Understanding the economics and markets of the Western Rock Lobster industry

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In submitting this report, the researcher has agreed to FRDC publishing this material in its edited form.

Foreword

The FRDC project Understanding the Economics and Markets of the Western Rock Lobster industry aims to increase the strategic planning ability of key industry stakeholders, including WRL's key stakeholders the fishing businesses; processors and government.

Key focus areas and outcomes of the project include:

> Researching, refining and implementing an appropriate MEY (Maximum Economic Yield) model to inform the decision-making needs of WRL's Board, TACC Committee, Members and Government stakeholders. The model as produced works in conjunction with government science inputs to ensure sustainability outcomes are met for the fishery. For the purposes of the upcoming 2024-25 season the model proved suitable to work with recently updated DPIRD stock assessment inputs to support a reduction in recommended TACC (Total Allowable Commercial Catch).
>
> Informing the MEY modelling with insights drawn from this program's fleet benchmarking initiative, which provided an empirical basis for cost assumptions on a fleet-wide basis. Further benchmark insights include the variation of efficiency and financial performance within the fleet, underscoring the need for policy deliberations to consider the different needs and expectations of the wide range of businesses involved in fishing lobster.
>
> Investigating the effects of the COVID pandemic and subsequent trade disruptions on the economic and social resilience and adaptability of the western rock lobster industry. This includes providing an Economic Contribution report that outlines the economic and employment impacts of the industry in the areas where it operates after COVID but before the cessation of trade sanctions. This report is expected to underline once again the importance of the commercial lobster fishery, especially in regional areas.

Contents

Acknowledgments

This project was funded under the Industry Partnership Agreement (IPA) between the Western Rock Lobster Council (WRL) and the Fisheries Research and Development Corporation (FRDC), continuing and expanding upon the themes pursued in projects 2017-137 and 2017-138.

Thanks go to all co-investigators for collaborating on the project and reviewing this report.

The authors would like to thank all members of Western Rock Lobster's Total Allowable Commercial Catch Committee, who took the time to attend meetings and provide valuable input and feedback.

Thanks also to those members of the fishing fleet who generously contributed their time and effort to the benchmarking initiative in its first two seasons.

Abbreviations

DPIRD – Department of Primary Industries and Regional Development (WA)

IPA – Industry Partnership Agreement MEY - Maximum Economic Yield

TACC - Total Allowable Commercial Catch

WRL - Western Rock Lobster (the peak representative body for the commercial rock lobster fishery)

Keywords

Benchmarking, economics, markets, maximum economic yield, *Panulirus cygnus*, trade, Western Rock Lobster

Executive Summary

This report outlines work completed by Western Rock Lobster, the industry body representing Australia's largest commercial lobster fishery, within the FRDC funded project 2022-060 "Understanding the economics and markets of the western rock lobster industry".

The project continues and expands on work carried out in FRDC funded projects 2017-137 and 2017-138.

Data has been gathered from a number of sources across several general categories of market information (e.g. production, trade, prices, economic activity) and fishing fleet participants to create a comprehensive and continuously updated collection of reliable datasets which are a baseline for current and future effort to enhance assessment of current and potential markets and the ongoing dynamics of the fishing fleet.

The objective was to analyse available data on the production, export and markets for western rock lobster and competitor products to ensure that the WRL industry has sufficient market intelligence to remain economically sustainable, reduce risk and improve overall income and profitability.

The deliverables of this project include a comprehensive collection of reliable datasets (which are available for interrogation including via the WRL website) that support effective decision-making by the Western Rock Lobster Total Allowable Commercial Catch Committee and Board. The intended outcome is a more informed industry, with a particular focus on those involved in making Total Allowable Commercial Catch recommendations.

Most of these deliverables are available on the Western Rock Lobster website for access by members and the public.

Outputs of the work include:

A constantly updated set of catch statistics that shows the fishery's monthly and annual catch by zone over time. This includes a catch dashboard that shows the progress of each zone's catch for the month, and year to date, compared to target quota.

A constantly updated set of trade statistics that provide a context-rich view of western rock lobster trade patterns, and performance relative to key alternate rock lobster suppliers into key export markets.

An updated and informed Maximum Economic Yield model suitable for interactive use with key stakeholders to inform the Total Allowable Commercial Catch Committee in its deliberations and subsequent recommendations to the Minister for Fisheries regarding future Total Allowable Commercial Catch settings. WRL recommends that the MEY model be enhanced to incorporate opportunity costs of capital and unpaid labour, and integrate knowledge of boat costs expected to be available through WRL's digital transformation program (FRDC: 2024-052 Digital Transformation of the WRL Industry (Phase 2).

