

From Ocean to Table

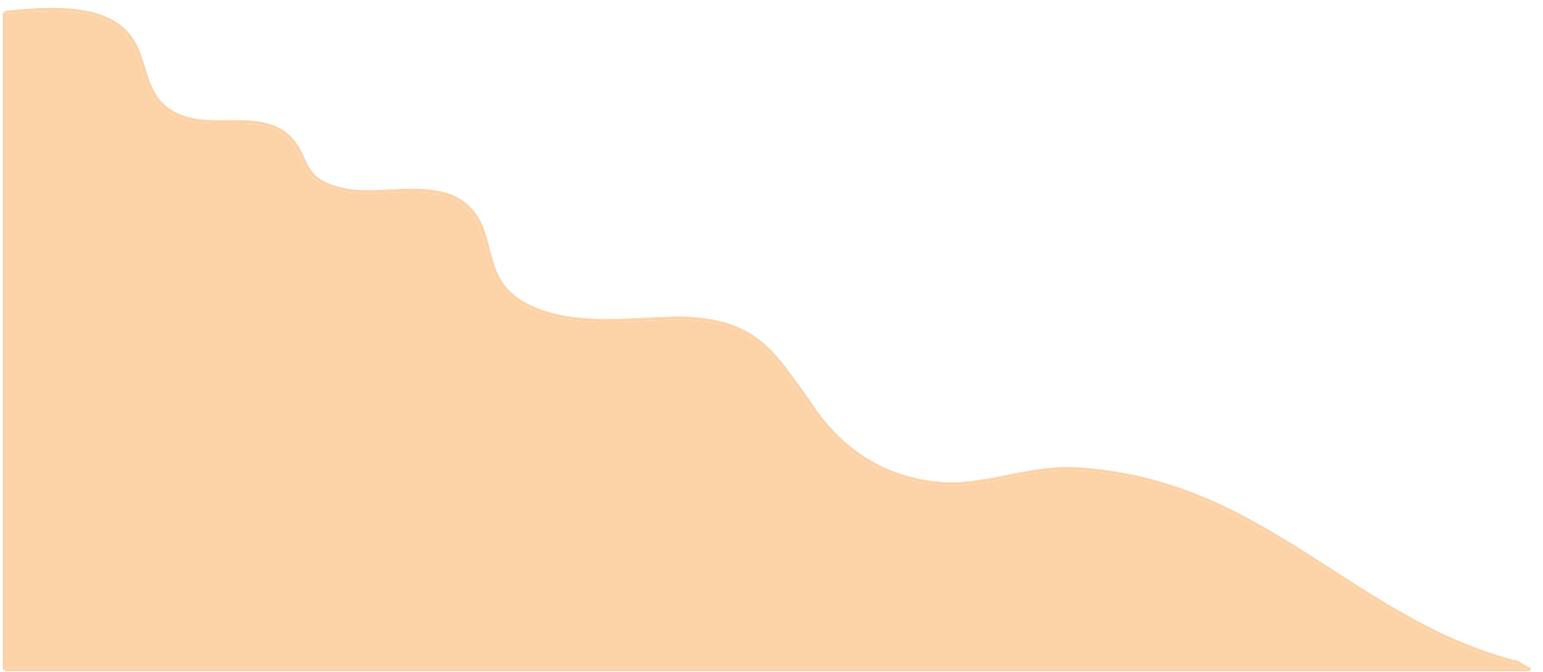
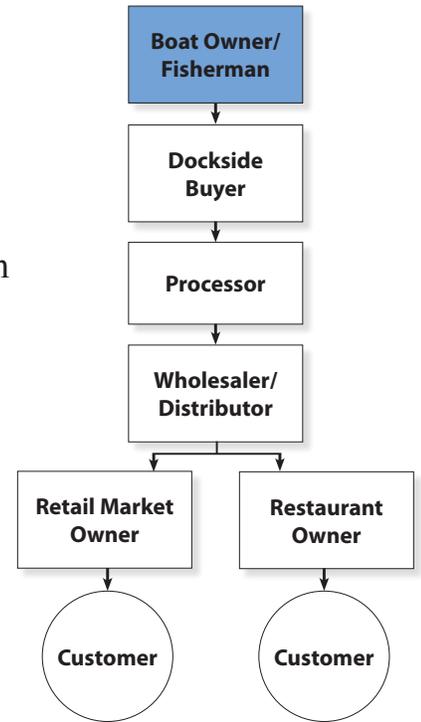
Income/Expense Worksheet Answer Key - Cover Sheet

High School / Community College / Undergraduate

Attached you will find an answer key for all seven species. For each species, all six roles have been completed. We hope that this helps you facilitate the activity better with your students.

Thank you,
Voices of the Bay Fisheries Education Program

<u>Species</u>	<u>Page</u>
Sardines	2
Prawns	8
Sole	14
Albacore Tuna	20
Salmon	26
Crab	32
Squid	38





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: Sardines
 Boat Type: Purse Seiner
 Fate Card Instructions (if drawn): * will depend
 Daily Catch: 40,000 lbs
 Season Length: 30 days
 Boat Gallons/Day: 300 gpd
 Boat Owner/Fisherman SELL price/lb: \$0.08/lb

Initial Calculations: [Use data above]

1. Fuel costs for season
 Season Length x Boat Gallons/Day x \$4/gallon = \$ 36,000
2. Total catch for season (in pounds)
 Season Length x Daily Catch = 1,200,000 lbs
3. Gross income from dockside sale of catch
 Total Catch for season (lbs) x Boat Owner/Fisherman SELL price/lb = \$ 96,000

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

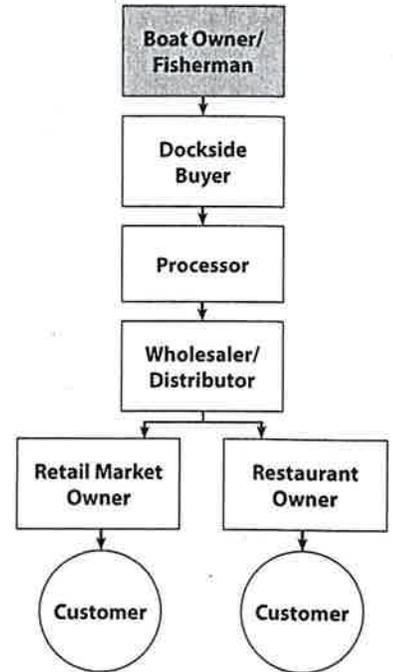
Gross income from dockside sale of catch (from #3 above): \$ 96,000

Expenses

- | | | |
|--|------------------|------------------|
| A. Fuel costs for season (from #1 above) | \$ <u>36,000</u> | |
| B. Gear & Supplies | \$ <u>8,000</u> | |
| C. Licenses & Registrations | \$ <u>2,500</u> | |
| D. Seasonal Moorage | \$ <u>1,500</u> | |
| E. Insurance | \$ <u>2,000</u> | |
| F. Loan Payments | \$ <u>3,000</u> | |
| G. Other Direct Costs (utilities, ice, etc.) | \$ <u>2,000</u> | |
| H. Subtotal all non-wage related expenses: A + B + C + D + E + F + G = | \$ <u>55,000</u> | |
| I. Gross income from dockside sale of catch (from #3 above) - H = | \$ <u>41,000</u> | |
| J. Crew Wages: # of Crew x I x Crew Wage % of profit /100 = | \$ <u>20,500</u> | 5 x I x 10% /100 |
| K. Boat Owner/Fisherman Season Profit/Loss: I - J = | \$ <u>20,500</u> | |
| 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



* will depend



Name: _____

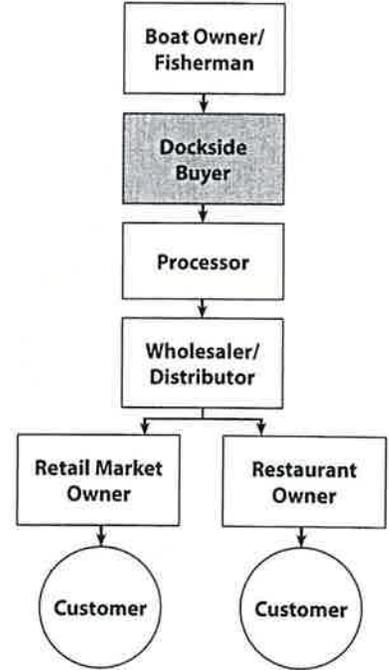
Date: _____

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: Sardines
 Boat Owner/Fisherman Total Catch for Season: 1,200,000 lbs
 Dockside Buyer BUY price/lb: \$0.08/lb
 Dockside Buyer SELL price/lb: \$0.12/lb
 Fate Card Instructions (if drawn): * will depend



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 = \$ 96,000
2. Gross income from sale of fish to Processor
 Boat Owner/Fisherman Total Catch for Season x Dockside Buyer SELL price/lb = \$ 144,000

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

Gross income from sale of fish to Processor (from #2 above): \$ 144,000

Expenses

- | | |
|--|-------------------|
| A. Licenses & Registrations | \$ <u>1,500</u> |
| B. Dock/Building Lease | \$ <u>1,000</u> |
| C. Insurance | \$ <u>100</u> |
| D. Loan Payments | \$ <u>1,000</u> |
| E. Marketing/Advertising | \$ <u>1,000</u> |
| F. Shipping/Trucking Expenses | \$ <u>1,500</u> |
| G. Employee Wages | \$ <u>2,000</u> |
| H. Other Direct Costs (supplies, ice, etc.) | \$ <u>3,000</u> |
| I. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) | \$ <u>96,000</u> |
| J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = | \$ <u>9,100</u> |
| K. Gross income from sale of fish to Processor (from #2 above) - J = | \$ <u>134,900</u> |
| 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)

