

# 15 GLADSTONE TRC

The Gladstone TRC consists of the main urban centre of Gladstone and smaller towns to the north including Port Alma, and towns to the south including Turkey beach.

## BUSINESS PROFILES

### Location and Use of Ports

Table 15.1 shows the number of license holders within the Gladstone TRC and the number of survey respondents who reported having homeports within the TRC. On the basis of the sample count it is estimated that there are 28 commercial charter operators within this TRC and a 95% certainty that the correct population count of commercial charter operators within the TRC is between 18 and 38. Figure 1 shows the geographic location of the Gladstone TRC.

Table 15.1 Location of Homeports

Town	Adj. Database Count	Sample Count	Estimated Count	Percent within TRC
Gladstone	17	19	25	89.3
Town of 1770	2	2	3	10.7
Boyne Island	1	0	0	0.0
Calliope	1	0	0	0.0
Total TRC	21	21	28	100.0
95% Confidence Interval for Estimated TRC Count			18-38	
Percent of Total Active License Holders in QLD			10.6%	

*Note: Adjusted database count is based on the postal address as recorded in the licensing information, which may not be the homeport of the charter business. The count is adjusted for latent license holders (8.6%). The estimated count adjusts the sample count by the sampling fraction of 1.32*

### Fishing Activity

Table 15.2 shows the types of fishing charters from the Gladstone TRC over the previous year. Reef fishing was the sole fishing activity on day trips and overnight trips. On extended trips, reef fishing represented 91.4% and game fishing was also undertaken (8.3%).

Table 15.3 displays the number and type of charters from the Gladstone TRC over the previous year. Most trips from the Gladstone TRC were extended trips (1,775 days), and 85.5% were fishing charters. This is high proportion relative to the Queensland average (66.1%). There were 776 day trips and

Table 15.2 Type of Fishing Activity (during the last 12 months)

Fishing Type	Day trips		Overnight trips		Extended trips	
	Mean % Time within TRC	Mean % Time QLD	Mean % Time within TRC	Mean % Time QLD	Mean % Time within TRC	Mean % Time QLD
Reef (bottom fishing)	100.0	47.5	100.0	66.0	91.4	51.2
Game (pelagic)	0.0	18.8	0.0	20.3	8.3	31.1
Estuary	0.0	26.8	0.0	11.6	0.0	12.5
Crabbing	0.0	0.5	0.0	0.2	0.0	0.5
Other	0.0	6.4	0.0	2.0	0.0	4.6
Total Sample	100.0	100.0	100.0	100.0	100.0	100.0

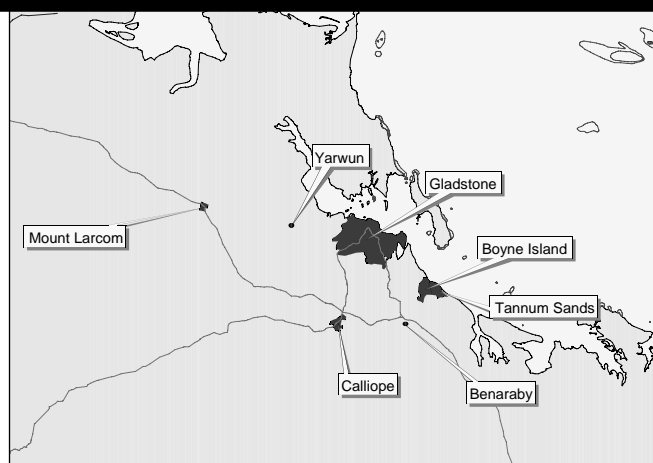


Figure 20.1 Location of the Gladstone TRC

only a relatively small percentage were fishing charters (17.1%). There were 442 days of overnight trips, and 81.9% were fishing charters, which was higher than the Queensland average for overnight trips. Overall, 67.3% of charters from the Gladstone TRC were fishing charters, which is similar to the Queensland average.

