



A Joint Program of:

- State University of New York
- Cornell University
- NOAA, Dept. of Commerce

New York Sea Grant

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*New York Sea Grant Extension Program
provides Equal Program and
Equal Employment Opportunities in association
with Cornell Cooperative Extension,
U.S. Department of Agriculture and
U.S. Department of Commerce and cooperating
County Cooperative Extension Associations.*

December 19, 2012

Dear Bait and Tackle Owners:

The last two months have been a trying and emotional time for the residents of New York and New Jersey. The impacts to our family and friends have been tremendous and the costs to the regions infrastructure are being measured in the billions of dollars. Those of us, who live and make our livelihood around the ocean and its resources, recognize the devastation of the recreational fishing industry. Docks, boats, businesses and entire communities have been lost in several locations. As we struggle to assess the impacts on our livelihoods and the areas we call home, a collection of industry groups have asked NY Sea Grant to facilitate data collection to document the damages in recreational fishing communities.

On November 16th, the Department of Commerce officially determined under section 308(d) of the Interjurisdictional Fisheries Act (IFA) and section 315 of the Magnuson Stevens Fisheries Conservation Act (Magnuson Stevens Act): *A catastrophic regional fishery disaster has occurred due to a natural disaster for New York and New Jersey. By law, this fishery disaster declaration includes fishermen, charter fishing operators, United States fish processors, and owners of related fishery infrastructure affected by the disaster.* In addition to authorizing Small Business Administration loans (SBA), the determination provides a basis for Congress to appropriate disaster relief funding to provide assistance to affected communities. As recreational fishing industry professionals, it is important to participate in fishery disaster relief activities being coordinated by the federal government.

This is unprecedented territory for our industry and our area of the country. In the hopes that Congress will in fact appropriate funding we need to begin the data collection process now. At the request of the New York Fishing Tackle Trade Association, United Boatmen of NY, New York Sportfishing Federation, Regal Marine Products, and the Recreational Fishing Alliance, New York Sea Grant is helping to collect information to document losses and physical damages to your business as a part of the recreational fishing industry. We have developed a questionnaire and worksheet for this purpose, and ask you to take a few minutes to describe the changes in your business that occurred since Saturday October 27, 2012. **YOUR RESPONSE IS CONFIDENTIAL AND WILL BE USED FOR INFORMATIONAL AND PLANNING PURPOSES, ONLY.**

Thank you for making the effort to assist us during this difficult time. Similar data is being collected from the charter/party boats, and marina sectors. Data compiled under this exercise will supplement other ongoing assessment activities, and create the foundation to prepare a spending plan that is required in an appropriation request to rebuild the fishing industry. Your input is important in this fishery disaster process, and we encourage you to share this link with other owners. Please help to spread the word to as many recreational fishing businesses as possible; share the link for electronic submission:
<http://www.seagrantsunysb.edu/articles/r/2236>

If you have any questions regarding the process or general questions about the questionnaire, please contact Antoinette Clemetson of Sea Grant (aoc5@cornell.edu), Melissa Dearborn (melissa@regalbait.com), John Mantione (nyftta@earthlink.net), Kathy Heinlein (kheinlein529@aol.com), or Jim Hutchinson (jhutchinson@joinrfa.org). Again NY Sea Grant is facilitating the data collection and your information will be held confidential. While trade group leaders are engaged in the distribution and development of data collection, they will not have direct access to completed questionnaires.

Please return the questionnaire to New York Sea Grant no later than January 10th, 2013.

New York Sea Grant
Attn: FISHERIES DISASTER
3059 Sound Avenue
Riverhead, NY 11901
Tel: (631) 727-3910 Ext 11 Fax: (631) 369-5944
Email: aoc5@cornell.edu

“Super Storm” Sandy Economic Injury Loss Worksheet For NY Tackle Shops

NOT FOR CLAIMS

The information that you disclose is confidential, and information that is shared with a third party will be summarized. By completing the survey you are agreeing to this condition.

agree disagree

Business Name: _____

Business Address: _____

Contact Name: _____

Contact Phone and Email: _____

1) Operating Status (circle):

November:

December (Current Status as of Today: _____):

a) Closed for the season on: _____

a) Closed for the season on: _____

b) Closed due to storm _____

b) Closed due to storm _____

c) Fully reopen as of: _____

c) Fully reopen as of: _____

d) Partially open (____%)

d) Partially Open (____%)

2 Describe the changes in the work force in your facility:

a) # of people employed before Super Storm Sandy _____

b) # of people currently employed _____

3) On a scale of 0 to 5 {with 0 being no damage and 5 being the worst (i.e. total loss)}, provide your best estimate of the physical damage to your property as a direct result of the storm:

a) Retail Area: _____

b) Office Area: _____

c) Other permanent buildings excluding personal residence: _____

d) Permanent docks and pilings: _____

e) Floating docks: _____

f) Products/Goods: _____

g) Other (i.e. Gas pumps, ice machines, freezers): _____

4) Please use the attached worksheet to calculate your estimated of lost revenue, due to damage, waterway closures or lack of customers due to no power or evacuation, your estimate of lost product due to damages or loss of power or lack of customers due to no power or evacuation and your physical damages.

