



GULF OF MEXICO IFQ PRICING REPORT

MAY 2022



REPORT NOTES

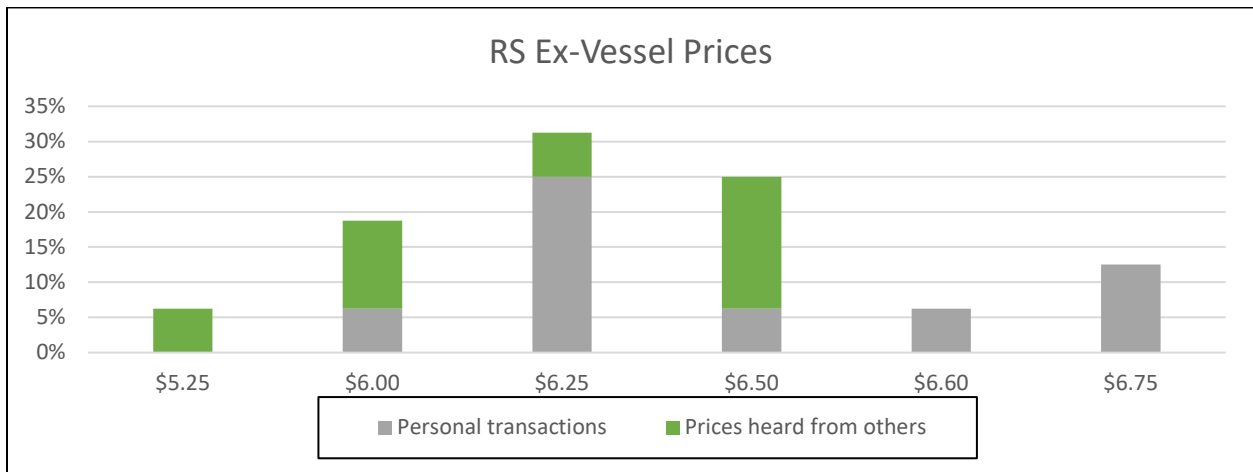
- The objective of this report is to provide Gulf of Mexico IFQ fishermen and dealers with timely data on red snapper and grouper-tilefish ex-vessel, allocation (lease), and quota share prices. The data reported shows prices based on a survey of IFQ participants. The survey was sent to 52 IFQ participants and 24 provided pricing information for the survey (46% response rate).
- Quota share prices provided are estimates of the price **with the current year's allocation included**. For survey responses for share purchased or sold without the current year's allocation included we add the respondent's estimate of the allocation price to their share price.
- One respondent indicated that their ex-vessel prices provided were the prices after netting out the cost of allocation. For these responses the allocation price was added back to the ex-vessel price for consistency.
- Ex-vessel prices (the price dealers pay to fishers for fish) for deepwater grouper, other shallow water grouper, and tilefish are only collected for the most landed species in each group to keep the survey as short as possible. Based on NOAA Fisheries data, yellowedge grouper, scamp, and golden tilefish account for 70%+ of all deepwater grouper, other shallow water grouper, and tilefish landings, respectively.
- All outliers, except for one, are included in the column charts. The one price that was excluded was assumed to be an entry error – an ex-vessel price estimate roughly three times higher than any other ex-vessel price.
- Average prices are shown with and without outliers. Responses were deemed to be outliers if they were more than two standard deviations from the average. This technique led to very few prices being considered outliers, especially for categories with very few responses. **I encourage those using this document to focus more on the column charts showing price frequency than the average value statistics.** Hopefully going forward more survey responses will lead to outliers having minimal effects on statistics.
- **Thank you to all IFQ participants who took the survey and made this report possible.** If you are interested in providing input for future surveys, please contact me (Andrew Ropicki) at aropicki@ufl.edu or 352-254-7667.

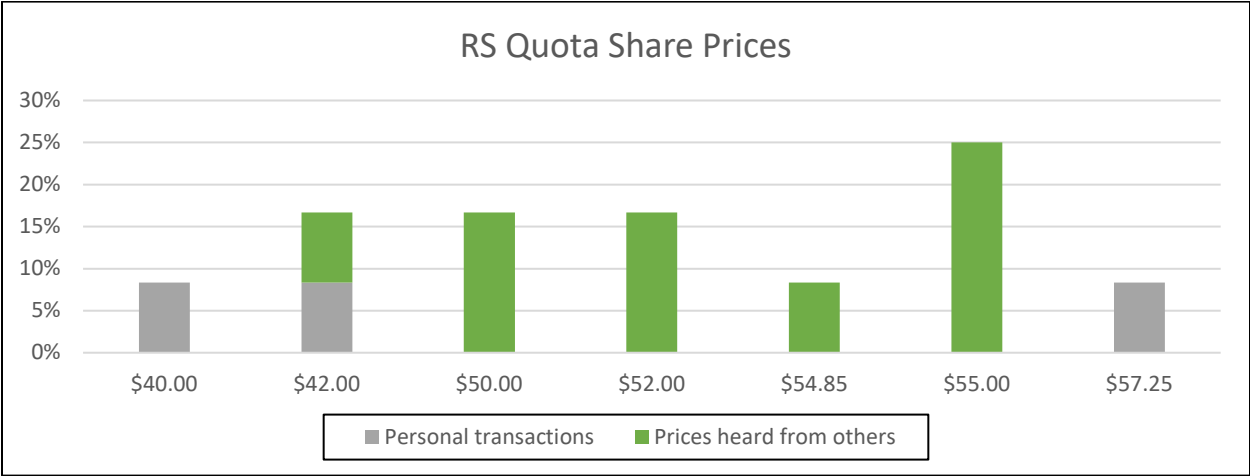
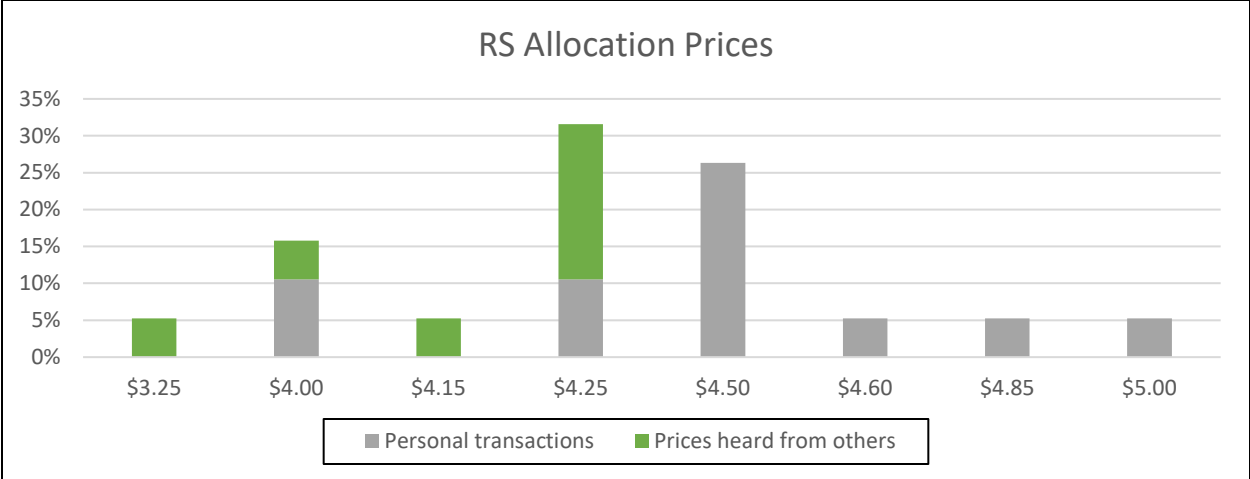
Red Snapper (RS)