An annual lobster Global Trade Report which further serves to inform the Committee's deliberations.

Further outputs include ad-hoc briefing notes to the Western Rock Lobster Board on market and trade insights.

A periodically-produced economic contribution report, which draws on data supplied by the program to inform input-output modelling, and demonstrates the importance of the commercial rock lobster industry to the state.

WRL recommends that the data sourcing, management and presentation practices established under this project and its predecessor projects be maintained and further developed in support of informed industry. In particular, the comprehensive industry and market dashboards, accessible via the WRL website. The data management and integration with WRL's digital transformation programs (FRDC projects 2021-030 and 2024-052) is underpinned by the engagement of a data manager shared 50:50 with that program.

The benchmarking initiative has supplied verifiable quantitative inputs into TACC-setting processes, via integration into WRL’s interactive MEY model. WRL recommends that industry benchmarking continue, with the view to generating a time series of data illustrating fleet costs and efficiency over the longer term. The continuation of the benchmarking initiative will enhance individual fishers’ (and the fishery’s as a whole) ability to estimate carbon emissions profiles. Importantly, the time series (and to be continued) of benchmarking provides baseline data with which to evaluate the possible future impacts of spatial rights squeeze and reallocation decisions.

Introduction

The West Coast Rock Lobster Managed Fishery comprises around 210 owner operator businesses, located mainly in regional areas and spread over more than 1,000km of Western Australian coastline. The fishery is managed as an Individually Transferrable Quota system, where the Total Allowable Commercial Catch is determined via consultation between industry and government.

The WRL Council, the peak industry body representing the interests of the WRL fishery, implements an ongoing strategic approach to the future setting of the Total Allowable Commercial Catch (TACC) for the commercial Western Rock Lobster fishery by providing professional evidence-based advice on future TACC settings and on-going leadership in managing broader issues, risks and opportunities for a better industry future.

Following the “Rogers TACC Review report” (FRDC Project 2015-236) in 2016, WRL formed a TACC Committee bringing together representatives from the value chain including fishers, processors, international marketers, scientists, managers and Dr Peter Rogers as the author of the TACC Review report. The role of this Committee is to obtain and consider the due diligence necessary to underpin sound recommendations on future TACC settings.

The TACC Committee agreed to commence a work program to advance the collection of data and relevant information to facilitate achievement of its primary objective: to maximise the commercial industry benefit to the state, taking into consideration sustainable production, maximising licence earning capacity and diversifying market risks/market portfolios. This required extending WRL’s scope of research to include trade and consumer data analysis as well as stock assessment and industry consultation to better understand the Western Rock Lobster market.

WRL’s Strategic Plan 2017-2021 identifies the need to have a far greater understanding of markets in order to achieve at least one of its Objectives, namely: "The Western Rock Lobster industry is professionally managed to sustain its economic contribution to the WA economy." The stated strategy to achieve this objective is to: "Collaborate and invest in targeted research for future resource security", of which one of the priority tactics is to: "Invest in improving understanding and analysis of market, trade and industry data, broader trends and impacts for the WRL industry." There is a clear understanding by the industry that it needs to have market intelligence if it is to remain economically sustainable, reduce its risk and improve overall income and profitability.

In late 2017 the TACC Committee determined a scope of works and through WRL commissioned an independent analyst to collate Phase 1 trade and production data (2017-137 Understanding the Markets). The objective for this research was to provide a range of data relevant to understanding supply trends in the global lobster market and the position of Australian and Western Australian lobster exports within it.

As the impact of trade sanctions on the lobster industry became apparent, the TACC Committee determined a further need – for a MEY model that would allow stakeholders to perform rapid and collegiate evaluation of different market scenarios that might confront the industry – which further informed the objectives of this project.

This project continues and expands upon previous work to also include benchmarking analysis of the commercial fishing fleet efficiencies and costs, and the production of an industry-accepted MEY model suitable for interrogating multiple scenarios of future market dynamics in interactive session by the TACC Committee. These programs and outputs are integrated into the digitisation program to ensure user-friendliness and acceptance by industry members.

Objectives

- Enable the Global Trade Report, the MEY Model and the Markets Dashboard to work together with the Harvest Strategy to underpin TACC setting and ensure the continued sustainability of the stock.
- Demonstrate the effects of the SARS-CoV2 pandemic and trade disruptions on the industry's resilience, economic contribution and adaptation to changing market forces.
- Develop benchmarks for use by fishers' businesses against industry economic standards to enhance industry resilience and adaptation to trade disruptions.
- Ensure usability of economics data by driving further integration of data sets, models and tools, and building into the digitization program.

