

**LOUISIANA COMMERCIAL SALTWATER FINFISH DEALERS: ANALYZING  
POINT OF FIRST SALES DATA FOR THE LOUISIANA COMMERCIAL FINFISH  
SECTOR: 2000 - 2009 WITH AN EXAMINATION OF CHANGES IN FIRST RECEIVERS'  
ACTIVITIES AFTER HURRICANES KATRINA & RITA IN 2005 AND GUSTAV & IKE IN 2008**

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*The Louisiana Department of Wildlife and Fisheries follows a non-discriminatory policy in programs and employment.*

## **Chapter 1**

### **1.1 Introduction**

This report examines the participation and selected economic activities of licensed commercial seafood dealers that purchased all species of saltwater finfish other than menhaden directly from commercial fishermen between 2000 and 2009. The findings of this report are derived from data obtained in the Louisiana trip ticket program, a mandated recording program in which seafood dealers report the quantity and value of seafood that they buy directly from commercial fishermen to the Louisiana Department of Wildlife and Fisheries.

Data from the trip ticket program are regularly employed to determine the quantity of seafood species harvested commercially in the state. This report uses these data to compile a profile of the dealers who purchased saltwater finfish in Louisiana between 2000 and 2009. It also examines changes and trends in the volume and dockside value of saltwater finfish with special attention paid to changes experienced after hurricanes Katrina and Rita in 2005 and hurricanes Gustav and Ike in 2008.

This report is part of a series of reports that examines the activities of commercial seafood dealers in Louisiana. Other reports in this series include a general overview of commercial seafood dealers and separate studies of dealers that purchased shrimp, oysters, crabs, and freshwater finfish.

### **1.2 Purpose of This Study**

This study is part of an on-going project by Louisiana Department of Wildlife and Fisheries to monitor recovery of fisheries from the impacts of the hurricanes Hurricane Katrina and Rita in 2005. After the incidence of hurricanes Gustav and Ike in September 2008, the scope of the report was expanded to analyze the commercial seafood dealers' activities following all four hurricanes. Specifically, objectives of the study are:

1. To better understand the impacts of hurricanes on seafood dealers operating in Louisiana's saltwater finfish industry by using the Louisiana Department of Wildlife and Fisheries "trip ticket" data to track

purchases by seafood dealers in the years before and after the hurricanes. The report presents analysis related to the volume and dockside value of saltwater finfish other than menhaden purchased by seafood dealers from 2000 to 2009.

2. To analyze the variation in the amount of saltwater finfish (other than menhaden) that dealers purchased from commercial fishermen by dividing dealers into different finfish volume categories defined by the volume (in pounds) of saltwater finfish purchased directly from commercial fishermen. The report observes trends within and across categories from 2000 to 2009. Second, the study also explores the structure of the Louisiana saltwater finfish dealer sector by examining dealers that hold different types of commercial seafood dealer license issued by Louisiana Department of Wildlife and Fisheries and the volume and dockside value of saltwater finfish that they purchased (at the point of first sale) from commercial fishermen in Louisiana from 2000 to 2009.

3. Discussion of trends for seven key saltwater finfish species from 2000 to 2009 - mainly king mackerel, red snapper, vermillion snapper, mullet red roe, yellowfin tuna, black drum, and swordfish.

The analyses will aid in understanding observable changes in Louisiana commercial seafood dealers' activities before and after the 2005 and 2008 hurricanes.

### **1.3. Commercial Seafood Dealers**

A commercial seafood dealer is defined conceptually by the function it performs in the marketing chain and technically by the type of license it holds that grants it the legal right to perform that function. Functionally, a commercial seafood dealer is defined as any person, business, or other entity that purchases seafood directly from commercial fishermen for later resale. The term "dealer" may be applied to a wide array of diverse individuals and firms including, but not limited to, docks that buy seafood from fishermen and sell it to processors; seafood processors that buy some portion of the raw product directly from fishermen; and roadside peddlers, seafood shops, restaurants, groceries, and other retailers who get some or all of their seafood products directly from fishermen. The common element is buying or obtaining seafood directly from commercial fishermen.

### **1.3.1. LDWF Licensed Commercial Fishermen**

In this report, a licensed commercial seafood dealer is defined as any person, business, or other entity that hold any of several types of commercial seafood retail/wholesale dealers license that grants them the legal privilege to buy seafood directly from commercial fishermen in Louisiana for later resale to another person, business, or other entity. The term “dealer” may also be applied to two additional license types, called “fresh products licenses”, for commercial fishermen or their spouses who sell some portion of their seafood harvests at retail or directly to the public.

The Louisiana Department of Wildlife and Fisheries (LDWF) issues several different types of commercial seafood dealer licenses, a selected list of which may be found in Table 1.1. A more comprehensive discussion of the Louisiana seafood dealer licensing system is included in another report in this series: *Commercial Seafood Dealers in Louisiana, 2000-2009: Analyzing Point of First Sales Data from the Louisiana Trip Ticket Program with an Examination of Changes in First Receivers’ Activities after Hurricanes Katrina & Rita in 2005 and Gustav & Ike in 2008.*

### **1.4. Louisiana Trip Ticket Program**

Since 1999, commercial fishermen and licensed commercial seafood dealers have been required to report the volume and dockside value of commercial seafood landed in Louisiana as part of the Louisiana trip ticket program. Commercial seafood dealers and commercial fishermen must complete a record of the quantity and dockside value of the seafood exchanged at the “point of first sale”. Variables included in the trip ticket report of each transaction include the identification of the species, the volume landed, and the amount paid to the commercial fisherman among others. Dealers submit a copy of the report for each transaction to the Louisiana Department of Wildlife and Fisheries.

The data examined in this report as measure of seafood dealer activity are derived from the trip ticket program. Data were analyzed using a variety of statistical packages: SAS, STATA and Microsoft Excel.

**Table 1.1. Selected List of Louisiana Commercial Seafood Dealer Licenses**

<b>License Title:</b>	<b>Appropriate for:</b>	<b>Label in This Report:</b>
Resident Seafood Wholesale/Retail Dealer License - Business	Louisiana land-based businesses that buy seafood directly from commercial fishermen for later resale	Resident business seafood dealer
Resident Seafood Wholesale/Retail Dealer License - Vehicle	Louisiana businesses that buy seafood directly from commercial fishermen and sell that seafood to the public out of a vehicle	Resident vehicle seafood dealer
Resident Fresh Products Dealer License	Louisiana resident licensed resident commercial fishermen who wishes to sell his or her catch directly to the public	Resident fresh products dealer
Resident Fresh Products Dealer - Spouse License	Spouse of a Louisiana resident licensed resident commercial fishermen who wishes to sell his or her spouse's catch directly to the public	Resident fresh products spouse dealer
Non-Resident Seafood Wholesale/Retail Dealer License - Business	Out of state land-based businesses that buy seafood directly from commercial fishermen for later resale	Non-resident business seafood dealer

A more comprehensive discussion of the Louisiana trip ticket program and the data are included in another report in this series: *Commercial Seafood Dealers in Louisiana, 2000-2009: Analyzing Point of First Sales Data from the Louisiana Trip Ticket Program with an Examination of Changes in First Receivers' Activities after Hurricanes Katrina & Rita in 2005 and Gustav & Ike in 2008.*

#### **1.4.1. Louisiana Trip Ticket Data Considerations**

The volume of seafood recorded in trip ticket transactions is an output for commercial fishermen but an input for commercial seafood dealers. The volume of seafood that a dealer reported in the trip ticket program may not represent the total amount of seafood that it purchased, only the quantity that it purchased directly from commercial fishermen in Louisiana. The quantity of seafood that a dealer acquired from other sources, such as processors, distributors, other dealers, or commercial fishermen in other states, is not measured in Louisiana trip ticket transactions.

The value of the seafood traded and recorded in trip ticket transactions is here called “dockside value.” The term “dockside value” represents a source of revenue for commercial fishermen and an expenditure for commercial seafood dealers. The dockside value is a measure of the amount of money each dealer spent in buying seafood directly from commercial fishermen. It may not measure the total amount of money a dealer spent in acquiring seafood because a dealer may have also purchased seafood from additional sources (processors, distributors, other dealers, or commercial fishermen outside Louisiana) that are not recorded in trip ticket transactions.

Only one of many potential expenditures that seafood dealers incur in operating their businesses, dockside value may not reflect a dealer’s total expenses or costs of operation. Further, no inference regarding revenues, profits, or returns can be made from trip ticket data.

#### **1.5. Hurricane Incidents in Louisiana in 2005 and 2008**

Louisiana was hit by four hurricanes that had a considerable impact on the state’s residents, coastal and marine resources, and commercial seafood sectors within the 2000-2009 study timeframe. This report will examine changes in select parameters of seafood dealer activity that are measured by trip ticket data.

Hurricane Katrina made landfall as a Category 3 hurricane near Buras, Louisiana, in Plaquemines Parish in the southeastern portion of the state on August 29, 2005. It continued northward and made landfall again near the Louisiana-Mississippi boundary (Knabb, Rhome, and Brown, 2005). Hurricane Rita made landfall on September 24, 2005 in southwestern Louisiana between Johnson’s Bayou and Sabine Pass as a Category 3 hurricane (Knabb, Brown, and Rhome, 2006). This report may refer to hurricanes Katrina and Rita as “the 2005 hurricanes” or “the 2005 storms”. It will also make reference to 2005 as “the hurricane year of 2005.”

Hurricane Gustav was a Category 2 hurricane when it made landfall near Cocodrie, Louisiana, on September 1, 2008 (Beven and Kimberlain, 2009). Hurricane Ike made landfall near Galveston Bay,

Texas, on September 13, 2008 (Berg, 2009). The effects of both storms were felt in Louisiana. Hurricanes Gustav and Ike may be called “the 2008 hurricanes” or “the 2008 storms” in this report. The year 2008 may be called “the hurricane year of 2008”.

#### **1.6. Organization of the study**

This report is divided into six chapters. Chapter one outlined the background and objective of this study. Chapter two provides changes and trends for dealer participation and the volume and dockside value of purchases of commercial saltwater finfish landings (excluding menhaden) among all commercial seafood dealers from 2000 to 2009. Chapter three divides all commercial seafood dealers into finfish volume categories based on the volume of saltwater finfish that each purchased in a given year. Chapter four examines differences in dealer activity among dealers holding different types of commercial seafood dealer licenses. Chapter five examines dealers that handled seven different key species of saltwater finfish. Chapter six includes a summary and conclusions. Appendices contain summary tables of data examined in the report.

## **Chapter 2.** **Commercial Seafood Dealers in Louisiana That Purchased Saltwater Finfish Excluding Menhaden**

### **2.1. Introduction**

Commercial landings of finfish in Louisiana include scores of different species or types of fish. The total volume of all species and types of saltwater finfish in Louisiana in individual years between 2000 and 2008 ranged from 667 million pounds to 1.11 billion pounds with an average of 872 million pounds. One species, menhaden, accounted for about 98 percent of the volume of all commercial saltwater finfish landings in Louisiana during this period. Given such proportional dominance, menhaden should be examined separately from other types of saltwater finfish when investigating the economic activities of commercial seafood dealers that purchase saltwater finfish. This report will not include an examination of commercial seafood dealers that purchased menhaden because the number of dealers reporting purchases of the species is too small to facilitate the public disclosure of volume, dockside value, and other data without violating privacy standards.

This report will examine the participation and activity of individuals and businesses that held commercial seafood dealer licenses and reported purchasing saltwater finfish other than menhaden directly from commercial fishermen in Louisiana in the Louisiana trip ticket program between 2000 and 2009, inclusive. In the interest of conciseness, this report will use the term “SWFF” to mean “saltwater finfish excluding menhaden.”

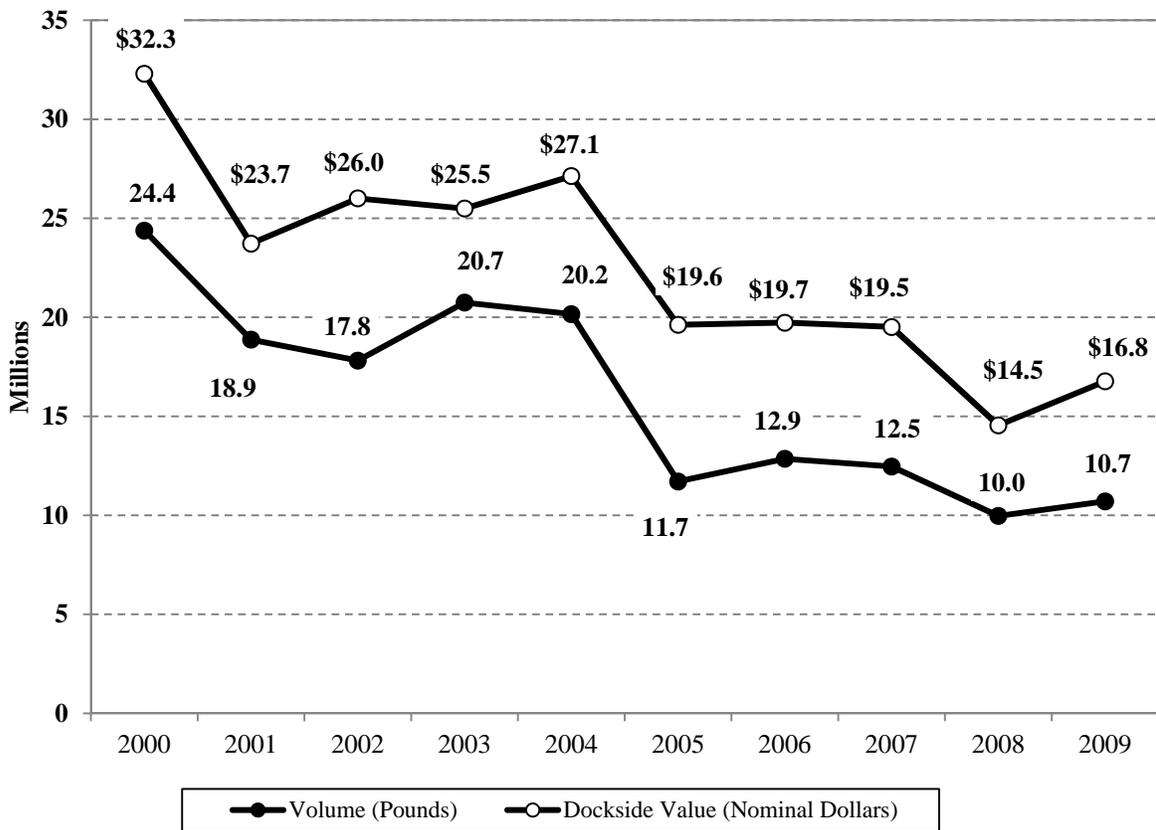
### **2.2. Volume and Dockside Value of Saltwater Finfish**

The volume and dockside value of SWFF purchased directly from commercial fishermen by licensed commercial seafood dealers (Figure 2.1) fluctuated from 24.4 million pounds and \$32.3 million in 2000 to 17.8 million pounds and \$26.0 million in 2002 to 20.7 million pounds in 2002 and \$27.1 million in 2004, the year before hurricanes Katrina and Rita. Volume fell to 11.7 million pounds and \$19.6 million

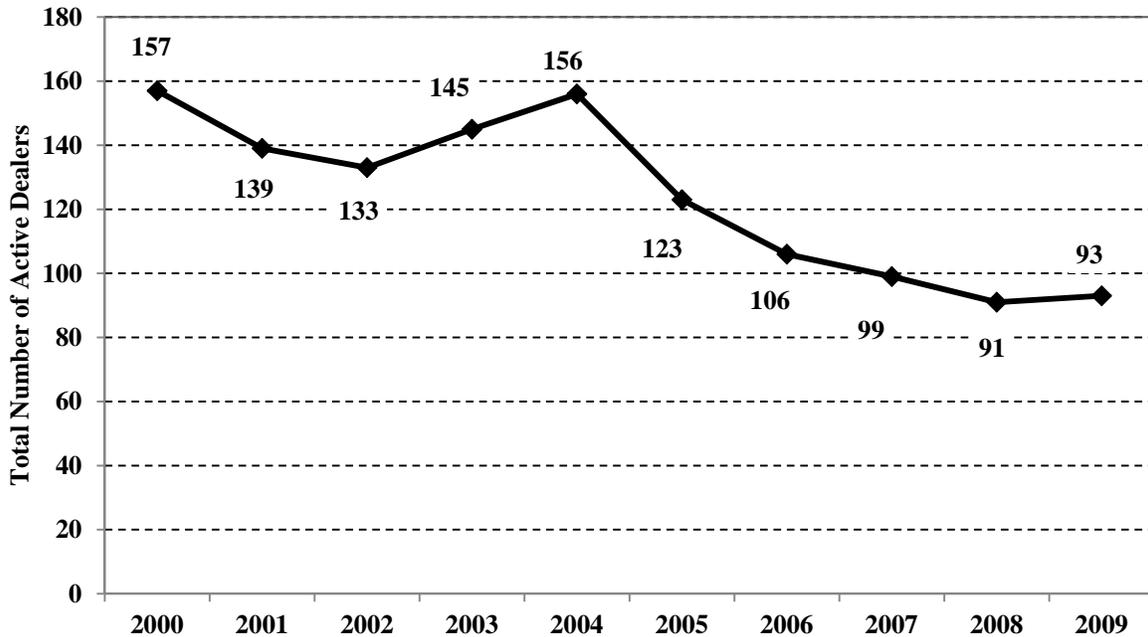
in the hurricane year to 2005. Volume and dockside value remained fairly stable from 2005 to 2007. Volume dropped to approximately 10 million pounds in 2008 and 2009. Dockside value of SWFF was \$14.5 million in the hurricane year of 2008 \$16.8 million in 2009.

### 2.3. Number of Active SWFF Dealers

In this report the term active SWFF dealer is used to describe any individual or business that held a commercial seafood dealer license and reported buying at least one pound of saltwater finfish other than menhaden directly from commercial fishermen in Louisiana in a particular year to the Louisiana trip ticket program. The number of active SWFF dealers (Figure 2.2) fluctuated from 157 in 2000 to 133 in



**Figure 2.1. Cumulative Volume and Dockside Value of Saltwater Finfish Excluding Menhaden (SWFF) Purchased by Louisiana Seafood Dealers Reported in Louisiana Trip Ticket Program, By Year: 2000-2009**



**Figure 2.2 Number of Active SWFF Dealers, By Year: 2000-2009**

2002 to 156 in 2004. The number dipped to 123 in the hurricane year of 2005 and continued to decline through the study timeframe, reaching a period minimum of 91 in the hurricane year of 2008. At the end of the period the number of active SWFF dealers was 93.

#### **2.4. Percentage Changes in Active Dealer Numbers, Volume, and Dockside Value**

The tables below (Tables 2.1, Table, 2.2, Table 2.3) show the percentage change of the relevant variable in one year (identified in the column header) relative to the “base year” identified at the start of each column. For example, in Table 2.1, the value in the “2006” row and the “2007” column (-6.6%) means the number of active SWFF dealers in 2007 (99) was 6.6 percent less than the number in 2006 (106). Similarly, in Table 2.y, the value in the “2005” row and the “2007” column (+6.5%) means the volume of crabs purchased by dealers in 2007 (12,462,949 pounds) was 6.4 percent greater than the volume in 2005 (11,706,921 pounds). (Table 2.2 and Table 2.3 also show that the SWFF volume in 2004 was 1.1 percent less than the 2000-2004 average volume and dockside value was 0.7 percent greater than the average dockside value.)

#### **2.4.1. Percentage Changes in Active Dealer Numbers, Volume, and Dockside Value Following Hurricanes Katrina and Rita**

Changes in SWFF dealer participation and activity following hurricanes Katrina and Rita can be examined by observing the percentage changes in volume, dockside value, and the number of active dealers in the hurricane year of 2005 and afterward to the values prior to the storms. The tables present two ways of making such a comparison by expressing the percentage change relative to measure in the single year before the storm (2004) and the percentage relative to the average values in the five-year period before the storm (2000 – 2004 average).