The table below shows the average prices (with outliers removed), number of survey responses, and number of outliers removed for RS. One ex-vessel price (\$5.25/lb) and one allocation price (\$3.25/lb) were removed from the average calculation for being two standard deviations below the unadjusted average. Averages are also shown separately for responses based on personal transactions and those based on prices the respondent heard others traded at.

| Price | Average | Responses | Outliers Removed |
|--------------------------|---------|-----------|------------------|
| Ex-vessel – all | \$6.36 | 16 | 1 |
| Personal transactions | \$6.40 | 9 | 0 |
| Prices heard from others | \$6.29 | 7 | 1 |
| Price | Average | Responses | Outliers Removed |
| Allocation – all | \$4.37 | 18 | 1 |
| Personal transactions | \$4.45 | 13 | 1 |
| Prices heard from others | \$4.20 | 5 | 0 |
| Price | Average | Responses | Outliers Removed |
| Share – all | \$50.43 | 11 | 0 |
| Personal transactions | \$46.42 | 3 | 0 |
| Prices heard from others | \$51.36 | 8 | 0 |

The charts below show the frequency of different prices given for RS ex-vessel, allocation, and quota share price. Outliers are included. The shading indicates the type of price given (either a personal transaction or a price they heard others traded at).





Red Grouper (RG) and Red Grouper Multiuse (RGM)

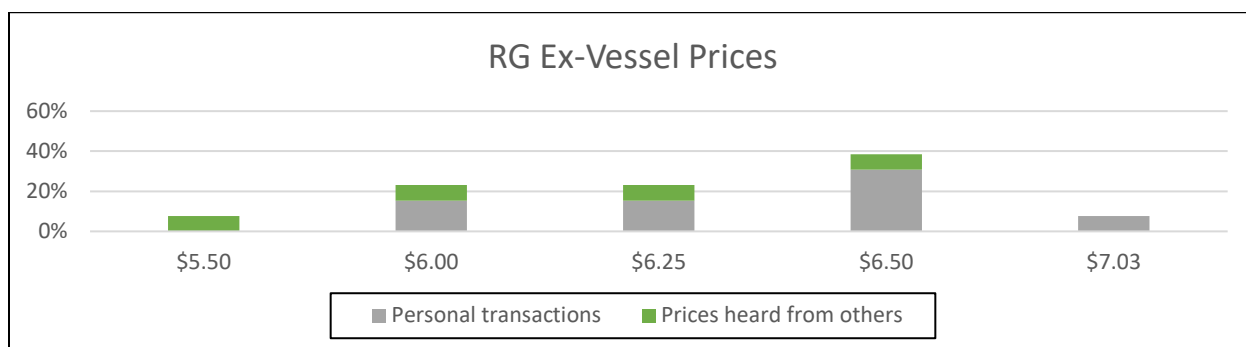
The table below shows the average prices (with outliers removed), number of survey responses, and number of outliers removed for RG. One ex-vessel price (\$5.50/lb) was removed from the average calculation for being two standard deviations below the unadjusted average. Averages are also shown separately for responses based on personal transactions and those based on prices the respondent heard others traded at.