Method

The Program methods involved conducting economics research to:

- research and implement mechanisms by which WRL's Global Trade Report, MEY Model and Markets Dashboard would work together with DPIRD's Harvest Strategy to underpin TACC setting and resource sustainability
- understand the effects of COVID-19 and trade disruptions on the industry's resilience, adaptability
  and economic contribution, as a narrative incorporating the pre-, current and post-disruption era
- investigate, conduct data analysis and implement enhancements to the WRL MEY model based on stakeholder feedback obtained through stakeholder engagement activities, and desktop research and data analysis
- identify and implement mechanisms by which relevant businesses within the industry value chain can benchmark their businesses against relevant industry economic standards. Benchmarking aims to improve the internal performance of Fishers' private business operations by providing each business with an opportunity to compare itself to peers and the industry's performance
- investigate and implement enhancements to the WRL Global Trade Report through consultation with stakeholders and conducting best practice research
- investigate and implement possible enhancements to the Markets Dashboard and its incoming data sets and feeds, and the processes required to ensure the data is useable.

Results

Many of the tools and databases described in this section are accessible via this link: https://westernrocklobster.org/tools-databases/

These include:
- Catch databases
- Back of Boat Sales database
- Production, Export and Market data
- Benchmarks
- MEY Model

These are described in more detail below.

Production, Export and Market data

WRL has collated a collection of relevant datasets. Arrangements are in place for the ongoing supply of data from selected providers, including a process for maintaining the core datasets (usually involving monthly updates).

The categories of information gathered include but are not limited to production, trade and prices. The contents of the datasets collated are summarised as follows:

- Australian lobster production - WRL sourced long run series from the Australian Bureau of Agricultural and Resource Economics and Sciences (ABARES), for comprehensive and consistent data, and have supplemented this with more detailed information directly from the organisations involved in fisheries management within each relevant jurisdiction (e.g. (DPIRD) in the case of the Western Rock Lobster fishery).

- Back of Boat Sales – data sourced from DPIRD is presented showing key metrics of Back of Boat Sales, which are sales from fishers direct to the public. The Back of Boat program accounts for a significant volume of sales to the public over the summer holiday season and is an important social license and community connection initiative for the commercial fishery.

- Global lobster production - reasonably comprehensive data over a moderately long timeframe have been sourced from the global production database of the FAO (the Food and Agriculture Organization of the United Nations). Data from national sources have been used as complementary information, and as a check on the FAO data.

- A global dataset of international trade data has been compiled from sources including but not limited to: UN Comtrade (United Nations Statistical Division), International Trade Centre (ITC) Trade Map, the Australian Bureau of Statistics (ABS), the General Administration of Customs of the People's Republic of China (GACC), and Stats NZ. Several other sources including FAO's Globefish were also explored as part of the process of establishing this dataset.

- National sources of international trade data have been used to fill gaps in global datasets, such as those sourced from UN Comtrade and ITC Trade Map, but have also been used in the creation of more detailed datasets for particular exporters (e.g. Australia and New Zealand) and importers (e.g. China). These more detailed datasets are crucial in addressing specific market implications for the western rock lobster trade, while the global datasets are useful for identifying broad trends.

Resilience

The industry's resilience during COVID and subsequent trade disruption was especially notable in terms of the product mix and final market destinations of that product. The Western Australian industry was forced to accept lower prices for its product, as export product was directed to markets that offered lower prices than available in mainland China while significant volumes were also directed to the domestic market – primarily to major supermarket chains. The resulting low beach prices to fishers were mitigated to some extent as high catch rates (and low costs to fish) associated with more than a decade of prudent harvest strategy (which included MEY considerations) helped most fishers stay in business.

Industry resilience into the future will be influenced by a geopolitical landscape that in addition to current complexity will also likely feature perhaps-significant tariff barriers to trade.

Benchmarks

The Benchmarking initiative had its first operational round, covering the extended 2021-2023 season. Benchmark data relating to the 2023-24 season was collected from industry after June 2024.

To collect the required data, WRL conducted individual interviews with fishers. An interview typically entails a one to two-hour conversation covering key elements of business operations including typical boat operational and standing costs as well as consideration of leasing and share-fishing arrangements that are highly variable between businesses within this ITQ fishery. For both seasons of data collection, WRL proposed an internal target of 40 competed boat questionnaires for each survey and obtained 24 and 22 benchmarks from fishers. Data is collated and displayed via an interactive PowerBI suite to show the range of fisher costs and to allow individual survey respondents (and potentially other interested fishers in the industry) to see how their own business metrics compare within the industry range, against their peers; and, in the case of those fishers who completed sequential surveys, their results across seasons.