Following hurricanes Katrina and Rita in September, 2005, the SWFF dealer sector displayed decreases in the number of active dealers (Table 2.1) and the volume (Table 2.2) and the dockside value (Table 2.3) of the SWFF they purchased in three consecutive years. In the hurricane year of 2005, the number of active dealers was down 21.2 percent, volume was down 41.9 percent, and dockside value was down 27.7 percent from their 2004 levels. In 2006 dealer numbers were 32.1 percent less than the number in 2004 and volume and dockside value were 36.3 percent and 27.3 percent level than their measures in 2004. In 2007, all three variables were each at least 28 percent less than their corresponding measures in 2004.

A decrease in the number of active SWFF dealers represents a decrease in the number of firms buying SWFF in a particular year. It should not be interpreted as a permanent cessation of business. Some dealers may have shut down only temporarily and resumed buying crabs in later years. Other firms may have ceased buying SWFF from commercial fishermen but may bought SWFF from alternative sources, such as other dealers or distributors, in transactions that do not require trip ticket reporting. Other firms may have ceased buying SWFF but continued buying and trading other species of seafood (such as shrimp or oysters) or any other products from almonds to ziti.

Changes in the volume of SWFF may not be a result of hurricane damage alone. Other market and environmental factors may have contributed to the change in SWFF production.

**Table 2.1. Change in the Number of Active SWFF Dealers in Specified Year as a Percentage of Number in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	+6.8%	<b>-15.8%</b>	<b>-27.4%</b>	<b>-32.2%</b>	-37.7%	-36.3%
	2004		<b>-21.2%</b>	<b>-32.1%</b>	<b>-36.5%</b>	-41.7%	-40.4%
	2005			-13.8%	-19.5%	-26.0%	-24.4%
	2006				-6.6%	-14.2%	-12.3%
	2007					<b>-8.1%</b>	<b>-6.1%</b>
	2008						<b>2.2%</b>

**Table 2.2. Change in the Volume of SWFF Purchased by SWFF Dealers in Specified Year as a Percentage of Volume in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	-1.1%	<b>-42.6%</b>	<b>-37.0%</b>	<b>-38.9%</b>	-51.1%	-47.5%
	2004		<b>-41.9%</b>	<b>-36.3%</b>	<b>-38.2%</b>	-50.6%	-46.9%
	2005			+9.8%	+6.5%	-14.8%	-8.6%
	2006				-3.0%	-22.4%	-16.7%
	2007					<b>-20.0%</b>	<b>-14.1%</b>
	2008						<b>+7.4%</b>

**Table 2.3. Change in the Dockside Value of SWFF Purchased by SWFF Dealers in Specified Year as a Percentage of Dockside Value in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	+0.7%	<b>-27.1%</b>	<b>-26.8%</b>	<b>-27.6%</b>	-46.0%	-37.7%
	2004		<b>-27.7%</b>	<b>-27.3%</b>	<b>-28.1%</b>	-46.4%	-38.2%
	2005			+0.5%	-0.6%	-25.9%	-14.6%
	2006				-1.1%	-26.3%	-15.0%
	2007					<b>-25.4%</b>	<b>-14.1%</b>
	2008						<b>+15.3%</b>

The change in dockside value of SWFF may not likewise be attributed to hurricane-related elements alone. Dockside value is the product of volume, which may vary due to a variety of natural and market factors, and price, which may also be related to national and international market forces quite separate from the hurricanes or other local conditions. Further, an increase (or decrease) in the dockside value of SWFF signifies an increase (or decrease) in the value of the fish that dealers bought, an expenditure. A change in dockside value does not indicate a change in revenue or profit.

#### **2.4.2. Percentage Changes in Active Dealer Numbers, Volume, and Dockside Value Following Hurricanes Gustav and Ike**

Changes in SWFF dealer participation and activity connected to hurricanes Gustav and Ike may be considered by examining the percentage changes in the number of active dealers and volume and dockside value of SWFF purchases in the hurricane year of 2008 and 2009 relative to the values for 2007, the year before hurricanes Gustav and Ike. The comparison is complicated by a number of factors, including the possibility that dealer variables in 2007 were themselves affected by hurricanes Katrina and Rita in 2005.

After hurricanes Gustav and Ike in 2008, the number of active dealers, volume, and dockside value declined relative to the corresponding measures in year before the hurricane. Compared to the number of active SWFF dealers in 2007, the number in the hurricane year of 2008 (Table 2.1) was down 8.1 percent and the number in 2009 was down 6.1 percent. The volume of SWFF purchased by SWFF dealers in 2008 (Table 2.2) was 20.0 percent less and the volume in 2009 was 14.1 percent less than the volume in 2007. Dockside value in 2008 was 25.4 percent lower and dockside value in 2009 14.1 percent than 2007 dockside value (Table 2.3).

## **Chapter 3.** **Active SWFF Dealers in Finfish Volume Categories**

### **3.1. Delineation of Finfish Volume Categories**

The volume and value of SWFF purchases are not evenly distributed. A relatively large number of active SWFF dealers that individually buy small volumes of finfish collectively purchase a relatively small percentage of the total volume of SWFF purchased by all dealers. Conversely, a relatively small number of active SWFF dealers purchase a relatively large percentage of the total volume of finfish.

To explore this issue, this chapter divides all active SWFF dealers into four “finfish volume” categories defined by the quantity of SWFF that dealers reported purchasing in a given year in the Louisiana trip ticket program:

- (1) Less than 5,000 Pounds Category – All active SWFF dealers that purchased 5,000 pounds or less in a particular calendar year
- (2) 5,000 – 100,000 Pounds Category– All active SWFF dealers that purchased between 5,000 pounds and 100,000 pounds in a particular year
- (3) 100,000 – 500,000 Pounds Category - All active SWFF dealers that purchased between 100,000 pounds and 100,000 pounds in a particular year
- (4) More than 500,000 Pounds Category- All active SWFF dealers that purchased more than 500,000 pounds in a particular year

The remainder of this section explores the number of active SWFF dealers within each finfish volume category, the cumulative volume and nominal dockside value of SWFF purchased by dealers within each category, and the average dockside price per pound that they paid for SWFF.

### **3.2. Dealers in the “Less than 5,000 Pounds” Category**

The number of active SWFF dealers in the “less than 5,000 pounds” finfish volume category fluctuated from 79 in 2000 to 69 in 2001 and 2002 up to 90 in 2004, the year before hurricanes Katrina and Rita (Table 3.1). The number decreased to 74 in the hurricane year of 2005 and fell beneath 60 for the

remainder of the study timeframe. Dealers in the “less than 5,000 pounds” category comprised at least half of all active SWFF dealers in every year between 2000 and 2009.

The total volume and dockside value of SWFF purchased by dealers in the “less than 5,000 pounds” category across the study timeframe amounted to 0.4 percent of the volume and 0.8 percent of the dockside value of all SWFF purchased by all dealers from 2000 to 2009. The volume (Table 3.2) and dockside value (Table 3.3) of SWFF purchased by dealers in the “less than 5,000 pounds” category rose from 73.0 thousand pounds and \$150.0 thousand in 2000 to 79.5 thousand pounds and \$238.9 thousand in 2003 and 89.8 thousand pound and \$251.1 thousand in 2004. Volume slid to 68.2 thousand pounds in the hurricane year of 2005 to 43.7 thousand pounds in 2008 and 32.7 thousand pounds in 2009. The dockside value of SWFF among dealers in the “less than 5,000 pounds” category was \$174.6 thousand in 2005, \$141.0 thousand in 2008, and \$170.7 thousand in 2009.

#### **3.4. Dealers in the “5,000 to 100,000 Pounds” Category**

The number of SWFF dealers in the “5,000-100,000 pounds” finfish volume category was fairly stable for most of the study time frame. The number of SWFF dealers in this category ranged between 33 in 2000 to 28 in 2005 and dropped to 23 in 2008 and 20 in 2009 (Table 3.1).

The total volume and dockside value of SWFF purchased by dealers in the “5,000 – 100,000 pounds” category between 2000 and 2009 comprised 6.2 percent of the total volume and 4.3 percent of the total dockside value of all SWFF bought by all SWFF dealers during the study timeframe. Volume (Table 3.2) and dockside value (Table 3.3) were greater than one million pounds and one million dollars for every year between 2001 and 2006. The volume and dockside value of SWFF in this volume category fell to 840.0 pounds and \$810.4 thousand in the hurricane year of 2008 and 448.0 pounds and \$472.2 thousand in 2009.

**Table 3.1 Number of Active SWFF Dealers in Finfish Volume Categories: 2000 - 2009**

	<b>Less than 5,000 lb.</b>	<b>5,000 – 100,000 lb.</b>	<b>100,000 – 500,000 lb.</b>	<b>More than 500,00 lb.</b>
<b>2000</b>	79	33	31	14
<b>2001</b>	69	32	29	9
<b>2002</b>	69	33	21	10
<b>2003</b>	81	27	26	11
<b>2004</b>	90	36	19	11
<b>2005</b>	74	28	13	8
<b>2006</b>	57	29	12	8
<b>2007</b>	56	27	9	7
<b>2008</b>	51	23	10	7
<b>2009</b>	54	20	13	6

**Table 3.2 Cumulative Volume of SWFF Purchased by Active SWFF Dealers in Finfish Volume Categories: 2000 - 2009**

	<b>Less than 5,000 lb.</b>	<b>5,000 – 100,000 lb.</b>	<b>100,000 – 500,000 lb.</b>	<b>More than 500,00 lb.</b>
	Thousands of Pounds			
<b>2000</b>	73.0	908.5	8,411.971	14,984.059
<b>2001</b>	72.0	1,212.4	6,550.973	11,035.188
<b>2002</b>	65.0	1,132.8	4,562.644	12,0536.984
<b>2003</b>	79.5	1,028.7	5,973.427	13,662.490
<b>2004</b>	89.8	1,213.6	4,722.820	14,136.603
<b>2005</b>	68.2	1,066.1	2,911.692	7,660.917
<b>2006</b>	70.0	1,049.4	2,591.960	9,141.642
<b>2007</b>	60.5	1,013.4	1,974.652	9,414.401
<b>2008</b>	43.7	840.0	1,870.841	7,214.664
<b>2009</b>	32.7	448.0	3,096.368	7,126.509

**Table 3.3 Cumulative Nominal Dockside Value of SWFF Purchased by Active SWFF Dealers in Finfish Volume Categories: 2000 - 2009**

	<b>Less than 5,000 lb.</b>	<b>5,000 – 100,000 lb.</b>	<b>100,000 – 500,000 lb.</b>	<b>More than 500,00 lb.</b>
	Thousands of Dollars			
<b>2000</b>	\$150.0	\$725.5	\$9,365.3	\$22,058.0
<b>2001</b>	\$161.5	\$1,020.4	\$8,653.0	\$13,886.9
<b>2002</b>	\$176.9	\$1,057.6	\$4,589.7	\$20,183.2
<b>2003</b>	\$238.9	\$851.3	\$6,466.8	\$17,934.7
<b>2004</b>	\$251.1	\$1,163.7	\$5,235.6	\$20,479.1
<b>2005</b>	\$174.6	\$1,090.0	\$4,900.5	\$13,455.5
<b>2006</b>	\$193.0	\$1,509.6	\$6,597.4	\$14,425.5
<b>2007</b>	\$197.3	\$895.9	\$2,550.1	\$15,865.9
<b>2008</b>	\$141.0	\$810.4	\$1,966.7	\$11,596.4
<b>2009</b>	\$170.7	\$472.2	\$3,678.1	\$12,444.3

### **3.5. Dealers in the “100,000 to 500,000 Pounds” Category**

The number of SWFF dealers in the “100,000-500,000 pounds’ category dropped from 31 in 2000 and 29 in 2001 to 26 in 2003 and 19 in 2004 (Table 3.1). The number declined to 13 in the hurricane year of 2005 and remained at 13 or lower throughout the rest of the study timeframe.

Purchases of SWFF by dealers in the “100,000 – 500,000 pounds” volume category across the study timeframe constituted 26.7 percent of the total volume and 22.7 percent of the total dockside value of all SWFF purchased by SWFF dealers between 2000 and 2009. The volume of SWFF purchased by dealers in this finfish volume category (Table 3.2) fell throughout most of the study timeframe from 8.4 million pounds in 2000 and 6.6 million pounds in 2001 to 4.7 million pounds in the hurricane year of 2005 to 2.9 million pounds in 2006 and 1.9 million pounds in the hurricane year of 2008. Volume rose at the end of the period to 3.1 million pounds in 2009.

The dockside value of SWFF purchased by dealers in the “100,000-500,000 pounds” category (Table 3.3) fell from \$9.4 million in 2000 to \$8.7 million in 2001 to \$4.9 million in 2005 and \$2.0 million in 2008. Dockside value rose to \$3.7 million in 2009.

### **3.6. Dealers in the “More than 500,000 Pounds” Category**

The number of SWFF dealers buying more than 500,000 pounds of SWFF fell from 14 in 2000 to 11 in 2003 and 2004. There have been fewer than ten dealers in the “more than 500,000 pounds” volume category in every year between 2005 and 2009 (Table 3.1). The total volume and dockside value of SWFF purchased by dealers in the “more than 500,000 pounds” category accounted for two-thirds of the total volume and 72.2 percent of the total dockside value of all SWFF purchased by dealers between 2000 and 2009. In no year during the study timeframe did the number of dealers in this finfish volume category represent more than 8.9 percent of the number of all active SWFF dealers yet at no point within

the study timeframe did the volume of this category of dealers account for less than 58.5 percent of the total volume of all WFF purchased by all dealers in a single year.

The volume of SWFF fluctuated from 15.0 million pounds in 2000 to 11.0 million pounds in 2001 to 14.1 million pounds in 2004 (Table 3.2). The volume of SWFF among dealers in this finfish volume category fell to 7.7 million pounds in the hurricane year of 2005. Subsequently volume rose to approximately nine million pounds in 2006 and 2007 and declined again to approximately seven million pounds in the hurricane year of 2008 and in 2009.

The dockside value of SWFF purchased by dealers in the “more than 500,000 pounds” category varied from \$22.1 million in 2000 to \$13.9 million in 2001 to \$20.5 million in 2004 (Table 3.3). That value dropped to \$13.5 million in the hurricane year of 2005 but rose to \$15.9 million in 2007. The dockside value of SWFF purchased by dealers in the “more than 500,000 pounds” finfish volume category slipped down to \$11.6 million in the hurricane year of 2008 and to \$12.4 million in 2009.

### **3.7. Percentage Changes in Active Dealer Numbers, Volume, and Dockside Value in Selected Finfish Volume Categories**

To gain an appreciation of changes in SWFF dealer activity following hurricanes Katrina and Rita and hurricanes Gustav and Ike among dealers of different sizes, this section examines changes in the volume and dockside value among dealers in the two largest finfish volume categories: dealers in the “100,000 – 500,000 pounds” category and the “more than 500,000” pounds category. The percentage changes in the number of dealers are not presented because the number of dealers was relatively small. As a result, relatively modest changes in the absolute number of dealers could produce relatively large percentage changes in the number of active dealers.

Other finfish volume categories are excluded because they account for relatively small portions of total dealer purchases. Changes observed among these categories may not be representative of the broader SWFF dealer sector.

**3.7.1. Percentage Changes in Volume and Dockside Value among Select Volume Categories Following Hurricanes Katrina and Rita**

Following hurricanes Katrina and Rita in 2005, there were decreases in volume and dockside value of SWFF among SWFF dealers in both the “100,000-500,000 pounds” finfish volume category and the “more than 500,000 pounds” finfish volume category.

Among dealers in the “100,000-500,000 pounds” category, volume (Table 3.4) and dockside value (Table 3.5) in the hurricane year of 2005 were 38.3 percent and 6.4 percent, respectively, below their 2004 levels. In 2006, volume and dockside dipped further to levels that were 45.1 percent and 31.3 percent, respectively, below their corresponding 2004 measures. Both measures dropped further in the following year. The volume of saltwater finfish purchased by dealers in the “100,000-500,000 pounds” category in 2007 was 58.2 percent below the volume purchased in 2004. The dockside value in 2007 was 58.2 percent below the 2004 value.

The volume (Table 3.6) and dockside value (Table 3.7) of SWFF purchased by dealers in the “more than 500,000 pounds” category in the hurricane year of 2005 were 42.9 percent and 34.3 percent, respectively, less than their corresponding measures in 2004. The volume in 2006 and the volume in 2007 were each about 35 percent less than the volume in 2004. The dockside value in 2006 was 29.6 percent less and dockside value in 2007 was 22.5 percent less than the dockside value of 2004.

**Table 3.4. Change in the Volume of SWFF Purchased by SWFF Dealers in the 100,000-500,000 Pound Finfish Volume Category in Specified Year as a Percentage of Volume in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	-21.9%	<b>-51.8%</b>	<b>-57.1%</b>	<b>-67.3%</b>	-69.0%	-48.8%
	2004		<b>-38.3%</b>	<b>-45.1%</b>	<b>-58.2%</b>	-60.4%	-34.4%
	2005			-11.0%	-32.2%	-35.7%	+6.3%
	2006				-23.8%	-27.8%	+19.5%
	2007					<b>-5.3%</b>	<b>+56.8%</b>
	2008						<b>+65.5%</b>

**Table 3.5. Change in the Dockside Value of SWFF Purchased by SWFF Dealers in the 100,000-500,000 Pound Finfish Volume Category in Specified Year as a Percentage of Dockside Value in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	-23.7%	<b>-28.6%</b>	<b>-47.6%</b>	<b>-62.8%</b>	-70.9%	-46.4%
	2004		<b>-6.4%</b>	<b>-31.3%</b>	<b>-51.3%</b>	-61.9%	-29.7%
	2005			-26.6%	-48.0%	-59.3%	-24.9%
	2006				-29.1%	-44.5%	+2.2%
	2007					<b>-21.7%</b>	<b>+44.2%</b>
	2008						<b>+84.2%</b>

**Table 3.6. Change in the Volume of SWFF by SWFF Dealers in the More than 500,000 Pound Finfish Volume Category in Specified Year as a Percentage of Volume in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	-0.1%	<b>-42.9%</b>	<b>-35.5%</b>	<b>-35.4%</b>	-48.2%	-43.6%
	2004		<b>-42.9%</b>	<b>-35.5%</b>	<b>-35.4%</b>	-48.1%	-43.6%
	2005			+13.0%	+13.1%	-9.2%	-1.3%
	2006				+0.2%	-19.6%	-12.6%
	2007					<b>-19.8%</b>	<b>-12.7%</b>
	2008						<b>+8.7%</b>

**Table 3.7. Change in the Dockside Value of SWFF by SWFF Dealers in the More than 500,000 Pound Finfish Volume Category in Specified Year as a Percentage of Dockside Value in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	+8.3%	<b>-28.8%</b>	<b>-23.7%</b>	<b>-16.1%</b>	-38.7%	-34.2%
	2004		<b>-34.3%</b>	<b>-29.6%</b>	<b>-22.5%</b>	-43.4%	-39.2%
	2005			+7.2%	+17.9%	-13.8%	-7.5%
	2006				+10.0%	-19.6%	-13.7%
	2007					<b>-26.9%</b>	<b>-21.6%</b>
	2008						<b>+7.3%</b>

### **3.7.2. Percentage Changes in Volume and Dockside Value among Select Volume Categories Following Hurricanes Gustav and Ike**

In 2008, the year of hurricanes Gustav and Ike, the volume (Table 3.4) and dockside value (Table 3.5) of SWFF purchased by dealers in the “100,000-500,000 pounds” volume category were 5.3 and 21.7 percent, respectively, less than their corresponding measures in 2007. In 2009, the volume of SWFF was

percent greater than 2007 volume was 56.8 percent greater and dockside value was 44.2 percent greater than 2007 value.

Among SWFF dealers in the “more than 500,000 pounds” finfish volume category, both volume (Table 3.6) and dockside value (Table 3.7) decreased below those measures in 2007. Volume among dealers in the “more than 500,000 pounds” category was down 19.8 percent and dockside value was down 26.9 percent relative to their 2007 measures. In the following year, volume and dockside remained below the volume and dockside value purchased by SWFF dealers in 2007.