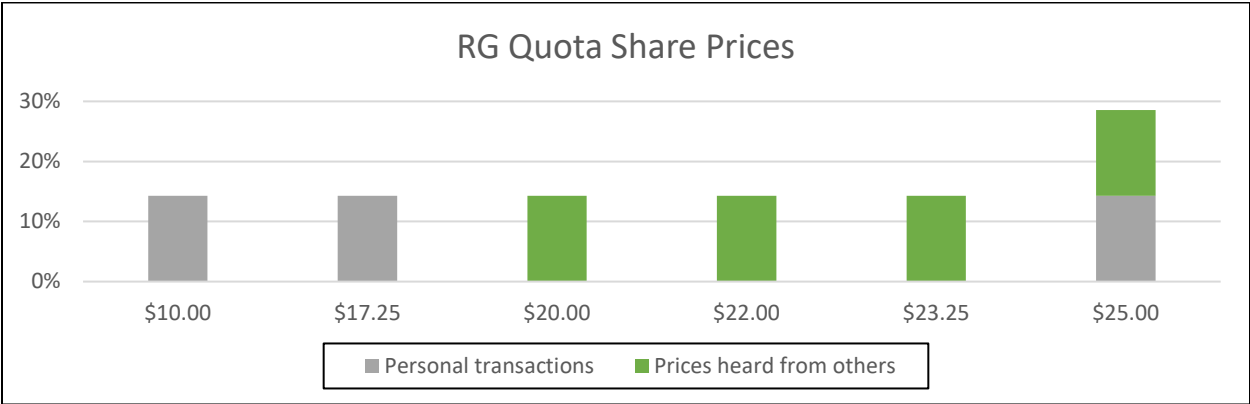
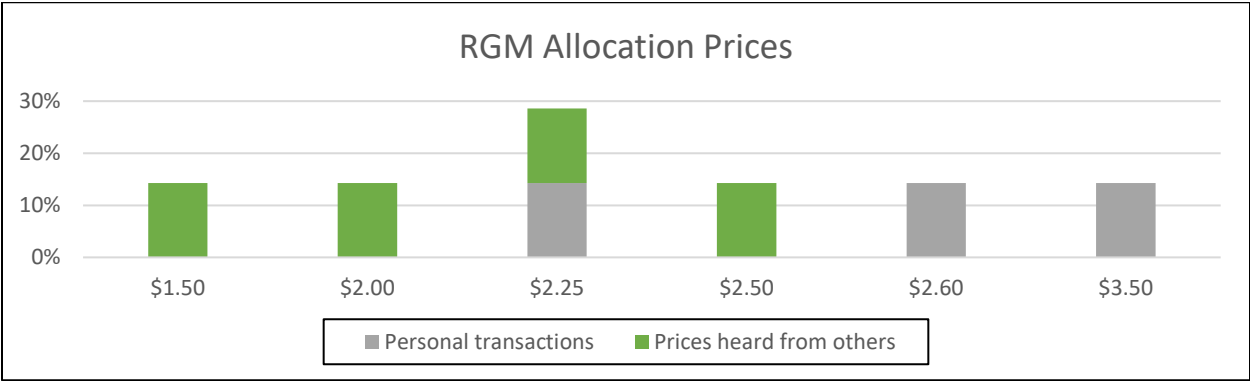
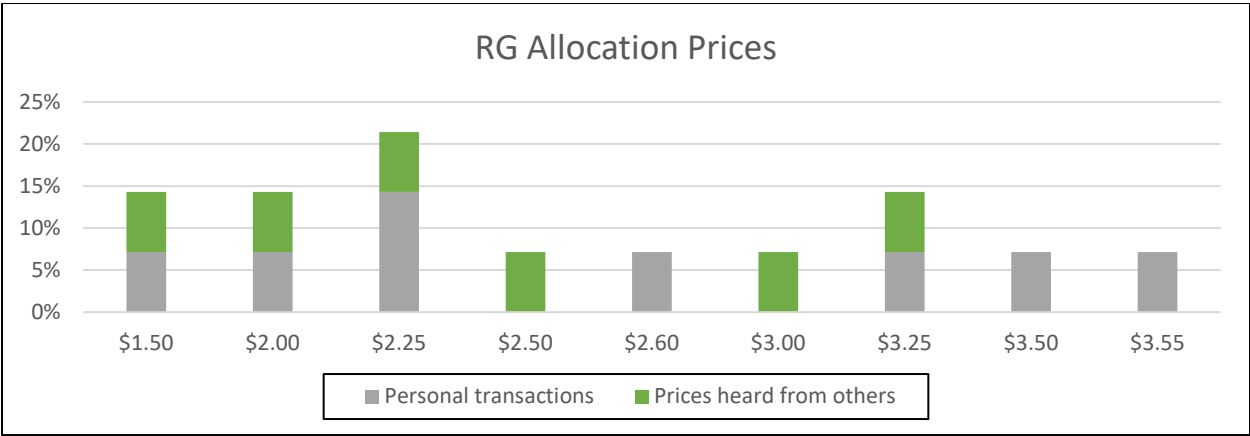
| Red Grouper (RG) | | | |
|--------------------------|---------|-----------|------------------|
| Price | Average | Responses | Outliers Removed |
| Ex-vessel – all | \$6.36 | 13 | 1 |
| Personal transactions | \$6.39 | 9 | 0 |
| Prices heard from others | \$6.25 | 4 | 1 |
| Price | Average | Responses | Outliers Removed |
| Allocation – all | \$2.53 | 14 | 0 |
| Personal transactions | \$2.61 | 8 | 0 |
| Prices heard from others | \$2.42 | 6 | 0 |
| Price | Average | Responses | Outliers Removed |
| Share – all | \$20.36 | 7 | 0 |
| Personal transactions | \$17.42 | 3 | 0 |
| Prices heard from others | \$22.56 | 4 | 0 |

Red grouper multiuse (RGM) allocation prices are shown in the table below. Outliers are included. All RGM allocation prices provided were the same as the RG allocation price provided by the respondent.

| Red Grouper Multiuse (RGM) Allocation | | | |
|---------------------------------------|---------|-----------|------------------|
| Price | Average | Responses | Outliers Removed |
| All | \$2.37 | 7 | 0 |
| Personal transactions | \$2.78 | 3 | 0 |
| Prices heard from others | \$2.06 | 4 | 0 |

The charts presented show the frequency of different prices given for RG ex-vessel, allocation (RG and RGM), and quota share price. Outliers are included. The shading indicates the type of price given (either based on personal transaction or a price they heard others traded at).





Gag Grouper (GG) and Gag Grouper Multiuse (GGM)

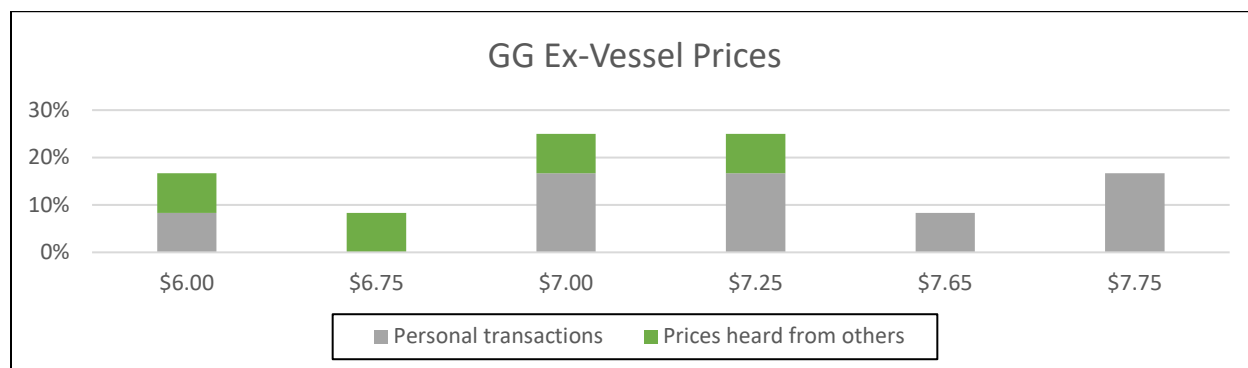
The table below shows the average prices (with outliers removed), number of survey responses, and number of outliers removed for GG. Averages are also shown separately for responses based on personal transactions and responses based on prices the respondent heard others traded at.