Particular attention has been paid to the overarching importance of maintaining fisher confidentiality, while allowing individual fishers the opportunity to compare their own data with the rest of industry. The benchmark insights and dashboard were presented to industry at Annual Management Meetings, and as a presentation at the 12th International Conference & Workshop on Lobster (and Crab) Biology and Management in October 2023.

Insights from the Benchmarking project were used for the first time to inform the use of the Maximum Economic Yield model during the Total Allowable Commercial Catch Committee meetings in February 2024 to inform TACC deliberations for the 2024-25 season.

Given the 2023-24 season's challenges (low prices, increased costs, increased fishing pressure) valuable information was gathered from the second season of benchmarking to inform the MEY modelling undertaken in late 2024 - used to inform TACC deliberations for the 2025-26 season. Benchmark implications were again presented to industry, at Annual Management Meetings and at the 2024 DECK (Development Education Capacity Knowledge) event.

Insights from the benchmarking also informed a confidential discussion paper presented to the TACC Committee, addressing the differential impacts of TACC changes on different efficiency fishers.

While the data gathered has successfully been integrated into MEY modelling, there are efficiency constraints within the benchmarks program including:

- The time intensive nature of collecting data from fishers.
- The relative willingness of different types of fisher to participate in the program. While the fleet consists businesses with a wide range of scale, benchmarking participation is heavily skewed toward the middle and upper ends of that scale. This under-

representation of smaller businesses may be due to several factors, and the benchmarking program should seek to develop solutions (including ease of data provision) to encourage their participation.

This under-representation of smaller fishers has meant that the boat cost estimates used as inputs to MEY modelling are based on heavily skew-normalised data. Ideally the data would include far more representation from smaller fishers.

WRL recommends that future work include efforts to increase participation in boat benchmarking, with a focus on the smaller operators, from simplified or more friendly data collection processes and interfaces.

MEY Model

The MEY model as built is based on a spreadsheet model that overlays science-based stock and sustainability data with fishing fleet standing and operational costs, and forward estimates of supply-price responses. The model incorporates outputs from DPIRD stock modelling: in particular non-linear forward estimates of stock abundance and catch rates based on varying commercial catch rate scenarios. Costs are informed by findings from the Benchmarking program mentioned earlier in this report. The model aims to describe medium-term (multiple-year) scenarios with an assumed set of forward fishing costs, fleet numbers, beach price and catch-rate responses to different assumed TACC rates. A subsequent app-based version of the model (available via the website link above) allows interactive and intuitive manipulation by the TACC Committee to arrive at an agreed position for TACC recommendations.

The model's inputs are able to be updated to reflect expected future beach prices given different production levels, and estimated fishing fleet composition and costs.

While the MEY model includes a reasonable estimate of boat costs (derived from the Benchmarks initiative, albeit with caveats already noted in the Benchmarks section), external review has pointed out the desirability of including opportunity costs of capital and unpaid labour in the model. WRL recommends that future work include efforts to estimate the opportunity cost of capital (which is heavily skewed towards the cost of transferrable quota) as well as unpaid labour including office work.

Economic Contribution

The economic contribution of the commercial rock lobster fishery is significant to the State and particularly to the coastal regional centres where fishing occurs. A major objective of this project is to identify the social and economic contribution of the Western Rock Lobster industry as it traversed the impacts of COVID and trade disruptions. This study was last conducted analysing the 2021-23 year (the height of COVID and trade disruption) as part of the previous project, and the current project covers the 2023-24 season, where the global economy's recovery from COVID was tempered (from the lobster industry's point of view) by ongoing trade disruption. The study methodology is consistent with that in previous years but allows for the analysis of additional data describing the fishery that is now collected by Western Rock Lobster.

The economic modelling uses cost and revenue data for each of the industry sectors including information of where the industry sectors make purchases of goods, services and labour from. This data helps populate an Input-Output model of the WA economy to estimate the direct and indirect contribution of the WRL industry to WA's Gross State Product and the Gross Regional Product of each of the towns and regions that comprise the industry, and an estimate of employment creation (on an FTE basis).

Results are presented for the Western Australian commercial rock lobster industry as a whole and by the Fisheries, Processed Seafood Manufacturing, Boat Building and Tourism sub sectors to understand the contribution they each make to the industry.

Economic contribution results are generated for the Northern and Southern regions of the commercial rock lobster fishery, where the allocation of economic contribution is distributed between regions and towns.

The economic contribution report for the fishery's 2023-24 season is attached as an Appendix to this Final Report.

Discussion

WRL is confident that the integration of catch data, market data, boat economic data derived from benchmarking, and science based data has provided the TACC Committee and the WRL Board with adequate context for deliberations regarding quota settings. Findings and insights from the benchmarks surveys are available to members interested in comparing or improving their operations, and provide members with a level of confidence that their cost structures are being considered as part of TACC deliberations.