Table 15.4 shows the percentage of time spent fishing and doing other activities such as diving and cruising, for trips where fishing was not the only activity. On day trips most time was spent doing unspecified activities (such as transportation) (45%), and only 14.8% of time was spent fishing. This is relatively low compared to the Queensland average (52.9%). On overnight trips, 23.3% of time was spent fishing, and on extended trips, 59.2% of time was spent fishing.

Table 15.5 shows that the peak months for charter activity within the Gladstone TRC were August to November.

Table 15.5 Peak Charter Months During Past 12 Months

Months	Sample Count	Percent within TRC	Percent of QLD Fishery
January	2	9.5	21.8
February	0	0.0	6.2
March	2	9.5	8.8
April	5	23.8	16.6
May	6	28.6	17.6
June	6	28.6	26.9
July	6	28.6	37.3
August	7	33.3	37.3
September	14	66.7	44.0
October	14	66.7	48.7
November	11	52.4	35.2
December	5	23.8	25.9

Table 15.3 Number of Charter Trips (during the last 12 months)

Type	Mean within TRC	QLD Mean
<b>Day Trips</b>		
Mean number of day-trips (per business)	36.9	85.3
Mean number of fishing-only day-trips	6.3	59.9
Total number of day-trips	776	16,976
Total number of fishing-only day-trips	133	11,919
Percentage fishing-only	17.1%	70.2%
<b>Overnight Trips</b>		
Mean number of overnight trips (per business)	10.5	5.39
Mean number of fishing-only overnight-trips	8.6	3.34
Total number of days on overnight trips	442	1,072
Total number of fishing-only days on overnight trips	362	665
Percentage fishing-only	81.9%	62.0%
<b>Extended Trips</b>		
Mean number of extended-trips	15.9	6.9
Mean number of fishing-only extended-trips	13.6	4.49
Total number of days on extended trips	1,775	6,881
Total number of fishing-only days on extended trips	1,519	4,385
Percentage fishing-only	85.5%	66.1%
Mean number of days away (per business)	137	121.3
TOTAL days charter	2,993	16,969
Percentage fishing only	67.3%	68.1%

Table 15.4 Other Activities on Charters (during the last 12 months)

Type	Within TRC	QLD
<b>Day Trips</b>		
% time spent fishing		52.9
% time spent diving/snorkeling	14.5	13.1
% time spent cruising/sightseeing	9.0	17.5
% time spent sailing	0.0	0.4
% time spent whale & dolphin watching	16.7	4.2
% time spent doing other activities	45.0	11.9
<b>Overnight Trips</b>		
% time spent fishing	23.3	51.2
% time spent diving/snorkeling	11.7	22.9
% time spent cruising/sightseeing	0.0	15.9
% time spent sailing	0.0	0.0
% time spent whale & dolphin watching	0.0	0.0
% time spent doing other activities	65.0	10.0
<b>Extended Trips</b>		
% time spent fishing	59.2	51.2
% time spent diving/snorkeling	28.1	31.1
% time spent cruising/sightseeing	3.5	12.5
% time spent sailing	1.9	0.6
% time spent whale & dolphin watching	0.0	0.0
% time spent doing other activities	7.3	4.6

#### Location of Resource Use

Figure 15.2 shows the location of resource use by commercial charter operators in the Gladstone TRC. The location of resource use was the Swains Reefs, as well as the Capricorn-Bunker group of reefs.

Table 15.6 identifies the number of employees within the Gladstone TRC. The majority of businesses had between 1-5 fulltime and casual employees, and a mean of 3 employees per business. It is estimated that there were 85 people employed in the charter industry in the Gladstone TRC over the previous year.

#### Business Ownership and Size

Table 15.7 shows the number of years the current owner or operator had owned the charter business. Some 66.6% of businesses had been owned for longer than 5 years, and the mean of 12.6 years was 5.6 years longer than the Queensland average (7 years).