* will depend

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



Name: _____

Date: _____

From Ocean to Table Processor 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, Background Data Tables A & B]

Fishery: Sardines

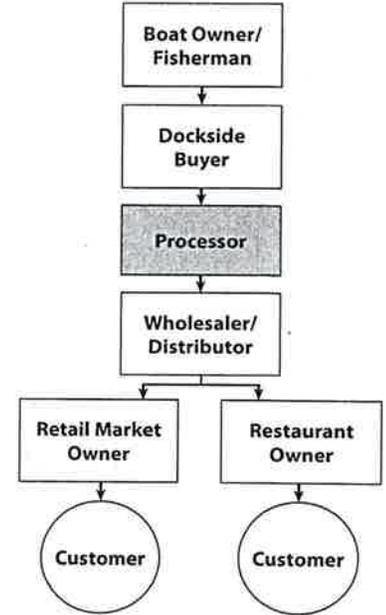
Boat Owner/Fisherman Total Catch for Season: 1,200,000 lbs

Processor BUY price/lb: \$0.12/lb

Percentage Yield: 50%

Processor SELL price/lb: \$0.35/lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations:

1. Cash needed to BUY fish from Dockside Buyer

Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb = \$ 144,000

2. Processor Yield from Total Catch

Boat Owner/Fisherman Total Catch for Season x Percentage Yield /100 = 600,000 lbs

3. Gross income from sale of fish to Wholesaler Distributor

Yield from Total Catch x Processor SELL price/lb = \$ 210,000

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

Gross income from sale of fish to Wholesaler/Distributor (from #3 above): \$ 210,000

Expenses

- A. Licenses & Registrations \$ 1,500
- B. Dock/Building Lease \$ 3,500
- C. Insurance \$ 1,500
- D. Loan Payments \$ 5,500
- E. Marketing/Advertising \$ 1,000
- F. Shipping/Trucking Expenses \$ 5,000
- G. Employee Wages \$ 9,000
- H. Other Direct Costs (supplies, ice, etc.) \$ 5,000

I. Cash needed to BUY fish from Dockside Buyer (from #1 above) \$ 144,000

J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = \$ 32,000

K. Gross income from sale of fish to Wholesaler Distributor (from #2 above) - J = \$ 178,000

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)

\$ * will depend

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

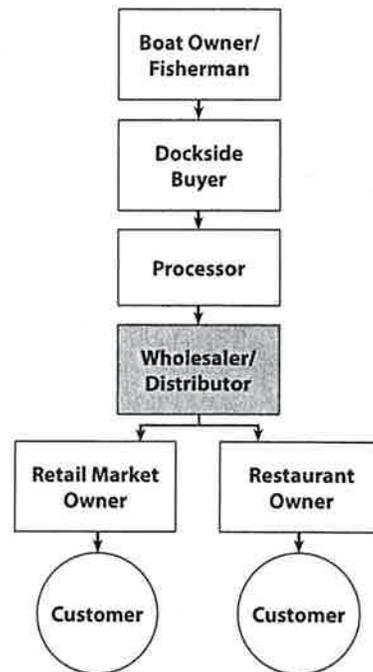
Fishery: Sardines

Processor Yield from Total Catch: 600,000 lbs

Wholesaler/Distributor BUY price/lb: \$0.35/lb

Wholesaler/Distributor SELL price/lb: \$0.45/lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations

1. Cash needed to BUY fish from Processor

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

\$ 210,000

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

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

\$ 270,000

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): \$ 270,000

Expenses

- A. Licenses & Registrations \$ 1,500
- B. Building Lease \$ 2,000
- C. Insurance \$ 1,500
- D. Loan Payments \$ 5,000
- E. Marketing/Advertising \$ 1,000
- F. Shipping/Trucking Expenses \$ 10,000
- G. Employee Wages \$ 7,000
- H. Other Direct Costs (supplies, ice, etc.) \$ 3,000

- I. Cash needed to BUY fish from Processor (from #1 above)

\$ 210,000

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

\$ 31,000

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

\$ 239,000

- 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)

\$

** will depend*

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

\$ _____ /lb



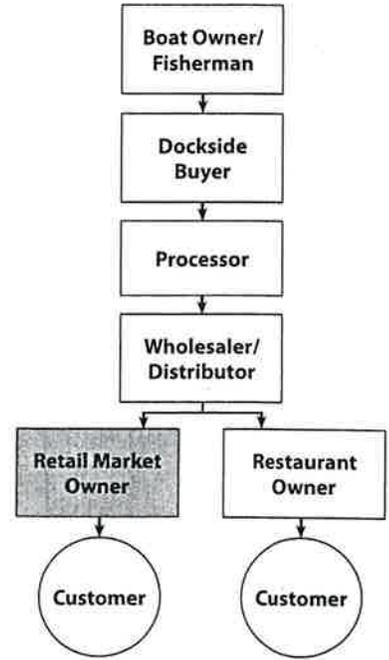
Name: _____

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 Table B]

Fishery: Sardines

Amount Purchased Seasonally: 275 lbs

Retail Market Owner BUY price/lb: \$0.45/lb

Retail Market Owner SELL price/lb: \$12.00/lb

Fate Card Instructions (if drawn): * will depend

Initial Calculations

1. Cash needed to BUY fish from Wholesaler/Distributor
 Amount Purchased Seasonally x Retail Market Owner BUY price/lb = \$ 123.75
2. Gross income from sale of fish to Retail Market Customer
 Amount Purchased Seasonally x Retail Market Owner SELL price/lb = \$ 3,300

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): \$ 3,300

Expenses

- | | | |
|---|-----------------|------------------|
| A. Licenses & Registrations | \$ <u>500</u> | |
| B. Building Lease | \$ <u>200</u> | |
| C. Insurance | \$ <u>250</u> | |
| D. Loan Payments | \$ <u>500</u> | |
| E. Marketing/Advertising | \$ <u>200</u> | |
| F. Employee Wages | \$ <u>1,000</u> | |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>300</u> | |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | | \$ <u>123.75</u> |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | | \$ <u>2,950</u> |
| J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = | | \$ <u>350</u> |
| K. Fate Card Adjustment to Season Profit if applicable | | _____ |

L. Final Season Profit/Losses: J + (K) \$ *will depend
 (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 = \$ 12.00 /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]

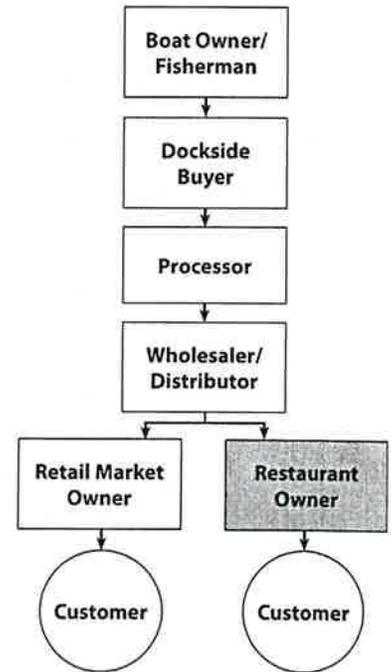
Fishery: Sardines

Amount Purchased Seasonally: 300 lbs

Restaurant Owner BUY price/lb: \$0.45/lb

Restaurant Owner SELL price/lb: \$18.00/lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations:

1. Cash needed to BUY fish from Wholesaler/Distributor
Amount Purchased Seasonally x Restaurant Owner BUY price/lb = \$ 135
2. Gross income from sale of fish to Restaurant Customer
Amount Purchased Seasonally x Restaurant Owner SELL price/lb = \$ 5,400

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

Gross income from sale of fish to Restaurant Customer (from #2 above): \$ 5,400

Expenses

- | | | |
|--|-----------------|--|
| A. Licenses & Registrations | \$ <u>500</u> | |
| B. Building Lease | \$ <u>300</u> | |
| C. Insurance | \$ <u>300</u> | |
| D. Loan Payments | \$ <u>750</u> | |
| E. Marketing/Advertising | \$ <u>200</u> | |
| F. Employee Wages | \$ <u>2,000</u> | |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>800</u> | |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | \$ <u>135</u> | |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | \$ <u>4,850</u> | |
| J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = | \$ <u>550</u> | |
| K. Fate Card Adjustment to Season Profit if applicable | | |

L. Final Season Profit/Losses: J + (K) \$ * will depend
(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 = \$ 18.00 /lb



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: Prawns
 Boat Type: Trawler
 Fate Card Instructions (if drawn): * will depend
 Daily Catch: 900 lbs
 Season Length: 30 days
 Boat Gallons/Day: 300 gpd
 Boat Owner/Fisherman SELL price/lb: \$10.00/lb

Initial Calculations: [Use data above]

1. Fuel costs for season
 $\text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon} = \$ \underline{36,000}$
2. Total catch for season (in pounds)
 $\text{Season Length} \times \text{Daily Catch} = \underline{27,000}$ lbs
3. Gross income from dockside sale of catch
 $\text{Total Catch for season (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb} = \$ \underline{270,000}$