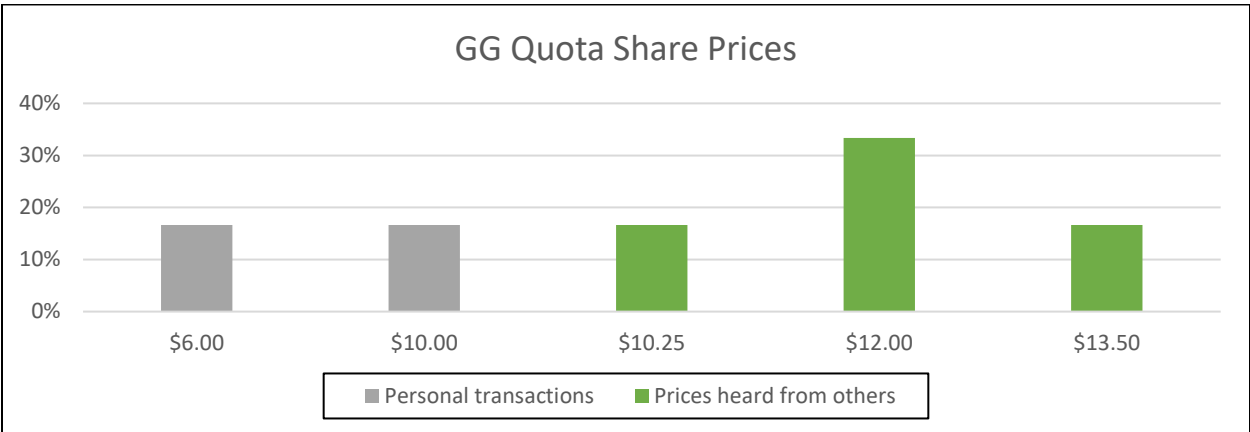
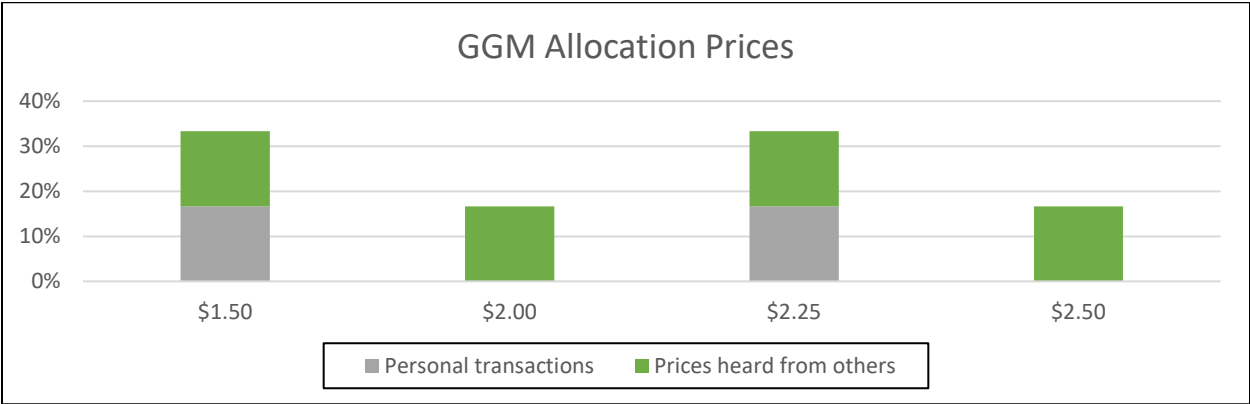
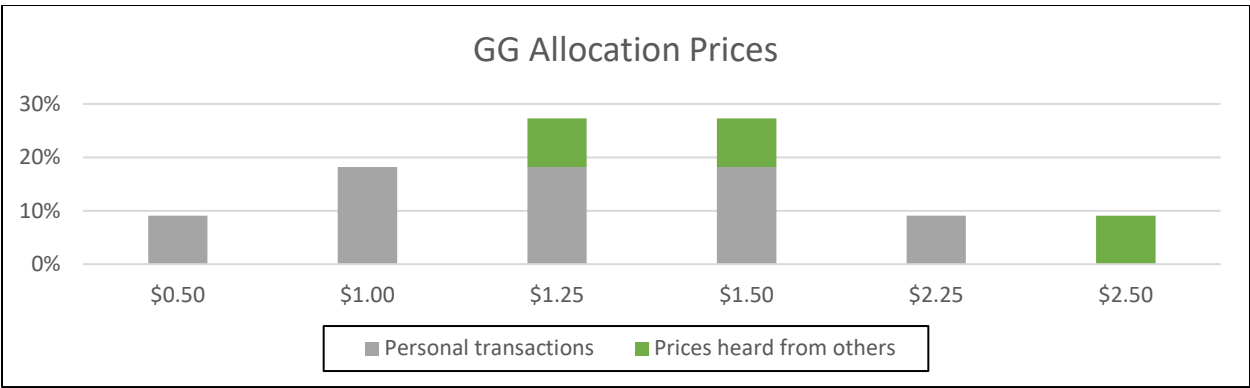
| Gag Grouper | | | |
|--------------------------|---------|-----------|------------------|
| Price | Average | Responses | Outliers Removed |
| Ex-vessel – all | \$7.05 | 12 | 0 |
| Personal transactions | \$7.21 | 8 | 0 |
| Prices heard from others | \$6.75 | 4 | 0 |
| Price | Average | Responses | Outliers Removed |
| Allocation – all | \$1.41 | 11 | 0 |
| Personal transactions | \$1.28 | 8 | 0 |
| Prices heard from others | \$1.75 | 3 | 0 |
| Price | Average | Responses | Outliers Removed |
| Share – all | \$10.63 | 6 | 0 |
| Personal transactions | \$8.00 | 2 | 0 |
| Prices heard from others | \$11.94 | 4 | 0 |

Gag grouper multiuse (GGM) allocation prices are shown in the table below. All GGM allocation prices provided were the same as the GG allocation price provided by the respondent. While four of the six responses for GGM allocation indicated the price was the same as GG allocation, two respondents indicated that GGM allocation was more expensive (\$0.75 and \$1.25 higher per pound).

| Gag Grouper Multiuse (GGM) Allocation | | | |
|---------------------------------------|---------|-----------|------------------|
| Price | Average | Responses | Outliers Removed |
| All | \$2.00 | 6 | 0 |
| Personal transactions | \$1.88 | 2 | 0 |
| Prices heard from others | \$2.06 | 4 | 0 |

The charts presented show the frequency of different prices given for GG ex-vessel, allocation (GG and GGM), and quota share price. The shading indicates the type of price given (either based on personal transaction or a price they heard others traded at).



