



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

Season Length x Boat Gallons/Day x \$4/gallon = \$ \_\_\_\_\_

2. Total catch for season (in pounds)

Season Length x Daily Catch = \_\_\_\_\_ lbs

3. Gross income from dockside sale of catch

Total Catch for season (lbs) x Boat Owner/Fisherman SELL price/lb = \$ \_\_\_\_\_

#### 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 = \$ \_\_\_\_\_

I. Gross income from dockside sale of catch (from #3 above) - H = \$ \_\_\_\_\_

J. Crew Wages: # of Crew x I x Crew Wage % of profit / 100 = \$ \_\_\_\_\_

K. Boat Owner/Fisherman Season Profit/Loss: I - J = \$ \_\_\_\_\_

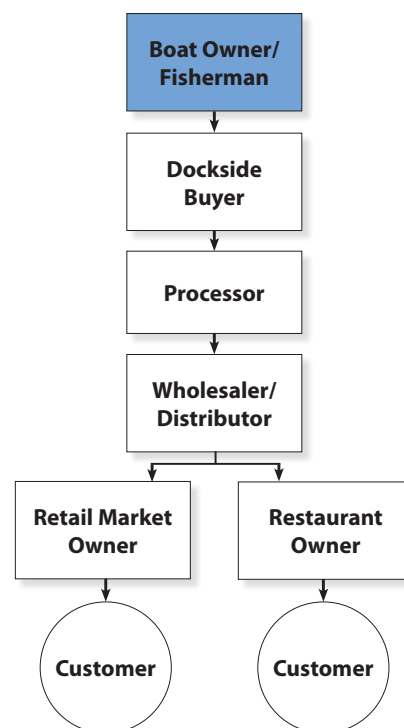
L. Fate Card Adjustment to Season Profit if applicable \_\_\_\_\_

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 for Season from #2 above = \$ \_\_\_\_\_ /lb





# From Ocean to Table

## Dockside Buyer 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]

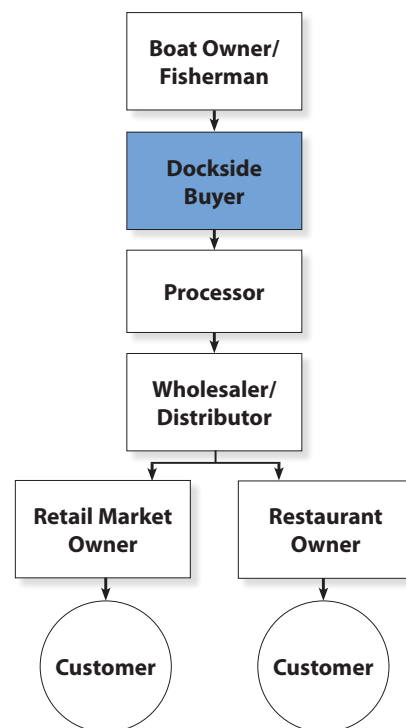
Fishery: \_\_\_\_\_

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: \_\_\_\_\_

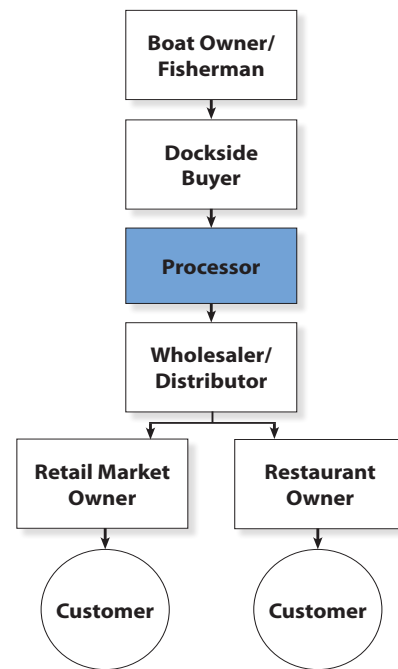
Boat Owner/Fisherman Total Catch for Season: \_\_\_\_\_

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]

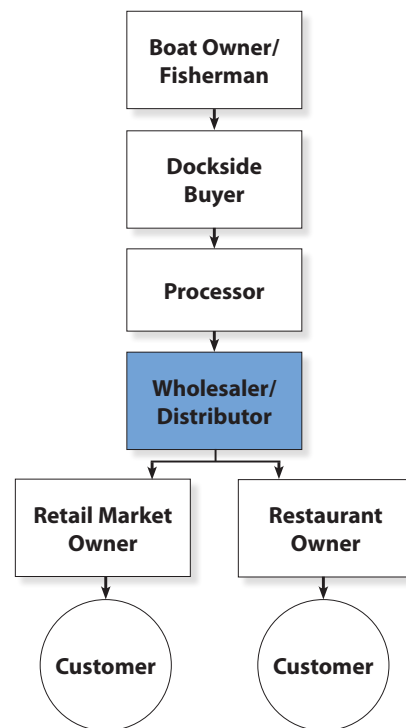
Fishery: \_\_\_\_\_

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]

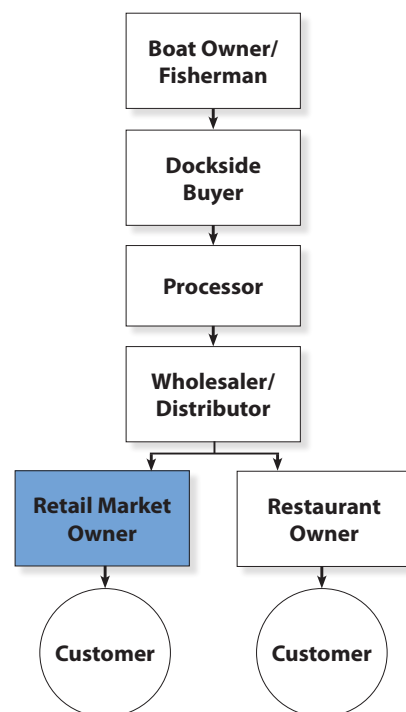
Fishery: \_\_\_\_\_

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 &amp; 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]

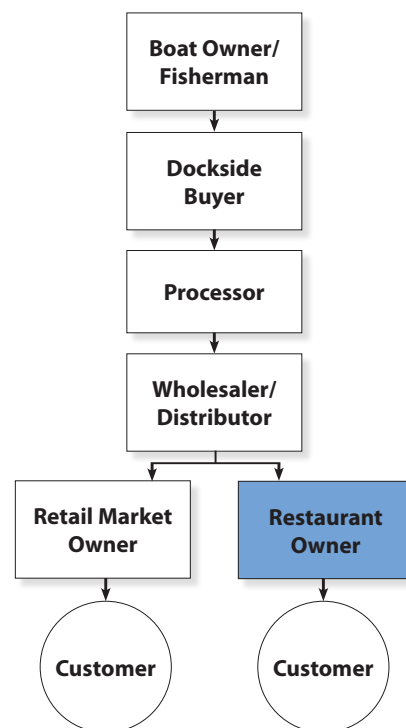
Fishery: \_\_\_\_\_

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

Amount Purchased Seasonally x Restaurant Owner BUY price/lb = \$ \_\_\_\_\_

2. Gross income from sale of fish to Restaurant Customer

Amount Purchased Seasonally x 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 &amp; 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