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

Gross income from dockside sale of catch (from #3 above): \$ 270,000

Expenses

- | | | |
|---|-------------------|--|
| A. Fuel costs for season (from #1 above) | \$ <u>36,000</u> | |
| B. Gear & Supplies | \$ <u>12,000</u> | |
| C. Licenses & Registrations | \$ <u>2,500</u> | |
| D. Seasonal Moorage | \$ <u>1,000</u> | |
| E. Insurance | \$ <u>1,000</u> | |
| F. Loan Payments | \$ <u>3,000</u> | |
| G. Other Direct Costs (utilities, ice, etc.) | \$ <u>2,000</u> | |
| H. Subtotal all non-wage related expenses: A + B + C + D + E + F + G = | \$ <u>57,500</u> | |
| I. Gross income from dockside sale of catch (from #3 above) - H = | \$ <u>212,500</u> | |
| J. Crew Wages: # of Crew x I x Crew Wage % of profit /100 = <u>3 x I x 15</u> | \$ <u>95,625</u> | |
| K. Boat Owner/Fisherman Season Profit/Loss: I - J = | \$ <u>116,875</u> | |
| L. Fate Card Adjustment to Season Profit if applicable | | |

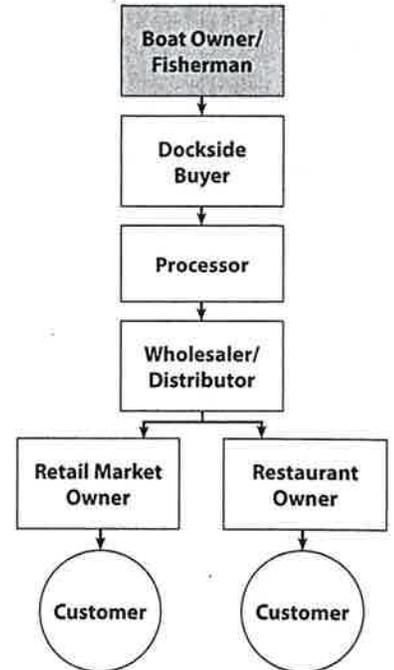
M. Final Season Profit/Losses: K + (L)

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

\$

** will depend*

Profit as a price/lb: M / Total Catch for Season from #2 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]

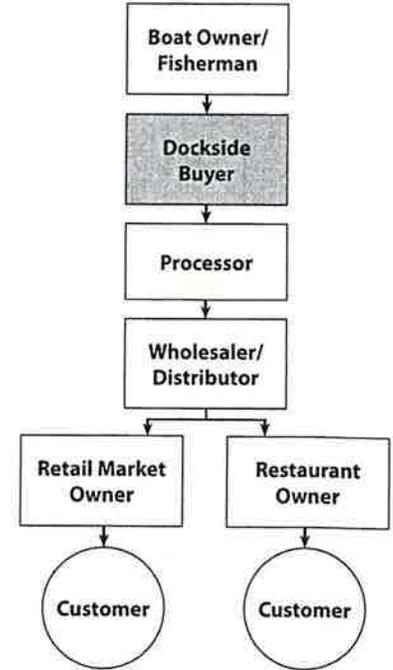
Fishery: Prawns

Boat Owner/Fisherman Total Catch for Season: 27,000 lbs

Dockside Buyer BUY price/lb: \$10.00/lb

Dockside Buyer SELL price/lb: \$11.00/lb

Fate Card Instructions (if drawn): * will depend



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 = \$ 270,000
2. Gross income from sale of fish to Processor
 Boat Owner/Fisherman Total Catch for Season x Dockside Buyer SELL price/lb = \$ 297,000

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

Gross income from sale of fish to Processor (from #2 above): \$ 297,000

Expenses

- | | |
|--|-------------------|
| A. Licenses & Registrations | <u>\$ 1,500</u> |
| B. Dock/Building Lease | <u>\$ 1,000</u> |
| C. Insurance | <u>\$ 100</u> |
| D. Loan Payments | <u>\$ 1,000</u> |
| E. Marketing/Advertising | <u>\$ 1,000</u> |
| F. Shipping/Trucking Expenses | <u>\$ 1,500</u> |
| G. Employee Wages | <u>\$ 2,000</u> |
| H. Other Direct Costs (supplies, ice, etc.) | <u>\$ 1,000</u> |
| I. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) | <u>\$ 270,000</u> |
| J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = | <u>\$ 279,100</u> |
| K. Gross income from sale of fish to Processor (from #2 above) - J = | <u>\$ 17,900</u> |
| 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)

\$

** will depend*

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



Name: _____

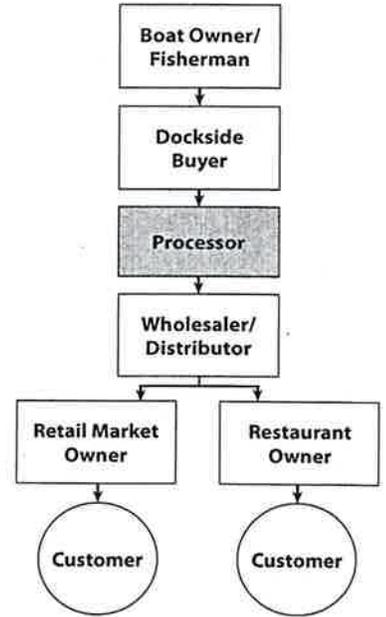
Date: _____

From Ocean to Table Processor 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, Background Data Tables A & B]

Fishery: Prawns
 Boat Owner/Fisherman Total Catch for Season: 27,000 lbs
 Processor BUY price/lb: \$11.00/lb
 Percentage Yield: 80%
 Processor SELL price/lb: \$17.00/lb
 Fate Card Instructions (if drawn): *will depend



Initial Calculations:

1. Cash needed to BUY fish from Docksider Buyer
 Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb = \$ 297,000
2. Processor Yield from Total Catch
 Boat Owner/Fisherman Total Catch for Season x Percentage Yield /100 = 21,600 lbs
3. Gross income from sale of fish to Wholesaler Distributor
 Yield from Total Catch x Processor SELL price/lb = \$ 367,200

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

Gross income from sale of fish to Wholesaler/Distributor (from #3 above): \$ 367,200

Expenses

- A. Licenses & Registrations \$ 1,500
- B. Dock/Building Lease \$ 3,500
- C. Insurance \$ 1,500
- D. Loan Payments \$ 5,500
- E. Marketing/Advertising \$ 1,000
- F. Shipping/Trucking Expenses \$ 5,000
- G. Employee Wages \$ 9,000
- H. Other Direct Costs (supplies, ice, etc.) \$ 5,000

- I. Cash needed to BUY fish from Docksider Buyer (from #1 above) \$ 297,000
- J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = \$ 329,000
- K. Gross income from sale of fish to Wholesaler Distributor (from #2 above) - J = \$ 38,000
- 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)

\$ *will depend

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



Name: _____

Date: _____

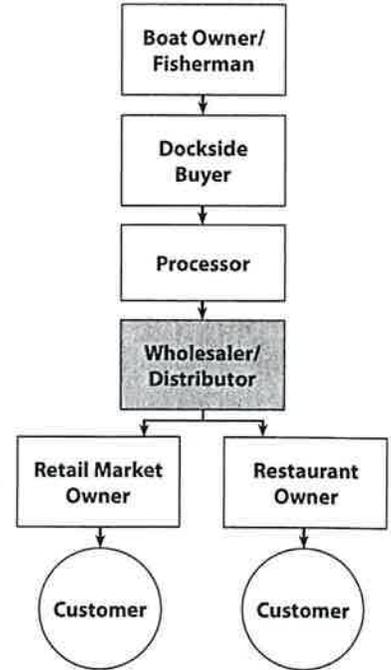
From Ocean to Table

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: Prawns
 Processor Yield from Total Catch: 21,000 lbs
 Wholesaler/Distributor BUY price/lb: \$17.00/lb
 Wholesaler/Distributor SELL price/lb: \$20.00/lb
 Fate Card Instructions (if drawn): *will depend



Initial Calculations

1. Cash needed to BUY fish from Processor
 Processor Yield from Total Catch x Wholesaler/Distributor BUY price/lb = \$ 367,200
2. Gross income from sale of fish to Retail Market/Restaurant Owners
 Processor Yield from Total Catch x Wholesaler/Distributor SELL price/lb = \$ 432,000

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): \$ 432,000

Expenses

- | | | |
|--|------------------|-------------------|
| A. Licenses & Registrations | <u>\$ 1,500</u> | |
| B. Building Lease | <u>\$ 2,000</u> | |
| C. Insurance | <u>\$ 1,500</u> | |
| D. Loan Payments | <u>\$ 5,000</u> | |
| E. Marketing/Advertising | <u>\$ 1,000</u> | |
| F. Shipping/Trucking Expenses | <u>\$ 10,000</u> | |
| G. Employee Wages | <u>\$ 7,000</u> | |
| H. Other Direct Costs (supplies, ice, etc.) | <u>\$ 3,000</u> | |
| I. Cash needed to BUY fish from Processor (from #1 above) | | <u>\$ 367,200</u> |
| J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = | | <u>\$ 398,200</u> |
| K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = | | <u>\$ 33,800</u> |
| 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)