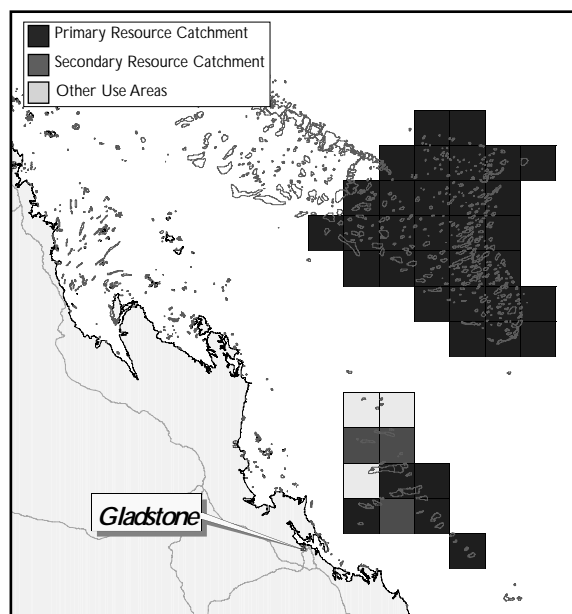


Figure 15.2 Gladstone TRC. Location of Resource Use

Table 15.6 Number of Employees

Number of Charter Employees	Full-Time Count	Full-Time Percent	Part-Time Count	Part-Time Percent	Casual Count	Casual Percent
Nil	2	9.5	15	71.4	9	42.9
1	11	52.4	2	9.5	4	19.0
2-3	4	19.0	2	9.5	4	19.0
4-5	3	28.5	2	9.5	3	14.3
5+	2	9.5	0	0.0	1	4.8
Total Businesses	21	100.0	21	100.0	21	100.0
Total Employees	39		15		31	
Mean Number of Employees per Business				3.0		
Mean Number of Full-time Employees per Business				1.9		
Mean Number of Part-time & Casual Employees per Business				2.2		
Estimated Number Employed within the TRC				85		

*Note: Part-time and casual employment was recorded as 0.5 when contributing to total employment.  
Total number of employees includes the respondent.*

Table 15.7 Number of Years of Current Ownership of the Charter Business

Number of Years	Sample Count	Percent within TRC	Cumulative Percent
1-5	7	33.3	33.3
6-10	4	19.1	52.4
11-15	5	24.0	76.2
15+	5	24.0	100.0
Total	21	100.0	100.0
Mean Number of Years owned or operated			12.6
Difference of TRC Mean to QLD Population Mean (7.0)			+5.6

*Note: Standard errors for number of years ownership (sample = 2.4; QLD population = 0.5).*

Table 15.8 shows the average number of years the charter business had been operating. Most businesses had been operating for more than 10 years (61.9%). The mean number of years was 16.6, which was over eight years longer than the average Queensland charter business.

Table 15.8 Number of Years Business has been Operating

Number of Years	Sample Count	Percent within TRC	Cumulative Percent
1-5	4	19.0	19.0
6-10	4	19.0	38.1
11-15	6	28.6	66.7
15+	7	33.3	100.0
Total	21	100.0	100.0
Mean Number of Years owned or operated			16.6
Difference of Mean to Population Mean (8.3)			+8.3

*Note: Standard errors for number of years operated (sample = 2.6; QLD population = 0.6)*

Table 15.9 shows the number of boats owned by charter businesses in the Gladstone TRC. Most businesses owned one boat (76.2%), although 19% owned 2 boats. The average for the TRC was 1.3, which reflects the Queensland average (1.3 boats per business).

Table 15.9 Number of Boats Operated by Charter Businesses

Number of Boats	Sample Count	Percent TRC
1	16	76.2
2	4	19.0
3	1	4.8
4+	0	0.0
Total Number of Businesses	21	100.0
Mean Number of Boats Operated		1.3
Difference of Mean to QLD Population Mean (1.3)		0.0

*Note: Standard errors for number of boats operated (sample = 0.1; QLD population = 0.06)*

Table 15.10 shows the frequency distribution of the length of boats within the Gladstone TRC. No vessel was shorter than 6m, and most vessels were between 11-24m. Nearly four percent of boats were over 30m in length. The average length for the TRC was 17.8, and the average length of the largest vessel in the TRC was 17.8. These lengths were considerably longer than the average Queensland charter vessel (11.4 and 11.7m respectively).