However there are several areas of work that would increase the functionality of MEY modelling, which are noted in various sections of this document. WRL recommends that these areas should be further addressed during the proposed next phase of this work.

Implications

The project has provided industry with empirically verifiable, evidence-based data on which to underpin MEY-related TACC decisions. This gives key stakeholders, including government, the confidence that commercial harvest level recommendations to government are based on a combination of best- available science and economics. The project outcomes have impacted all fishers, as the use of the MEY model influenced TACC deliberations and eventual quota recommendations to the Minister for Fisheries. It is hoped that this outcome results in a more profitable commercial fishery for all its fishers. The MEY model was itself significantly informed by key elements of this project including trade analysis and the results of the benchmarking initiative.

Recommendations

WRL recommends that the data sourcing, management and presentation practices established under this project and its predecessor projects be maintained and further developed in support of informed industry. In particular, the comprehensive industry and market dashboards, accessible via the WRL website. The data management and integration with WRL's digital transformation program is underpinned by the engagement of a data manager shared 50:50 with that program.

The benchmarking initiative has supplied verifiable quantitative inputs into TACC-setting processes, via integration into WRL's interactive MEY model. WRL recommends that industry benchmarking continue, with the view to generating a time series of data illustrating fleet costs and efficiency over the longer term. The continuation of the benchmarking initiative will enhance individual fishers' (and the fishery's as a whole) ability to estimate carbon emissions profiles. Importantly, the time series (and to be continued) of benchmarking provides baseline data with which to evaluate the possible future impacts of spatial rights squeeze and reallocation decisions.

Further Development

WRL recommends that the data sourcing, management and presentation practices established under this project and its predecessor projects be maintained and further developed in support of informed industry.

Further recommended development:

- The Benchmarking program should attempt to gather additional information from supply chain participants, including estimates of the costs of finance and of leasing quota.
- The Benchmarking program should attempt to gather additional information from fishers regarding unpaid labour.
- The Benchmarking program should develop tools to more easily elicit information from smaller fishers
- Gaps in evaluating fleet economics (the Benchmarking program) could be addressed in future by integration of boat trip analysis expected to be implemented by WRL's digital transformation program (FRDC: 2024-052 Digital Transformation of the WRL Industry (Phase 2). The digital transformation program has the potential to augment the current labour intensive data gathering methods, and enhance understanding of fleet-wide boat costs and profitability.
- The MEY modelling, while providing far more context to TACC deliberations than was available previously, should be developed further to incorporate opportunity costs of capital and unpaid labour.
- The scope of trade data collection and monitoring should expand to include imports of certain key competing species into WRL's main export markets, notably high value crustaceans including crabs.
- The impacts of COVID-19 and further trade disruptions on the industry's resilience have been documented and are well understood. The medium-term future of trade appears likely to be influenced by further geopolitical uncertainty, notably with the introduction of tariff-oriented trade barriers at levels not seen for decades.

Project Coverage, Extension and Adoption

Industry has been informed with market data output from this project via the WRL Communication, Education and Engagement Program (2022-063), coastal meetings (typically at two to three ports per year) and Annual Management Meetings. Market data collection, interpretation and extension to industry will continue after this project finishes.

The results of the project are delivered to processors and exporters via the channels available to industry generally (notably via digitised portals housed on the WRL website), as well as in material supplied to the Total Allowable Commercial Catch Committee. This was particularly pertinent in informing deliberations of the Total Allowable Commercial Catch (TACC) Committee throughout the COVID-19 crisis and subsequent trade disruption over the past 4 to 5 years.

Future market and boat economic data and insight will be critical to the decision-making process around setting the TACC associated with maximum economic yield. Boat economic data will continue to be used by fishers interested in improving the competitiveness of their operations.

The finding of large differences in efficiency and cost structures observed within the Western Australian lobster fishing fleet are also likely to be found in other Australian lobster fishing fleets, with implications for fisheries management in those jurisdictions. In addition, anecdotal evidence suggests that, notwithstanding the relatively wide variation in costs to fish observed in the commercial western rock lobster fishing fleet, the western fishers operate at a cost base significantly lower than those in other Australian lobster fisheries.

The evidence of price correlation within Australian lobster species in export markets over time suggests there is a relatively close substitutability with Western Rock Lobster, hence the market-oriented output from this project bears applicability and relevance to the other Australian lobster fisheries.

Project materials developed

Global Trade Report

The project generates an annual Global Trade Report to inform WRL's TACC Committee in its deliberations. The report outlines key production, trade and market developments for lobster, with a particular focus on western rock lobster markets and substitute or competing products.

