



Name: _____

Date: _____

From Ocean to Table

Boat Owner/Fisherman Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.

Baseline Data: [Use Background Data Table A & B]

Fishery: _____

Boat Type: _____

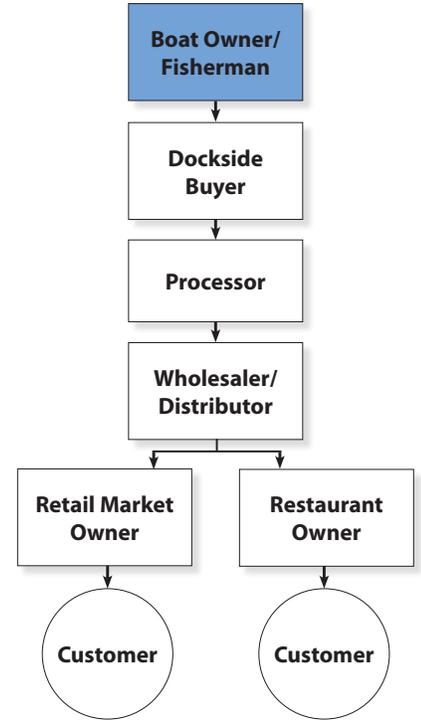
Fate Card Instructions (if drawn): _____

Daily Catch: _____

Season Length: _____

Boat Gallons/Day: _____

Boat Owner/Fisherman SELL price/lb: _____



Initial Calculations: [Use data above]

1. Fuel costs for season
 $\text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon} = \$ \underline{\hspace{2cm}}$
2. Total catch for season (in pounds)
 $\text{Season Length} \times \text{Daily Catch} = \underline{\hspace{2cm}} \text{ lbs}$
3. Gross income from dockside sale of catch
 $\text{Total Catch for season (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb} = \$ \underline{\hspace{2cm}}$

Profit/Loss Calculations: [Use calculations above and Background Data Table A]

Gross income from dockside sale of catch (from #3 above): \$ _____

Expenses

- A. Fuel costs for season (from #1 above) \$ _____
- B. Gear & Supplies \$ _____
- C. Licenses & Registrations \$ _____
- D. Seasonal Moorage \$ _____
- E. Insurance \$ _____
- F. Loan Payments \$ _____
- G. Other Direct Costs (utilities, ice, etc.) \$ _____
- H. Subtotal all non-wage related expenses: $A + B + C + D + E + F + G = \$ \underline{\hspace{2cm}}$
- I. Gross income from dockside sale of catch (from #3 above) - H = \$ _____
- J. Crew Wages: $\# \text{ of Crew} \times I \times \text{Crew Wage \% of profit} / 100 = \$ \underline{\hspace{2cm}}$
- K. Boat Owner/Fisherman Season Profit/Loss: $I - J = \$ \underline{\hspace{2cm}}$
- L. Fate Card Adjustment to Season Profit if applicable _____

M. Final Season Profit/Losses: K + L

(If M is positive you made a Profit, if M is negative you had Losses)

\$

Profit as a price/lb: $M / \text{Total Catch for Season from \#2 above} = \$ \underline{\hspace{2cm}} / \text{lb}$



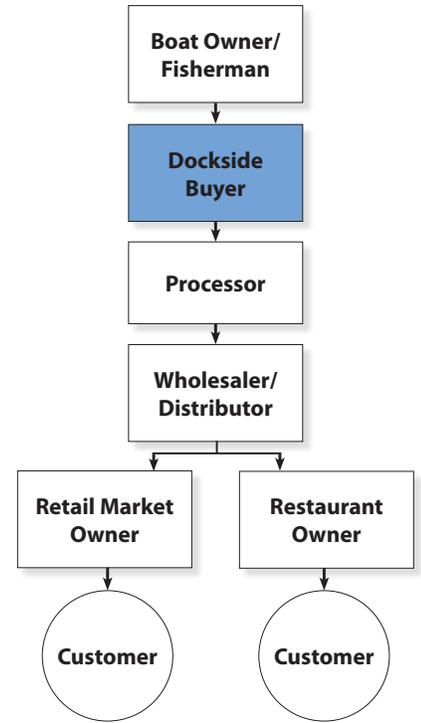
Name: _____

Date: _____

From Ocean to Table

Dockside Buyer Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.