Table 15.10 Length of Vessels Operated by Charter Businesses

Length of Boat (metres)	Sample Count	Percent TRC
2-6	0	0.0
7-10	2	7.7
11-14	6	23.1
15-18	6	23.1
18-24	9	34.6
24-30	2	7.7
30+	1	3.8
Total Number of Boats	26	100.0
Mean Length of Boats Operated (metres)		17.8
Difference of Mean to QLD Population Mean (11.4)		+6.4
Mean Length of Largest Boat Operated (metres)		17.8
Difference of Mean to QLD Population Mean (11.7)		+6.1

*Note: Standard errors for mean length of boats (sample = 1.2; QLD population=0.4) and mean length of largest boats (sample = 1.4; QLD population=0.5).*

## Value of Production and Location of Sales

Table 15.11 shows the value of charter operations within the Gladstone TRC for the twelve months prior to the survey. The profile shows that 42.9% of businesses earned less than \$100,000, and that 42.8% earned more than \$400,000. The mean for the TRC was \$233,000, and the estimated GVP for the TRC was \$6.5 million representing 18.8% of the Queensland charter value.

Table 15.11 Business Income (Annual value)

Value (\$,000)	Sample Count	Sample Percent	Queensland Percent
Less than \$100	9	42.9	65.8
\$101 - \$200	3	14.3	11.5
\$201 - \$300	0	0.0	7.5
\$301 - \$400	2	9.5	4.0
\$401 - \$500	3	14.3	6.0
\$501 - \$600	2	9.5	2.0
\$601 - \$700	2	9.5	2.5
\$701 - \$800	0	0.0	0.0
\$801 - \$900	0	0.0	0.0
\$901 - \$1,000	0	0.0	0.0
Over \$1,000	0	0.0	0.5
Total	21	100.0	100.0
MeanGVP for TRC			\$233,000
Estimated Total GVP for TRC			\$6,468,000
Estimated Total GVP for QLD Population			\$ 34,419,000
Percent of Total Queensland Production			18.8%

Note: Estimated GVP is based on the sample GVP total multiplied by the sampling fraction of 1.32

Table 15.12 shows the number of customers over the previous year for the Gladstone TRC. It is estimated that there were 86,200 customers, making up 25.1% of all customers in the Queensland industry.

Table 15.12 Number of Customers per Year

Count	Mean Customers per Business	Sample Count	Estimated Total
Gladstone TRC	3,079	55,436	86,233
QLD	1,335	259,930	343,100
Percent of Queensland	25.1%		

Table 15.13 shows the value and the origin of customers visiting the Gladstone TRC. It is estimated that the value of all sales was \$6.5 million, and the majority was gained through customers from Queensland (41.5%) and other parts of Australia (32.3%), as well as the local area (22.2%). The overseas market was comparatively small (4.1%) in the Gladstone TRC.

Table 15.13 Origin and Value of Customers

	Sample Value of Sales	Mean Percent of Sample	Estimated of all Sales
Local area	1,087,800	22.2	1,435,896
Queensland	2,033,500	41.5	2,684,220
Outside Queensland	1,582,700	32.3	2,089,164
Overseas	200,900	4.1	265,188
Total Sales	\$4,900,000	100.0	\$6,468,000

Note: The sample value of sales is based on GVP as reported by businesses in the survey

## Business Expenditure

Table 15.14 shows the distribution of business expenditure from the Gladstone TRC. It is estimated that \$3.4 million was spent on business goods and services (excluding salaries and wages). The majority of this expenditure occurred in Gladstone (80.6%), as well as several other locations in Queensland and Australia.