\$ **will depend*

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

\$ _____ /lb



Name: _____

Date: _____

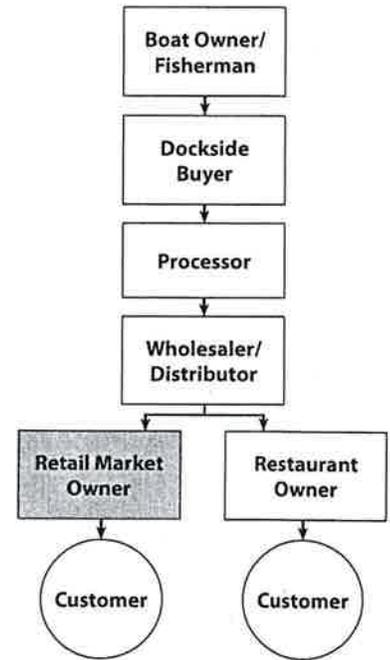
From Ocean to Table

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 Table B]

Fishery: Prawns
 Amount Purchased Seasonally: 2000 lbs
 Retail Market Owner BUY price/lb: \$20.00/lb
 Retail Market Owner SELL price/lb: \$23.00/lb
 Fate Card Instructions (if drawn): * will depend



Initial Calculations

1. Cash needed to BUY fish from Wholesaler/Distributor
 Amount Purchased Seasonally x Retail Market Owner BUY price/lb = \$ 40,000
2. Gross income from sale of fish to Retail Market Customer
 Amount Purchased Seasonally x Retail Market Owner SELL price/lb = \$ 46,000

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): \$ 46,000

Expenses

- | | |
|---|------------------|
| A. Licenses & Registrations | \$ <u>500</u> |
| B. Building Lease | \$ <u>200</u> |
| C. Insurance | \$ <u>250</u> |
| D. Loan Payments | \$ <u>500</u> |
| E. Marketing/Advertising | \$ <u>200</u> |
| F. Employee Wages | \$ <u>1,000</u> |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>300</u> |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | \$ <u>40,000</u> |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | \$ <u>42,950</u> |
| J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = | \$ <u>3,050</u> |
| K. Fate Card Adjustment to Season Profit if applicable | _____ |

L. Final Season Profit/Losses: J + (K) \$ * will depend
 (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 = \$ 23.00 /lb



Name: _____

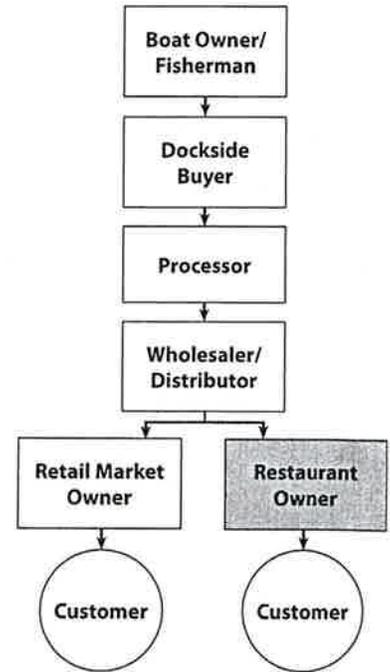
Date: _____

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: Prawns
 Amount Purchased Seasonally: 400 lbs
 Restaurant Owner BUY price/lb: \$20.00/lb
 Restaurant Owner SELL price/lb: \$40.00/lb
 Fate Card Instructions (if drawn): * will depend



Initial Calculations:

1. Cash needed to BUY fish from Wholesaler/Distributor
 Amount Purchased Seasonally x Restaurant Owner BUY price/lb = \$ 8,000
2. Gross income from sale of fish to Restaurant Customer
 Amount Purchased Seasonally x Restaurant Owner SELL price/lb = \$ 16,000

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

Gross income from sale of fish to Restaurant Customer (from #2 above): \$ 16,000

Expenses

- | | | |
|--|-----------------|------------------|
| A. Licenses & Registrations | \$ <u>500</u> | |
| B. Building Lease | \$ <u>300</u> | |
| C. Insurance | \$ <u>300</u> | |
| D. Loan Payments | \$ <u>750</u> | |
| E. Marketing/Advertising | \$ <u>200</u> | |
| F. Employee Wages | \$ <u>2,000</u> | |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>800</u> | |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | | \$ <u>8,000</u> |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | | \$ <u>17,850</u> |
| J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = | | \$ <u>3,150</u> |
| K. Fate Card Adjustment to Season Profit if applicable | | _____ |

L. Final Season Profit/Losses: J + (K) \$ * will depend
 (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 = \$ 40.00 /lb



Name: _____

Date: _____

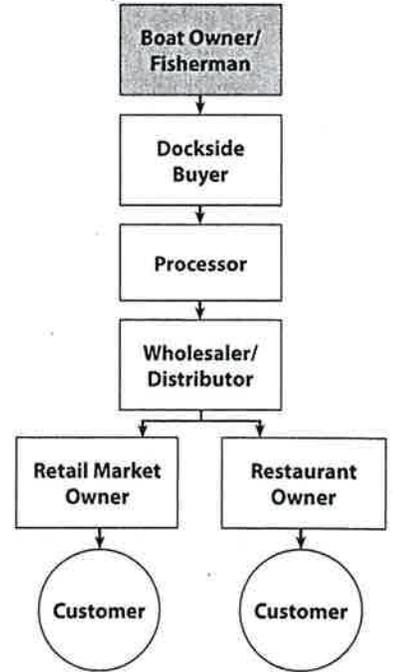
From Ocean to Table

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: Sole
 Boat Type: Bottom Trawler
 Fate Card Instructions (if drawn): * will depend
 Daily Catch: 2,800 lbs
 Season Length: 30 days
 Boat Gallons/Day: 250 gpd
 Boat Owner/Fisherman SELL price/lb: \$1.10/lb



Initial Calculations: [Use data above]

1. Fuel costs for season
 Season Length x Boat Gallons/Day x \$4/gallon = \$ 30,000
2. Total catch for season (in pounds)
 Season Length x Daily Catch = 84,000 lbs
3. Gross income from dockside sale of catch
 Total Catch for season (lbs) x Boat Owner/Fisherman SELL price/lb = \$ 92,400

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

Gross income from dockside sale of catch (from #3 above): \$ 92,400

Expenses

- | | | |
|--|------------------|--------------------------|
| A. Fuel costs for season (from #1 above) | \$ <u>30,000</u> | |
| B. Gear & Supplies | \$ <u>12,000</u> | |
| C. Licenses & Registrations | \$ <u>2,500</u> | |
| D. Seasonal Moorage | \$ <u>1,000</u> | |
| E. Insurance | \$ <u>1,000</u> | |
| F. Loan Payments | \$ <u>3,000</u> | |
| G. Other Direct Costs (utilities, ice, etc.) | \$ <u>2,000</u> | |
| H. Subtotal all non-wage related expenses: A + B + C + D + E + F + G = | \$ <u>51,500</u> | |
| I. Gross income from dockside sale of catch (from #3 above) - H = | \$ <u>40,900</u> | |
| J. Crew Wages: # of Crew x I x Crew Wage % of profit /100 = | \$ <u>18,405</u> | <i>3 x I x 15% / 100</i> |
| K. Boat Owner/Fisherman Season Profit/Loss: I - J = | \$ <u>22,495</u> | |
| 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)

\$

** will depend*

Profit as a price/lb: M / Total Catch for Season from #2 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]

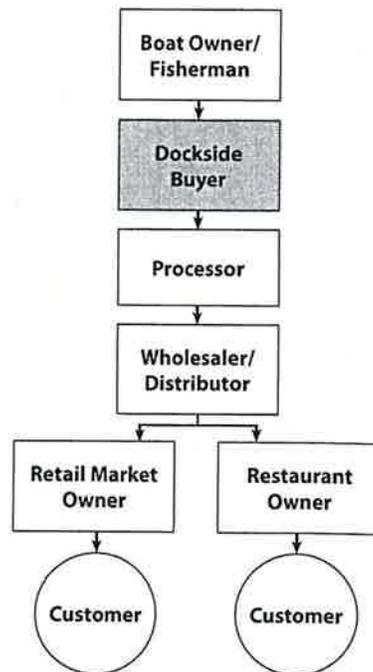
Fishery: Sole

Boat Owner/Fisherman Total Catch for Season: 84,000 lbs

Dockside Buyer BUY price/lb: \$1.10/lb

Dockside Buyer SELL price/lb: \$1.27/lb

Fate Card Instructions (if drawn): * will depend



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 = \$ 92,400
2. Gross income from sale of fish to Processor
 Boat Owner/Fisherman Total Catch for Season x Dockside Buyer SELL price/lb = \$ 106,680

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

Gross income from sale of fish to Processor (from #2 above): \$ 106,680

Expenses

- | | |
|--|-------------------|
| A. Licenses & Registrations | \$ <u>1,500</u> |
| B. Dock/Building Lease | \$ <u>1,000</u> |
| C. Insurance | \$ <u>100</u> |
| D. Loan Payments | \$ <u>1,000</u> |
| E. Marketing/Advertising | \$ <u>1,000</u> |
| F. Shipping/Trucking Expenses | \$ <u>1,500</u> |
| G. Employee Wages | \$ <u>2,000</u> |
| H. Other Direct Costs (supplies, ice, etc.) | \$ <u>1,000</u> |
| I. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) | \$ <u>92,400</u> |
| J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = | \$ <u>101,500</u> |
| K. Gross income from sale of fish to Processor (from #2 above) - J = | \$ <u>5,180</u> |
| 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)