Baseline Data: [Use team mate calculations and Background Data Table B]

Fishery: _____

Boat Owner/Fisherman Total Catch for Season: _____

Dockside Buyer BUY price/lb: _____

Dockside Buyer SELL price/lb: _____

Fate Card Instructions (if drawn): _____

Initial Calculations:

1. Cash needed to BUY fish from Boat Owner/Fisherman

Boat Owner/Fisherman Total Catch for Season x Dockside Buyer BUY price/lb = \$ _____

2. Gross income from sale of fish to Processor

Boat Owner/Fisherman Total Catch for Season x Dockside Buyer SELL price/lb = \$ _____

Profit/Loss Calculations: [Use calculations above and Background Data Table C]

Gross income from sale of fish to Processor (from #2 above): \$ _____

Expenses

A. Licenses & Registrations \$ _____

B. Dock/Building Lease \$ _____

C. Insurance \$ _____

D. Loan Payments \$ _____

E. Marketing/Advertising \$ _____

F. Shipping/Trucking Expenses \$ _____

G. Employee Wages \$ _____

H. Other Direct Costs (supplies, ice, etc.) \$ _____

I. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) \$ _____

J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = \$ _____

K. Gross income from sale of fish to Processor (from #2 above) - J = \$ _____

L. Fate Card Adjustment to Season Profit if applicable _____

M. Final Season Profit/Losses: K + L

(If M is positive you made a Profit, if M is negative you had Losses)

\$

Profit as a price/lb: M / Total Catch from Boat Owner/Fisherman = \$ _____ /lb



From Ocean to Table

Processor Income/Expense Worksheet

Name: _____

Date: _____

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.

Baseline Data: [Use team mate calculations, Background Data Tables A & B]

Fishery: _____

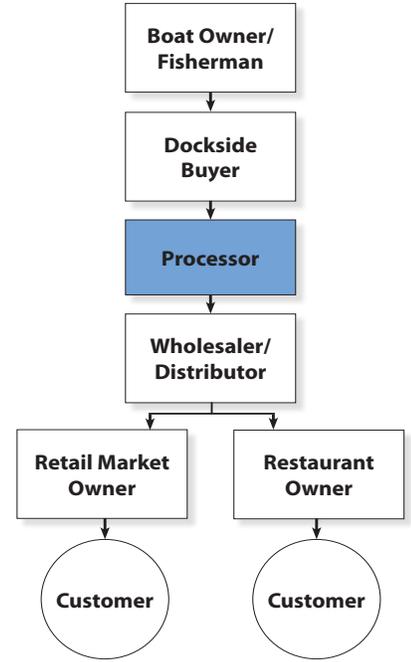
Boat Owner/Fisherman Total Catch for Season: _____

Processor BUY price/lb: _____

Percentage Yield: _____

Processor SELL price/lb: _____

Fate Card Instructions (if drawn): _____



Initial Calculations:

1. Cash needed to BUY fish from Dockside Buyer
 Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb = \$ _____
2. Processor Yield from Total Catch
 Boat Owner/Fisherman Total Catch for Season x Percentage Yield / 100 = _____ lbs
3. Gross income from sale of fish to Wholesaler Distributor
 Yield from Total Catch x Processor SELL price/lb = \$ _____

Profit/Loss Calculations: [Use calculations above and Background Data Table C]

Gross income from sale of fish to Wholesaler/Distributor (from #3 above): \$ _____

Expenses

- A. Licenses & Registrations \$ _____
- B. Dock/Building Lease \$ _____
- C. Insurance \$ _____
- D. Loan Payments \$ _____
- E. Marketing/Advertising \$ _____
- F. Shipping/Trucking Expenses \$ _____
- G. Employee Wages \$ _____
- H. Other Direct Costs (supplies, ice, etc.) \$ _____
- I. Cash needed to BUY fish from Dockside Buyer (from #1 above) \$ _____
- J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = \$ _____
- K. Gross income from sale of fish to Wholesaler Distributor (from #2 above) - J = \$ _____
- L. Fate Card Adjustment to Season Profit if applicable _____

M. Final Season Profit/Losses: K + L \$
 (If M is positive you made a Profit, if M is negative you had Losses)

Profit as a price/lb: M / Processor Yield from Total Catch = \$ _____ /lb



From Ocean to Table

Wholesaler/Distributor Income/Expense Worksheet

Name: _____

Date: _____

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.