Current issue: *"An overview of global lobster production and international trade 2024"* - Attached as Appendix

Economic Contribution Report

The Economic Contribution report for 2020-21, as outlined above, is attached as an Appendix to this report.

The Economic Contribution report for 2023-24, as outlined above, is attached as an Appendix to the Final report.

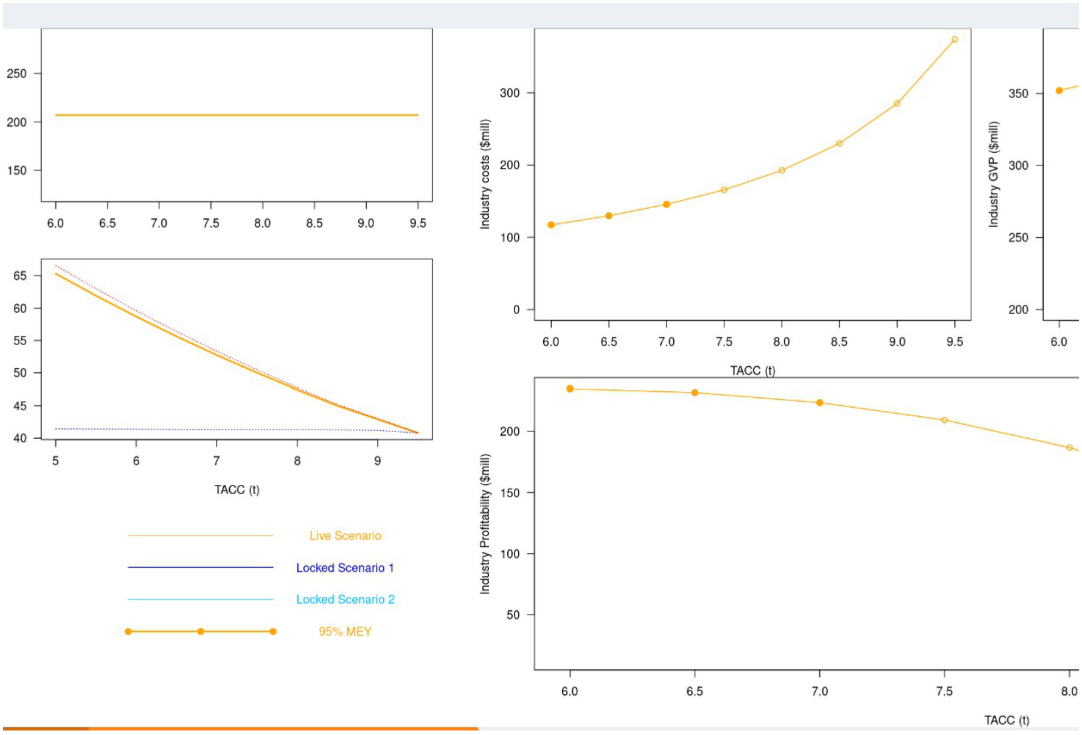
MEY Model

The project has generated and periodically updates an interactive MEY model for use by the TACC Committee and the WRL Board. It is available on the WRL website.