Table 15.14 Town Location of Business Expenditure (All costs, excluding salaries and wages)

Location of Expenditure	Sample Value of Expenditure	Percent of Sample	Estimated Expenditure
Gladstone	2,057,637	80.6	2,716,059
Bundaberg	178,703	7.0	235,886
Brisbane	155,727	6.1	205,558
Scarborough	40,846	1.6	53,917
Agnes Water	33,188	1.3	43,807
Hervey Bay	17,870	0.7	23,589
NSW	17,870	0.7	23,589
Newport	12,765	0.5	16,849
Caboolture	5,106	0.2	6,740
Gold Coast	5,106	0.2	6,740
Mackay	5,106	0.2	6,740
Miriam Vale	5,106	0.2	6,740
Red Hill	5,106	0.2	6,740
Rockhampton	5,106	0.2	6,740
Toowoomba	5,106	0.2	6,740
Yeppoon	5,106	0.2	6,740
Total Expenditure	\$2,552,900	100.0	\$3,369,800

Note: Business expenditure includes all non-labour expenditure (ie. fuel, equipment, repairs etc)

Coefficients from the QLD input-output table for 1992-1993 indicate that expenditure on local intermediate purchases and imports, accounted for 52.1% of total revenue. The amount of business expenditure occurring within specific locations is based on 52.1% of the estimated GVP for the business.

## CHARTER-OPERATOR PROFILES

### Town of Residence

Table 15.15 shows the towns of residence for charter operators from the Gladstone TRC. Most charter operators lived in Gladstone (80.9%), and other surrounding areas.

Table 15.15 Town of Residence

Town of Residence	Sample Count	Percent of Sample
Gladstone	17	80.9
Calliope	1	4.8
Boyne Island	1	4.8
Lawnton	1	4.8
Town of 1770	1	4.8
Total	21	100.0

### Months Employed in the Charter Industry

Table 15.16 displays the months in which charter operators were employed in the charter industry over the previous year. Most operators were employed between April and November, and fewer than the Queensland average were employed between January and March.

Table 15.16 Months Employed in the Charter Industry During Past 12 Months

Months	Owners Operators %	All QLD Operators
January	71.4	81.0
February	71.4	81.5
March	76.2	85.7
April	95.2	89.4
May	95.2	92.6
June	90.5	92.6
July	90.5	92.6
August	95.2	93.7
September	95.2	95.2
October	90.2	93.7
November	90.2	91.5
December	81.0	86.8

### Location of Household Expenditure

Table 15.17 shows the location of household expenditure by charter operators and their families. It is estimated that \$814,000 was spent on household commodities and services, and that the majority was spent in Gladstone (81%). Several other towns in Queensland were recipients of the household expenditure from this TRC.

Table 15.17 Town Location of Household Expenditure (all commodities and services)

Location of Expenditure	Sample Value of Sample	Percent Expenditure	Estimated Expenditure
Gladstone	499,608	81.0	659,340
Agnes Water	19,738	3.20	26,048
Rockhampton	15,420	2.50	20,350
Seventeen Seventy	13,570	2.20	17,908
Strathpine	14,186	2.30	18,722
Brisbane	14,186	2.30	18,722
Bundaberg	16,654	2.70	21,978
Lawnton	8,635	1.40	11,396
Aspley	3,084	0.50	4,070
Mt Larcom	3,084	0.50	4,070
Mackay	2,467	0.40	3,256
Monto	2,467	0.40	3,256
Calliope	1,234	0.20	1,628
Gold Coast	1,234	0.20	1,628
Isisford	1,234	0.20	1,628
<b>Total Expenditure</b>	<b>\$616,800</b>	<b>100.0</b>	<b>\$814,000</b>

