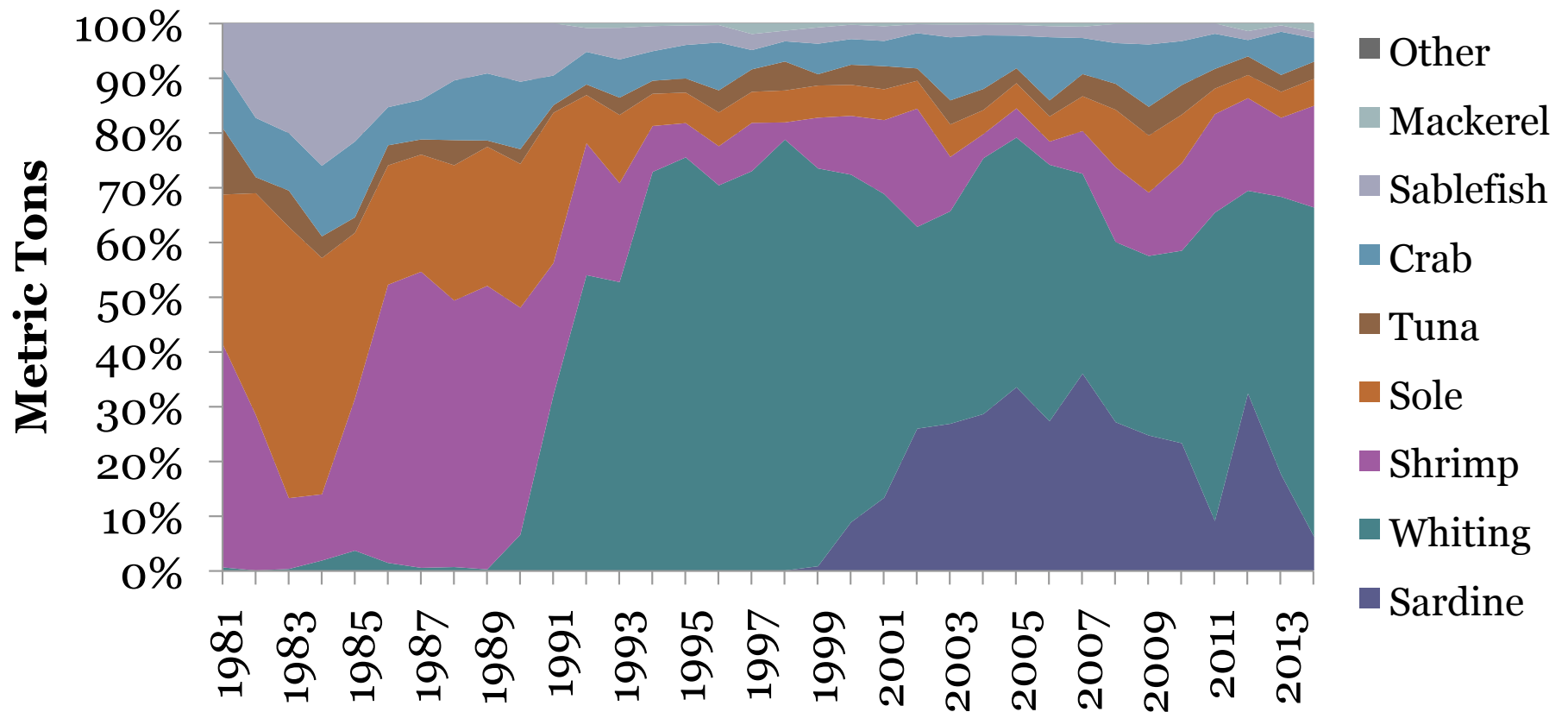
Number of Vessel Identifiers



Source: PacFIN

Oregon Commercial Fish Landings

Share of Metric Tons



Source: Pacific Coast Fisheries Information Network (PacFIN) database

Survey Results

How has market changed over time?

- Commercial fishing decline – 38%
- Charter fishing decline – 10%
- Recreational fishing decline – 14%
- Recreational fishing increase – 24%
- No change – 19%

Survey Results

When were the majority of your floats built?

Region	Before 1970	1970 - 1979	1980 - 1989	1990 - 1999	2000 and later
Alaska – Southeast	1	1			
British Columbia			1		1
CA Coast – North			1		1
Col Riv – Portland up		1	1		
Col Riv – Portland down		1			
Oregon Coast		2	2		
P. Sound / Hood Canal		3	4		
WA Coast / Oly. Pen.	1	1	1		
Total	2	9	10	0	2

Source: BST Associates

Survey Results

Can you charge enough to cover replacement?