MEY model – click through the links to access the application

interface: https://westernrocklobster.org/tools-databases/

Screenshot from the MEY page on the WRL website



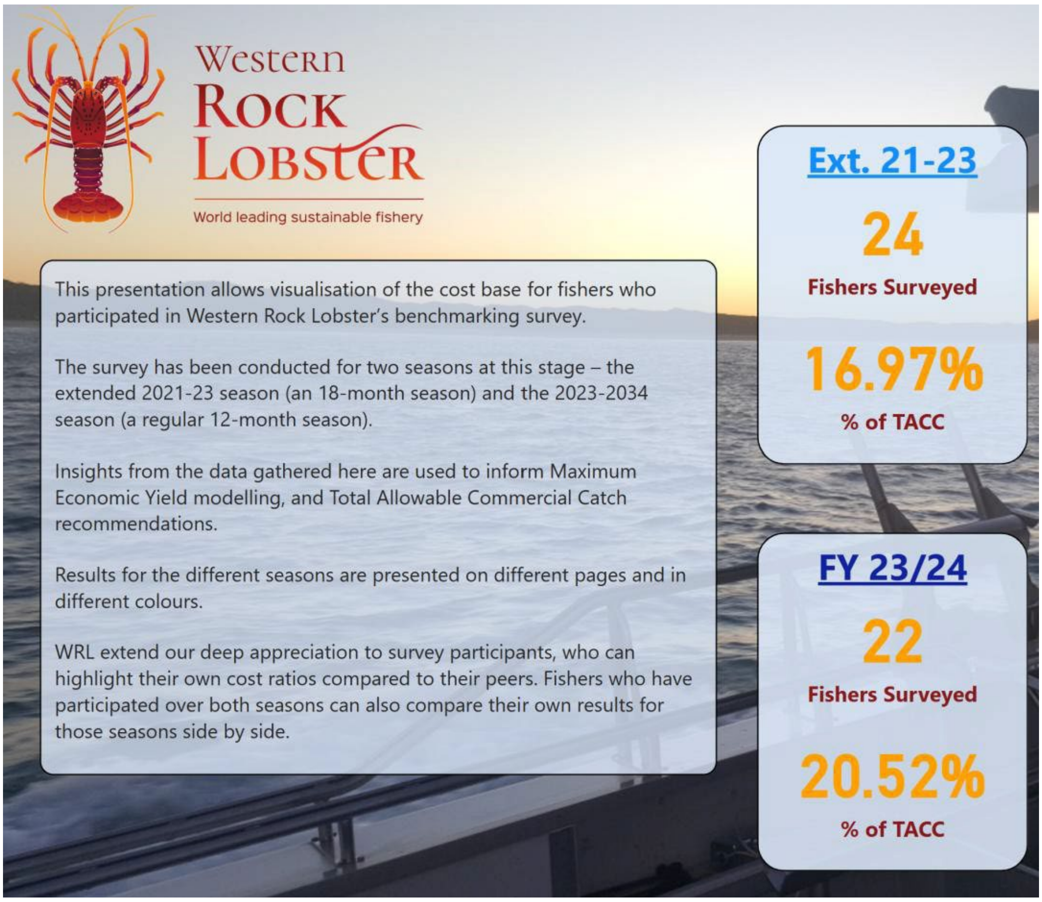
Benchmarking

The project has conducted two seasons worth of benchmarking the commercial fishing fleet, to ascertain cost structures across the fleet. It is available on the WRL website.

Benchmarking – click through the links to access a PowerBI

interface: https://westernrocklobster.org/tools-databases/

Screenshot from the Benchmarking pages on the WRL website



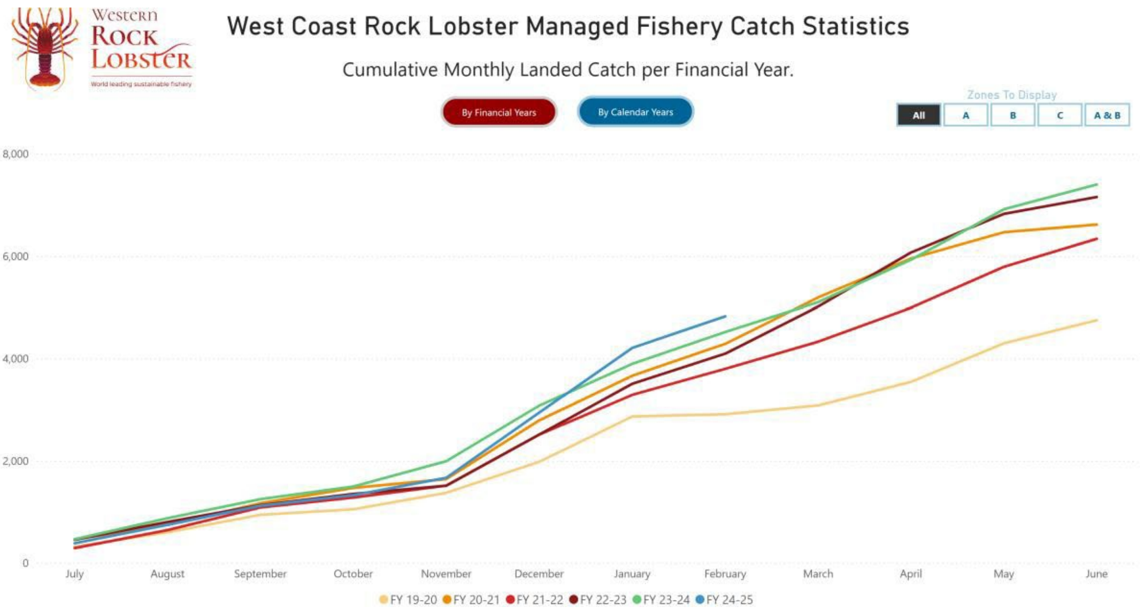
Catch data

The project presents catch data from the Department of Fisheries in a user-friendly manner. It is available on the WRL website.