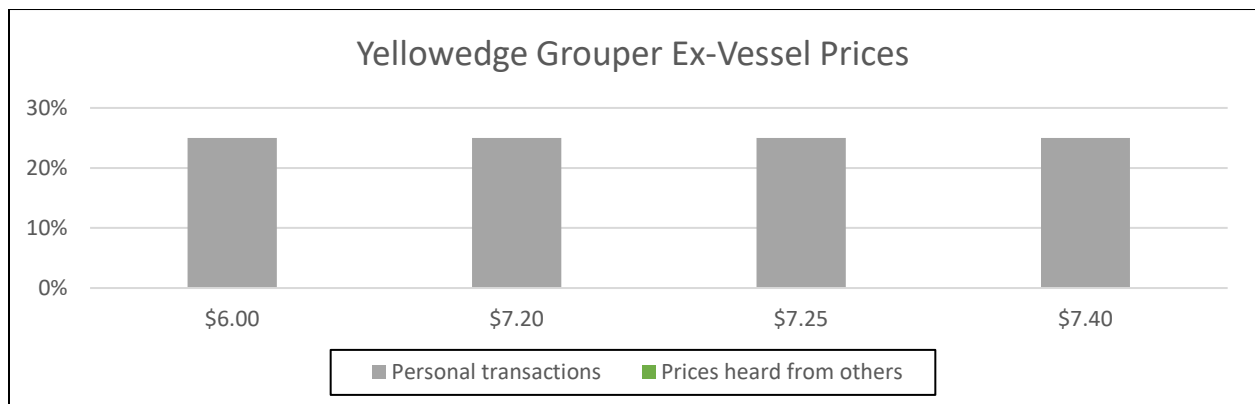


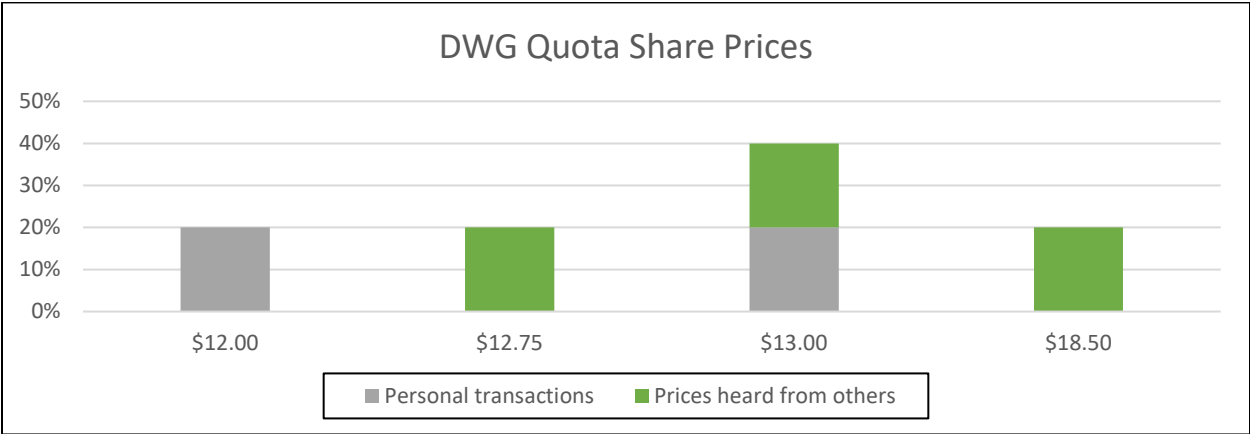
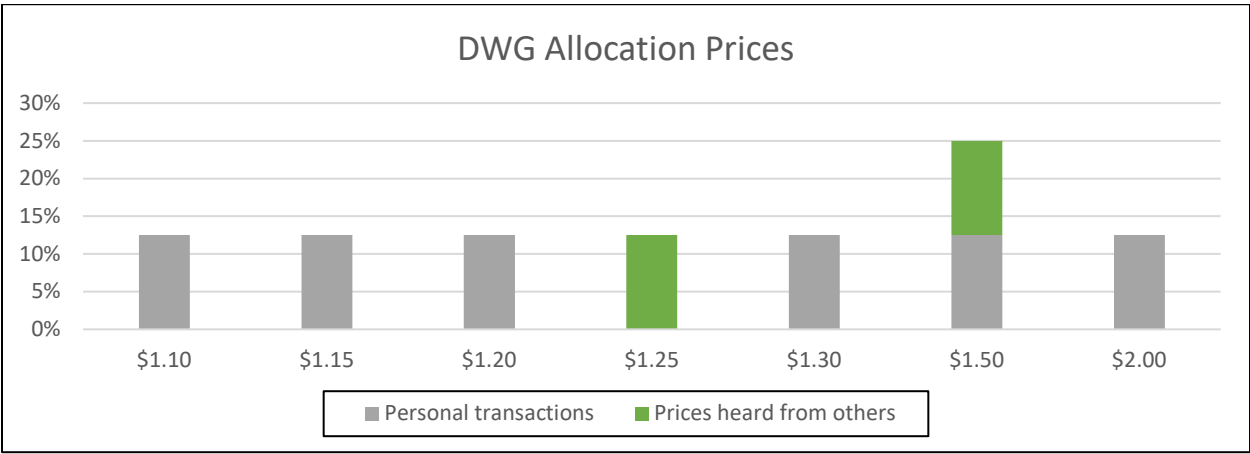
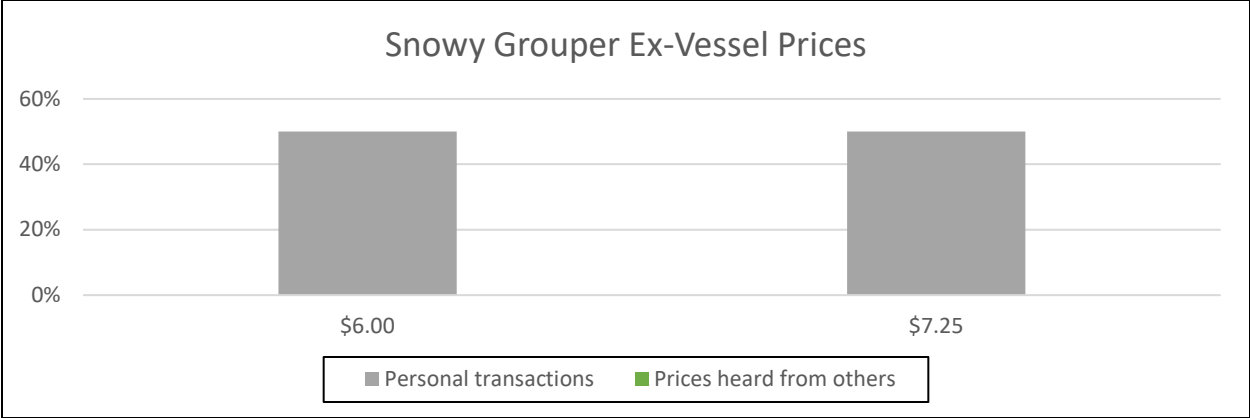
Deep Water Grouper (DWG)

