

## ECONOMIC POINTS OF INTEREST

### INDUSTRY-WIDE

- Approximately 183,000,000 pounds of lobsters landed annually in U.S. and Canada
  - Canada = 62% of landings
  - U.S. = 38% of landings
  - 75% of catch is processed (Canada controls over 90% of processing market)
  - 25% of catch goes to live market
- It is estimated that for every dollar paid to a lobsterman for a lobster \$3-\$5 is generated for ancillary businesses.
- Herring—between 700-800 million pounds of herring are used annually as bait in the US and Canadian lobster fishery, with a landings value of approximately \$56,000,000.

### CANADA

- 2001—Largest Canadian lobster landings of approximately 52,000 metric tons (114,640,376 lbs.)
- Canadian Exports = \$751,000,000 in 2002 (105 million lbs.) Of that approximately 76% was exported to the U.S.

### UNITED STATES

- 1999—Largest U. S. lobster landings on record at 87,420,414 pounds, valued at \$322,754,058
- U.S. Exports = \$315,889,000 in 2003
- There are over 25,000 lobster licenses issued in the U.S. each year
- American lobster is ranked third on the seafood export list for U.S. fresh/frozen fishery products (behind #1 surimi and #2 salmon)

### ■ Approximate % of U.S. landings by state:

• Maine	61%
• Massachusetts	18%
• Rhode Island	7%
• Connecticut	3%
• New Hampshire	1%
• Others	9%

- Boats Builders—starter boat at \$3,000 to larger boats valued at \$200,000+
- Marine Supplies (Traps, Rope, buoys, etc.)
  - Trap = \$50-\$80 (800 traps = \$40,000 -\$64,000)
  - Rope = \$4-\$5/trap
- Fuel & Bait—can run \$100-\$200 per day
- Tourism—impossible to estimate the impact:
  - Hundreds of restaurants
  - Scores of craft stores and art galleries
  - Roadside vendors
  - Coastal hotels, inns, rental properties
- Fisheries management and research

### MAINE

- Estimated economic impact of the lobster fishery on the state economy = \$500,000,000
- 2002—Largest Maine lobster landings on record at 62,315,131 pounds, valued at \$207,386,123
- 144 lobstering ports in Maine
- 5,871 licensed commercial harvesters in Maine, 946 student licenses, and nearly 2,000 non-commercial

- Approximately 3,200 employed full-time in the fishery and 2,500 part-time
- Trap tags in 2003 = 3.1 million (avg. lobsterman hauls 250-350 traps a day)
- 2003 Average catch/per lobsterman estimated at 40,000 lbs. (catches of 100,000 lbs./year by some lobstermen—1,000 lbs./day at peak)
- Typical annual sales per boat in Southern Maine = \$130,000 - \$200,000
- Typical income for a lobsterman in Southern Maine = \$70,000-\$120,000 (after expenses excluding boat payments and health insurance which can exceed \$10,000)
- Typical income for a sternman in Southern Maine = \$25,000-\$40,000

### MASSACHUSETTS

- Estimated state economic impact = \$246,000,000
- Gross income for lobstermen is approximately \$49,254,000
- Lobster fishery is Massachusetts' most valuable state waters single species marine resource and fishery.
- 1531 licensed commercial harvesters and 8,000 recreational lobster permits for trapping and 4,000 recreational licenses for divers
- 52 lobstering ports in Massachusetts
- 506,000 traps fished by Massachusetts lobstermen in 2002

## ESTIMATED ECONOMIC IMPACT OF THE LOBSTER INDUSTRY

### SUMMARY

Canada = \$1.7-2.8 billion (U.S.)

U.S. = \$0.7-1.2 billion (U.S.)

Total = \$2.4-4.0 billion (U.S.)

Various economic studies of the impact of the lobster industry on the regional economy estimate the economic impact to be between “landings value x 3” and “landings value x 5”.

In Maine alone, there are over 5,000 commercial lobstermen who landed over 62 million pounds of lobster, worth over \$207 million, in 2002. When lobstermen from New York, Connecticut, Massachusetts, Rhode Island, New Hampshire and other areas are included the total is raised to 15,000 commercial lobster licenses. In addition nearly 17,000 recreational lobster licenses are issued each year.

These figures do not begin to fully describe how diversified and important the lobster industry is. Beyond the harvesters, the lobster fishery impacts seafood processing businesses; restaurateurs; craftsmen and artisans; support industries such as boat and trap builders, marinas, bait distributors, and fishing supply businesses; the tourism trade, and the cultural heritage and identity of the many coastal communities that dot the North Atlantic seaboard. These are multi-million dollar industries directly dependent on the lobster fishery and the health of the lobster resource for their continued success.



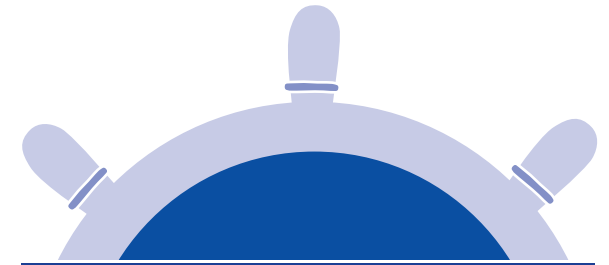
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*Working with and serving  
the lobster industry  
from New York to Newfoundland  
since 1987.*

**Note:** This information was compiled in October 2004 by the staff of the Lobster Institute and does not represent scientific or official statistical analysis. However, the raw data is factual and well documented, while the assumptions are best-guess judgments.

**Sources:** Canadian Ministry of Fisheries and Oceans; CBC News Canada; Maine Department of Marine Resources; Maine Lobster Promotion Council; Massachusetts Lobstermen's Association, Portland Press Herald-Portland, Maine; U.S. National Marine Fisheries Services; Dr. James Wilson-University of Maine.



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*Information in support of*



*Conservation, Outreach, Research and Education...  
for the future of the lobster industry.*