Region	Yes	No	Don't know
Alaska – Southeast	1	1	
British Columbia	1	1	
CA Coast – North		2	
Col Riv – Portland up		2	
Col Riv – Portland down		1	
Oregon Coast		3	1
P. Sound / Hood Canal	4	4	1
WA Coast / Oly. Pen.		2	1
Total	6	16	3

Source: BST Associates

Survey Results

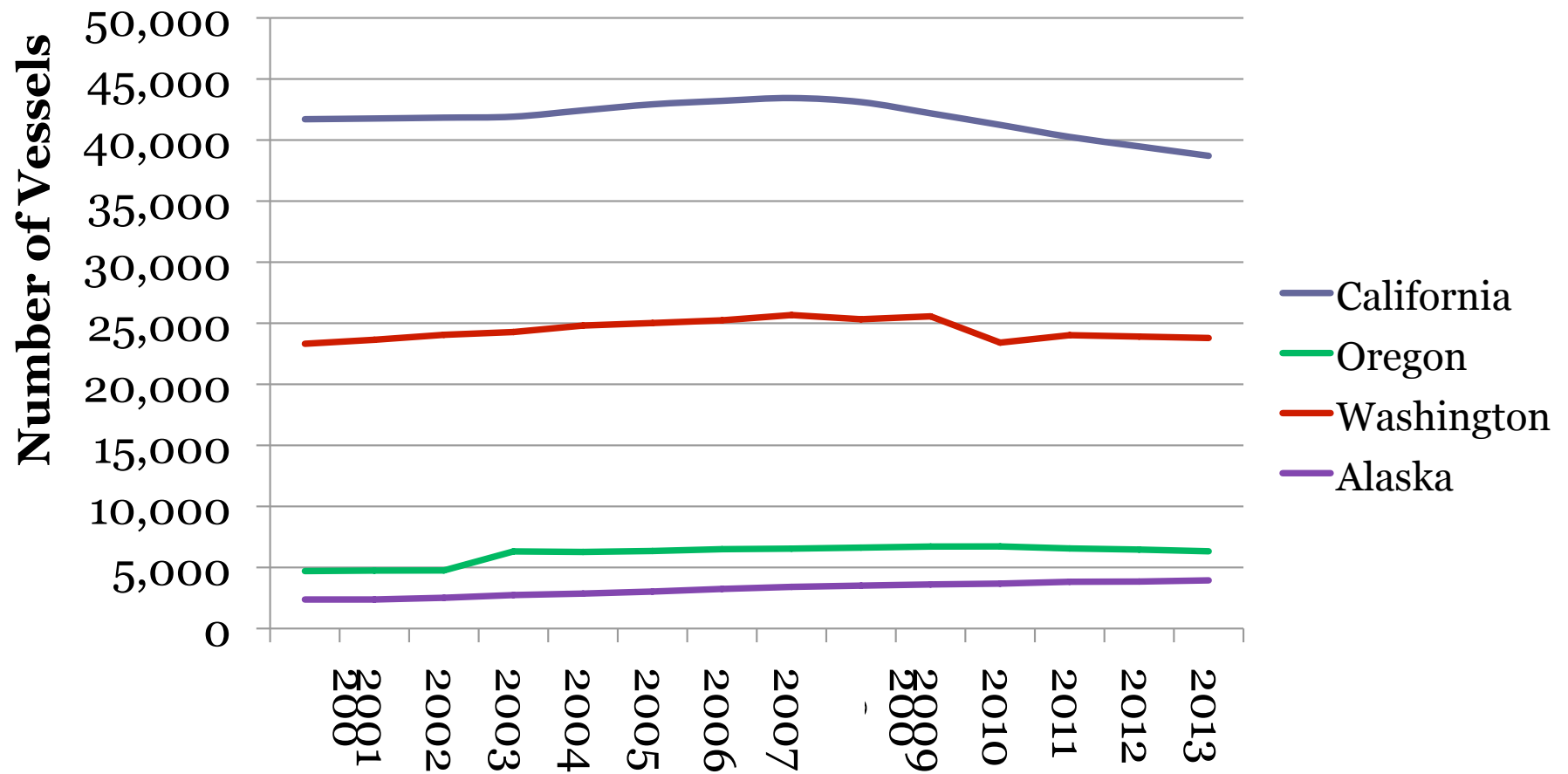
When it's time to rebuild, will you change the configuration?