**Chapter 4.**  
**Active SWFF Dealers by Commercial Seafood Dealer License Category**

**4.1. Introduction**

This chapter will examine the participation and activity of active SWFF dealers in three specific categories of commercial seafood dealer licenses: active resident business SWFF dealers, active non-resident business SWFF dealers, and active resident vehicle SWFF dealers (Table 4.1). Active SWFF dealers holding other types of commercial seafood licenses will not be examined because the number of individuals and businesses in those individual license categories was often too few to facilitate the public disclosure while maintaining confidentiality standards.

**4.2. Active Resident Business SWFF Dealers**

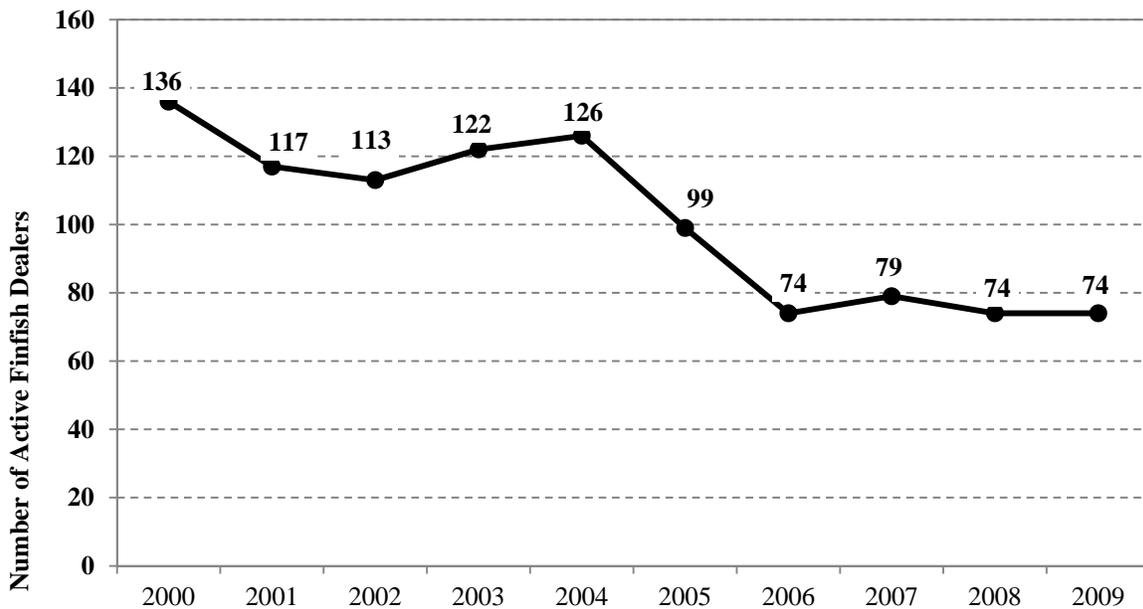
The cumulative purchases of SWFF from commercial fishermen by active resident business SWFF dealers between 2000 and 2009 accounted for 89.3 percent of the volume of SWFF purchased by all active SWFF dealers in the period.

**Table 4.1 Definition of Various Types of Active SWFF Dealers**

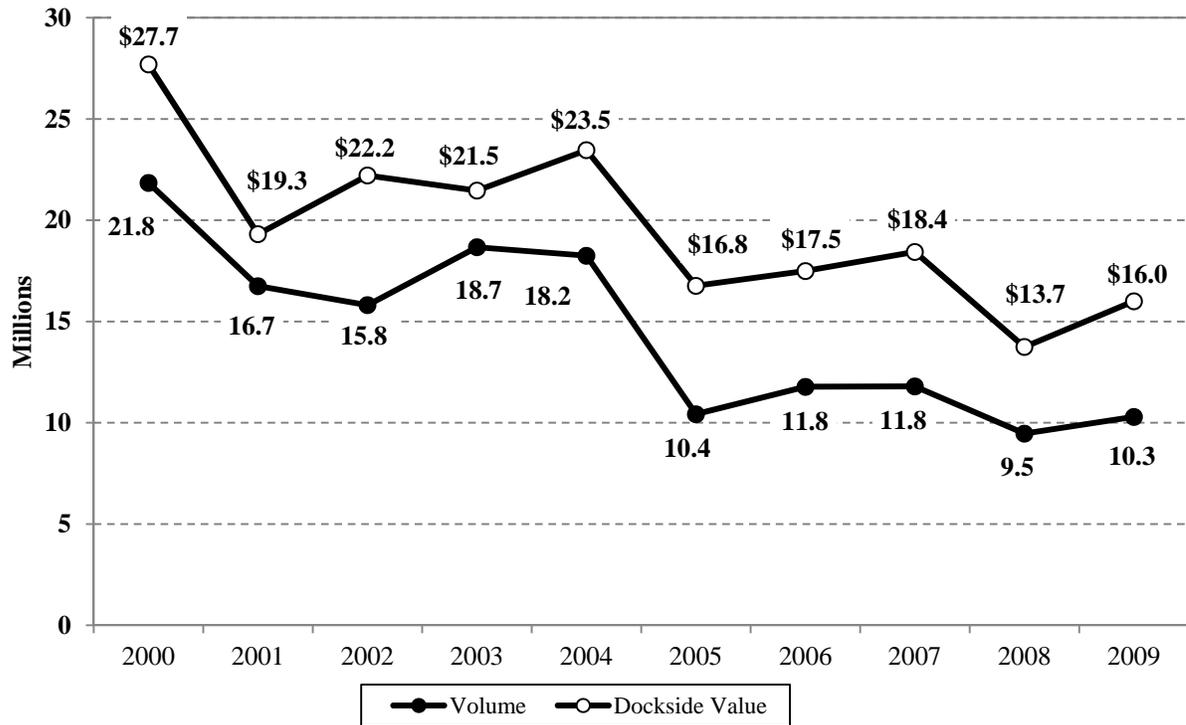
Active Resident Business SWFF Dealer	An individual or business that held a resident wholesale/retail dealer – business license and reported buying at least one pound of saltwater finfish other than menhaden directly from a commercial fishermen on trip ticket reports in a particular year
Active Resident Vehicle SWFF Dealer	An individual or business that held a resident wholesale/retail dealer – vehicle license and reported buying at least one pound of saltwater finfish other than menhaden directly from a commercial fishermen on trip ticket reports in a particular year
Active Non-Resident Business SWFF Dealer	An individual or business that held a non-resident wholesale/retail dealer – business license and reported buying at least one pound of saltwater finfish other than menhaden directly from a commercial fishermen on trip ticket reports in a particular year

The number of active resident business SWFF dealers in the years before hurricanes Katrina and Rita fell from 136 in 2000 to 113 in 2002 and then rose to 126 in 2004 (Figure 4.1). The number fell to 99 in the hurricane year of 2005 and dropped further to 74 in 2006. The count was 79 in 2007 and 74 in 2008 and 2009.

The volume and dockside value of SWFF purchased directly from commercial fishermen by active resident business SWFF dealers (Figure 4.2) fell throughout the study timeframe. Volume and dockside value decreased from 21.9 million pounds and \$27.7 million in 2000 to 15.8 million pounds and \$22.1 million in 2002 then climbed to 182 million pounds and \$23.5 million in 2004. The volume in the hurricane year of 2005 was 10.4 million pounds (42.9% below that of the previous year) the dockside value was \$16.8 million (28.5 percent below that of 2004). Following hurricanes Katrina and Rita, volume rose to 11.8 million pounds in 2007 and dockside value increased to \$18.4 million. In the hurricane year of 2008, both measures fell to 9.47 million pounds and \$13.7 million. At the end of the period in 2009, volume was 10.3 million pounds and dockside value was \$16.0 million, both below pre-hurricane levels.



**Figure 4.1 Number of Active Resident Business SWFF Dealers, By Year: 2000-2009**



**Figure 4.2. Cumulative Volume and Dockside Value of Finfish Purchased by Active Resident Business SWFF Dealers, By Year: 2000 - 2009**

#### 4.3. Active Non-Resident Business SWFF Dealers

Active non-resident business SWFF dealers purchased 4.0 percent of the volume of SWFF purchased by all dealers from 2000 to 2004. The number of active non-resident business SWFF dealers was fairly low, less than ten, throughout the study period. In five of the ten years in the study, the number of such dealers was less than five which prevents the public disclosure of the economic volume and dockside value for the respondents in this category for those specific years: 2000, 2005, 2007, 2008, and 2009.

The volume and dockside value of SWFF purchased by non-resident business SWFF dealers fell from 1.03 million pounds and \$2.06 million in 2001 to 863.5 thousand pounds and \$1.57 million in 2004, the year before hurricanes Katrina and Rita. Volume and dockside value fell to 383.6 thousand pounds and \$982.8 thousand in 2006, the year after hurricanes Katrina and Rita and remained beneath pre-hurricane volume and dockside value for the remainder of the study timeframe.

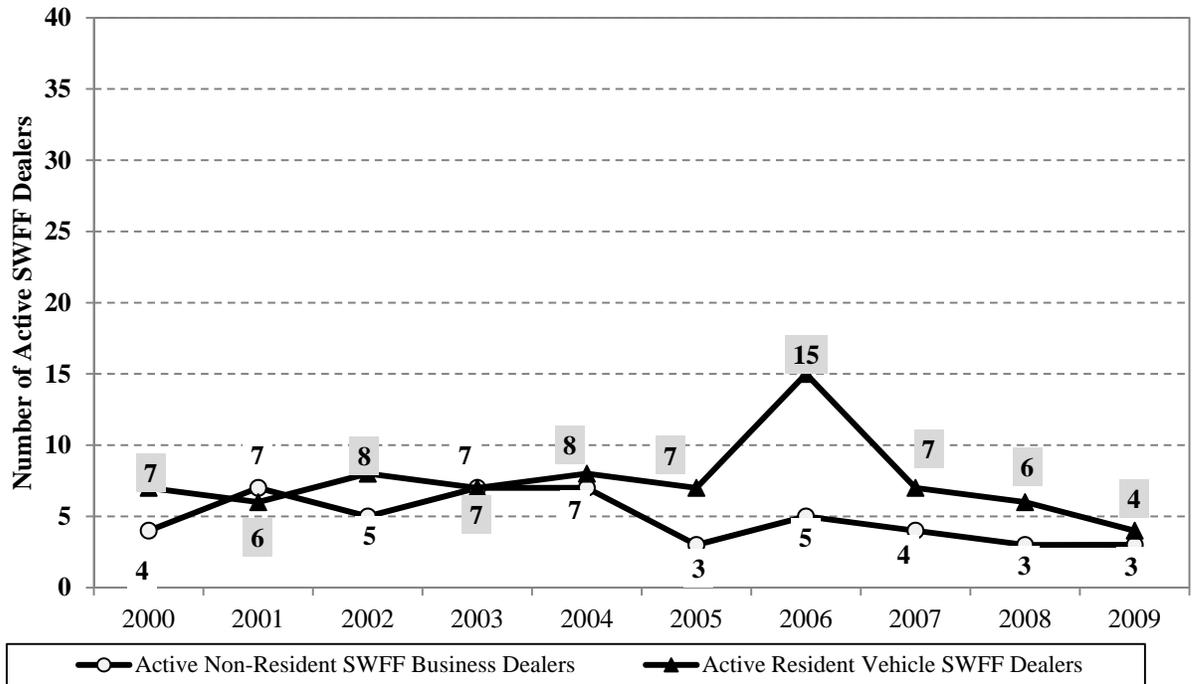
**Table 4.2 Cumulative Volume and Dockside Value of SWFFs Purchased by Active Non-Resident Business SWFF Dealers: 2000 - 2009**

<b>Year</b>	<b>Number of Active SWFF Dealers</b>	<b>Volume (Pounds)</b>	<b>Dockside Value (Nominal Dollars)</b>
2000	4	*	*
2001	7	1,026,622	\$2,061,390
2002	5	934,398	\$1,664,855
2003	5	1,111,875	\$2,014,212
2004	5	863,471	\$1,568,825
2005	3	*	*
2006	5	383,566	\$982,792
2007	4	*	*
2008	3	*	*
2009	3	*	*

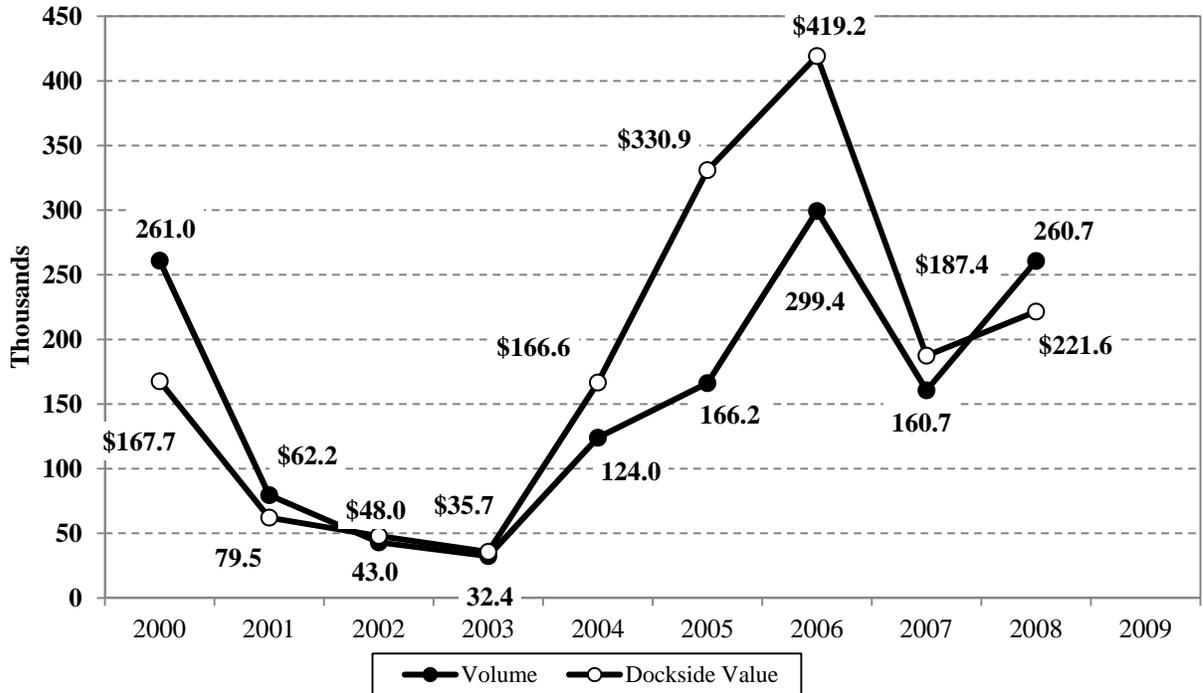
#### **4.4. Active Resident Vehicle SWFF Dealers**

Active resident vehicle SWFF dealers collectively purchased 0.9 percent of the volume of SWFF purchased directly from commercial fishermen by all dealers in Louisiana from 2000 to 2009. The number of active resident vehicle SWFF dealers was less than ten in nine of the ten years of the study timeframe (Figure 4.3). In 2006, the year after hurricanes Katrina and Rita, the count rose to a period maximum of 15. In 2009, the number of such dealers fell to a period minimum of four. (Because the number of dealers is less than five for 2009, this report will not present detailed statistics for volume and dockside value for resident vehicle SWFF dealers in that year.)

The volume and dockside value of SWFF purchased by resident vehicle SWFF dealers (Figure 4.4) fell from 261.0 thousand pounds and \$167.7 thousand in 2000 to 32.4 thousand pounds and \$35.7 thousand in 2003. Both measures had risen to 124.0 thousand pounds and \$166.6 thousand in 2004 and then to 166.2 thousand pounds and \$330.9 thousand in the hurricane year of 2005 (Figure 2.4.2). Both measures rose to period maxima of 299.4 thousand pounds and \$419.2 thousand dollars in 2006, the year after hurricanes Katrina and Rita. Volume declined to 160.7 thousand pounds in 2007 and 26.7 thousand pounds in the hurricane year of 2008. Dockside value decreased to \$187.4 thousand in 2007 and \$221.6 thousand in 2008.



**Figure 4.3 Number of Active Resident Vehicle, Non-Resident Business SWFF Dealers by Seafood Dealer License Type, By Year: 2000-2009**



**Figure 4.4 Cumulative Volume and Dockside Value of SWFF Purchased by Active Resident Vehicle SWFF Dealers, By Year: 2000 - 2009**

#### 4.5. Percentage Changes in Active Dealer Numbers, Volume, and Dockside Value in the Resident Business SWFF Dealer Category

This section presents tables for considering the possible changes in dealer participation and activity only among resident business SWFF dealers. Percentage Changes in the number of active SWFF dealers (Table 4.4) and for the volume (Table 4.5) and dockside value (Table 4.6) of the SWFF they purchased were similar to changes seen among all active SWFF dealers. (See chapter 2.)

Changes for dealers in other dealer license categories are not presented because they accounted for relatively small portions of the SWFF dealer sector. Changes observed for these categories may not be representative of broader changes reflecting the SWFF dealer sector in general.

**Table 4.4. Change in the Number of Active SWFF Dealers in the Resident Business SWFF Dealer Category in Specified Year as a Percentage of Number in Various Base Years**

		2004	2005	2006	2007	2008	2009
<b>Base Years</b>	2000-2004 Average	2.6%	-19.4%	-39.7%	-35.7%	-39.7%	-39.7%
	2004		-21.4%	-41.3%	-37.3%	-41.3%	-41.3%
	2005			-25.3%	-20.2%	-25.3%	-25.3%
	2006				+6.8%	0.0%	0.0%
	2007					-6.3%	-6.3%
	2008						0.0%

**Table 4.5. Change in the Volume of SWFF Purchased by SWFF Dealers in the Resident Business SWFF Dealer Category in Specified Year as a Percentage of Volume in Various Base Years**

		2004	2005	2006	2007	2008	2009
<b>Base Years</b>	2000-2004 Average	7.3%	-41.9%	-30.6%	-28.5%	-45.2%	-45.9%
	2004		-45.8%	-35.3%	-33.4%	-49.0%	-49.6%
	2005			+19.3%	+22.9%	-5.8%	-7.0%
	2006				+3.0%	-21.1%	-22.0%
	2007					-23.4%	-24.3%
	2008						-1.2%

**Table 4.6. Change in the Dockside Value of SWFF Purchased by SWFF Dealers in the Resident Business SWFF Dealer Category in Specified Year as a Percentage of Dockside Value in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	2.8%	<b>-26.6%</b>	<b>-23.4%</b>	<b>-19.2%</b>	-39.8%	-29.9%
	2004		-28.5%	-25.4%	-21.4%	-41.4%	-31.8%
	2005			+4.4%	+10.0%	-18.0%	-4.5%
	2006				+5.4%	-21.5%	-8.5%
	2007					<b>-25.5%</b>	<b>-13.2%</b>
	2008						<b>+16.5%</b>



## **Chapter 5.**

### **Dealer Participation and Activity Related to Key Species or Types of Saltwater Finfish**

#### **5.1. Introduction**

Previous sections of this report examined selected groups of commercial seafood dealers that purchased saltwater finfish (excluding menhaden), an amalgamation of scores of different species and types of finfish. While this provided a useful view of general trends for this class of commercial seafood, it seems to neglect the diversity of seafood species, products, and markets encompassed by the broad title of “finfish”.

This section examines the volume and dockside value of seven key species of saltwater finfish: black drum, mullet red roe, yellowfin tuna, red snapper, king mackerel, vermilion snapper, and swordfish. These seven species collectively account for 71.5 percent of the volume and 84.4 percent of the dockside value) of all SWFF purchased by dealers in Louisiana from 2000 to 2009.

#### **5.2. SWFF Dealers Purchasing Black Drum**

The average volume of black drum purchased from commercial fishermen by SWFF dealers in Louisiana during the 2000 – 2009 timeframe was 2.70 million pounds per year, higher than the average for any other single type of SWFF in the period. The number of dealers buying black drum (Figure 5.1) fell from 69 in 2000 to 43 in the hurricane year of 2005 to 30 in 2009.

The volume and dockside value of black drum purchased from commercial fishermen by SWFF dealers in Louisiana rose from 2.48 million pounds and \$1.71 million in 2000 to 3.57 million pounds (a period maximum) and \$2.24 in 2004, the year before hurricanes Katrina and Rita. Volume and dockside value decreased to 2.22 million pounds and \$1.74 million in the hurricane year of 2005 and 1.87 million pounds and \$1.37 million in 2006. Both measures increased over the next three years to reach 2.99 million pounds and \$2.40 million in 2009 (Figure 5.2).