\$ * will depend

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

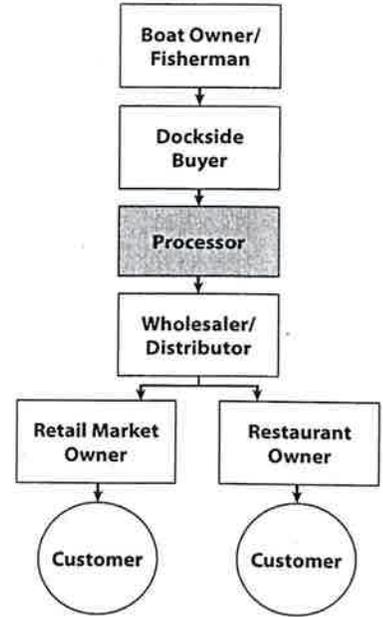


Name: _____

Date: _____

From Ocean to Table Processor 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, Background Data Tables A & B]

Fishery: Sale
 Boat Owner/Fisherman Total Catch for Season: 84,000 lbs
 Processor BUY price/lb: \$1.27/lb
 Percentage Yield: 80%
 Processor SELL price/lb: \$2.75/lb
 Fate Card Instructions (if drawn): * will depend

Initial Calculations:

1. Cash needed to BUY fish from Docksider Buyer
 Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb = \$ 106,680
2. Processor Yield from Total Catch
 Boat Owner/Fisherman Total Catch for Season x Percentage Yield /100 = 67,200 lbs
3. Gross income from sale of fish to Wholesaler Distributor
 Yield from Total Catch x Processor SELL price/lb = \$ 151,200

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

Gross income from sale of fish to Wholesaler/Distributor (from #3 above): \$ 151,200

Expenses

- A. Licenses & Registrations \$ 1,500
- B. Dock/Building Lease \$ 3,500
- C. Insurance \$ 1,500
- D. Loan Payments \$ 5,500
- E. Marketing/Advertising \$ 1,000
- F. Shipping/Trucking Expenses \$ 5,000
- G. Employee Wages \$ 9,000
- H. Other Direct Costs (supplies, ice, etc.) \$ 5,000

- I. Cash needed to BUY fish from Docksider Buyer (from #1 above) \$ 106,680
- J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = \$ 138,680
- K. Gross income from sale of fish to Wholesaler Distributor (from #2 above) - J = \$ 12,520
- 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)

\$

** will depend*

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

\$ _____ /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]

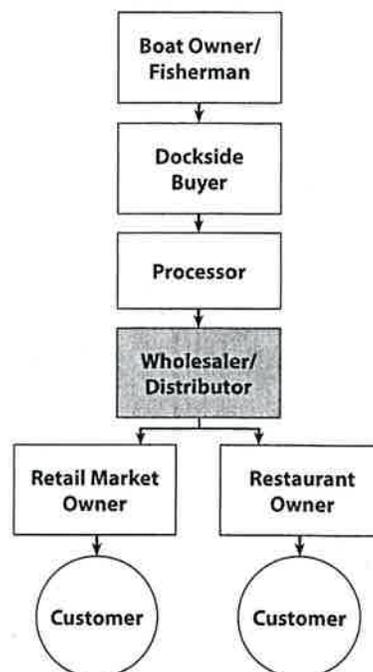
Fishery: Sole

Processor Yield from Total Catch: 67,200 lbs

Wholesaler/Distributor BUY price/lb: \$2.25/lb

Wholesaler/Distributor SELL price/lb: \$4.00/lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations

1. Cash needed to BUY fish from Processor

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

\$ 151,200

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

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

\$ 268,800

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): \$ 268,800

Expenses

- A. Licenses & Registrations \$ 1,500
- B. Building Lease \$ 2,000
- C. Insurance \$ 1,500
- D. Loan Payments \$ 5,000
- E. Marketing/Advertising \$ 1,000
- F. Shipping/Trucking Expenses \$ 10,000
- G. Employee Wages \$ 7,000
- H. Other Direct Costs (supplies, ice, etc.) \$ 3,000

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

\$ 151,200

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

\$ 182,200

K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = \$ 86,600

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)

\$

** will depend*

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]

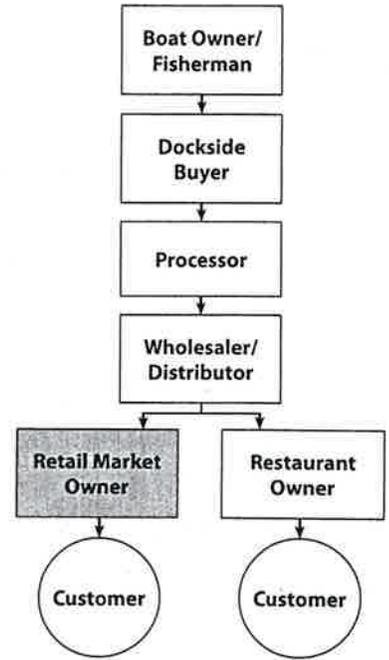
Fishery: Sole

Amount Purchased Seasonally: 1,000 lbs

Retail Market Owner BUY price/lb: \$4.00/lb

Retail Market Owner SELL price/lb: \$9.00/lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations

1. Cash needed to BUY fish from Wholesaler/Distributor
Amount Purchased Seasonally x Retail Market Owner BUY price/lb = \$ 4,000
2. Gross income from sale of fish to Retail Market Customer
Amount Purchased Seasonally x Retail Market Owner SELL price/lb = \$ 9,000

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): \$ 9,000

Expenses

- | | | |
|---|-----------------|-----------------|
| A. Licenses & Registrations | \$ <u>500</u> | |
| B. Building Lease | \$ <u>200</u> | |
| C. Insurance | \$ <u>250</u> | |
| D. Loan Payments | \$ <u>500</u> | |
| E. Marketing/Advertising | \$ <u>200</u> | |
| F. Employee Wages | \$ <u>1,000</u> | |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>300</u> | |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | | \$ <u>4,000</u> |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | | \$ <u>6,950</u> |
| J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = | | \$ <u>2,050</u> |
| K. Fate Card Adjustment to Season Profit if applicable | | _____ |

L. Final Season Profit/Losses: J + (K) \$ *will depend
 (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 = \$ 9.00 /lb



Name: _____

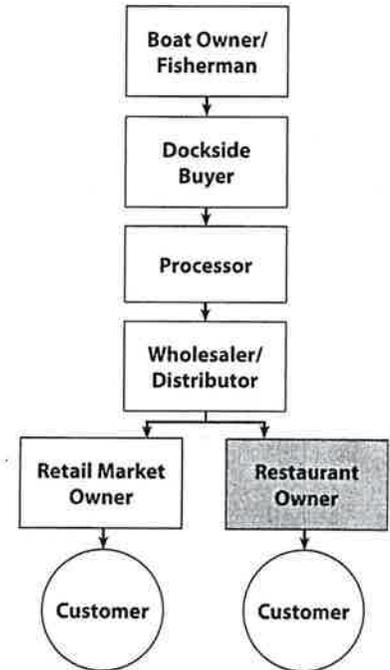
Date: _____

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: Sole
 Amount Purchased Seasonally: 300 lbs
 Restaurant Owner BUY price/lb: \$4.00/lb
 Restaurant Owner SELL price/lb: \$30.00/lb
 Fate Card Instructions (if drawn): * will depend



Initial Calculations:

1. Cash needed to BUY fish from Wholesaler/Distributor
 Amount Purchased Seasonally x Restaurant Owner BUY price/lb = \$ 1,200
2. Gross income from sale of fish to Restaurant Customer
 Amount Purchased Seasonally x Restaurant Owner SELL price/lb = \$ 9,000

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

Gross income from sale of fish to Restaurant Customer (from #2 above): \$ 9,000

Expenses

- | | | |
|--|-----------------|-----------------|
| A. Licenses & Registrations | \$ <u>500</u> | |
| B. Building Lease | \$ <u>300</u> | |
| C. Insurance | \$ <u>300</u> | |
| D. Loan Payments | \$ <u>750</u> | |
| E. Marketing/Advertising | \$ <u>200</u> | |
| F. Employee Wages | \$ <u>2,000</u> | |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>800</u> | |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | | \$ <u>1,200</u> |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | | \$ <u>6,050</u> |
| J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = | | \$ <u>2,950</u> |
| 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)

\$ ** will depend*

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

Price Paid by Restaurant Customer: Restaurant Owner SELL price/lb = \$ 30.00 /lb



Name: _____

Date: _____

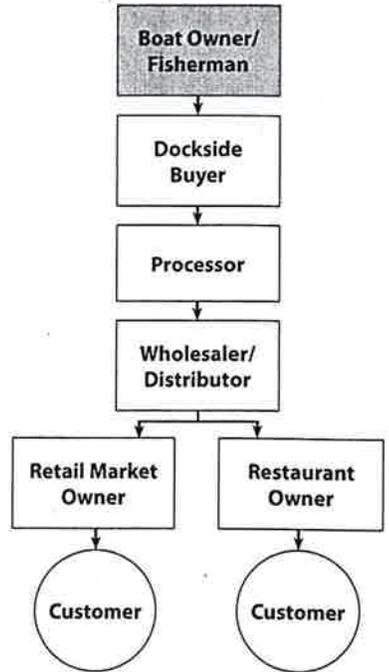
From Ocean to Table

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: Albacore Tuna
 Boat Type: Troller
 Fate Card Instructions (if drawn): * will depend
 Daily Catch: 1,500 lbs
 Season Length: 30 days
 Boat Gallons/Day: 100 gpd
 Boat Owner/Fisherman SELL price/lb: \$1.00/lb