Baseline Data: [Use team mate calculations and Background Data Table B]

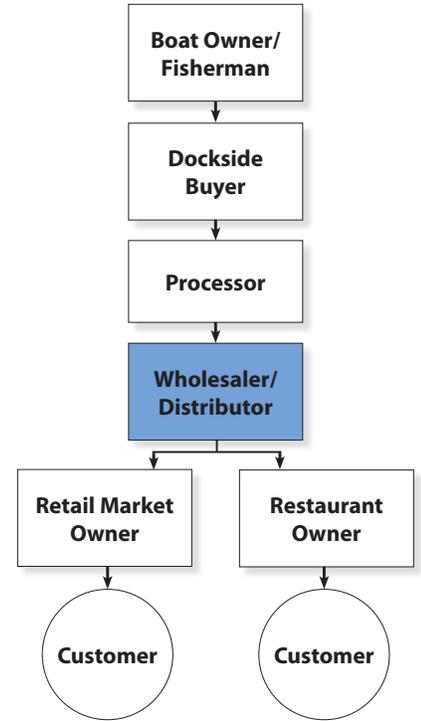
Fishery: _____

Processor Yield from Total Catch: _____

Wholesaler/Distributor BUY price/lb: _____

Wholesaler/Distributor SELL price/lb: _____

Fate Card Instructions (if drawn): _____



Initial Calculations

1. Cash needed to BUY fish from Processor

Processor Yield from Total Catch x Wholesaler/Distributor BUY price/lb = \$ _____

2. Gross income from sale of fish to Retail Market/Restaurant Owners

Processor Yield from Total Catch x Wholesaler/Distributor SELL price/lb = \$ _____

Profit/Loss Calculations: [Use calculations above and Background Data Table C]

Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above): \$ _____

Expenses

A. Licenses & Registrations \$ _____

B. Building Lease \$ _____

C. Insurance \$ _____

D. Loan Payments \$ _____

E. Marketing/Advertising \$ _____

F. Shipping/Trucking Expenses \$ _____

G. Employee Wages \$ _____

H. Other Direct Costs (supplies, ice, etc.) \$ _____

I. Cash needed to BUY fish from Processor (from #1 above) \$ _____

J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = \$ _____

K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = \$ _____

L. Fate Card Adjustment to Season Profit if applicable _____

M. Final Season Profit/Losses: K + L

(If M is positive you made a Profit, if M is negative you had Losses)

\$

Profit as a price/lb: M / Processor Yield from Total Catch = \$ _____ /lb



Name: _____

Date: _____

From Ocean to Table

Retail Market Owner Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. In a single season (30 days) a Retail Market Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
5. Complete all Income/Expense Calculations and share your results with your team.

Baseline Data: [Use team mate calculations and Background Data TableB]

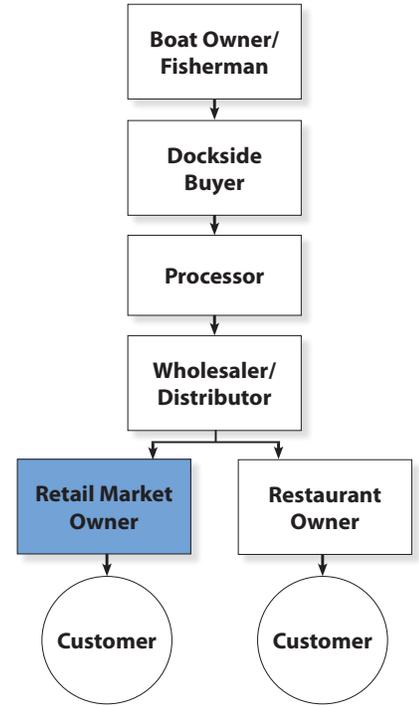
Fishery: _____

Amount Purchased Seasonally: _____

Retail Market Owner BUY price/lb: _____

Retail Market Owner SELL price/lb: _____

Fate Card Instructions (if drawn): _____



Initial Calculations

1. Cash needed to BUY fish from Wholesaler/Distributor
 Amount Purchased Seasonally x Retail Market Owner BUY price/lb = \$ _____
2. Gross income from sale of fish to Retail Market Customer
 Amount Purchased Seasonally x Retail Market Owner SELL price/lb = \$ _____