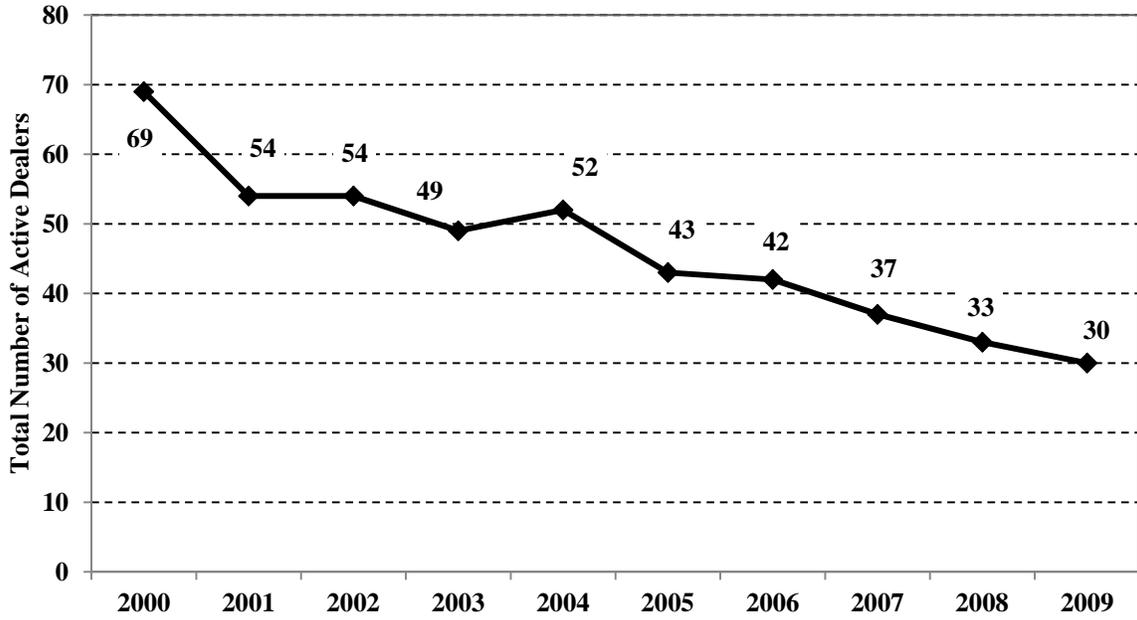


Figure 5.1 Number of Active SWFF Dealers Reporting Black Drum Purchases, By Year: 2000-2009

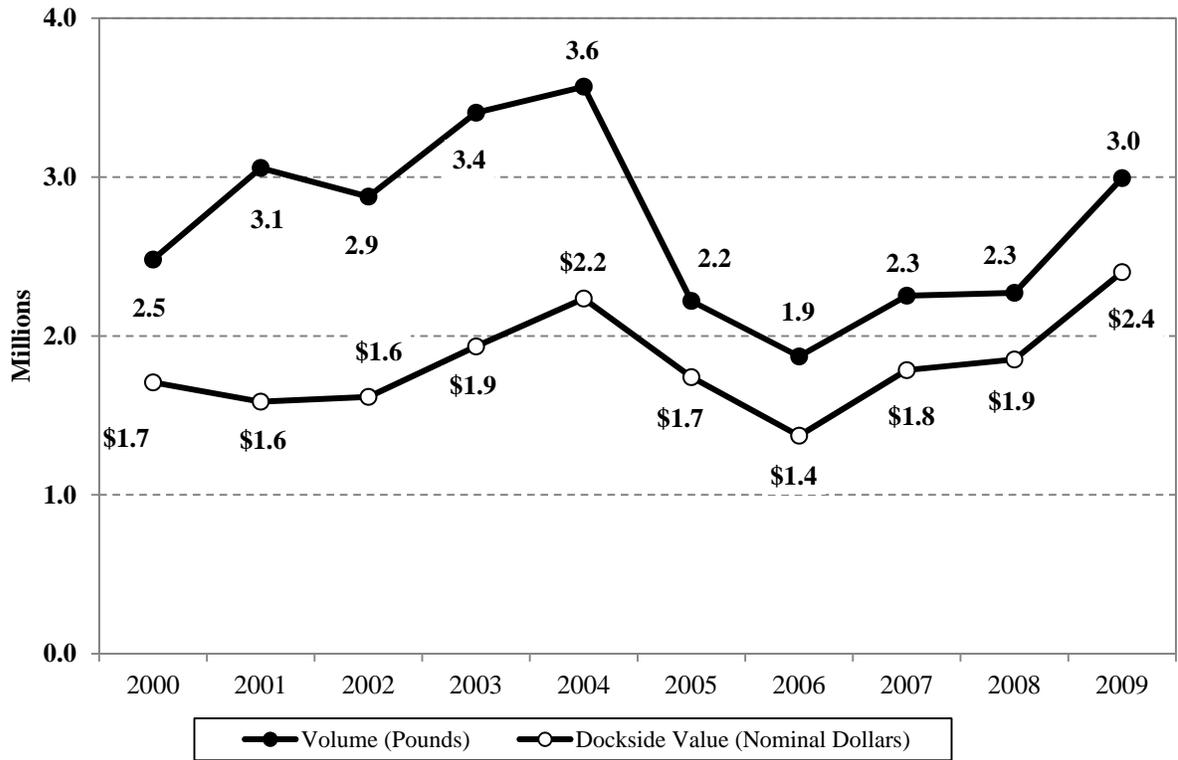
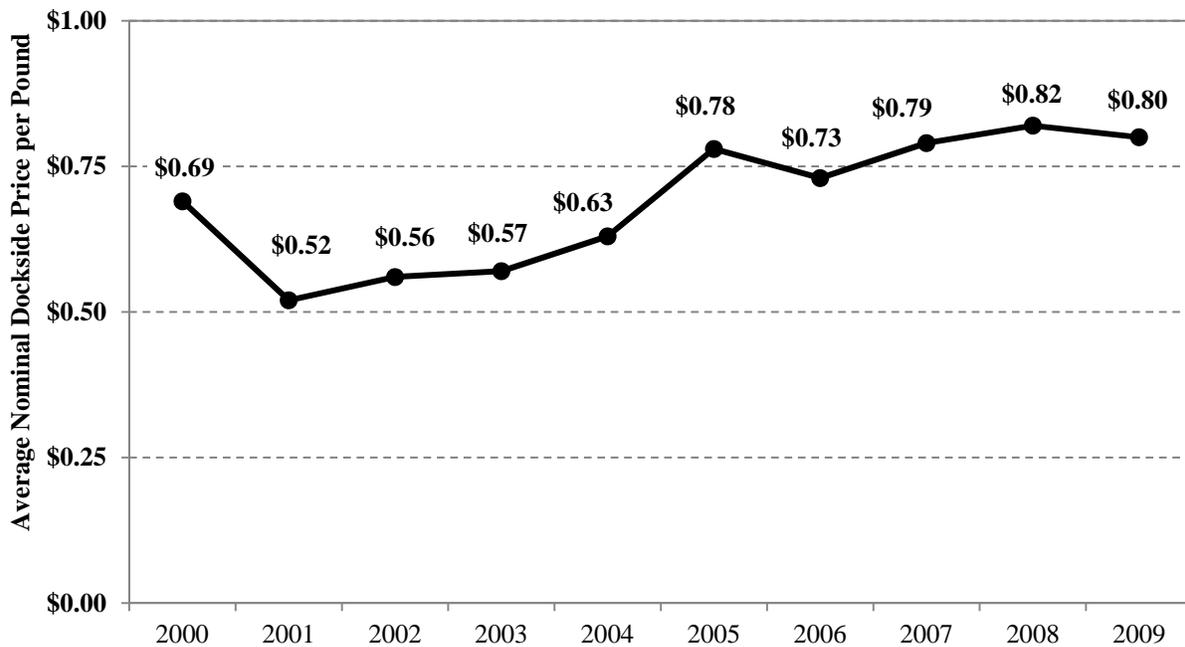


Figure 5.2. Cumulative Volume and Dockside Value of Black Drum Purchased by SWFF Dealers Reported in Louisiana Trip Ticket Program, By Year: 2000-2009

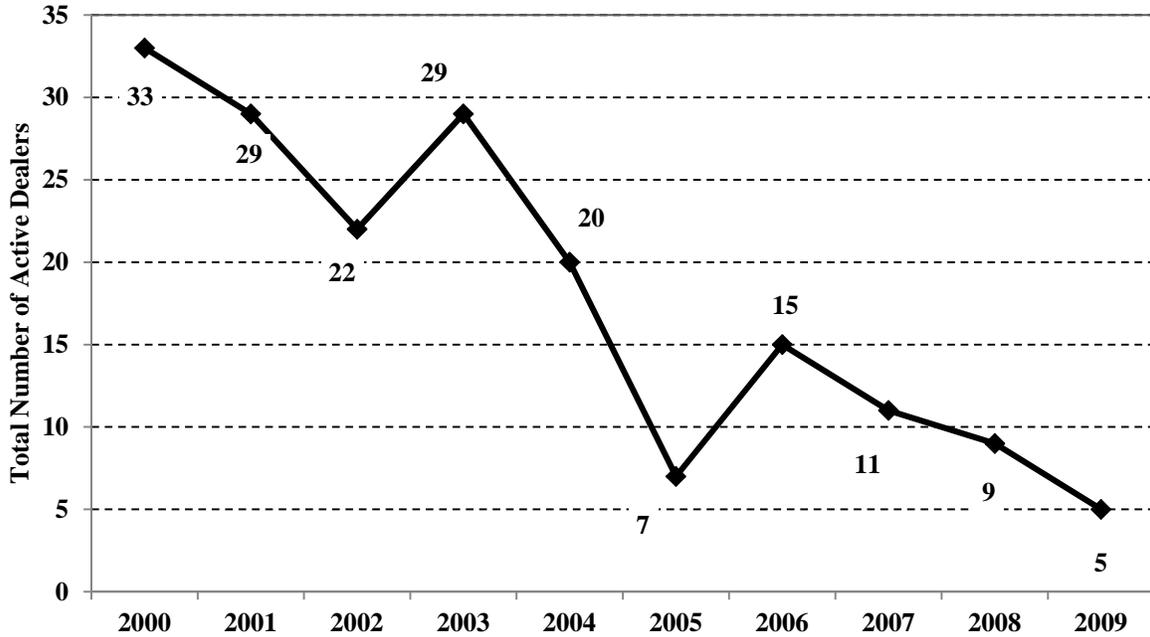
The average dockside price per pound paid by SWFF dealers for black drum was \$0.69 per pound or less in each of the five years before hurricanes Katrina and Rita (Figure 5.3). Average dockside value increased to \$0.78 per pound in the hurricane year and 2005 and varied between \$0.75 per pound and \$0.82 per pound from 2006 to 2009.



**Figure 5.3. Average Nominal Price per Pound for Black Drum Purchased by SWFF Dealers in Louisiana According to the Louisiana Trip Ticket Program, By Year: 2000-2009**

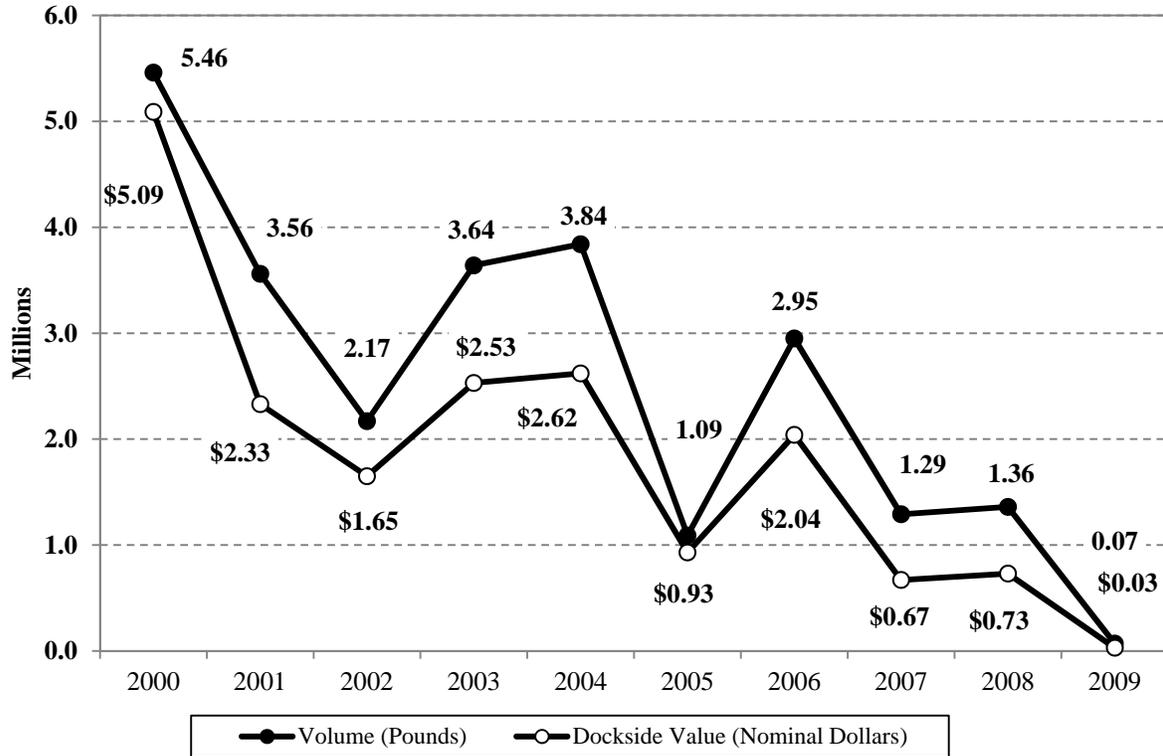
### 5.3. SWFF Dealers Purchasing Red Mullet Roe

The average volume of red mullet roe during the 2000 to 2009 study timeframe was 2.54 million pounds per year, second highest among SWFF in this period. The number of dealers buying red mullet roe directly from commercial fishermen dropped from 33 in 2000 to 20 in 2004 to seven in the hurricane year of 2005 (Figure 5.4). The number rose to 15 in 2006 and then fell to five in 2009.

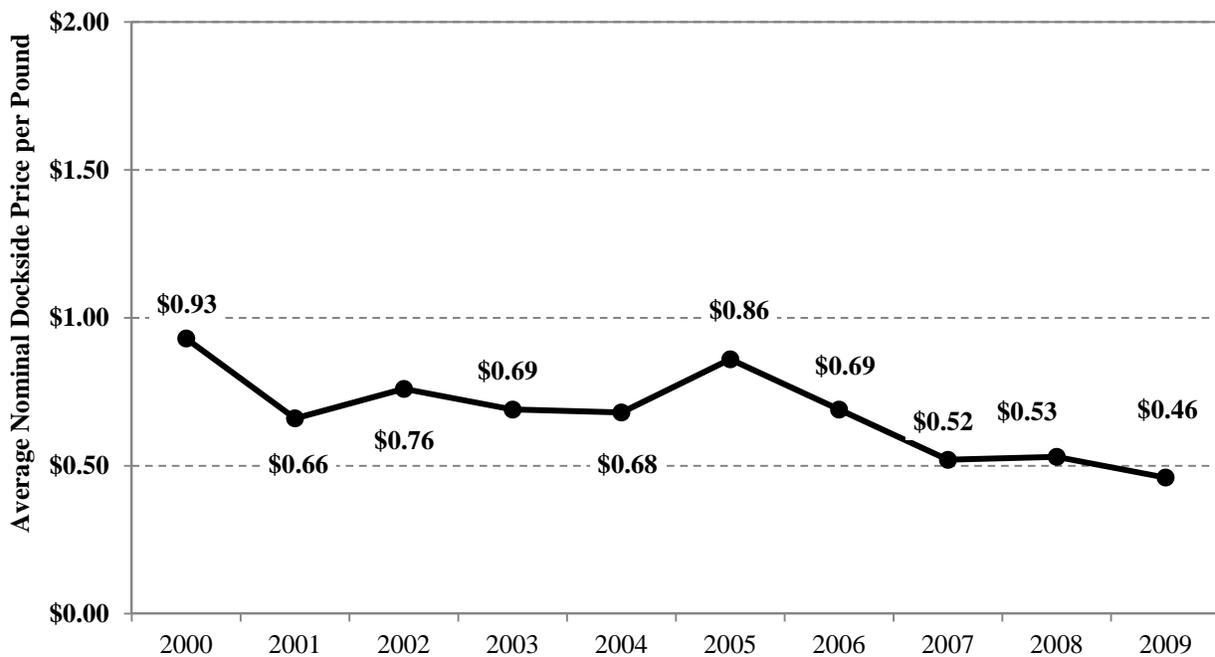


**Figure 5.4. Number of Active SWFF Dealers Reporting Mullet Red Roe Purchases, By Year: 2000-2009**

Volume and dockside value of red mullet roe (Figure 5.5) fluctuated during the pre-hurricane portion of the study timeframe from 5.46 million pounds and \$5.09 million in 2000 to 2.17 million pounds and \$1.65 million in 2002 to 3.84 million and \$2.62 million in 2004. Volume and dockside value fell to 1.09 million pounds and \$930 thousand in the hurricane year of 2005. The year after hurricane Katrina and Rita witnessed an increase in both measures. Thereafter volume and dockside value declined to 1.36 million pounds and \$730 thousand in 2007 and 70 thousand pounds and \$30 thousand in 2009. Average dockside price per pound for red mullet roe paid by SWFF dealers to commercial fishermen fell across most of the period from \$0.93 per pound in 2000 to \$0.46 per pound in 2009 (Figure 5.6).



**Figure 5.5. Cumulative Volume and Dockside Value of Mullet Red Roe Purchased by SWFF Dealers Reported in Louisiana Trip Ticket Program, By Year: 2000-2009**



**Figure 5.6. Average Nominal Price per Pound for Mullet Red Roe Purchased by SWFF Dealers in Louisiana According to the Louisiana Trip Ticket Program, By Year: 2000-2009**

#### 5.4. SWFF Dealers Purchasing Yellowfin Tuna

Across the 2000-2009 study timeframe, the average volume of yellowfin tuna purchased by SWFF dealers from commercial fishermen in Louisiana was 2.53 million pounds, the third highest average volume among all types of SWFF in Louisiana in this period. The number of dealers that purchased yellowfin tuna fell from 18 in 2000 and 17 in 2001 to 10 in the hurricane year of 2005 and 11 in 2006. The number declined to eight in 2007 and 2009 and as low as five in the hurricane year of 2008 (Figure 5.7).

The volume of yellowfin tuna purchased by SWFF dealers (Figure 5.8) exceeded three million pounds in four of the five years before hurricanes Katrina and Rita. The volume was approximately two million pounds in 2005, 2006, and 2007. Volume was 1.2 million pounds in the hurricane year of 2008 and 1.9 million pounds in 2009.