The table below shows the average prices (with outliers removed), number of survey responses, and number of outliers removed for DWG (yellowedge and snowy grouper for ex-vessel prices). **It is important to note that DWG responses were limited, and the averages are based on very few observations.** One allocation price (\$2.00/lb) was removed from the average for being two standard deviations above the unadjusted average. Averages are also shown separately for responses based on personal transactions and those based on prices the respondent heard others traded at.

| Deep Water Grouper | | | |
|---------------------------------------|---------|-----------|------------------|
| Price | Average | Responses | Outliers Removed |
| Ex-vessel – all (Yellowedge) | \$6.96 | 4 | 0 |
| Personal transactions | \$6.96 | 4 | 0 |
| Prices heard from others | - | 0 | 0 |
| Price | Average | Responses | Outliers Removed |
| Ex-vessel – all (Snowy) | \$6.63 | 4 | 0 |
| Personal transactions | \$6.63 | 4 | 0 |
| Prices heard from others | - | 0 | 0 |
| Price | Average | Responses | Outliers Removed |
| Allocation – all | \$1.29 | 8 | 1 |
| Personal transactions | \$1.25 | 6 | 1 |
| Prices heard from others | \$1.38 | 2 | 0 |
| Price | Average | Responses | Outliers Removed |
| Share – all | \$13.85 | 5 | 0 |
| Personal transactions | \$12.00 | 1 | 0 |
| Prices heard from others | \$14.31 | 4 | 0 |

The charts presented show the frequency of different prices given for yellowedge and snowy grouper ex-vessel, and DWG allocation and quota share price. Outliers are included. The shading indicates the type of price given (either based on personal transaction or a price they heard others traded at).





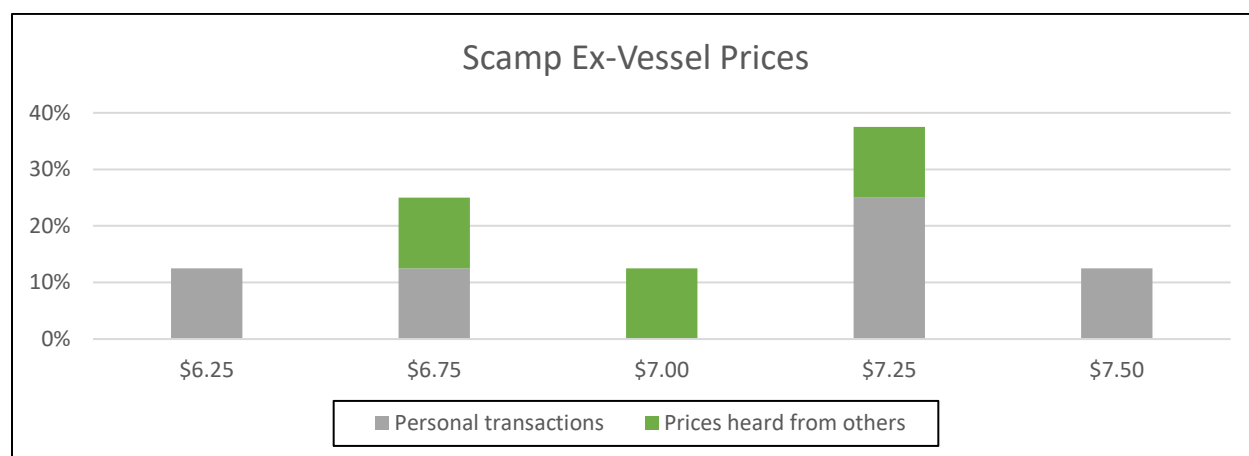
Shallow Water Grouper (SWG)

