



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: \_\_\_\_\_

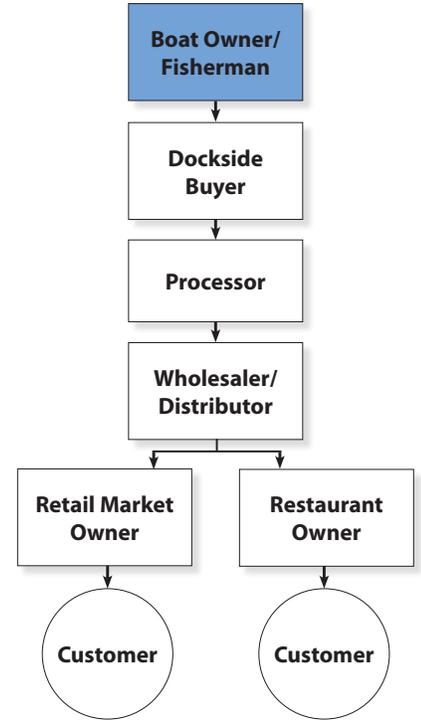
Fate Card Instructions (if drawn): \_\_\_\_\_

Daily Catch: \_\_\_\_\_

Season Length: \_\_\_\_\_

Boat Gallons/Day: \_\_\_\_\_

Boat Owner/Fisherman SELL price/lb: \_\_\_\_\_



### Initial Calculations: [Use data above]

1. How much did you pay for fuel?  
 $\#1 = \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon}$       \$ \_\_\_\_\_
2. How many pounds of fish did you catch in the season?  
 $\#2 = \text{Season Length} \times \text{Daily Catch}$       \_\_\_\_\_ lbs
3. How much money did you make from selling your catch?  
 $\#3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb}$       \$ \_\_\_\_\_

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

How much money did you make from selling your catch? (#3 above): \$ \_\_\_\_\_

#### Expenses - How much did you pay for:

- A. Fuel? (#1 above)      \$ \_\_\_\_\_
- B. Gear & Supplies?      \$ \_\_\_\_\_
- C. Licenses & Registrations?      \$ \_\_\_\_\_
- D. Seasonal Moorage?      \$ \_\_\_\_\_
- E. Insurance?      \$ \_\_\_\_\_
- F. Loan Payments?      \$ \_\_\_\_\_
- G. Other Direct Costs (utilities, ice, etc.)?      \$ \_\_\_\_\_
- H. These are non-wage expenses, how much did you pay for them?  $A + B + C + D + E + F + G$       \$ \_\_\_\_\_
- I. How much money do you have after paying these expenses?  $\#3 \text{ above} - H$       \$ \_\_\_\_\_
- J. How much did you pay your crew?  $\# \text{ of Crew} \times I \times (\text{Crew Wage \% of profit} / 100)$       \$ \_\_\_\_\_
- K. How much money did you make as the Boat Owner/Fisherman (Season Profit)?  $I - J$       \$ \_\_\_\_\_
- L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:      + or - \_\_\_\_\_

M. How much money do you have left at the end?  $K + L$         
 (If M is positive you made a Profit, if M is negative you had Losses)      \$

How much money did you make as price/lb?  $M / \text{pounds of fish caught} (\#2 \text{ above}) =$  \$ \_\_\_\_\_ /lb



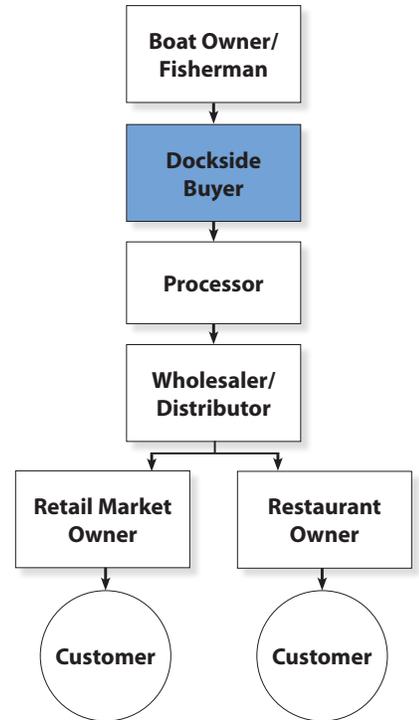
Name: \_\_\_\_\_

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: \_\_\_\_\_

How many pounds of fish did the Boat Owner/Fisherman catch?: \_\_\_\_\_

Dockside Buyer BUY price/lb: \_\_\_\_\_

Dockside Buyer SELL price/lb: \_\_\_\_\_

Fate Card Instructions (if drawn): \_\_\_\_\_

### Initial Calculations:

1. How much money do you need to buy the fish from the Boat Owner/Fisherman?

$$\#1 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Dockside Buyer BUY price/lb} = \$ \underline{\hspace{2cm}}$$