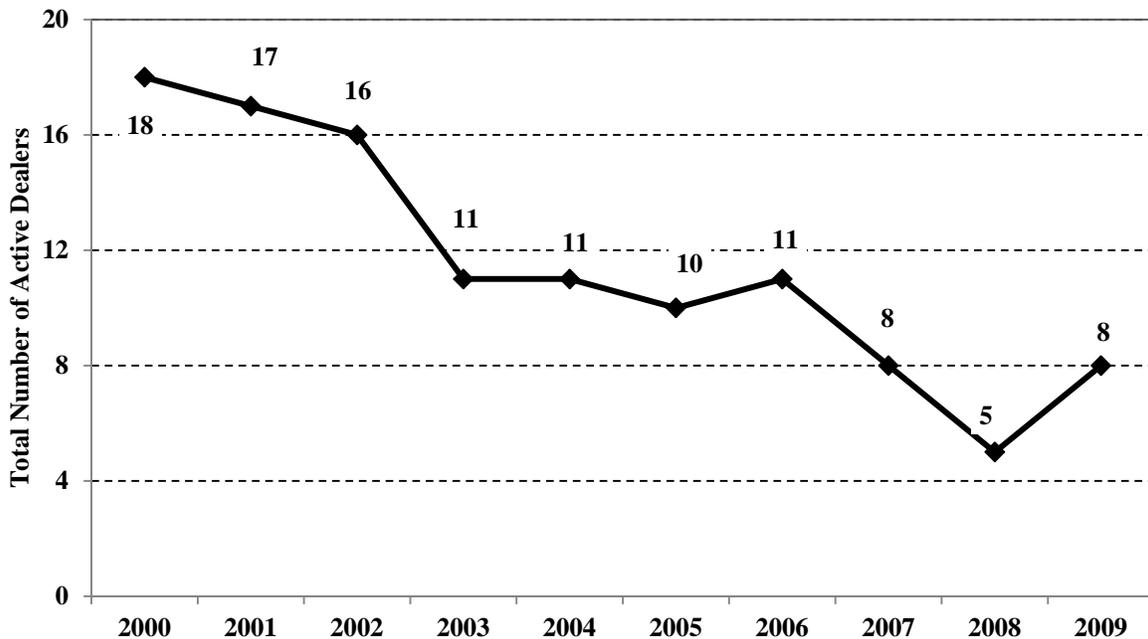
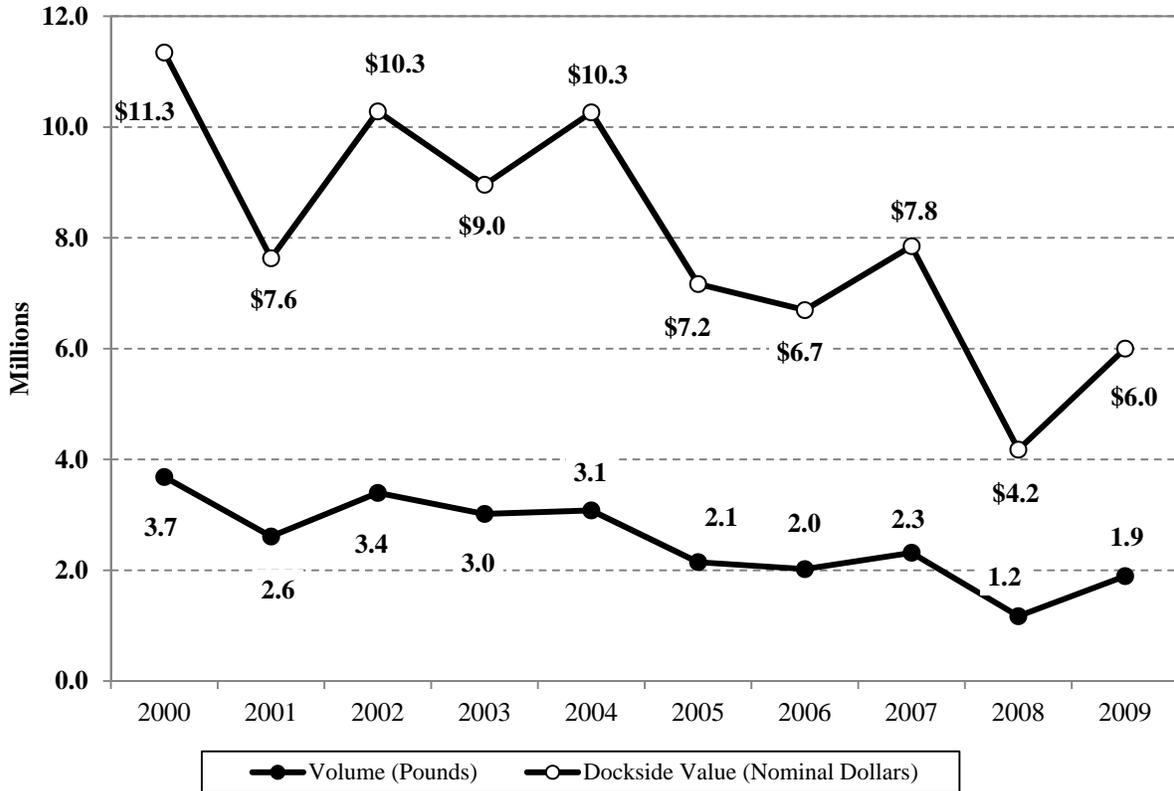


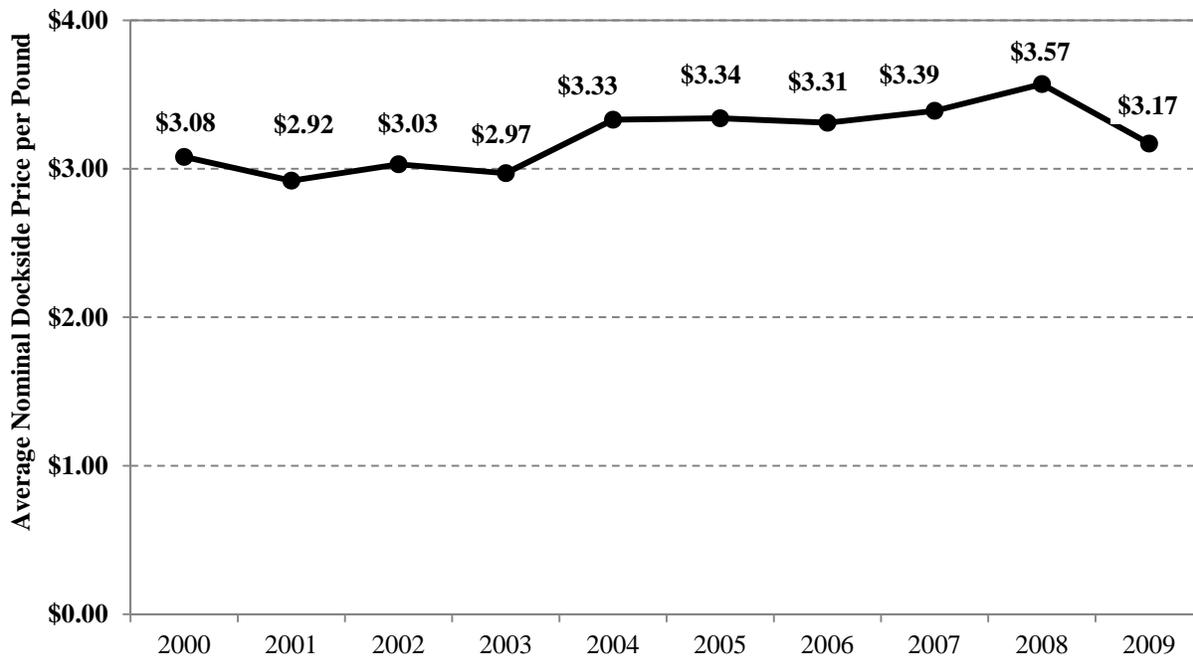
Figure 5.7. Number of Active SWFF Dealers Reporting Yellowfin Tuna Purchases, By Year: 2000-2009



**Figure 5.8 Cumulative Volume and Dockside Value of Yellowfin Tuna Purchased by SWFF Dealers Reported in Louisiana Trip Ticket Program, By Year: 2000-2009**

Dockside value of yellowfin tuna (Figure 5.8) varied widely during the period but followed a generally downward trend from \$10.3 million pounds in 2002 and 2004 to \$7.1 million in the hurricane year of 2005, \$6.7 million in 2006, and \$4.2 million in the hurricane year of 2008. At the end of the period, the dockside value of yellowfin tuna was \$6.0 million.

Average dockside price per pound of yellowfin tuna rose from \$2.92 per pound in 2001 to \$3.34 per pound in the hurricane year of 2005 to \$3.57 per pound in the hurricane year of 2008 (Figure 5.9). In 2009, the average price per pound of tuna was \$3.17 per pound.

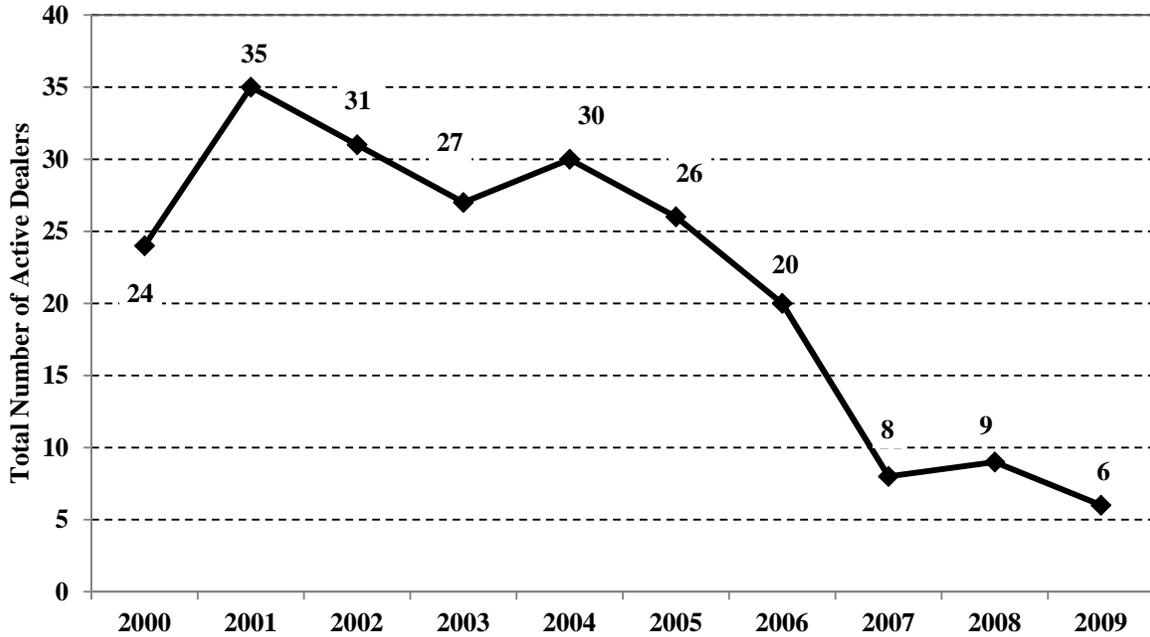


**Figure 5.9. Average Nominal Price per Pound for Yellowfin Tuna Purchased by SWFF Dealer in Louisiana According to the Louisiana Trip Ticket Program, By Year: 2000-2009**

### 5.5. SWFF Dealers Purchasing Red Snapper

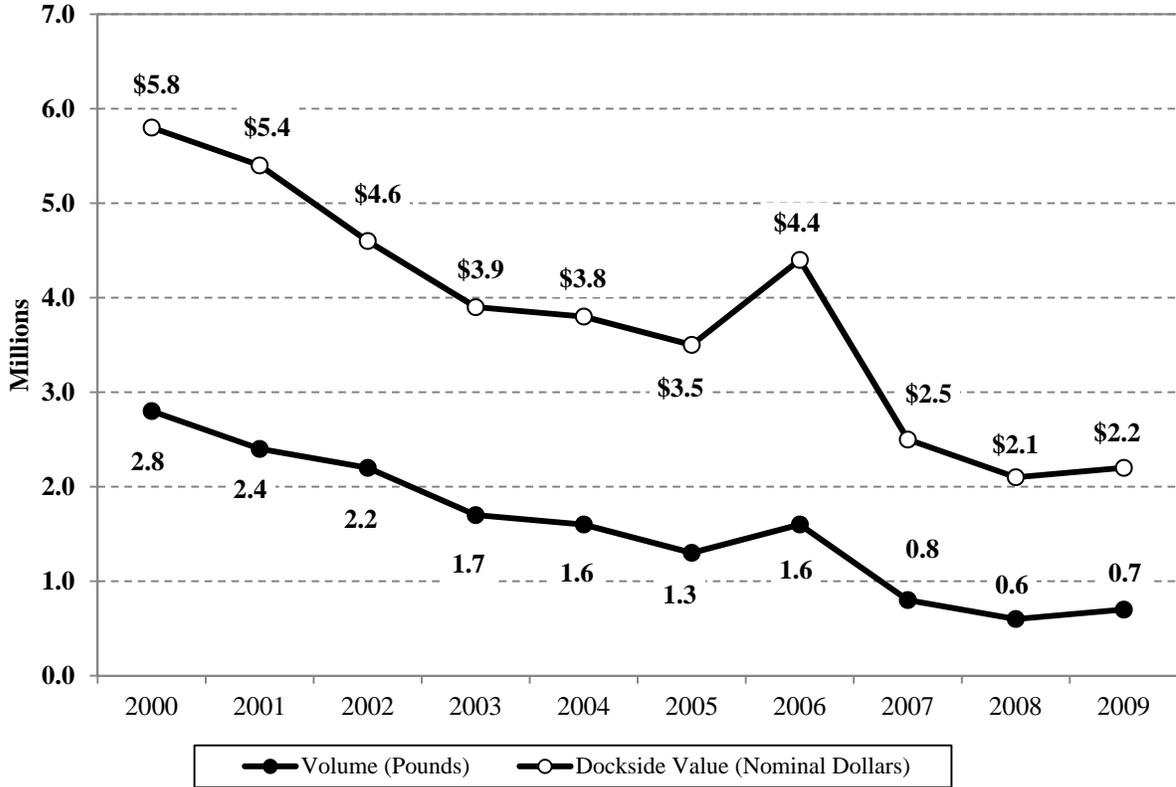
The average volume of red snapper purchased directly from commercial fishermen by SWFF dealers in Louisiana was 1.57 million pounds, the fourth highest among SWFF species during the period. Changes in commercial fishing regulations in the Gulf of Mexico adopted during this period may have affected the volume and value of red snapper landings.

The number of dealers purchasing red snapper changed from 35 in 2001 to 27 in 2003 and 30 in 2004 (Figure 5.10). The count dropped to 26 in the hurricane year of 2005, 20 in 2006, and eight in the hurricane year of 2008. The number of dealers buying red snapper remained below ten for the remainder of the period.

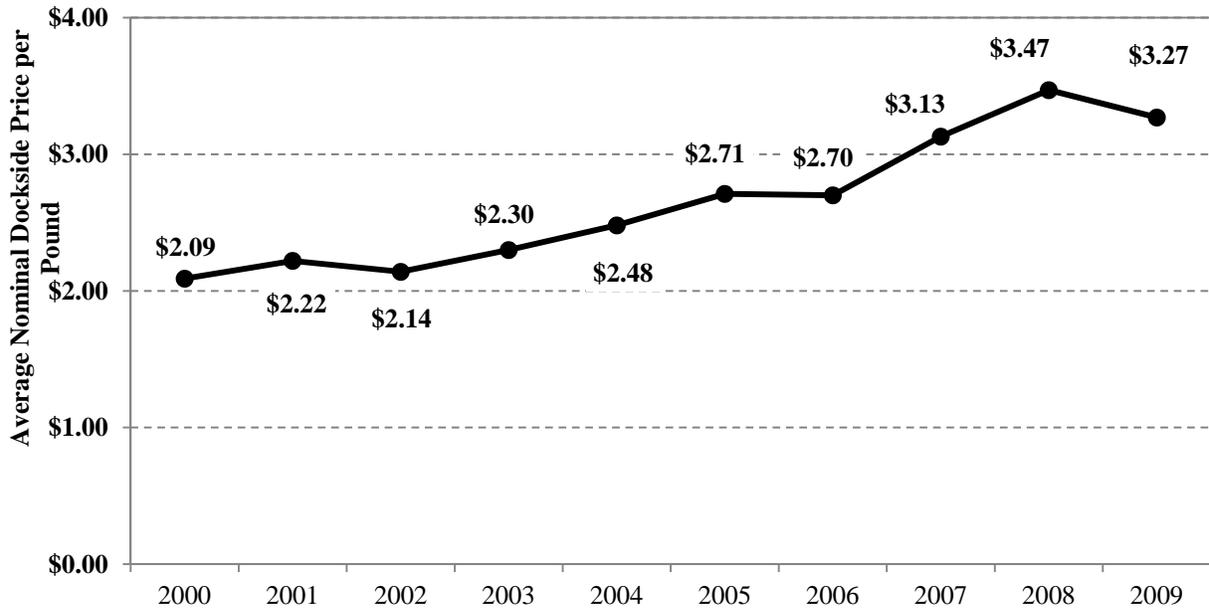


**Figure 5.10. Number of Active SWFF Dealers Reporting Red Snapper Purchases, By Year: 2000-2009**

The volume and dockside value of red snapper purchased by SWFF dealers from commercial fishermen in Louisiana fell from 2.8 million pounds and \$5.8 million in 2000 to 1.3 million pounds and \$3.5 million in the hurricane year of 2005 (Figure 5.11). In 2006, the volume of red snapper was 1.6 million pounds and dockside value was \$4.4 million. Both measures declined in the following years to 700 thousand pounds and \$2.2 million in 2009. Average dockside price paid by SWFF dealers per pound for red snapper (Figure 5.12) rose from \$2.09 per pound in 2000 to \$3.27 per pound in 2009.



**Figure 5.11. Volume and Dockside Value of Red Snapper Purchased by SWFF Dealers Reported in Louisiana Trip Ticket Program, By Year: 2000-2009**



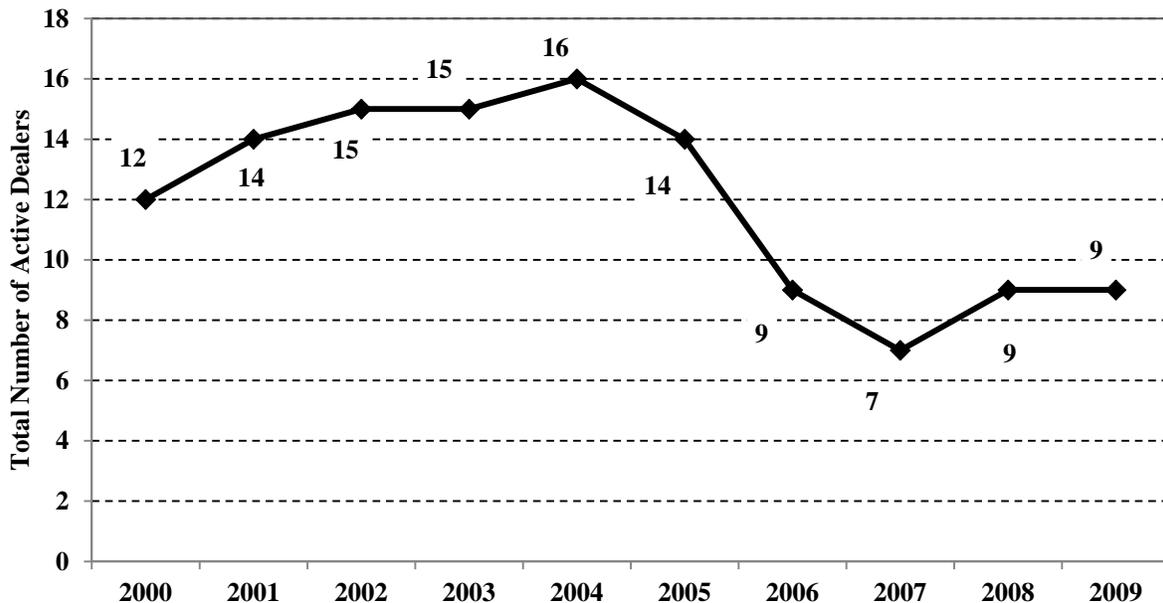
**Figure 5.12. Average Nominal Price per Pound for Red Snapper Purchased by SWFF Dealers in Louisiana According to the Louisiana Trip Ticket Program, By Year: 2000-2009**

## 5.6. SWFF Dealers Purchasing King Mackerel

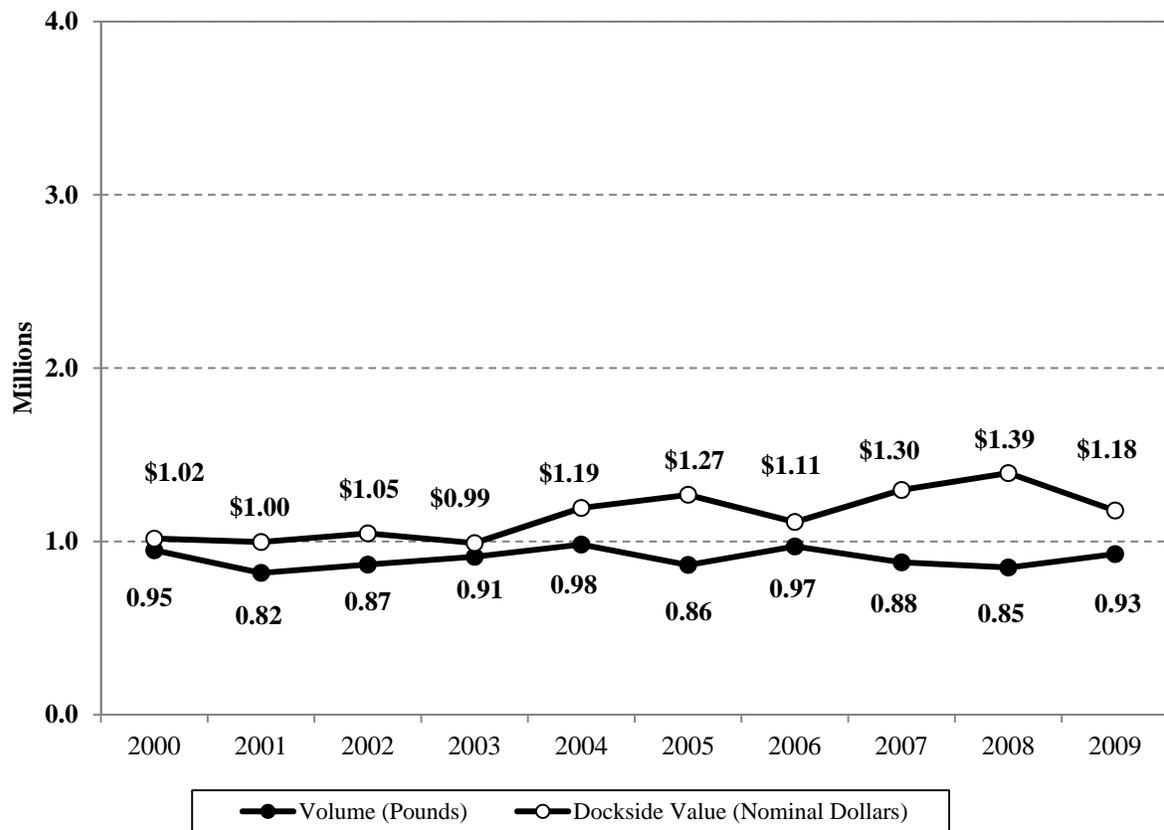
The average volume of king mackerel purchased from commercial fishermen by commercial seafood dealers in Louisiana between 2000 and 2009 was 902 thousand pounds per year. By this measure it ranked fifth in terms of the volume of SWFF purchased by seafood dealers during this period.