WRL catch data – click through the links to access a PowerBI

interface: https://westernrocklobster.org/tools-databases/

Screenshot from the Catch Data pages on the WRL website



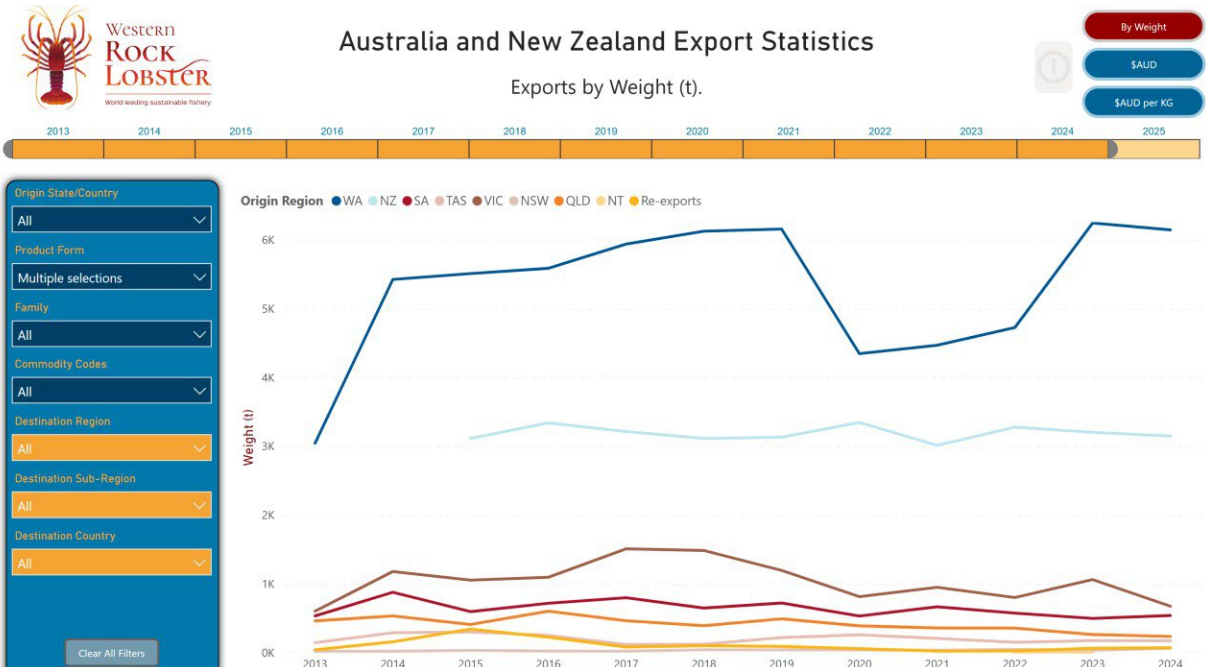
Trade data

WRL maintains and publishes a database focussing on western rock lobster exports, exports from key competitors, and imports to key markets. It is available on the WRL website.

Lobster trade data – click through the links to access a PowerBI

interface: https://westernrocklobster.org/tools-databases/

Screenshot from the Trade Data pages on the WRL website



Appendices

Appendix 1: Staff and stakeholders

Daniel Fels, WRL Economist (Industry Research Programs) – 0.5 FTE

Chris King, WRL Data Manager (Industry Research Programs) – 0.5 FTE on this project, 0.5 FTE on WRL's IPA-funded Digitisation project 2021-030

Matt Taylor, WRL Chief Executive Officer

Total Allowable Commercial Catch (TACC) Committee: The Committee brings together representatives from along the Western Rock Lobster value chain (e.g. fishers, processors, and international marketers), as well as including fisheries scientists and managers. Membership as of March 2025 was as follows:

- Bruce Cockman, WRL Chair, and Chair of the TACC Committee
- Fedele Camarda, WRL Deputy Chair
- Matt Taylor, WRL CEO
- George Stavrinos & Ngongo Mwanangoi, Bluwave
- John Minutillo, Fremantle Lobster
- Marc Anderson & Bryan Keay, Geraldton Fishermen's Co-operative
- Dave Thompson & Joe Watson, Indian Ocean Rock Lobster
- Phil Hobbs, KB Food Co
- Greg Hart, Wild Oceans
- Dr Peter Rogers, independent expert
- Shane Walters, Department of Primary Industries and Regional Development (non- voting member)
- Dr Simon de Lestang, Department of Primary Industries and Regional Development (non-voting member)

Appendix 2: Final Report FRDC Project No 2017-137 Understanding the markets for Western Rock Lobster- **see https://www.frdc.com.au/project/2017-137**

Appendix 3: An overview of global lobster production and international trade 2024

Appendix 4: Economic contribution of the Western Rock Lobster commercial fishery 2020-2021

Appendix 5: Economic contribution of the Western Rock Lobster commercial fishery 2023-2024