Initial Calculations: [Use data above]

1. Fuel costs for season
 Season Length x Boat Gallons/Day x \$4/gallon = \$ 12,000
2. Total catch for season (in pounds)
 Season Length x Daily Catch = 45,000 lbs
3. Gross income from dockside sale of catch
 Total Catch for season (lbs) x Boat Owner/Fisherman SELL price/lb = \$ 45,000

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

Gross income from dockside sale of catch (from #3 above): \$ 45,000

Expenses

- | | | |
|--|------------------|--------------------------|
| A. Fuel costs for season (from #1 above) | \$ <u>12,000</u> | |
| B. Gear & Supplies | \$ <u>3,000</u> | |
| C. Licenses & Registrations | \$ <u>2,500</u> | |
| D. Seasonal Moorage | \$ <u>1,500</u> | |
| E. Insurance | \$ <u>1,000</u> | |
| F. Loan Payments | \$ <u>3,000</u> | |
| G. Other Direct Costs (utilities, ice, etc.) | \$ <u>2,000</u> | |
| H. Subtotal all non-wage related expenses: A + B + C + D + E + F + G = | \$ <u>25,000</u> | |
| I. Gross income from dockside sale of catch (from #3 above) - H = | \$ <u>20,000</u> | |
| J. Crew Wages: # of Crew x I x Crew Wage % of profit /100 = | \$ <u>6,000</u> | <i>2 x I x 15% / 100</i> |
| K. Boat Owner/Fisherman Season Profit/Loss: I - J = | \$ <u>14,000</u> | |
| 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)

\$ ** will depend*

Profit as a price/lb: M / Total Catch for Season from #2 above = \$ _____ /lb



Name: _____

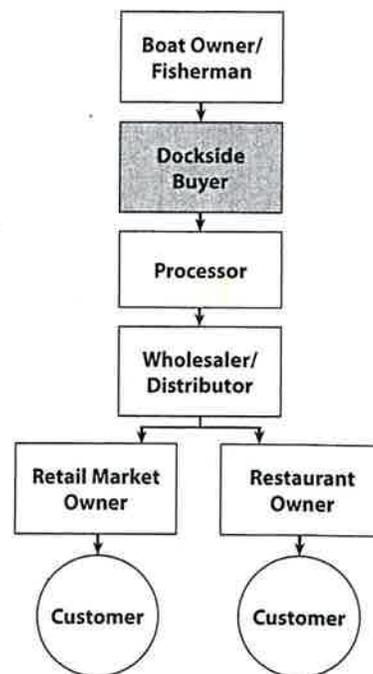
Date: _____

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: Albacore Tuna
 Boat Owner/Fisherman Total Catch for Season: 45,000 lbs
 Dockside Buyer BUY price/lb: \$1.00 / lb
 Dockside Buyer SELL price/lb: \$2.15 / lb
 Fate Card Instructions (if drawn): * will depend



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 = \$ 45,000
2. Gross income from sale of fish to Processor
 Boat Owner/Fisherman Total Catch for Season x Dockside Buyer SELL price/lb = \$ 96,750

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

Gross income from sale of fish to Processor (from #2 above): \$ 96,750

Expenses

- | | |
|---|-----------------|
| A. Licenses & Registrations | \$ <u>1,500</u> |
| B. Dock/Building Lease | \$ <u>1,000</u> |
| C. Insurance | \$ <u>100</u> |
| D. Loan Payments | \$ <u>1,000</u> |
| E. Marketing/Advertising | \$ <u>1,000</u> |
| F. Shipping/Trucking Expenses | \$ <u>1,500</u> |
| G. Employee Wages | \$ <u>2,000</u> |
| H. Other Direct Costs (supplies, ice, etc.) | \$ <u>1,000</u> |
- I. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) \$ 45,000
 J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = \$ 54,100
 K. Gross income from sale of fish to Processor (from #2 above) - J = \$ 42,650
 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)

\$ * will depend

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



Name: _____

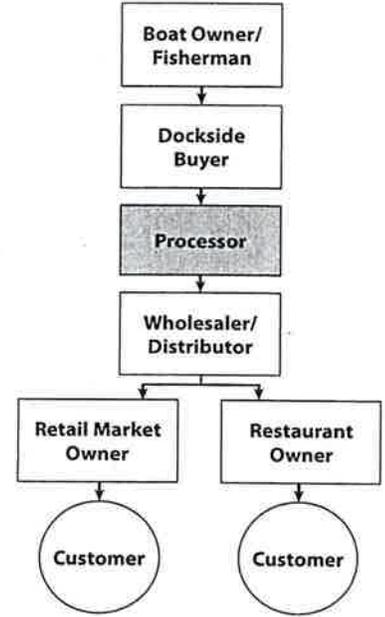
Date: _____

From Ocean to Table Processor 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, Background Data Tables A & B]

Fishery: Albacore Tuna
 Boat Owner/Fisherman Total Catch for Season: 45,000 lbs
 Processor BUY price/lb: \$2.15 /lb
 Percentage Yield: 75%
 Processor SELL price/lb: \$4.50 /lb
 Fate Card Instructions (if drawn): * will depend



Initial Calculations:

1. Cash needed to BUY fish from Dockside Buyer
 Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb = \$ 96,750
2. Processor Yield from Total Catch
 Boat Owner/Fisherman Total Catch for Season x Percentage Yield /100 = 33,750 lbs
3. Gross income from sale of fish to Wholesaler Distributor
 Yield from Total Catch x Processor SELL price/lb = \$ 151,875

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

Gross income from sale of fish to Wholesaler/Distributor (from #3 above): \$ 151,875

Expenses

- | | |
|---|-------------------|
| A. Licenses & Registrations | <u>\$ 1,500</u> |
| B. Dock/Building Lease | <u>\$ 3,500</u> |
| C. Insurance | <u>\$ 1,500</u> |
| D. Loan Payments | <u>\$ 5,500</u> |
| E. Marketing/Advertising | <u>\$ 1,000</u> |
| F. Shipping/Trucking Expenses | <u>\$ 5,000</u> |
| G. Employee Wages | <u>\$ 9,000</u> |
| H. Other Direct Costs (supplies, ice, etc.) | <u>\$ 5,000</u> |
| I. Cash needed to BUY fish from Dockside Buyer (from #1 above) | <u>\$ 96,750</u> |
| J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = | <u>\$ 128,750</u> |
| K. Gross income from sale of fish to Wholesaler Distributor (from #2 above) - J = | <u>\$ 23,125</u> |
| 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)

\$ _____

* will depend

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

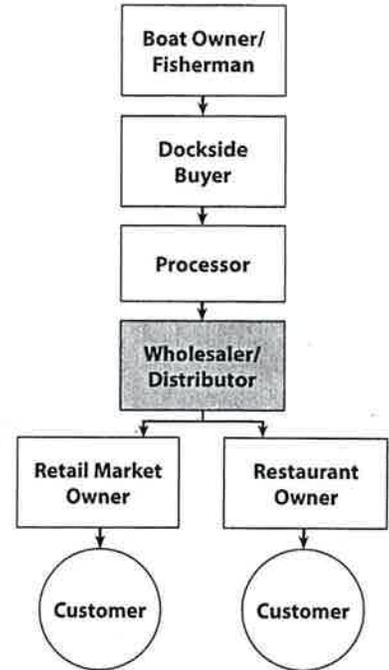
Fishery: Albacore Tuna

Processor Yield from Total Catch: 33,750 lbs

Wholesaler/Distributor BUY price/lb: \$4.50 / lb

Wholesaler/Distributor SELL price/lb: \$6.25 / lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations

1. Cash needed to BUY fish from Processor

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

\$ 151,875

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

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

\$ 210,937.50

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): \$ 210,937.50

Expenses

- | | |
|---|------------------|
| A. Licenses & Registrations | \$ <u>1,500</u> |
| B. Building Lease | \$ <u>2,000</u> |
| C. Insurance | \$ <u>1,500</u> |
| D. Loan Payments | \$ <u>5,000</u> |
| E. Marketing/Advertising | \$ <u>1,000</u> |
| F. Shipping/Trucking Expenses | \$ <u>10,000</u> |
| G. Employee Wages | \$ <u>7,000</u> |
| H. Other Direct Costs (supplies, ice, etc.) | \$ <u>3,000</u> |

- I. Cash needed to BUY fish from Processor (from #1 above)

\$ 151,875

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

\$ 182,875

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

\$ 28,062.50

- 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)

\$

** will depend*

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 Table B]