The number of dealers buying king mackerel peaked at 16 in 2004 (Figure 5.13). The number declined to 14 in the hurricane year of 2005. The number of dealers purchasing king mackerel fell beneath ten in every year of the remaining period of the study timeframe.

In the pre-hurricane period of the study timeframe, the volume of king mackerel purchased by commercial seafood dealers peaked at 982 thousand pounds (Figure 5.14). Volume dropped to 864 thousand pounds in the hurricane year of 2005. The volume of king mackerel rose to 971 thousand pounds in 2006 but then declined to 849 thousand pounds in the hurricane year of 2008. Volume rebounded to 927 thousand pounds in 2009.



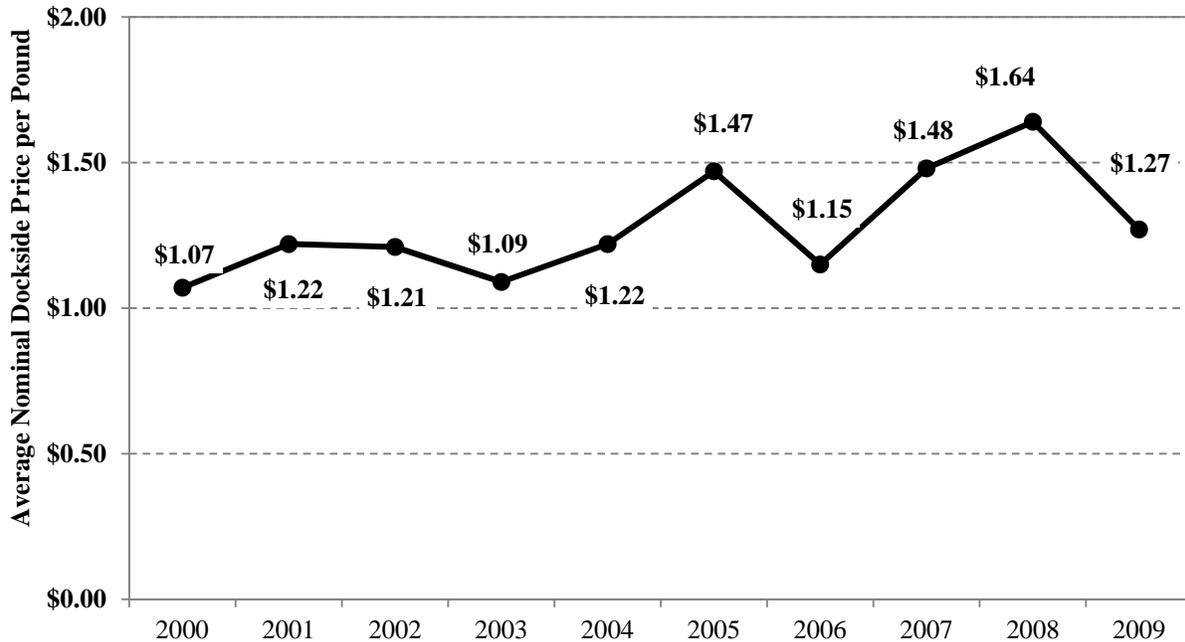
**Figure 5.13. Number of Active SWFF Dealers Reporting King Mackerel Purchases By Year: 2000-2009**



**Figure 5.14. Cumulative Volume and Dockside Value of King Mackerel Purchased by SWFF Dealers Reported in Louisiana Trip Ticket Program, By Year: 2000-2009**

The dockside value of king mackerel purchased by seafood dealers in Louisiana (Figure 5.14) rose from about one million dollars in each year from 2000 to 2003 to \$1.19 million in 2004 and to \$1.27 million in the hurricane year of 2005. Dockside value dropped to \$1.11 million in 2006, climbed to \$1.34 million in the hurricane year of 2008 and then decreased to \$1.18 million in 2009.

The average dockside price per pound that dealers paid to commercial fishermen for king mackerel varied between \$1.07 per pound and \$1.22 in the five years before hurricanes Katrina and Rita (Figure 5.15) and then rose in the hurricane year of 2005 to \$1.47 per pound. Average dockside price fell to \$1.15 per pound in 2006 and then climbed again to \$1.64 per pound in the hurricane year of 2008. King mackerel's dockside price declined to \$1.27 per pound in 2009.

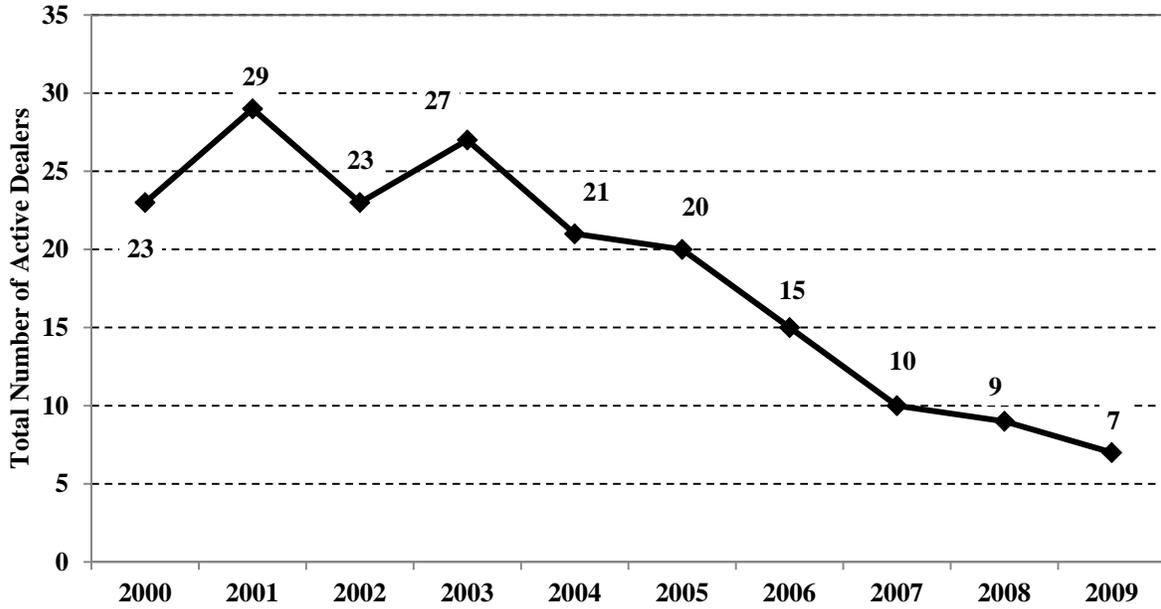


**Figure 5.15 Average Nominal Price per Pound for King Mackerel Purchased by SWFF Dealers in Louisiana According to the Louisiana Trip Ticket Program by Year: 2000-2009**

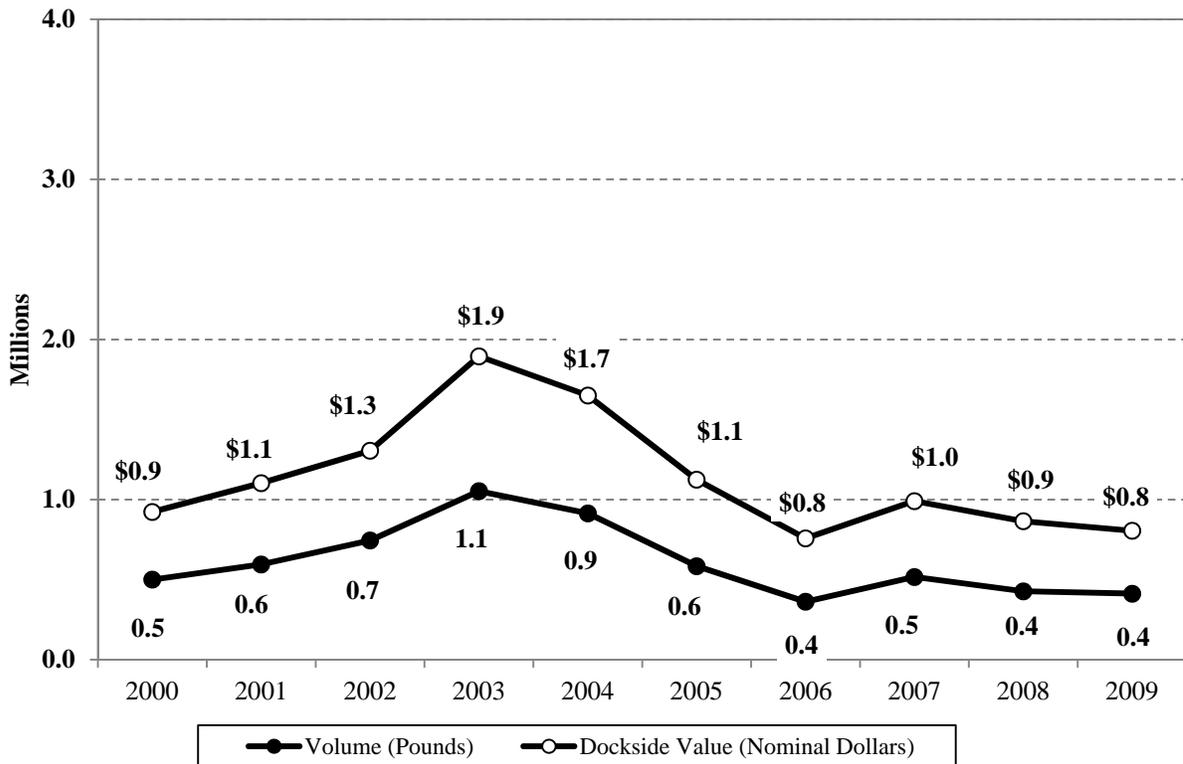
### 5.7. SWFF Dealers Purchasing Vermillion Snapper

The average volume of vermillion snapper purchased by SWFF dealers directly from commercial fishermen in Louisiana was 612 thousand pounds per year, sixth among all types of SWFF purchased by dealers in Louisiana during the study timeframe. The number of SWFF dealers buying vermillion snapper fell throughout the period from 29 in 2001 and 27 in 2003 to 20 in the hurricane year of 2005, nine in the hurricane year of 2008, and seven in 2009 (Figure 5.16).

The volume and dockside value of vermillion snapper purchased by SWFF dealers in Louisiana rose from 500 thousand pounds and \$923 thousand in 2000 to 1.05 million pounds and \$1.90 million in 2003 (Figure 5.17). Both measures declined over the next three years to a low of 363 thousand pounds and \$758 thousand in 2006. Volume and dockside value rose in 2007 to 517 thousand pounds and \$991 thousand and then declined to 412 thousand pounds and \$06 thousand in 2009.

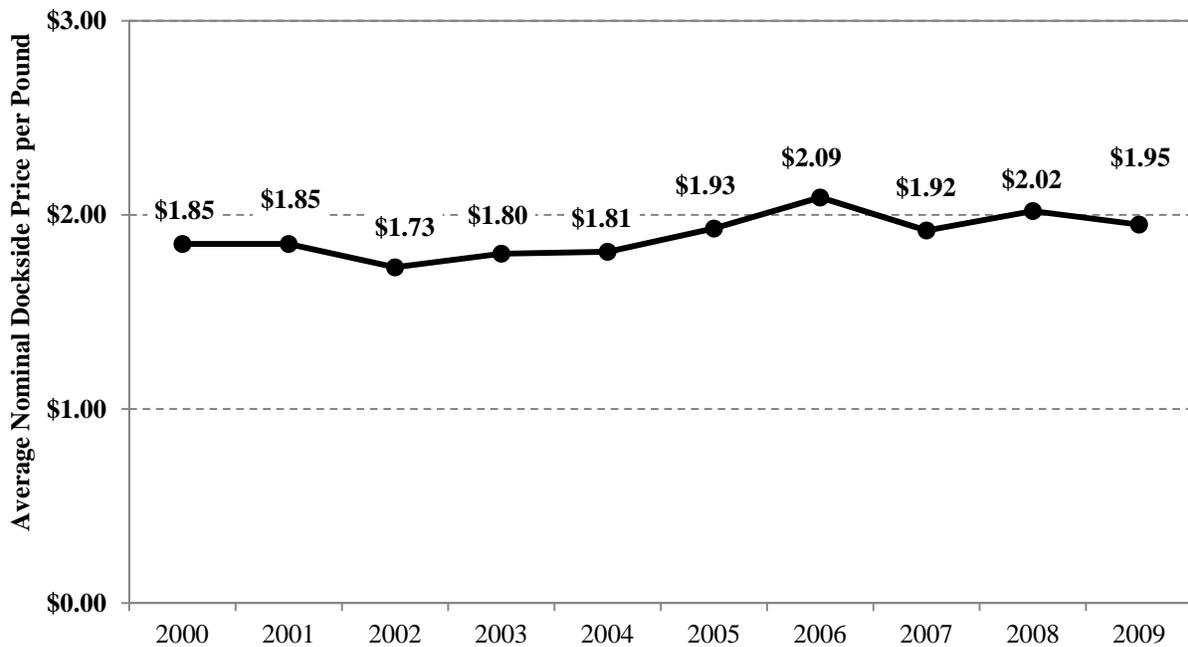


**Figure 5.16. Number of Active SWFF Dealers Reporting Vermillion Snapper Purchases, By Year: 2000-2009**



**Figure 5.17. Volume and Dockside Value of Vermillion Snapper Purchased by SWFF Dealers Reported in Louisiana Trip Ticket Program, By Year: 2000-2009**

The average dockside price paid per pound of vermillion snapper (Figure 5.18) varied between \$1.73 per pound and \$2.09 between 2000 and 2004, rose to \$1.93 per pound in the hurricane year of 2005 and \$2.09 the following year. Average dockside price per pound was \$1.92 per pound in 2007, \$2.02 in the hurricane year of 2008, and \$1.95 per pound in 2009.



**Figure 5.18. Average Nominal Price per Pound for Vermillion Snapper Purchased by SWFF Dealers in Louisiana According to the Louisiana Trip Ticket Program, By Year: 2000-2009**

### 5.8. SWFF Dealers Purchasing Swordfish

The average volume of swordfish purchased by SWFF dealers in Louisiana from commercial fishermen was 568 thousand pounds per year, seventh among individual types of SWFF during the study timeframe. The number of SWFF dealers buying swordfish dropped from 12 in 2000 to six in 2009 (Figure 5.19).

During the portion of the stud timeframe before hurricanes Katrina and Rita, the volume and dockside value of swordfish purchased by SWFF dealers in Louisiana fell from 723 thousand pounds and \$1.45 per pound in 2000 to 700 thousand pounds and \$1.46 million in 2002 to 481 thousand pounds and \$1.10 million in 2004 (Figure 5.20). Volume and dockside value were 541 thousand pounds and \$1.15 million

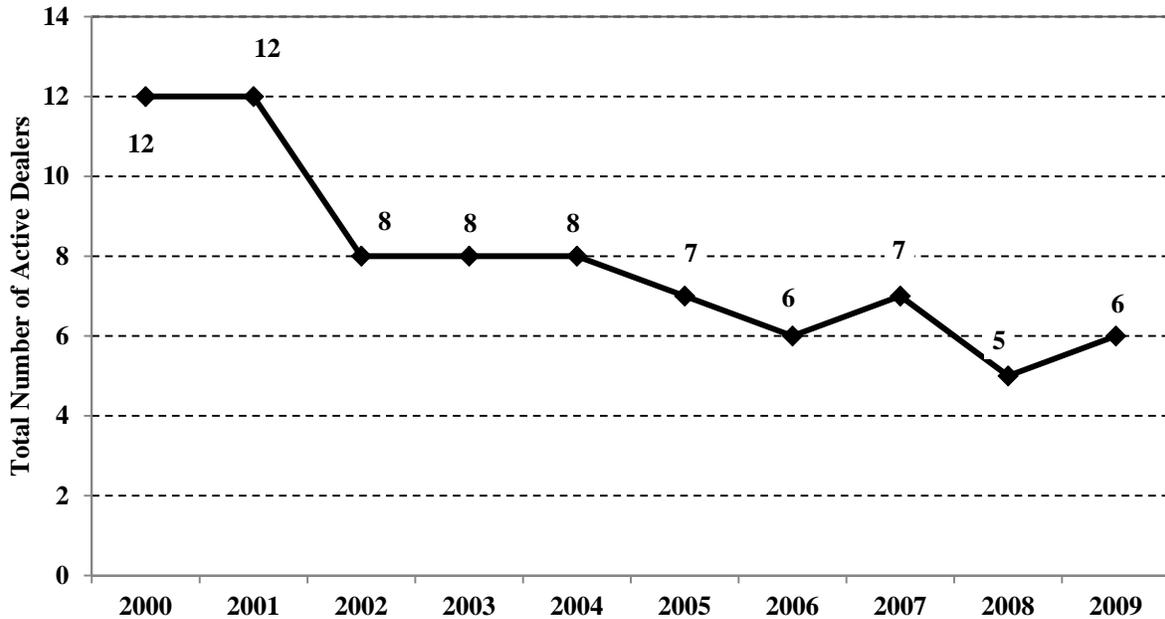


Figure 5.19. Number of Active SWFF Dealers Reporting Swordfish Purchases, By Year: 2000-2009