Total estimated loss for 2012 from “Super Storm” Sandy is:

\$ _____

5) Although it is very hard to determine the future cost of these impacts, please use the space provided to list and give an estimate as to some of the costs/losses that you may incur from now through the opening of the **2013 fishing season on April 1st**. Use additional paper is necessary.

6) One major industry concern is the status of our recreational fishing infrastructure. Many access points have been damaged. So that we may start to get an inventory of these locations, please list any docks, piers, ramps, etc..., in your local community that have been damaged. Pictures to document the locations and damage would be very helpful. You can email pictures to ac5@cornell.edu, and please make sure to list the address of the locations(s).

Submitted By: _____

Date: _____

Contact Information: _____

(Please list name of person completing the questionnaire and contact phone/email for any follow-up clarification)

Superstorm Sandy Economic Loss Worksheet

(Two months revenue plus property loss)

For Bait and Tackle Shops

Business Name: _____

Business Address: _____

Contact Name: _____

Contact Number and email: _____

| | A | | B |
|------|---|--|---|
| Line | November | | December |
| 1 | 2010 November Net Sales <input style="width: 80%;" type="text"/> 1A | 2010 December Net Sales | <input style="width: 80%;" type="text"/> 1B |
| 2 | 2011 November Net Sales <input style="width: 80%;" type="text"/> 2A | 2011 December Net Sales | <input style="width: 80%;" type="text"/> 2B |
| 3 | Average 2-Yr November Sales ((1A + 2A) Divided by 2) <input style="width: 80%;" type="text"/> 3A | Average 2-Yr November Sales ((1B + 2B) Divided by 2) | <input style="width: 80%;" type="text"/> 3B |
| 4 | 2012 November Net Sales <input style="width: 80%;" type="text"/> 4A | December 2012 Sales (Estimate if not complete) | <input style="width: 80%;" type="text"/> 4B |
| 5 | 2012 Nov. Sales Revenue Loss (Subtract 4A from 3A) <input style="width: 80%;" type="text"/> 5A | 2012 Dec. Sales Revenue Loss (Subtract 4B from 3B) | <input style="width: 80%;" type="text"/> 5B |
| 6 | Total 2012 Sales Revenue Loss (Add 5A to 5B) <input style="width: 80%;" type="text"/> 6A | | |
| 7 | Estimated Overall Average Gross Profit Percent <input style="width: 80%;" type="text"/> 7A (Net Sales Less Cost of Goods) (ex: Sell \$1.00-Cost \$.60/Sell \$1.00 = Gross Profit=40%) | | |
| 8 | TOTAL GROSS PROFIT LOSS (Multiply 6A by 7A) <input style="width: 80%;" type="text"/> 8A | | |

Loss of Business Related Assets - List all items lost or destroyed by Superstorm Sandy and estimated replacement cost.-ie:

Est Repl. Cost

| | |
|---|--|
| Inventory for Resale at Cost (Less any Salvage Value) | |
| Supplies, Repair Parts | |
| Interior - Store Fixtures, Shelving, Refrigeration Fixtures, Lighting, Electrical, Flooring or Carpet | |
| Exterior of Building, Signs, Parking Area, Landscaping | |
| Docks, Boardwalks, Boat Slips, Moorings | |
| Exterior Equipment - Freezers, Coolers, Gas Pumps, Ice Machine | |
| | |
| | |
| | |

| | |
|---|--|
| 9 TOTAL REPLACEMENT OF ALL BUSINESS PROPERTY LOSS (Submit additional list if necessary) | <input style="width: 80%;" type="text"/> 9B |
| 10 Estimated INSURANCE or FEMA Reimbursement | <input style="width: 80%;" type="text"/> 10B |
| 11 NET LOSS OF BUSINESS PROPERTY (Subtract 10B from 9B) | <input style="width: 80%;" type="text"/> 11B |
| 12 TOTAL ECONOMIC LOSS FROM HURRICANE SANDY (TOTAL 8A AND 11B) | <input style="width: 80%;" type="text"/> |