Region	Yes	No	Don't know
Alaska – Southeast	1	1	
British Columbia		1	2
CA Coast – North	1		1
Col Riv – Portland up	1		1
Col Riv – Portland down	1		
Oregon Coast	3	1	
P. Sound / Hood Canal	8		1
WA Coast / Oly. Pen.	2	1	
Total	17	4	5

Source: BST Associates

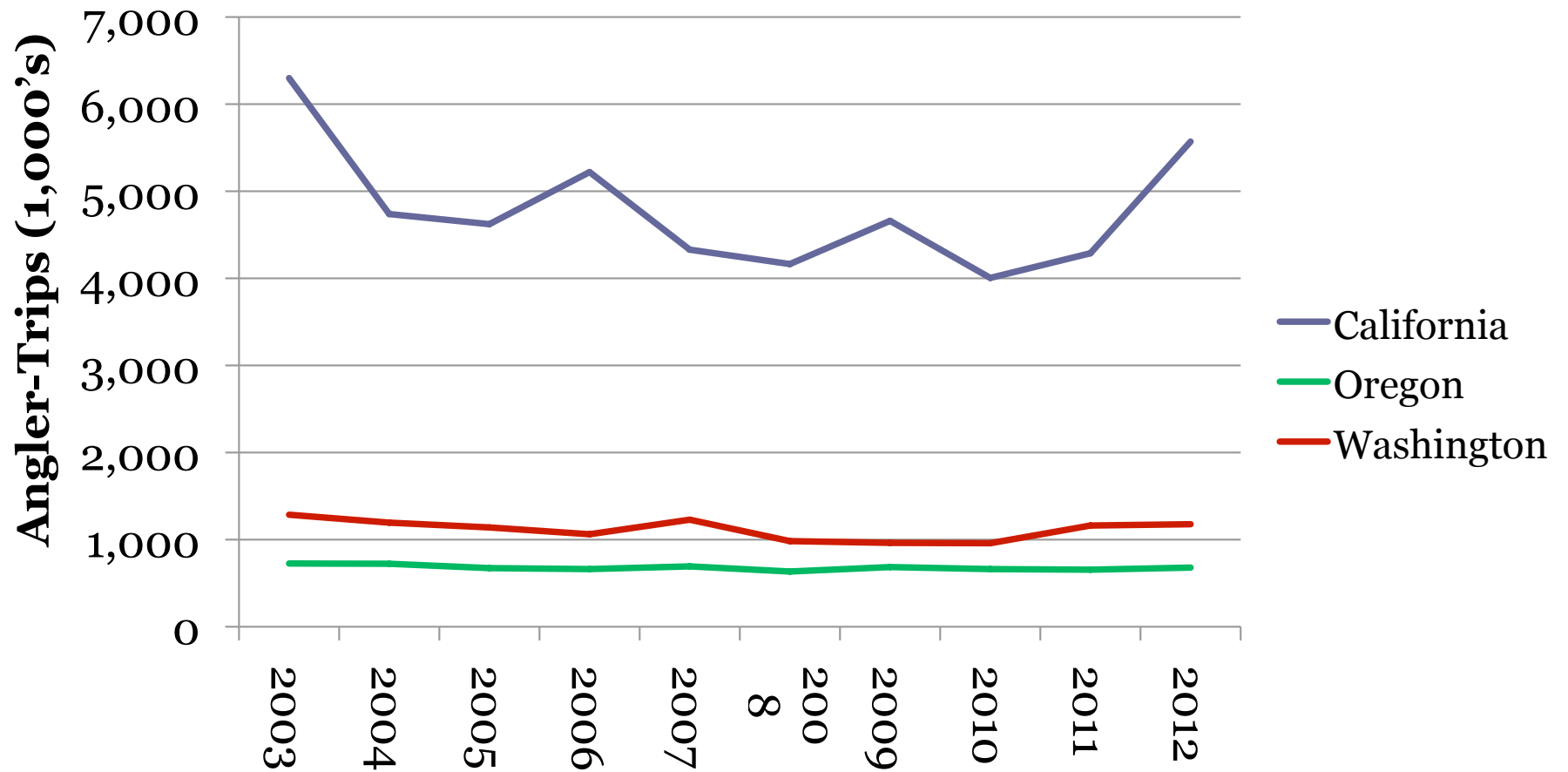
Vessel Registration Trends

26 feet and longer



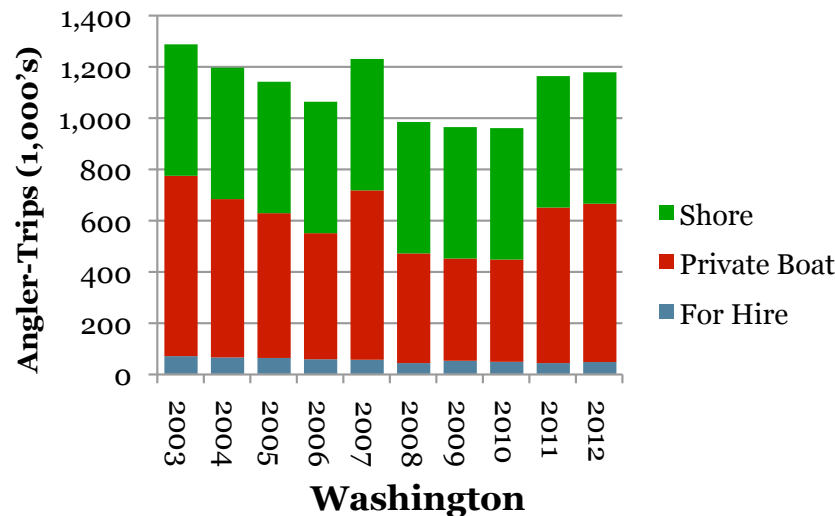
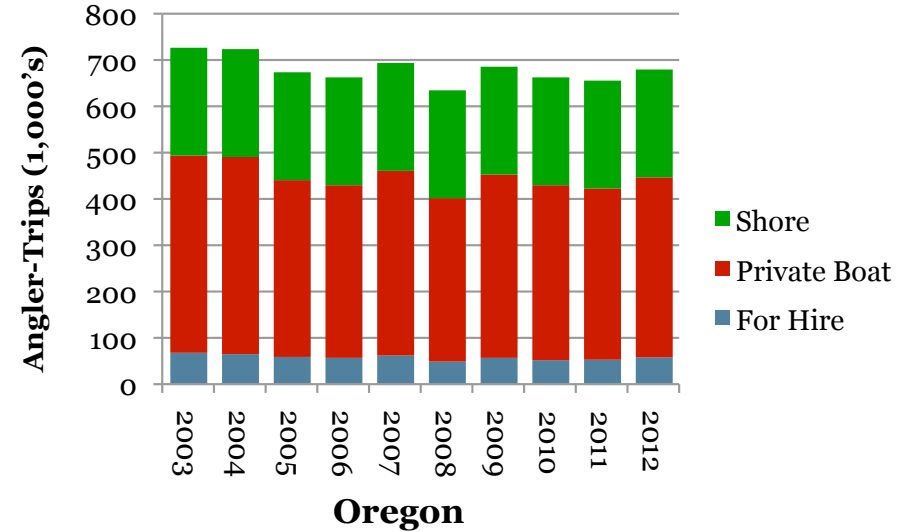
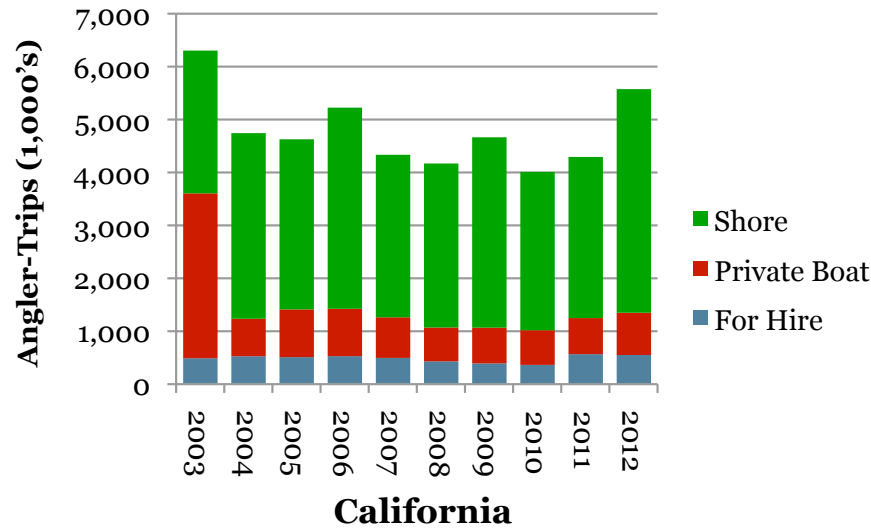
Source: US Coast Guard

