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 Boatingmen 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.seagrant.sunysb.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 aoc5@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

<table>
<thead>
<tr>
<th>Business Name:</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Address:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact Name:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact Number and email:</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Line</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2010 November Net Sales</td>
<td>2010 December Net Sales</td>
</tr>
<tr>
<td>2</td>
<td>2011 November Net Sales</td>
<td>2011 December Net Sales</td>
</tr>
<tr>
<td>3</td>
<td>Average 2-Yr November Sales ((1A + 2A) Divided by 2)</td>
<td>Average 2-Yr November Sales ((1B + 2B) Divided by 2)</td>
</tr>
<tr>
<td>4</td>
<td>2012 November Net Sales</td>
<td>December 2012 Sales (Estimate if not complete)</td>
</tr>
<tr>
<td>5</td>
<td>2012 Nov. Sales Revenue Loss (Subtract 4A from 3A)</td>
<td>2012 Dec. Sales Revenue Loss (Subtract 4B from 3B)</td>
</tr>
<tr>
<td>6</td>
<td>Total 2012 Sales Revenue Loss (Add 5A to 5B)</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Estimated Overall Average Gross Profit Percent</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>TOTAL GROSS PROFIT LOSS (Multiply 6A by 7A)</td>
<td></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Item</th>
<th>Est Repl. Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exterior of Building, Signs, Parking Area, Landscaping</td>
<td></td>
</tr>
<tr>
<td>Docks, Boatwalks, Boat Slips, Moorings</td>
<td></td>
</tr>
<tr>
<td>Exterior Equipment - Freezers, Coolers, Gas Pumps, Ice Machine</td>
<td></td>
</tr>
<tr>
<td>Inventory for Resale at Cost (Less any Salvage Value)</td>
<td></td>
</tr>
<tr>
<td>Supplies, Repair Parts</td>
<td></td>
</tr>
<tr>
<td>Interior - Store Fixtures, Shelving, Refrigeration Fixtures, Lighting, Electrical, Flooring or Carpet</td>
<td></td>
</tr>
</tbody>
</table>

9 TOTAL REPLACEMENT OF ALL BUSINESS PROPERTY LOSS (Submit additional list if necessary)

10 Estimated INSURANCE or FEMA Reimbursement

11 NET LOSS OF BUSINESS PROPERTY (Subtract 10B from 9B)

12 TOTAL ECONOMIC LOSS FROM HURRICANE SANDY (TOTAL 8A AND 11B)