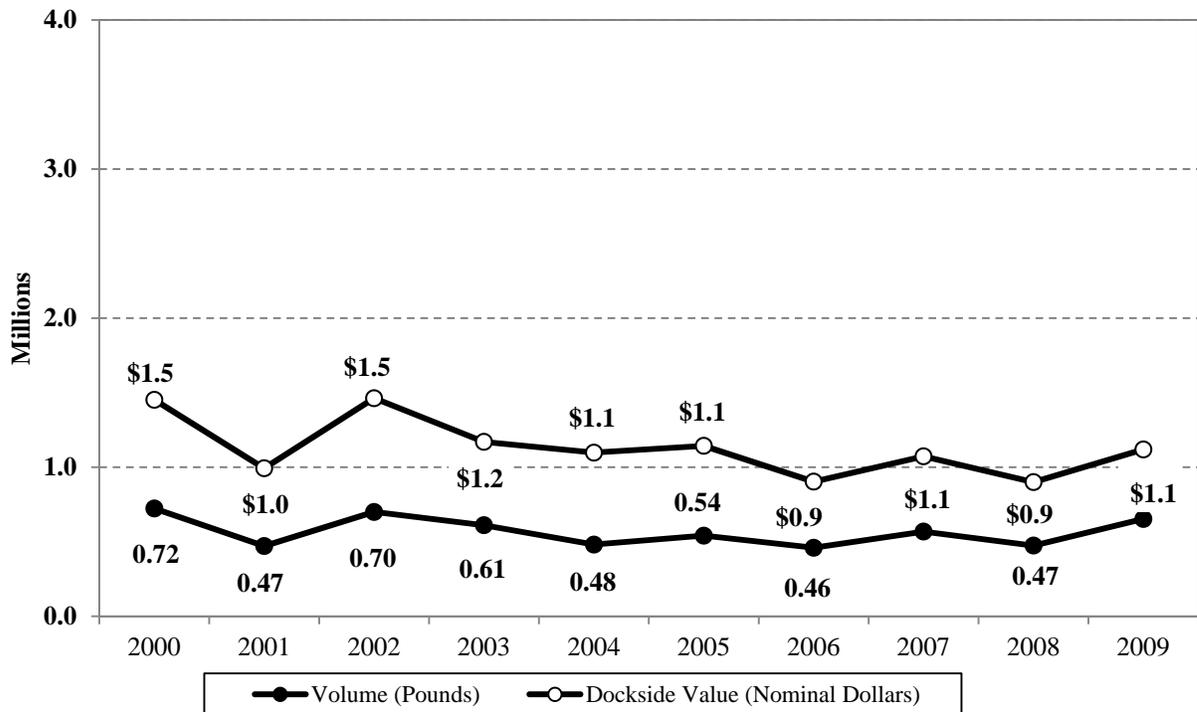
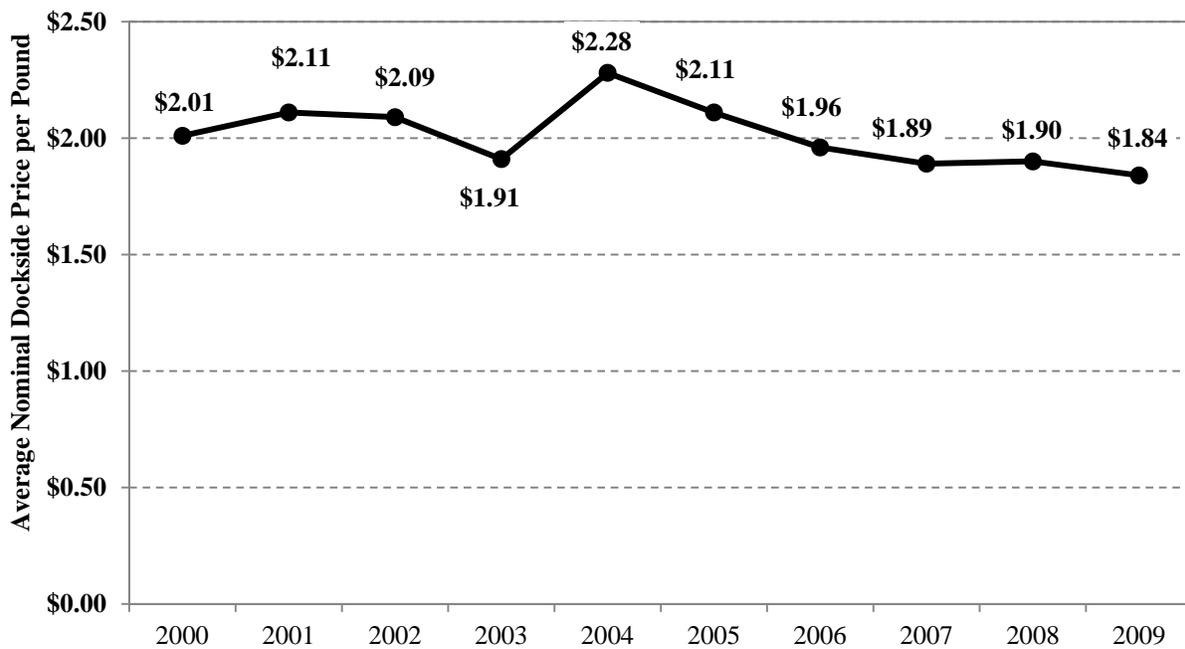


Figure 5.20 Cumulative Volume and Dockside Value of Swordfish Purchased by SWFF Dealers Reported in Louisiana Trip Ticket Program, By Year: 2000-2009

in the hurricane year of 2005. In the years following hurricanes Katrina and Rita, volume and dockside value varied from 460 thousand pounds and \$903 thousand in 2006 to 653 thousand pounds and \$1.20 million in 2009.

Average dockside price per pound paid by SWFF dealers for swordfish varied between \$1.91 per pound and \$2.11 per pound in the first four years of the study timeframe (Figure 5.21). Average price per pound rose to a period high of \$2.28 per pound in 2004. Average price per pound fell to \$2.11 per pound in the hurricane year of 2005 and continued to decrease thereafter to \$1.84 per pound in 2009.



**Figure 5.21 Average Nominal Price per Pound for Swordfish Purchased by SWFF Dealers in Louisiana According to the Louisiana Trip Ticket Program by Year: 2000-2009**

## **5.9. Volume and Value of Key Species or Types as a Percentage of All SWFF Purchases**

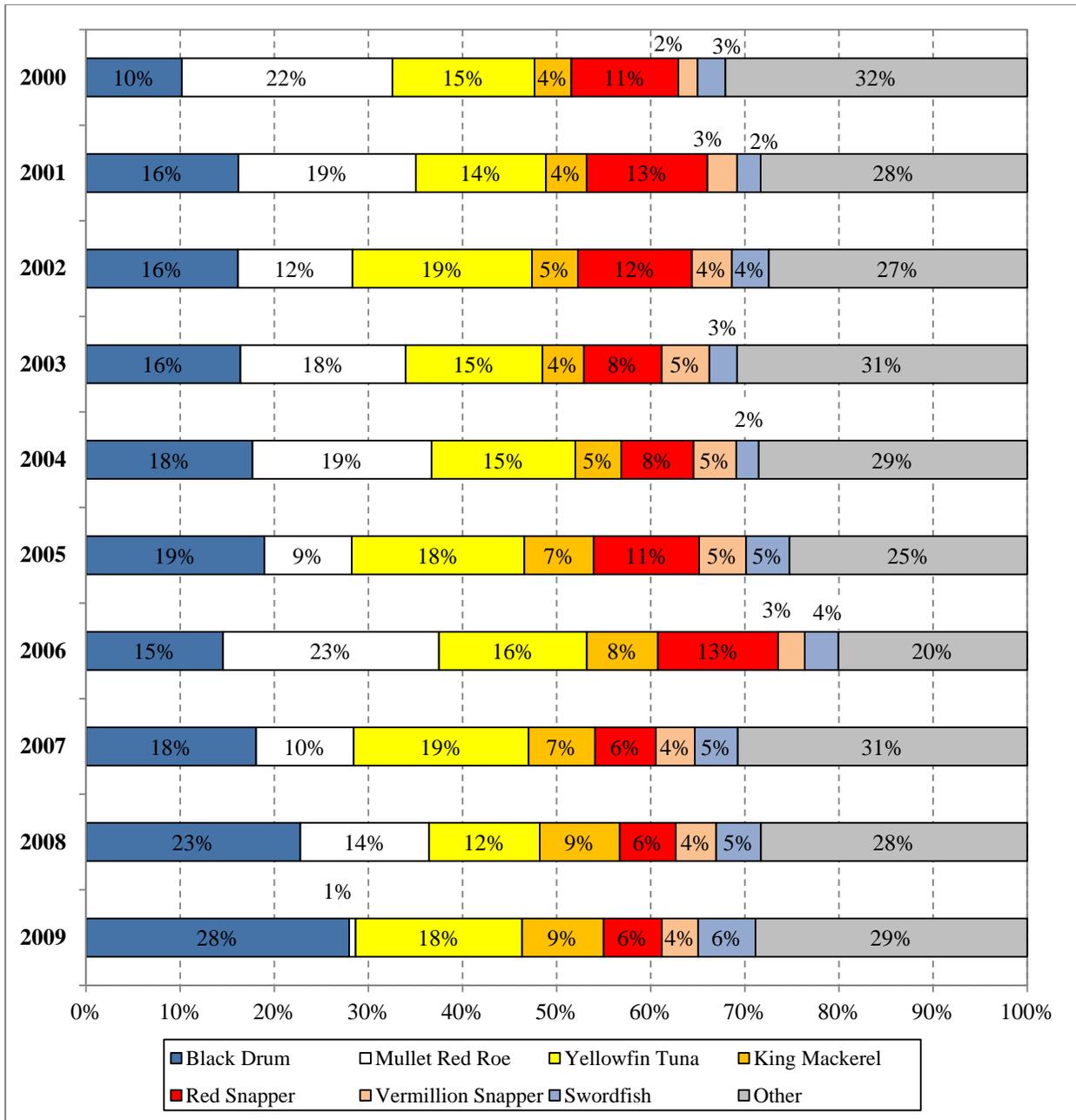
The previous section presented measures of the volume and dockside value of seven key species of saltwater finfish purchased directly from commercial fishermen by licensed commercial seafood dealers in Louisiana from 2000 to 2009. This section examines changes in each of these key species' relative share of the total volume and dockside value of SWFF purchased by dealers in every year within the 2000-2009 study timeframe.

The volume and dockside value of black drum as a percentage of all SWFF purchased by dealers in Louisiana have been increasing across the study timeframe. As a percentage of the volume of all SWFF, the volume of black drum rose from 10 percent in 2000 to 19 percent in 2005 to 23 percent in 2008 and 28 percent in 2009. The dockside value of black drum as a share of the dockside value of all SWFF rose from five percent in 2000 to nine percent in 2005 to 14 percent in 2009.

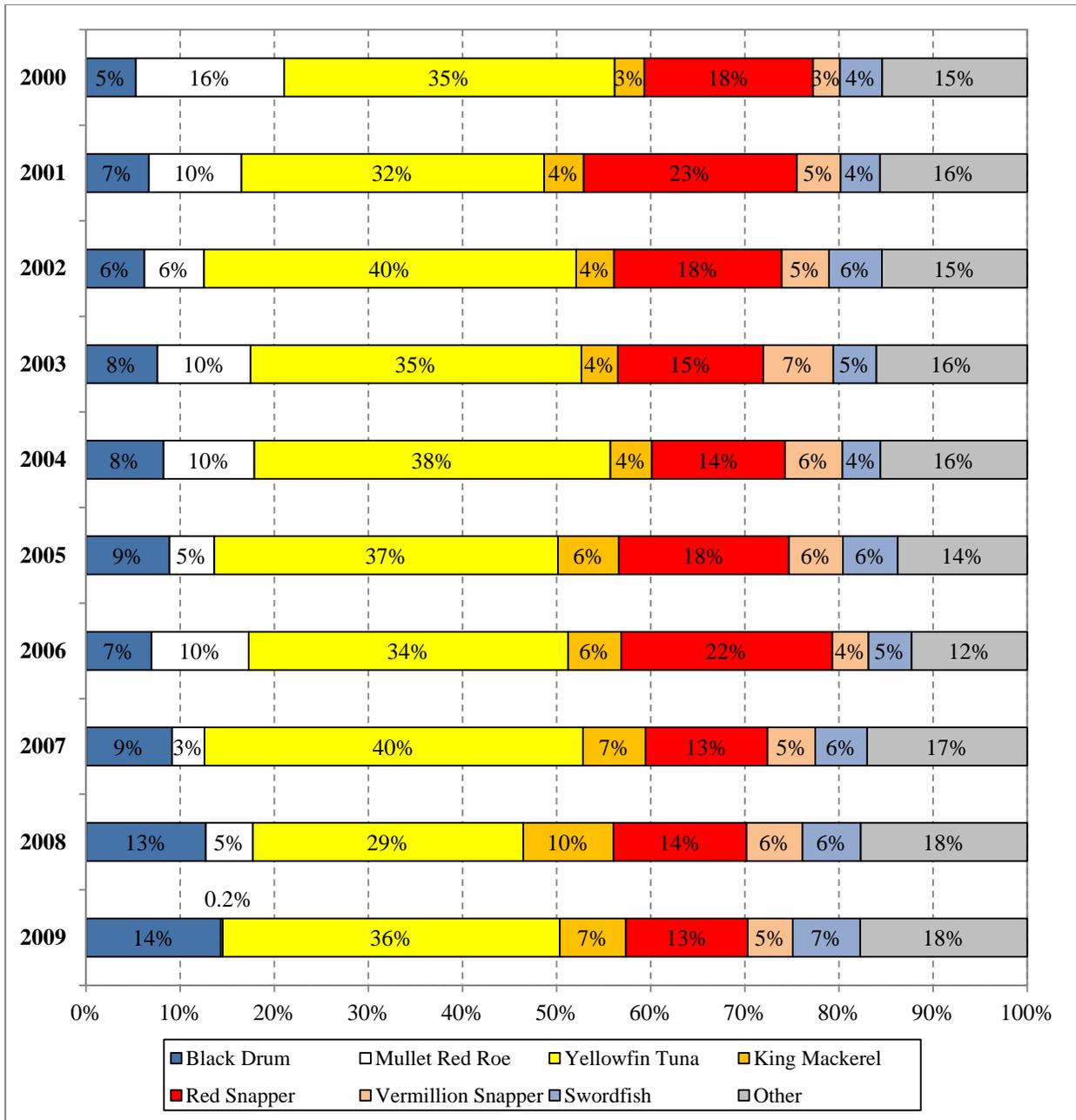
The volume of mullet red roe fluctuated from 22 percent of the volume of all SWFF in 2000 to 12 percent in 2002 to 18 percent in 2003 and nine percent in 2005 (Figure 5.22). The volume of mullet red roe was 23 percent of the volume of all SWFF in 2006 and one percent in 2009. The dockside value of mullet red roe represented 16 percent of total dockside value of all SWFF in 2000, five percent in 2005, and less than one percent in 2009 (Figure 5.23).

The volume of yellowfin tuna ordinarily comprised 15 to 18 percent of the volume of all SWFF in most years in the study timeframe (Figure 5.22). The dockside value of yellowfin tuna usually made up 35 percent to 40 percent of the dockside value of all SWFF during the period (Figure 5.23).

King mackerel accounted for four percent of the volume and three percent of the dockside value of all SWFF in 2000. By the end of the study timeframe, the species represented a larger percentage of both the total volume (nine percent) and total dockside value (seven percent) of all SWFF purchased by dealers in 2009.



**Figure 5.22 Volume of Specific Types of SWFF as a Percentage of thte Total Volume of SWFF Purchased by SWFF Dealers: 2000 - 2009**



**Figure 5.23 Dockside Value of Specific Types of SWFF as a Percentage of thte Total Dockside Value of SWFF Purchased by SWFF Dealers: 2000 - 2009**

Red snapper accounted for a smaller portion of both the volume and dockside value of all SWFF at the end of the study timeframe than at the beginning. Red snapper accounted for 11 percent of the volume of all SWFF in 2000, 13 percent in 2001, and 12 percent in 2002. In 2005 and 2006, this species accounted

for 11 percent and 13 percent of total SWFF volume, respectively. In 2007, 2008, and 2009, red snapper accounted for six percent of total SWFF volume. Changes in the red snapper's share of total SWFF dockside value fluctuated according to a similar pattern: 18 percent in 2000, 23 percent in 2001, 18 percent in 2002, 18 percent in 2005, and 22 percent in 2006, and 13 percent in 2007 and 2009.

Vermillion snapper accounted for two percent to five percent of the total volume and three percent of the total dockside value of all SWFF purchased by dealers in any given year throughout the period.

Similarly, purchases of swordfish comprised two percent to six percent of the volume and four percent to seven percent of the dockside value of all SWFF in any particular year in the period.

#### **5.10. Percentage Changes in the Volume of Key Saltwater Finfish Species**

The tables in this section present percentage changes in the volume of six individual saltwater finfish species in each year of the study period relative to the volume in previous years: king mackerel (Table 5.1), mullet red roe (Table 5.2), red snapper (Table 5.3), vermillion snapper (Table 5.4), yellowfin tuna (Table 5.5), black drum (Table 5.6), and swordfish (Table 5.7). The percentage change in volume relative to 2004 (and the 2000-2004 average) may be used to gain an understanding of the effect of hurricanes Katrina and Rita on the dealers' purchases of selected species. Caution is urged in interpreting the results because a variety of biological, environmental, and economic factors unrelated to the hurricanes may also have affected the harvests and purchases of these species. Further, because the volume of some species is relatively small in some years (notably king mackerel, swordfish, and vermillion snapper), fairly modest absolute changes in the volume of some species in particular years may produce large percentage changes in volume.

### 5.10.1. Percentage Changes in the Volume of Key Saltwater Finfish Species Following Hurricanes Katrina and Rita

Following hurricanes Katrina and Rita, the volume of six of the seven key individual saltwater species declined in the hurricane year of 2005 relative to 2004. The largest percentage decrease (71.7 percent) was observed for mullet red roe, the smallest percentage change (12.0 percent) for king mackerel. The volume of swordfish purchased by SWFF dealers increased by 12.5 percent relative to 2004 volume.

In 2006, the volume of six key SWFF species was lower than the volume in 2004, ranging from a 1.1 percent decrease for king mackerel to a 60.3 percent decrease for vermillion snapper. The volume of red snapper in 2006 was 5.7 percent greater than the volume of red snapper purchased in 2004.

In 2007, again the volume of six of seven individual decreased relative to volume purchased in 2004. The percentage decreases ranged from a 10.5 percent change for king mackerel to a 66.3 percent change for mullet red roe. The volume of swordfish in 2007 was 18.2 percent greater than the volume of swordfish purchased by SWFF dealers in 2004.