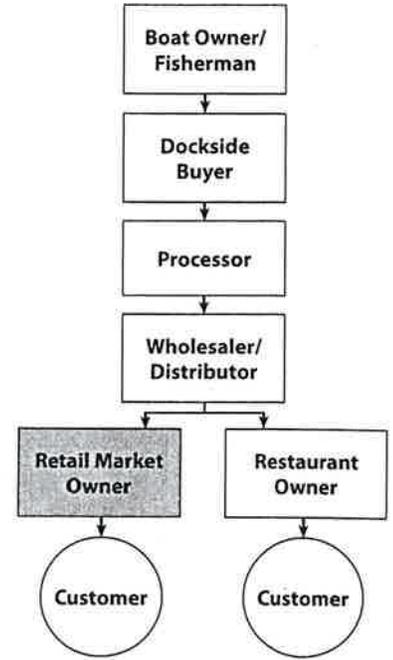
Fishery: Albacore Tuna

Amount Purchased Seasonally: 1,500 lbs

Retail Market Owner BUY price/lb: \$6.25 /lb

Retail Market Owner SELL price/lb: \$9.00 /lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations

1. Cash needed to BUY fish from Wholesaler/Distributor
 Amount Purchased Seasonally x Retail Market Owner BUY price/lb = \$ 9,375
2. Gross income from sale of fish to Retail Market Customer
 Amount Purchased Seasonally x Retail Market Owner SELL price/lb = \$ 13,500

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): \$ 13,500

Expenses

- | | | |
|---|------------------|--|
| A. Licenses & Registrations | \$ <u>500</u> | |
| B. Building Lease | \$ <u>200</u> | |
| C. Insurance | \$ <u>250</u> | |
| D. Loan Payments | \$ <u>500</u> | |
| E. Marketing/Advertising | \$ <u>200</u> | |
| F. Employee Wages | \$ <u>1,000</u> | |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>300</u> | |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | \$ <u>9,375</u> | |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | \$ <u>12,325</u> | |
| J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = | \$ <u>1,175</u> | |
| K. Fate Card Adjustment to Season Profit if applicable | | |

L. Final Season Profit/Losses: J + (K) \$ * will depend
 (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 = \$ 9.00 /lb



Name: _____

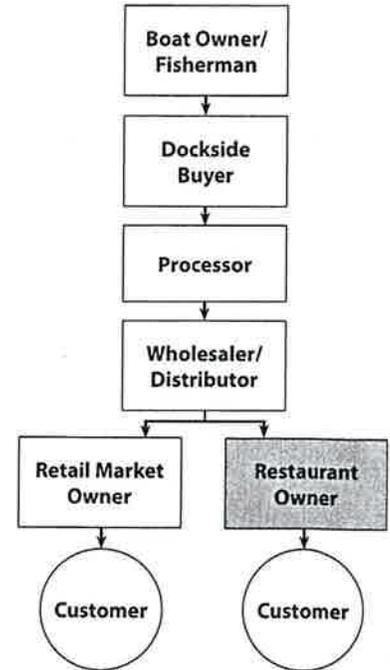
Date: _____

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: Albacore Tuna
 Amount Purchased Seasonally: 450 lbs
 Restaurant Owner BUY price/lb: \$6.25 / lb
 Restaurant Owner SELL price/lb: \$22.00 / lb
 Fate Card Instructions (if drawn): * will depend



Initial Calculations:

1. Cash needed to BUY fish from Wholesaler/Distributor
 Amount Purchased Seasonally x Restaurant Owner BUY price/lb = \$ 2,812.50
2. Gross income from sale of fish to Restaurant Customer
 Amount Purchased Seasonally x Restaurant Owner SELL price/lb = \$ 9,900

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

Gross income from sale of fish to Restaurant Customer (from #2 above): \$ 9,900

Expenses

- | | | |
|--|-----------------|--------------------|
| A. Licenses & Registrations | \$ <u>500</u> | |
| B. Building Lease | \$ <u>300</u> | |
| C. Insurance | \$ <u>300</u> | |
| D. Loan Payments | \$ <u>750</u> | |
| E. Marketing/Advertising | \$ <u>200</u> | |
| F. Employee Wages | \$ <u>2,000</u> | |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>800</u> | |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | | \$ <u>2,812.50</u> |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | | \$ <u>7,662.50</u> |
| J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = | | \$ <u>2,237.50</u> |
| 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)

\$ ** will depend*

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

Price Paid by Restaurant Customer: Restaurant Owner SELL price/lb = \$ 22.00 / lb



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: Salmon
 Boat Type: Troller
 Fate Card Instructions (if drawn): * will depend
 Daily Catch: 500 lbs
 Season Length: 30 days
 Boat Gallons/Day: 60 gpd
 Boat Owner/Fisherman SELL price/lb: \$16.00/lb

Initial Calculations: [Use data above]

1. Fuel costs for season
 Season Length x Boat Gallons/Day x \$4/gallon = \$ 7,200
2. Total catch for season (in pounds)
 Season Length x Daily Catch = 15,000 lbs
3. Gross income from dockside sale of catch
 Total Catch for season (lbs) x Boat Owner/Fisherman SELL price/lb = \$ 90,000

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

Gross income from dockside sale of catch (from #3 above): \$ 90,000

Expenses

- | | | |
|--|------------------|----------------|
| A. Fuel costs for season (from #1 above) | \$ <u>7,200</u> | |
| B. Gear & Supplies | \$ <u>6,000</u> | |
| C. Licenses & Registrations | \$ <u>2,500</u> | |
| D. Seasonal Moorage | \$ <u>1,000</u> | |
| E. Insurance | \$ <u>1,000</u> | |
| F. Loan Payments | \$ <u>3,000</u> | |
| G. Other Direct Costs (utilities, ice, etc.) | \$ <u>2,000</u> | |
| H. Subtotal all non-wage related expenses: A + B + C + D + E + F + G = | \$ <u>22,700</u> | |
| I. Gross income from dockside sale of catch (from #3 above) - H = | \$ <u>67,300</u> | |
| J. Crew Wages: # of Crew x I x Crew Wage % of profit /100 = | \$ <u>20,190</u> | 2 x I x 15/100 |
| K. Boat Owner/Fisherman Season Profit/Loss: I - J = | \$ <u>47,110</u> | |
| L. Fate Card Adjustment to Season Profit if applicable | _____ | |

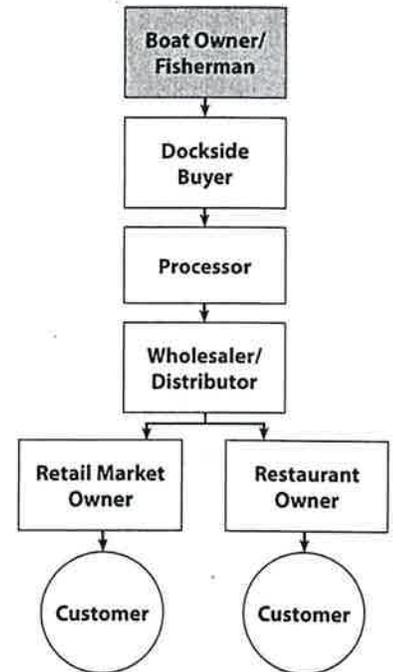
M. Final Season Profit/Losses: K + (L)

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

\$

* will depend

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]

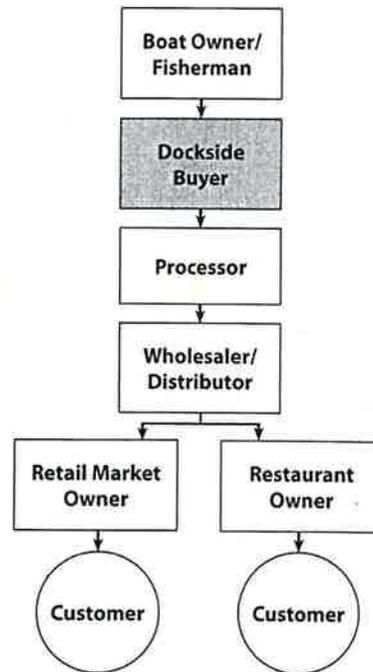
Fishery: Salmon

Boat Owner/Fisherman Total Catch for Season: 15,000 lbs

Dockside Buyer BUY price/lb: \$6.00/lb

Dockside Buyer SELL price/lb: \$6.75/lb

Fate Card Instructions (if drawn): * will depend



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 = \$ 90,000

2. Gross income from sale of fish to Processor
 Boat Owner/Fisherman Total Catch for Season x Dockside Buyer SELL price/lb = \$ 101,250

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

Gross income from sale of fish to Processor (from #2 above): \$ 101,250

Expenses

- | | |
|--|------------------|
| A. Licenses & Registrations | \$ <u>1,500</u> |
| B. Dock/Building Lease | \$ <u>1,000</u> |
| C. Insurance | \$ <u>100</u> |
| D. Loan Payments | \$ <u>1,000</u> |
| E. Marketing/Advertising | \$ <u>1,000</u> |
| F. Shipping/Trucking Expenses | \$ <u>1,500</u> |
| G. Employee Wages | \$ <u>2,000</u> |
| H. Other Direct Costs (supplies, ice, etc.) | \$ <u>1,000</u> |
| I. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) | \$ <u>90,000</u> |
| J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = | \$ <u>99,100</u> |
| K. Gross income from sale of fish to Processor (from #2 above) - J = | \$ <u>2,150</u> |
| 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)