Profit/Loss Calculations: [Use calculations and data above & Background Data Table C]

Gross income from sale of fish to Retail Market Customer (from #2 above): \$ _____

Expenses

- A. Licenses & Registrations \$ _____
- B. Building Lease \$ _____
- C. Insurance \$ _____
- D. Loan Payments \$ _____
- E. Marketing/Advertising \$ _____
- F. Employee Wages \$ _____
- G. Other Direct Costs (supplies, ice, etc.) \$ _____
- H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) \$ _____
- I. Subtotal all expenses: A + B + C + D + E + F + G + H = \$ _____
- J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = \$ _____
- K. Fate Card Adjustment to Season Profit if applicable _____

L. Final Season Profit/Losses: J + K
 (If L is positive you made a Profit, if L is negative you had Losses) \$ _____

Profit as a price/lb: L / Amount Purchased Seasonally = \$ _____ /lb

Price Paid by Retail Market Customer: Retail Market Owner SELL price/lb = \$ _____ /lb



Name: _____

Date: _____

From Ocean to Table

Restaurant Owner Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. In a single season (30 days) a Restaurant Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
5. Complete all Income/Expense Calculations and share your results with your team.

Baseline Data: [Use team mate calculations and Background Data Table B]

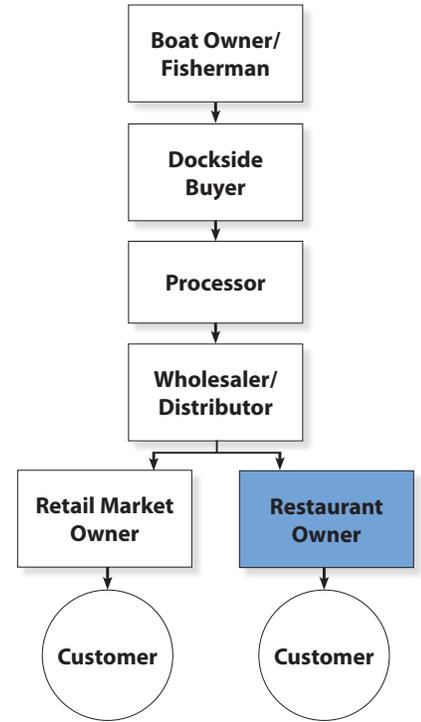
Fishery: _____

Amount Purchased Seasonally: _____

Restaurant Owner BUY price/lb: _____

Restaurant Owner SELL price/lb: _____

Fate Card Instructions (if drawn): _____



Initial Calculations:

1. Cash needed to BUY fish from Wholesaler/Distributor
 $\text{Amount Purchased Seasonally} \times \text{Restaurant Owner BUY price/lb} =$ \$ _____
2. Gross income from sale of fish to Restaurant Customer
 $\text{Amount Purchased Seasonally} \times \text{Restaurant Owner SELL price/lb} =$ \$ _____

Profit/Loss Calculations: [Use calculations and data above & Background Data Table C]

Gross income from sale of fish to Restaurant Customer (from #2 above): \$ _____

Expenses

- A. Licenses & Registrations \$ _____
- B. Building Lease \$ _____
- C. Insurance \$ _____
- D. Loan Payments \$ _____
- E. Marketing/Advertising \$ _____
- F. Employee Wages \$ _____
- G. Other Direct Costs (supplies, ice, etc.) \$ _____
- H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) \$ _____
- I. Subtotal all expenses: A + B + C + D + E + F + G + H = \$ _____
- J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = \$ _____
- K. Fate Card Adjustment to Season Profit if applicable _____

L. Final Season Profit/Losses: J + K \$ _____
(If L is positive you made a Profit, if L is negative you had Losses)

Profit as a price/lb: L / Amount Purchased Seasonally = \$ _____ /lb

Price Paid by Restaurant Customer: Restaurant Owner SELL price/lb = \$ _____ /lb