*Note: The sample total personal income for the Gladstone TRC was \$801,000. The Household Expenditure Survey for Queensland: 1993-1994 (ABS, 1996) indicates that for households in non-metropolitan areas 79% of gross weekly income was related to commodity and service purchases. Furthermore, of the total expenditure on commodities and services purchased by households, Queensland Input-Output tables indicate that 77% of expenditure occurs within Queensland, with the balance contributing to taxes and imports from outside Queensland. The sample value of expenditure was therefore calculated to be \$616,800. Estimated value of expenditure was calculated by multiplying the sample value of expenditure by 1.32*

*Source: CRC Reef (2000).*

### School and Employment Locations of Family Members

The town locations in which family members attended school or were employed are shown in Table 15.18. Gladstone (74.1%) was the main town for school and employment of family members.

Table 15.18 School and Employment Locations of Family Members

Location of Employment or School	Sample Count	Percent of Sample
Gladstone	40	74.1
Seventeen Seventy	3	5.6
Agnes Water	2	3.7
Brisbane	2	3.7
Caloundra	1	1.9
Hervey Bay	1	1.9
Karumba	1	1.9
Rockhampton	1	1.9
Tannum sands	1	1.9
NSW	1	1.9
Overseas	1	1.9
<b>Total Family Members</b>	<b>54</b>	<b>100.0</b>

*Note: Counts and percentages based on all immediate family members.*

### Social and Demographic Profiles

Table 15.19 shows that owner-operators in the Gladstone TRC had been in the industry and resident town for longer, were less likely to rent and more likely to own their own home, more likely to have finished year 12, less likely to have a business plan, had fewer dependents, had more family members involved in the business, and took less money home than the average Queensland charter operator.

Table 15.19 Owner-Operator Profiles for the Gladstone TRC

Profile	Owner-Operators	All QLD Charter operators
Estimated Number of Charter-owners	21	191
Mean age of operators	46.4	45.4
Age range	22-63	20-76
Percent males	85.7	93.8
Mean years resident in town	23.9	19.1
Mean number of years in charter industry	15.4	11.0
Mean hours per week in charter industry	55.4	50.7
Percent moved town to retain employment	4.8	14.0
Percent currently employed in other industry	42.9	46.1
Percent previously employed in other industry	85.0	93.7
Housing tenure (%)		
Rent	4.8	14.1
Mortgage	23.8	33.0
Own home	71.4	50.8
Other (eg, live with parents, on boat)	0.0	2.0
Educational		
Year completed school (%)		
Primary school	5.0	3.2
Year 8	5.0	3.2
Year 9	5.0	4.7
Year 10	20.0	32.6
Year 11	10.0	10.5
Year 12	55.0	45.8
Percent completed trade or TAFE certificate	47.4	52.2
Percent completed industry or business course	47.4	55.6
Percent with business plan	38.1	53.4
Marital Status		
Percent married or relationship	81.0	88.1
Partner's Income*		
Full-time employment	50.0	52.2
Part-time employment	25.0	23.3
Casual employment	12.5	8.8
Not employed	12.5	15.7
Family Composition		
Mean family size	2.9	3.2
Estimated number of total family members	60	596
Dependency Ratios		
Age Dependency Ratio**	11.5	21.7
Elderly Dependency Ratio	1.6	1.2
Child Dependency Ratio	9.8	20.6
Family Member Industry Dependency Ratio***	23.1	20.4
Gross Individual Income (%)		
Less than \$16,000	63.6	39.2
\$16,000 - \$26,000	0.0	22.2
\$26,000 - \$36,000	18.2	9.5
\$36,000 - \$52,000	9.1	13.3
\$52,000 - \$78,000	9.1	9.5
Over \$78,000	0.0	6.3
Average Income (\$)	20,600	28,000

Note: \* Percentage based on those charter operators with partners. Includes partners income from all sources.

\*\* The age dependency ratio is the number of children (below 15 years) and elderly persons (above 65 years) to every 100 persons in the population

\*\*\* The industry dependency ratio is the number of persons in the family who are over 15 years of age and working in the charter industry as a proportion of all family members over 15 years of age.