**Table 5.1. Change in the Volume of King Mackerel Purchased by Active SWFF Dealers in Specified Year as a Percentage of Volume in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	+8.5%	<b>-4.5%</b>	<b>+7.3%</b>	<b>-2.9%</b>	-6.2%	2.5%
	2004		<b>-12.0%</b>	<b>-1.1%</b>	<b>-10.5%</b>	-13.5%	-5.5%
	2005			+12.3%	+1.7%	-1.7%	7.3%
	2006				-9.5%	-12.5%	-4.5%
	2007					<b>-3.4%</b>	<b>+5.5%</b>
	2008						<b>+9.2%</b>

**Table 5.2. Change in the Volume of Mullet Red Roe Purchased by Active SWFF Dealers in Specified Year as a Percentage of Volume in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	+2.8%	<b>-70.9%</b>	<b>-21.0%</b>	<b>-65.4%</b>	-63.5%	-98.0%
	2004		<b>-71.7%</b>	<b>-23.1%</b>	<b>-66.3%</b>	-64.4%	-98.1%
	2005			+171.6%	+19.0%	+25.6%	-93.2%
	2006				-56.2%	-53.8%	-97.5%
	2007					<b>+5.5%</b>	<b>-94.3%</b>
	2008						<b>-94.6%</b>

**Table 5.3. Change in the Volume of Red Snapper Purchased by Active SWFF Dealers in Specified Year as a Percentage of Volume in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	-26.9%	<b>-38.3%</b>	<b>-22.7%</b>	<b>-62.0%</b>	-72.1%	-68.8%
	2004		<b>-15.6%</b>	<b>+5.7%</b>	<b>-48.0%</b>	-61.8%	-57.3%
	2005			+25.3%	-38.4%	-54.7%	-49.4%
	2006				-50.8%	-63.8%	-59.6%
	2007					<b>-26.4%</b>	<b>-17.9%</b>
	2008						<b>+11.6%</b>

**Table 5.4. Change in the Volume of Vermillion Snapper Purchased by SWFF Dealers in Specified Year as a Percentage of Volume in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	19.8%	<b>-23.5%</b>	<b>-52.4%</b>	<b>-32.3%</b>	-44.0%	-46.0%
	2004		<b>-36.1%</b>	<b>-60.3%</b>	<b>-43.5%</b>	-53.2%	-54.9%
	2005			-37.8%	-11.6%	-26.8%	-29.4%
	2006				+42.2%	+17.7%	+13.5%
	2007					<b>-17.2%</b>	<b>-20.2%</b>
	2008						<b>-3.5%</b>

**Table 5.5. Change in the Volume of Yellowfin Tuna Purchased by SWFF Dealers in Specified Year as a Percentage of Volume in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	5.9%	<b>-26.1%</b>	<b>-30.9%</b>	<b>-19.1%</b>	-56.9%	-38.1%
	2004		<b>-30.2%</b>	<b>-34.8%</b>	<b>-23.5%</b>	-59.3%	-41.5%
	2005			-6.6%	+9.5%	-41.7%	-16.2%
	2006				+17.2%	-37.6%	-10.3%
	2007					<b>-46.8%</b>	<b>-23.5%</b>
	2008						<b>43.7%</b>

**Table 5.6. Change in Volume of Black Drum Purchased by SWFF Dealers in Specified Year as a Percentage of Volume in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	-2.5%	<b>-32.0%</b>	<b>-36.0%</b>	<b>-26.6%</b>	-62.9%	-40.0%
	2004		<b>-30.3%</b>	<b>-34.3%</b>	<b>-24.8%</b>	-62.0%	-38.5%
	2005			-5.8%	+7.9%	-45.4%	-11.8%
	2006				+14.6%	-42.1%	-6.3%
	2007					<b>-49.4%</b>	<b>-18.3%</b>
	2008						<b>+61.6%</b>

**Table 5.7. Change in Volume of Swordfish Purchased by SWFF Dealers in Specified Year as a Percentage of Dockside Value in Various Base Years**

		<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Base Years</b>	2000-2004 Average	-19.5%	<b>-9.4%</b>	<b>-22.9%</b>	<b>-4.8%</b>	-20.7%	+9.3%
	2004		<b>+12.5%</b>	<b>-4.3%</b>	<b>+18.2%</b>	-1.5%	+35.7%
	2005			-14.9%	+5.1%	-12.4%	+20.6%
	2006				+23.5%	+2.9%	+41.7%
	2007					<b>-16.7%</b>	<b>+14.8%</b>
	2008						<b>+37.7%</b>

**5.10.2. Percentage Changes in the Volume of Key Saltwater Finfish Species Following Hurricanes Gustav and Ike**

In 2008, the year of hurricanes Gustav and Ike, the volume of six of the seven key individual saltwater finfish species decreased relative to the volume purchased by SWFF dealers in 2007. The magnitude of these decreases ranged from 3.4 percent for king mackerel to 49.4 percent for black drum. The volume of mullet red roe was 5.5 percent greater than the volume in 2007.

In 2009, the volume of king mackerel and swordfish were 5.5 percent greater and 14.8 percent greater than their corresponding volumes in 2007. The volume of mullet red roe in 2009 was 94 percent less than the volume purchased in 2007. The 2009 volumes of red snapper and vermilion snapper were 17.9 percent and 20.2 percent, respectively, less than corresponding 2007 values. The volume of yellowfin tuna purchased by SWFF dealers in 2009 was 23.5 percent less than the volume of yellowfin tuna purchased in 2007. The volume of black drum in 2009 was down 18.3 percent relative to the volume of 2007.

## **Chapter 6.** **Conclusion: SWFF**

### **6.1. Introduction**

This report has presented estimates and trends for various parameters related to the participation and activities of commercial seafood dealers that purchased SWFF in Louisiana during the 2000-2009 timeframe using data from the LDWF trip ticket program and associated LDWF commercial dealer license datasets. It examined changes in the number of active dealers purchasing SWFF and the volume and dockside value of SWFF that they purchased directly from commercial fishermen. It included analyses of relative changes in dealer activities following two hurricanes in 2005 (hurricanes Katrina and Rita) and two hurricanes in 2008 (hurricanes Gustav and Ike).

The number of active SWFF dealers is a count of the number of commercial seafood dealer license holders that reported purchasing SWFF directly from commercial fishermen in a particular year. The number of active crab dealers dropped 21.2 percent in the hurricane year of 2005 compared to 2004 and was 36.5 percent below the 2004 level in 2007, the year before hurricanes Gustav and Ike. In the hurricane year of 2008, the number of active crab dealers was 8.1 percent below the number in 2007. In 2009, the number of dealers purchasing SWFF directly from commercial fishermen was 6.1 percent below the number in 2007 and 40.4 percent below the number active in 2004.

The volume of SWFF purchased directly from commercial fishermen by seafood dealers in Louisiana in 2005 was 41.9 percent below the volume in 2004. In 2007, the volume of SWFF was 38.2 percent below the volume of 2004. The volume in the hurricane year of 2008 was 20.0 percent below the volume of 2007. In 2009, the volume of SWFF purchased directly from commercial fishermen was 14.1 percent below the volume of 2007 and 46.9 percent below the volume of 2004.

The dockside value of SWFF purchased by seafood dealers according to trip ticket data in the hurricane year of 2005 was 27.7 percent below the dockside value of 2004. In 2007, SWFF' dockside value was

28.1 percent below the 2004 value. In the hurricane year of 2008, dockside value was 1.7 percent below the dockside value of 2007 and in 2009 dockside value was 25.4 percent below the 2007 dockside value and 38.2 percent below the 2004 dockside value.

SWFF dealers are a diverse group of individuals and firms that display great variety in the quantity of SWFF that they purchase. SWFF dealers that purchase less than 5,000 pounds in a year usually made up about fifty to sixty percent of the total number of active SWFF dealers in a year. Their total purchases across the 2000-2009 study timeframe represented about 0.2 percent of the combined total volume of all active SWFF dealers in that time period. In contrast, the SWFF dealers that purchased above 500 thousand pounds of SWFF in a year at no time numbered as high as 12 during the study timeframe but their purchases accounted for two-thirds of the combined total volume of all SWFF purchased by all active SWFF dealers from 2000 to 2009.

Resident business dealers bought about 90.9 percent of the combined total volume of SWFF purchased by resident SWFF dealers during the study timeframe. Non-resident business dealers purchased about 4.1 percent and resident vehicle dealers purchased about one percent of the volume of SWFF purchased by seafood dealers from 2000 to 2009.

## **6.2. Data Limitations and Topics for Further Study**

This report used the extensive data derived from the LDWF trip ticket program and the LDWF commercial dealer license dataset to illustrate changes in the number of seafood dealers buying SWFF and the volume and dockside value of the SWFF they purchased directly from commercial fishermen in every year during the 2000 to 2009 study timeframe. This report was unable to discern to what extent any observed fluctuations in any of the examined parameters were attributable to hurricanes Katrina and Rita or hurricanes Gustav and Ike.

This report also presented the number of SWFF dealers purchasing a volume of SWFF within defined SWFF volume categories in every year within the study timeframe. The placement of a dealer within a

particular volume category was not a permanent status. A dealer might be in one volume category in one year and in a different volume category in subsequent years as its volume fluctuated. This report did not examine the extent of inter-category mobility of the sort described above.

This report employed a fairly broad definition of “active SWFF dealer”, any individual or business that purchased at least one pound of SWFF directly from commercial fishermen in a year. It was unable to distinguish those firms for which buying and selling SWFF was the business’ primary function from those for which buying SWFF was one perhaps relatively minor function among many different business activities.

This report did not examine the diversity of SWFF dealers’ seafood operations. It did not look at the variety, volume, and dockside value of other sorts of seafood that these firms may have purchased directly from commercial fishermen. Further, it was unable to determine the total expenditures these business incurred in buying SWFF (and other types of seafood) from sources other than commercial fishermen, such as processors, distributors, and other dealers.

Further, this report examined the volume and dockside value of SWFF, one of many expenditures incurred by the dealers that participated in the trip ticket program. It contains no information regarding total expenditures or revenues and thus implies nothing regarding the profitability or economic viability of these firms.



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## Appendix A

### Saltwater Finfish

- Table A.1**      **Volume and Dockside Value of Saltwater Finfish (excluding Menhaden) Purchased by Commercial Seafood Dealers in Louisiana, By Year: 2000-2009**
- Table A.2**      **Number of Dealers Buying Saltwater Finfish (excluding Menhaden) in Different Finfish Volume Categories, By Year: 2000-2009**
- Table A.3**      **Cumulative Volume of Saltwater Finfish (excluding Menhaden) Purchased by Dealers within Different Finfish Volume Categories, By Year: 2000-2009**
- Table A.4**      **Cumulative Dockside Value of Saltwater Finfish (excluding Menhaden) Purchased by Dealers within Different Finfish Volume Categories, By Year: 2000-2009**

**Table A.1 Volume and Dockside Value of Saltwater Finfish (excluding Menhaden) Purchased by Commercial Seafood Dealers in Louisiana, By Year: 2000-2009**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Volume (Pounds)	24,377,538	18,870,563	17,814,450	20,744,063	20,162,850	11,706,921	12,853,009	12,462,949	9,969,190	10,703,579
Dockside Value (Nominal Dollars)	\$32,298,812	\$23,721,700	\$26,007,423	\$25,491,631	\$27,129,408	\$19,620,367	\$19,725,488	\$19,509,360	\$14,544,533	\$16,765,339

**Table A.2. Number of Dealers Buying Saltwater Finfish (excluding Menhaden) in Different Finfish Volume Categories, By Year: 2000-2009**

Volume of Freshwater Finfish Purchased	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	(Number of active dealers)									
Less than 5,000 Pounds	79	69	69	81	90	74	57	56	51	54
5,000-25,000 Pounds	33	32	33	27	36	28	29	27	23	20
25,000- 100,000 Pounds	31	29	21	26	19	13	12	9	10	13
More than 500,000 Pounds	14	9	10	11	11	8	8	7	7	6

**Table A.3 Cumulative Volume of Saltwater Finfish (excluding Menhaden) Purchased by Dealers within Different Finfish Volume Categories, By Year: 2000-2009**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	(Pounds)									
Less than 5,000 Pounds	73,005	72,007	65,046	79,480	89,780	68,182	69,965	60,514	43,719	32,677
5,000-25,000 Pounds	908,503	1,212,396	1,132,776	1,028,667	1,213,647	1,066,130	1,049,442	1,013,381	839,966	448,025
25,000-100,000 Pounds	8,411,971	6,550,973	4,562,644	5,973,427	4,722,820	2,911,692	2,591,960	1,974,652	1,870,841	3,096,368
More than 500,000 Pounds	14,984,059	11,035,188	12,053,984	13,662,490	14,136,603	7,660,917	9,141,642	9,414,401	7,214,664	7,126,509

**Table A.4 Cumulative Dockside Value of Saltwater Finfish (excluding Menhaden) Purchased by Dealers within Different Finfish Volume Categories, By Year: 2000-2009**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	(Nominal dollars)									
Less than 5,000 Pounds	\$150,037	\$161,469	\$176,930	\$238,925	\$251,080	\$174,558	\$193,027	\$197,372	\$140,977	\$170,746
5,000-25,000 Pounds	\$725,463	\$1,020,370	\$1,057,614	\$851,261	\$1,163,691	\$1,089,794	\$1,509,606	\$895,932	\$810,439	\$472,198
25,000-100,000 Pounds	\$9,365,293	\$8,652,986	\$4,589,710	\$6,466,762	\$5,235,565	\$4,900,524	\$3,597,396	\$2,550,119	\$1,996,683	\$3,678,069
More than 500,000 Pounds	\$22,058,020	\$13,886,875	\$20,183,170	\$17,934,683	\$20,479,072	\$13,455,492	\$14,425,458	\$15,865,937	\$11,596,434	\$12,444,326

## **Appendix B**

**Table B.1**      **Number of Dealers Buying Saltwater Finfish (excluding Menhaden) in Different License Categories, By Year: 2000-2009**

**Table B.2**      **Volume of Saltwater Finfish (excluding Menhaden) Purchased by Dealers in Different License Categories, By Year: 2000-2009**

**Table B.3**      **Nominal Value of Saltwater Finfish (excluding Menhaden) Purchased by Dealers in Different License Categories, By Year: 2000-2009**

**Table B.1 Number of Dealers Buying Saltwater Finfish (excluding Menhaden) in Different License Categories, By Year: 2000-2009**

License Type	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	(Active Dealers)									
Resident Business Dealers (Resident Wholesale/Retail-Business License)	136	117	113	122	126	99	74	79	74	74
Resident Vehicle Dealers (Resident Wholesale/Retail-Vehicle License)	7	6	8	7	8	7	15	7	6	4
Non-Resident Business Dealers (Non-Resident Wholesale/Retail-Business License)	4	7	5	7	7	3	5	4	3	3
Others*	10	8	7	8	14	14	11	9	8	11
<b>Total</b>	<b>157</b>	<b>138</b>	<b>133</b>	<b>144</b>	<b>155</b>	<b>123</b>	<b>105</b>	<b>99</b>	<b>91</b>	<b>92</b>

**Table B.2 Volume of Saltwater Finfish (excluding Menhaden) Purchased by Dealers in Different License Categories, By Year: 2000-2009**

License Type	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	(Pounds)									
Resident Business Dealers	21,845,650	16,747,730	15,810,251	18,671,438	18,247,831	10,426,112	11,778,246	11,796,707	9,466,593	10,293,041
Resident Vehicle Dealers	260,950	79,540	42,980	32,355	123,982	166,189	299,389	160,685	260,748	108,012
Non-Resident Business Dealers	846,965	1,026,622	934,398	1,111,875	863,471	524,036	383,566	364,505	172,344	271,389
Other Types of Dealer Licenses	1,423,975	1,016,671	1,026,823	928,399	927,566	590,583	391,809	141,052	69,502	31,139

**Table B.3 Nominal Value of Saltwater Finfish (excluding Menhaden) Purchased by Dealers in Different License Categories, By Year: 2000-2009**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	(Nominal Dollars)									
Resident Business Dealers	\$27,696,096	\$19,313,063	\$22,212,388	\$21,464,740	\$23,460,450	\$16,765,204	\$17,495,653	\$18,438,603	\$13,742,808	\$16,004,118
Resident Vehicle Dealers	\$167,677	\$62,157	\$47,994	\$35,701	\$166,612	\$330,933	\$419,235	\$187,448	\$221,600	\$125,009
Non-Resident Business Dealers	\$1,524,278	\$2,061,390	\$1,664,855	\$2,014,212	\$1,568,825	\$1,100,431	\$982,792	\$763,468	\$463,390	\$543,461
Other Types of Dealer Licenses	\$2,910,765	\$2,285,094	\$2,082,190	\$1,976,983	\$1,933,526	\$1,423,801	\$827,806	\$120,645	\$126,017	\$112,758

## Appendix C

### Key Individual Saltwater Species

<b>Table C.1</b>	<b>Number of Dealers Buying King Mackerel and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009</b>
<b>Table C.2</b>	<b>Number of Dealers Buying Mullet Red Roe and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009</b>
<b>Table C.3</b>	<b>Number of Dealers Buying Red Snapper and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009</b>
<b>Table C.4</b>	<b>Number of Dealers Buying Vermillion Snapper and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009</b>
<b>Table C.5</b>	<b>Number of Dealers Buying Yellowfin Tuna and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009</b>
<b>Table C.6</b>	<b>Number of Dealers Buying Black Drum and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009</b>
<b>Table C.7</b>	<b>Number of Dealers Buying Swordfish and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009</b>

**Table C.1 Number of Dealers Buying King Mackerel and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Number of Dealers	12	14	15	15	16	14	9	7	9	9
Volume (pounds)	948,719	817,717	866,293	910,546	981,584	864,280	970,817	878,890	849,291	927,163
Value (nominal dollars)	\$1,016,165	\$995,830	\$1,045,853	\$990,111	\$1,193,465	\$1,269,335	\$1,112,240	\$1,297,492	\$1,394,131	\$1,178,135
Average Price per pound	\$1.07	\$1.22	\$1.21	\$1.09	\$1.22	\$1.47	\$1.15	\$1.48	\$1.64	\$1.27

**Table C.2 Number of Dealers Buying Mullet Red Roe and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Number of Dealers	33	29	22	29	20	7	15	11	9	5
Volume (pounds)	5,456,063	3,556,256	2,168,326	3,641,296	3,835,777	1,085,670	2,948,844	1,292,373	1,363,774	73,910
Value (nominal dollars)	\$5,089,906	\$2,331,481	\$1,645,855	\$2,526,208	\$2,616,990	\$931,600	\$2,036,004	\$668,932	\$726,187	\$33,840
Average Price per pound	\$0.93	\$0.66	\$0.76	\$0.69	\$0.68	\$0.86	\$0.69	\$0.52	\$0.53	\$0.46

**Table C.3 Number of Dealers Buying Red Snapper and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Number of Dealers	24	35	31	27	30	26	20	8	9	6
Volume (pounds)	2,771,131	2,420,766	2,161,202	1,714,619	1,551,941	1,309,577	1,640,795	806,472	593,224	662,167
Value (nominal dollars)	\$5,788,799	\$5,370,882	\$4,635,461	\$3,935,960	\$3,841,681	\$3,546,229	\$4,425,590	\$2,525,901	\$2,056,036	\$2,167,581
Average Price per pound	\$2.09	\$2.22	\$2.14	\$2.30	\$2.48	\$2.71	\$2.70	\$3.13	\$3.47	\$3.27

**Table C.4 Number of Dealers Buying Vermillion Snapper and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Number of Dealers	23	29	23	27	21	20	15	10	9	7
Volume (pounds)	500,203	595,056	754,479	1,052,688	914,113	584,137	363,256	516,565	427,520	412,378
Value (nominal dollars)	\$923,149	\$1,103,169	\$1,305,220	\$1,895,175	\$1,650,782	\$1,124,558	\$757,578	\$990,734	\$865,349	\$805,542
Average Price per pound	\$1.85	\$1.85	\$1.73	\$1.80	\$1.81	\$1.93	\$2.09	\$1.92	\$2.02	\$1.95

**Table C.5 Number of Dealers Buying Yellowfin Tuna and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Number of Dealers	18	17	16	11	11	10	11	8	5	8
Volume (pounds)	3,684,058	2,609,738	3,397,307	3,016,570	3,078,552	2,146,817	2,021,249	2,316,018	1,171,158	1,893,015
Value (nominal dollars)	\$11,346,357	\$7,632,028	\$10,283,871	\$8,958,296	\$10,265,043	\$7,167,070	\$6,696,699	\$7,848,957	\$4,178,369	\$6,004,422
Average Price per pound	\$3.08	\$2.92	\$3.03	\$2.97	\$3.33	\$3.34	\$3.31	\$3.39	\$3.57	\$3.17

**Table C.6 Number of Dealers Buying Black Drum and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Number of Dealers	69	54	54	49	52	43	42	37	33	30
Volume (pounds)	2,480,937	3,056,647	2,876,573	3,404,985	3,569,052	2,220,149	1,870,764	2,252,577	2,270,607	2,992,820
Value (nominal dollars)	\$1,708,370	\$1,585,696	\$1,615,982	\$1,933,521	\$2,235,152	\$1,741,337	\$1,371,556	\$1,785,101	\$1,852,102	\$2,401,734
Average Price per pound	\$0.69	\$0.52	\$0.56	\$0.57	\$0.63	\$0.78	\$0.73	\$0.79	\$0.82	\$0.80

**Table C.7 Number of Dealers Buying Swordfish and Volume, Dockside Value, and Price per Pound, By Year: 2000-2009**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Number of Dealers	12	12	8	8	8	7	6	7	5	6
Volume (pounds)	722,823	470,980	700,111	611,021	480,885	540,923	460,343	568,437	473,758	652,525
Value (nominal dollars)	\$1,452,310	\$992,557	\$1,463,326	\$1,169,920	\$1,098,038	\$1,142,959	\$903,409	\$1,073,406	\$899,530	\$1,199,362
Average Price per pound	\$2.01	\$2.11	\$2.09	\$1.91	\$2.28	\$2.11	\$1.96	\$1.89	\$1.90	\$1.84