Recreational Fishing Trips



Source: NMFS

Recreational Fishing Trips by Mode



Source: NMFS

Expenditures on Recreational Fishing

California, Oregon & Washington

Trip expenditures	\$ mil	Durable expenditures	\$ mil
For hire	\$147.2	Fishing tackle	\$335.8
Private boat	\$208.7	Other equipment	\$146.5
Shore	<u>\$297.8</u>	Boat expenses	\$504.2
Sub-total	<u>\$953.6</u>	Vehicle expenses	\$163.4
		Other	<u>\$61.4</u>
		Sub-total	<u>\$1,156.5</u>
Grand Total			<u><u>\$2,110.1</u></u>

Source: NMFS

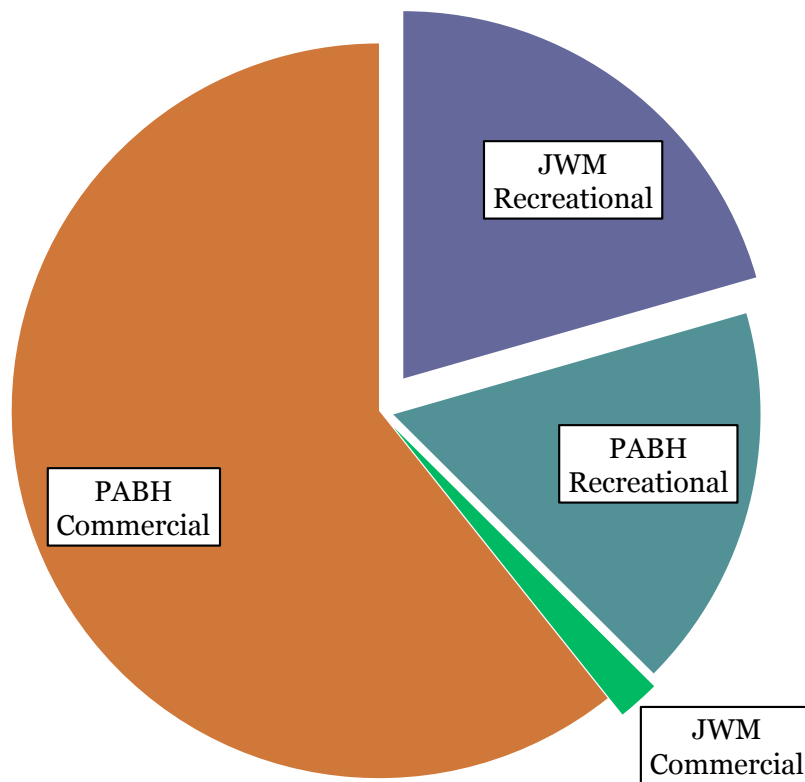
Economic Impact

- Fish processing has larger multipliers than tourism related sectors
 - Seafood processing: 1.82 to 2.03
 - Retail: 1.20 to 1.39
 - Lodging: 1.37 to 1.45
- How much occurs locally?
 - A large share of processing occurs on the coast
 - Recreational anglers may buy boats, fuel, food, etc. inland

Jobs Generated at Marinas

Port of Port Angeles

Share of Direct Jobs in Clallam County



- Commercial tenants generate about 63% of direct jobs at the marinas, including:
 - Commercial fishermen, other commercial vessel operators and upland tenants.
- Recreational tenants generate around 38% of jobs at the marinas.
 - Mainly found in permanent and transient moorage.
- There are opportunities for growth in recreational and commercial boat classes.

What does it mean?

- Marina operators are already under pressure
 - Commercial fleet has fewer vessels
 - Limited ability to raise rates
 - Aging facilities
- Lower allocation to commercial fleet may make the problem worse
- Recreational fishing probably won't save the day
 - Does the additional revenue from a few weeks of transient trailered boats offset the potential decline in annual moorage from commercial vessels?
 - Where do recreational anglers purchase goods?
 - Depends on the marina

Questions?

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