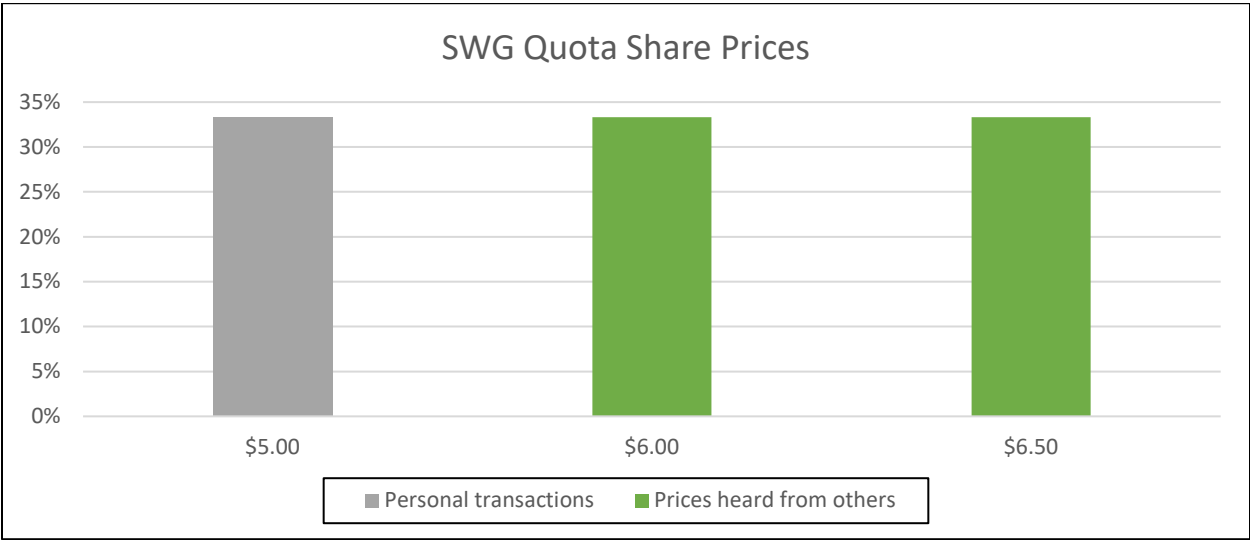
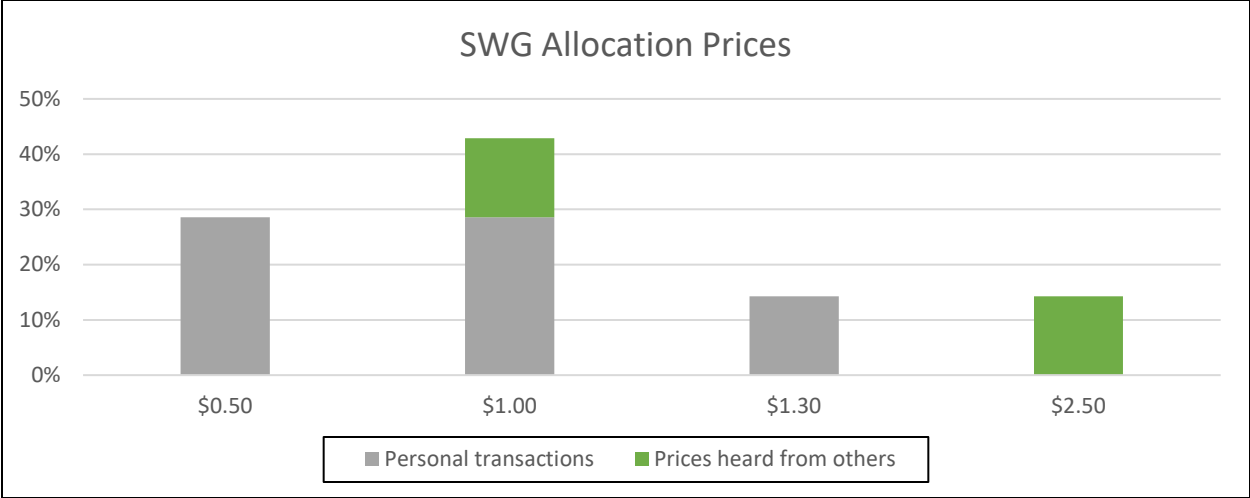
The table below shows the average prices (with outliers removed), number of survey responses, and number of outliers removed for SWG (scamp for ex-vessel prices). **It is important to note that SWG responses were limited, and the averages are based on very few observations.**

One allocation price (\$2.50/lb) was removed from the average for being two standard deviations above the unadjusted average. Averages are also shown separately for responses based on personal transactions and those based on prices the respondent heard others traded at.

| Shallow Water Grouper | | | |
|--------------------------------|---------|-----------|------------------|
| Price | Average | Responses | Outliers Removed |
| Ex-vessel – all (Scamp) | \$7.00 | 8 | 0 |
| Personal transactions | \$7.00 | 5 | 0 |
| Prices heard from others | \$7.00 | 3 | 0 |
| Price | Average | Responses | Outliers Removed |
| Allocation – all | \$0.88 | 7 | 1 |
| Personal transactions | \$0.86 | 5 | 0 |
| Prices heard from others | \$1.00 | 2 | 1 |
| Price | Average | Responses | Outliers Removed |
| Share – all | \$5.83 | 3 | 0 |
| Personal transactions | \$5.00 | 1 | 0 |
| Prices heard from others | \$6.25 | 2 | 0 |

The charts presented below show the frequency of different prices given for scamp ex-vessel, and SWG allocation and quota share. Outliers are included. The shading indicates the type of price given (either a personal transaction or a price they heard others traded at).