2. How much money did you make from selling the fish to the Processor?

$$\#2 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Dockside Buyer SELL price/lb} = \$ \underline{\hspace{2cm}}$$

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

How much money did you make from selling the fish to the Processor? (#2 above): \$ \_\_\_\_\_

#### Expenses - How much did you pay for:

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. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above) \$ \_\_\_\_\_

J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I** \$ \_\_\_\_\_

K. How much money did you make as the Dockside buyer (Season Profit)? (#2 above) - J \$ \_\_\_\_\_

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

M. How much money do you have left at the end? **K + L**

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

\$

How much money did you make as price/lb? M / pounds of fish Boat Owner/Fisherman caught = \$ \_\_\_\_\_/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: \_\_\_\_\_

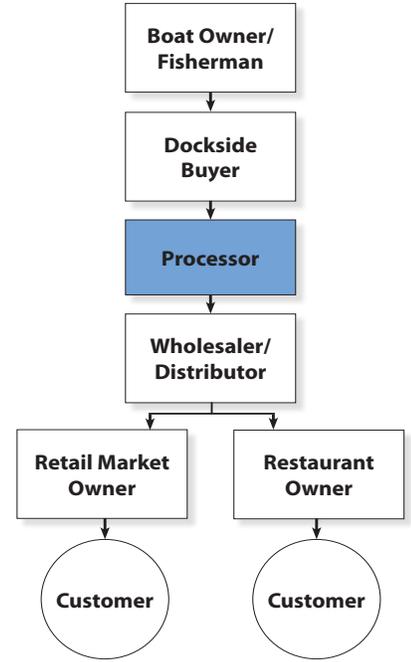
How many pounds of fish did the Boat Owner/Fisherman catch?: \_\_\_\_\_

Processor BUY price/lb: \_\_\_\_\_

Percentage Yield: \_\_\_\_\_

Processor SELL price/lb: \_\_\_\_\_

Fate Card Instructions (if drawn): \_\_\_\_\_



### Initial Calculations:

1. How much money do you need to buy the fish from the Dockside Buyer?  
**#1 = Pounds of fish caught by Boat Owner/Fisherman x Processor BUY price/lb**

\$ \_\_\_\_\_

2. How many pounds of processed fish did you produce?  
**#2 = Pounds of fish caught by Boat Owner/Fisherman x (Percentage Yield / 100)**

\_\_\_\_\_ lbs

3. How much money did you make from selling the fish to the Wholesaler/Distributor?  
**#3 = Pounds of processed fish x Processor SELL price/lb =**

\$ \_\_\_\_\_

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

How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above): \$ \_\_\_\_\_

#### Expenses - How much did you pay for:

- 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. How much money do you need to buy the fish from the Dockside Buyer? (#1 above) \$ \_\_\_\_\_

J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I** \$ \_\_\_\_\_

K. How much money did you make as the Processor (Season Profit)? (#3 above) - J \$ \_\_\_\_\_

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

M. How much money do you have left at the end? **K + L**  
(If M is positive you made a Profit, if M is negative you had Losses)

\$

How much money did you make as price/lb? M / pounds of processed fish produced = \$ \_\_\_\_\_ /lb



Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table

## Wholesaler/Distributor 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]

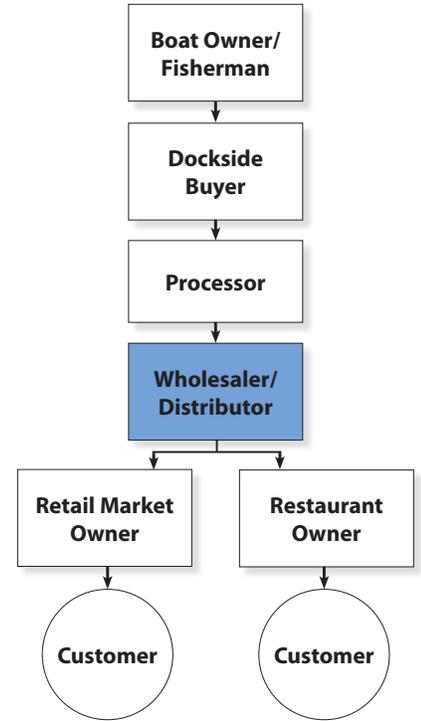
Fishery: \_\_\_\_\_

How many pounds of processed fish were produced?: \_\_\_\_\_

Wholesaler/Distributor BUY price/lb: \_\_\_\_\_

Wholesaler/Distributor SELL price/lb: \_\_\_\_\_

Fate Card Instructions (if drawn): \_\_\_\_\_



### Initial Calculations

1. How much money do you need to buy the fish from the Processor?

#1 = Pounds of processed fish x Wholesaler/Distributor BUY price/lb

\$ \_\_\_\_\_

2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?