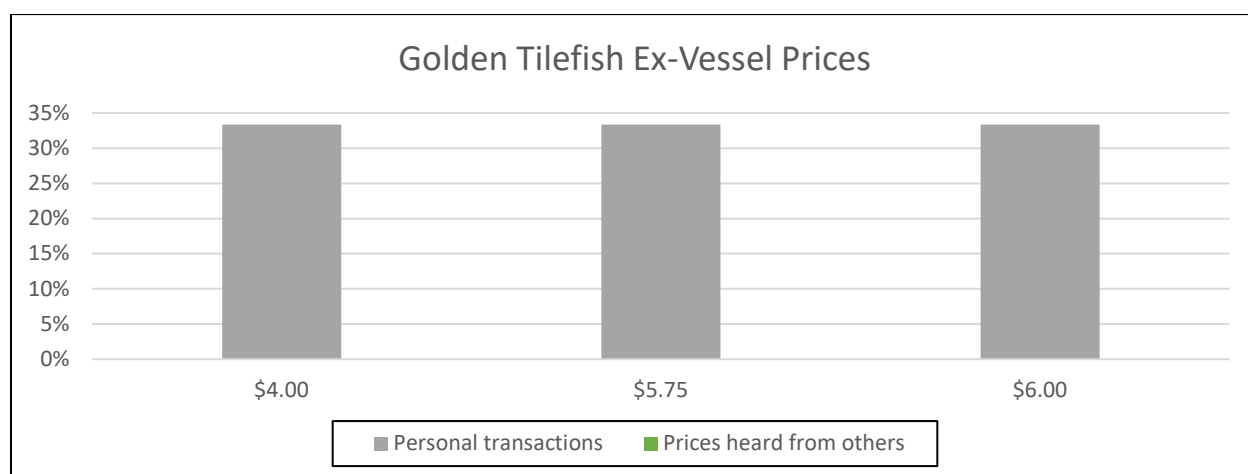


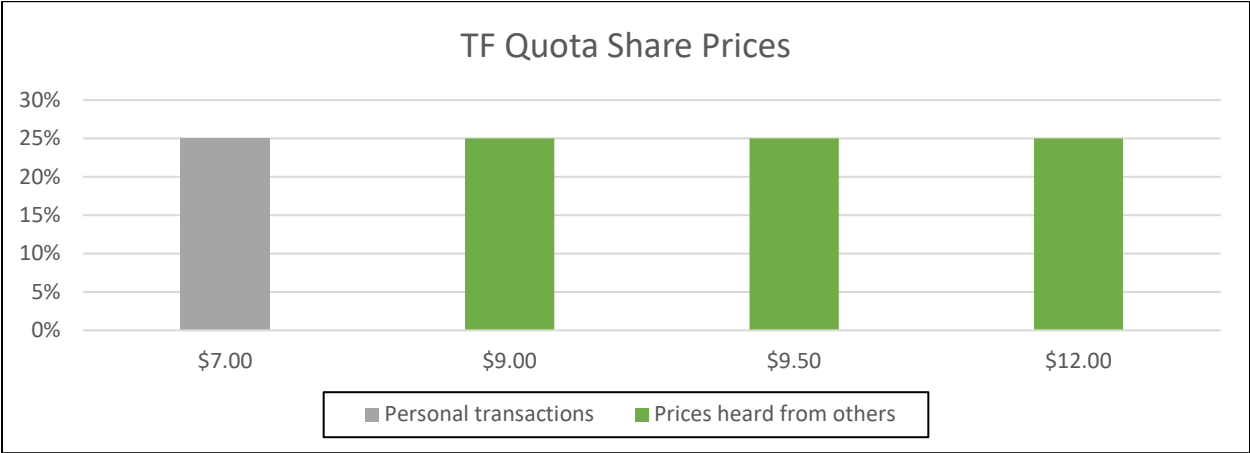
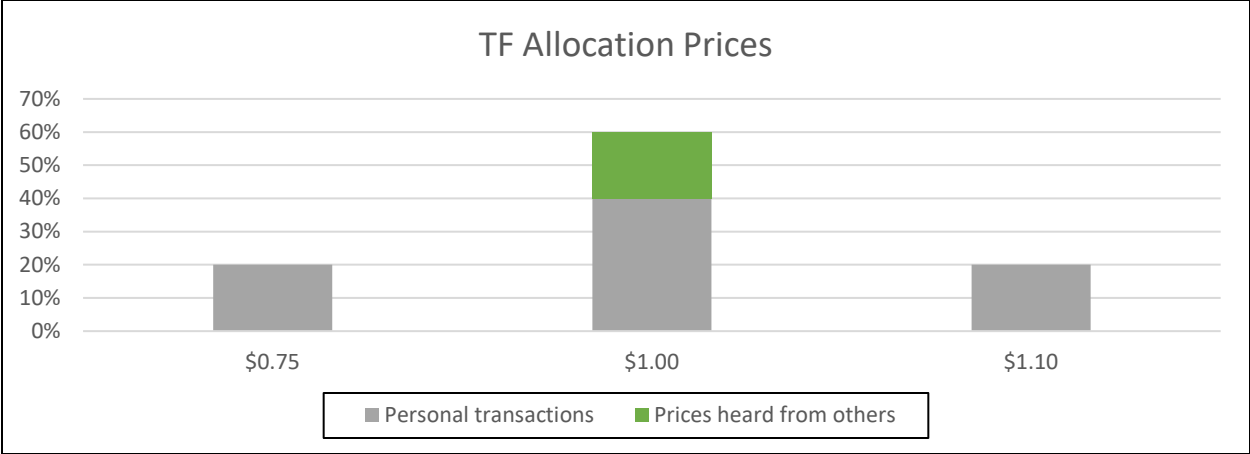
Tilefish (TF)

The table below shows the average prices (with outliers removed), number of survey responses, and number of outliers removed for TF (golden tilefish for ex-vessel prices). **It is important to note that TF responses were limited, and the averages are based on very few observations.** Averages are also shown separately for responses based on personal transactions and those based on prices the respondent heard others traded at.

| Tilefish | | | |
|----------------------------------|----------------|------------------|-------------------------|
| Price | Average | Responses | Outliers Removed |
| Ex-vessel – all (Scamp) | \$5.25 | 3 | 0 |
| Personal transactions | \$5.25 | 3 | 0 |
| Prices heard from others | - | 0 | 0 |
| Price | Average | Responses | Outliers Removed |
| Allocation – all | \$0.97 | 5 | 0 |
| Personal transactions | \$0.96 | 4 | 0 |
| Prices heard from others | \$1.00 | 1 | 0 |
| Price | Average | Responses | Outliers Removed |
| Share – all | \$9.83 | 4 | 0 |
| Personal transactions | \$7.00 | 1 | 0 |
| Prices heard from others | \$10.17 | 3 | 0 |

The charts presented below show the frequency of different prices given for golden tilefish ex-vessel, and TF allocation and quota share. The shading indicates the type of price given (either a personal transaction or a price they heard others traded at).





Survey Comments

At the end of the survey there is an additional comments section. Here is a summary of those comments:

- The biggest issues noted were the lack of allocation available and high prices for allocation. Six respondents indicated that allocation wasn't available. Four respondents indicated that allocation prices were extremely high (there was some overlap between those that commented on limited availability and high prices). One respondent indicated that limited allocation availability was due to Amendment 53, and another indicated that share and allocation are sold in bulk which limits their ability to buy smaller amounts needed for their business. One respondent indicated that quota reductions are responsible for the increases in share and allocation prices.
- Two respondents noted issues with IFQ management and fisheries management in general. Both respondents took issue with non-fishermen quota investors and their role in the fishery.
- One respondent indicated that ex-vessel prices need to rise given recent increased costs to fish and general inflationary pressure, noting there has to be sufficient spread between allocation and ex-vessel prices for fishermen to be successful. They indicated the relationship between lessors and fishermen is a partnership.
- Several respondents provided helpful information on improving the design of the survey and changing the wording to better match industry terminology. These comments have already been incorporated into future surveys and are very appreciated!

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***PLEASE REACH OUT IF YOU HAVE QUESTIONS/COMMENTS
OR WOULD LIKE TO BE INCLUDED IN THE SURVEY
FOR THE NEXT PRICING REPORT***