#2 = Pounds of processed fish x Wholesaler/Distributor SELL price/lb

\$ \_\_\_\_\_

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

How much money did you make from selling the fish? (#2 above): \$ \_\_\_\_\_

#### Expenses - How much did you pay for:

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. How much money do you need to buy the fish from the Processor? (#1 above) \$ \_\_\_\_\_

J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I** \$ \_\_\_\_\_

K. How much money did you make as the Wholesaler/Distributor (Season Profit)? (#2 above) - J \$ \_\_\_\_\_

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

M. How much money do you have left at the end? **K + L**

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

\$

How much money did you make as price/lb? M / pounds of processed fish produced = \$ \_\_\_\_\_ /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]

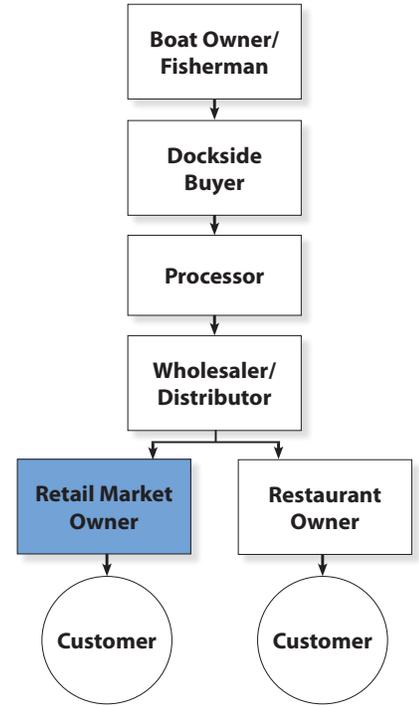
Fishery: \_\_\_\_\_

Amount Purchased Seasonally: \_\_\_\_\_

Retail Market Owner BUY price/lb: \_\_\_\_\_

Retail Market Owner SELL price/lb: \_\_\_\_\_

Fate Card Instructions (if drawn): \_\_\_\_\_



### Initial Calculations

1. How much money do you need to buy the fish from the Wholesaler/Distributor?

**#1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb**      \$ \_\_\_\_\_

2. How much money did you make from selling the fish to the Retail Market Customer?

**#2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb**      \$ \_\_\_\_\_

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

**How much money did you make from selling the fish to the Retail Market Customer? (#2 above):** \$ \_\_\_\_\_

### Expenses - How much did you pay for:

- 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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above)      \$ \_\_\_\_\_

I. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H**      \$ \_\_\_\_\_

J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I      \$ \_\_\_\_\_

K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:      + or - \_\_\_\_\_

L. How much money do you have left at the end? **J + K**  
(If L is positive you made a Profit, if L is negative you had Losses)

\$

**How much money did you make as price/lb?** L / Amount Purchased Seasonally = \$ \_\_\_\_\_ /lb

**How much do your customers pay for the fish?:** 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]

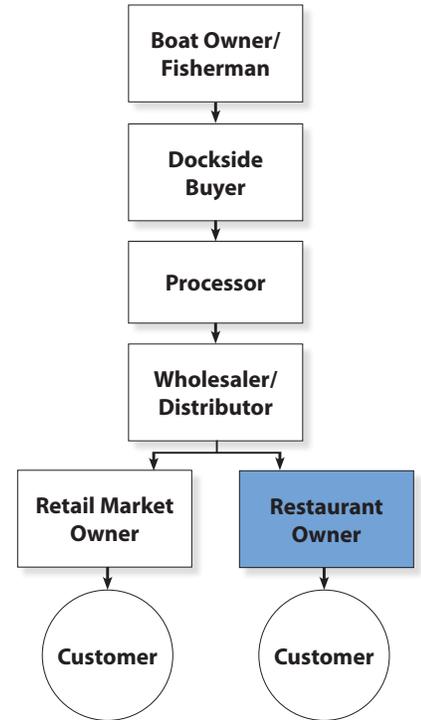
Fishery: \_\_\_\_\_

Amount Purchased Seasonally: \_\_\_\_\_

Restaurant Owner BUY price/lb: \_\_\_\_\_

Restaurant Owner SELL price/lb: \_\_\_\_\_

Fate Card Instructions (if drawn): \_\_\_\_\_



### Initial Calculations:

1. How much money do you need to buy the fish from the Wholesaler/Distributor?

#1 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb

\$ \_\_\_\_\_

2. How much money did you make from selling the fish to the Restaurant Customer?

#2 = Amount Purchased Seasonally x Restaurant Owner SELL price/lb

\$ \_\_\_\_\_

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

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$ \_\_\_\_\_

### Expenses - How much did you pay for:

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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) \$ \_\_\_\_\_

I. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H** \$ \_\_\_\_\_

J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I \$ \_\_\_\_\_

K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

L. How much money do you have left at the end? **J + K**  
(If L is positive you made a Profit, if L is negative you had Losses) \$

How much money did you make as price/lb? L / Amount Purchased Seasonally = \$ \_\_\_\_\_/lb

How much do your customers pay for the fish?: Restaurant Owner SELL price/lb = \$ \_\_\_\_\_/lb