\$ * will depend

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

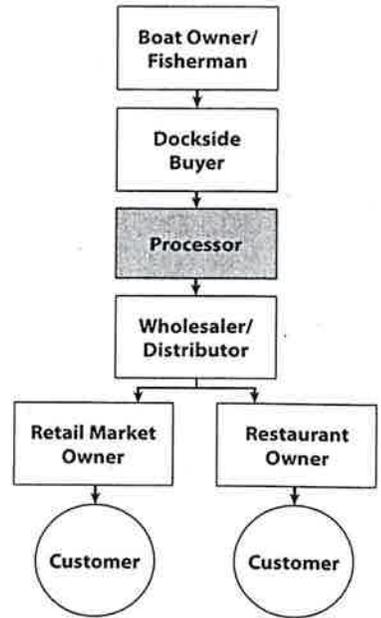


From Ocean to Table

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: Salmon
 Boat Owner/Fisherman Total Catch for Season: 15,000 lbs
 Processor BUY price/lb: \$6.75/lb
 Percentage Yield: 85%
 Processor SELL price/lb: \$11.20/lb
 Fate Card Instructions (if drawn): * will depend

Initial Calculations:

1. Cash needed to BUY fish from Docksider Buyer
 Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb = \$ 101,250
2. Processor Yield from Total Catch
 Boat Owner/Fisherman Total Catch for Season x Percentage Yield /100 = 12,750 lbs
3. Gross income from sale of fish to Wholesaler Distributor
 Yield from Total Catch x Processor SELL price/lb = \$ 142,800

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

Gross income from sale of fish to Wholesaler/Distributor (from #3 above): \$ 142,800

Expenses

- A. Licenses & Registrations \$ 1,500
- B. Dock/Building Lease \$ 3,500
- C. Insurance \$ 1,500
- D. Loan Payments \$ 5,500
- E. Marketing/Advertising \$ 1,000
- F. Shipping/Trucking Expenses \$ 5,000
- G. Employee Wages \$ 9,000
- H. Other Direct Costs (supplies, ice, etc.) \$ 5,000

- I. Cash needed to BUY fish from Docksider Buyer (from #1 above) \$ 101,250
- J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = \$ 133,250
- K. Gross income from sale of fish to Wholesaler Distributor (from #2 above) - J = \$ 9,550
- 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)

\$ * will depend

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

\$ _____ /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]

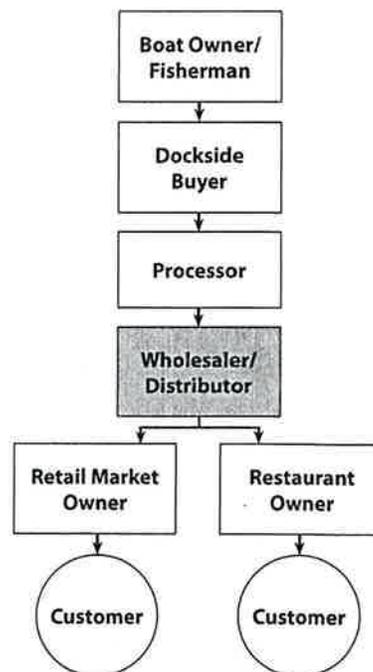
Fishery: Salmon

Processor Yield from Total Catch: 12,750 lbs

Wholesaler/Distributor BUY price/lb: \$11.20/lb

Wholesaler/Distributor SELL price/lb: \$18.00/lb

Fate Card Instructions (if drawn): * will depend



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 =

\$ 142,800

\$ 229,500

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): \$ 229,500

Expenses

- A. Licenses & Registrations \$ 1,500
- B. Building Lease \$ 2,000
- C. Insurance \$ 1,500
- D. Loan Payments \$ 5,000
- E. Marketing/Advertising \$ 1,000
- F. Shipping/Trucking Expenses \$ 10,000
- G. Employee Wages \$ 7,000
- H. Other Direct Costs (supplies, ice, etc.) \$ 3,000

- I. Cash needed to BUY fish from Processor (from #1 above) \$ 142,800
- J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = \$ 173,800
- K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = \$ 55,700
- 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)

\$

** will depend*

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 Table B]

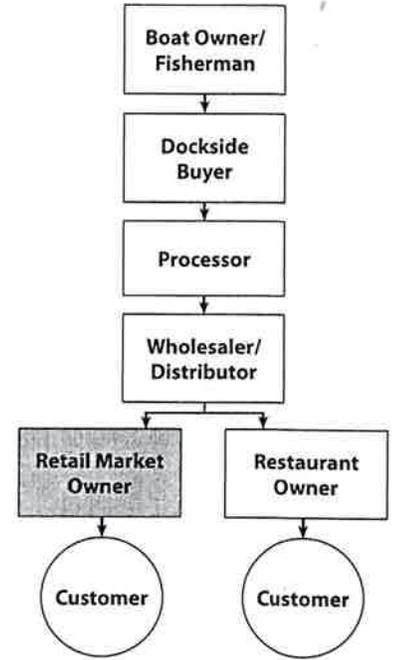
Fishery: Salmon

Amount Purchased Seasonally: 2500 lbs

Retail Market Owner BUY price/lb: \$18.00/lb

Retail Market Owner SELL price/lb: \$21.58/lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations

1. Cash needed to BUY fish from Wholesaler/Distributor
 Amount Purchased Seasonally x Retail Market Owner BUY price/lb = \$ 45,000
2. Gross income from sale of fish to Retail Market Customer
 Amount Purchased Seasonally x Retail Market Owner SELL price/lb = \$ 53,950

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): \$ 53,950

Expenses

- | | | |
|---|------------------|--|
| A. Licenses & Registrations | \$ <u>500</u> | |
| B. Building Lease | \$ <u>200</u> | |
| C. Insurance | \$ <u>250</u> | |
| D. Loan Payments | \$ <u>500</u> | |
| E. Marketing/Advertising | \$ <u>200</u> | |
| F. Employee Wages | \$ <u>1,000</u> | |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>300</u> | |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | \$ <u>45,000</u> | |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | \$ <u>47,950</u> | |
| J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = | \$ <u>6,000</u> | |
| K. Fate Card Adjustment to Season Profit if applicable | _____ | |

L. Final Season Profit/Losses: J + (K) \$ *will depend
 (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 = \$ 21.58 /lb



Name: _____

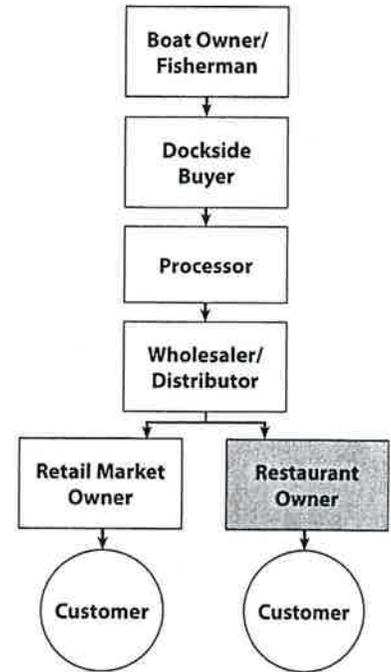
Date: _____

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: Salmon
 Amount Purchased Seasonally: 650 lbs
 Restaurant Owner BUY price/lb: \$18.00/lb
 Restaurant Owner SELL price/lb: \$45.00/lb
 Fate Card Instructions (if drawn): * will depend



Initial Calculations:

1. Cash needed to BUY fish from Wholesaler/Distributor
 Amount Purchased Seasonally x Restaurant Owner BUY price/lb = \$ 11,700
2. Gross income from sale of fish to Restaurant Customer
 Amount Purchased Seasonally x Restaurant Owner SELL price/lb = \$ 29,250

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

Gross income from sale of fish to Restaurant Customer (from #2 above): \$ 29,250

Expenses

- | | | |
|--|-----------------|------------------|
| A. Licenses & Registrations | \$ <u>500</u> | |
| B. Building Lease | \$ <u>300</u> | |
| C. Insurance | \$ <u>300</u> | |
| D. Loan Payments | \$ <u>750</u> | |
| E. Marketing/Advertising | \$ <u>200</u> | |
| F. Employee Wages | \$ <u>2,000</u> | |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>800</u> | |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | | \$ <u>11,700</u> |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | | \$ <u>16,550</u> |
| J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = | | \$ <u>12,700</u> |
| 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) \$ ** will depend*

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

Price Paid by Restaurant Customer: Restaurant Owner SELL price/lb = \$ 45.00 /lb



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: Crab

Boat Type: Various

Fate Card Instructions (if drawn): * will depend

Daily Catch: 2,000 lbs

Season Length: 30 days

Boat Gallons/Day: 350 gpd

Boat Owner/Fisherman SELL price/lb: \$2.85/lbs

Initial Calculations: [Use data above]

1. Fuel costs for season
Season Length x Boat Gallons/Day x \$4/gallon = \$ 42,000
2. Total catch for season (in pounds)
Season Length x Daily Catch = 60,000 lbs
3. Gross income from dockside sale of catch
Total Catch for season (lbs) x Boat Owner/Fisherman SELL price/lb = \$ 135,000

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

Gross income from dockside sale of catch (from #3 above): \$ 135,000

Expenses

- | | | |
|--|------------------|-------------------|
| A. Fuel costs for season (from #1 above) | \$ <u>42,000</u> | |
| B. Gear & Supplies | \$ <u>10,000</u> | |
| C. Licenses & Registrations | \$ <u>2,500</u> | |
| D. Seasonal Moorage | \$ <u>1,000</u> | |
| E. Insurance | \$ <u>1,500</u> | |
| F. Loan Payments | \$ <u>3,000</u> | |
| G. Other Direct Costs (utilities, ice, etc.) | \$ <u>2,000</u> | |
| H. Subtotal all non-wage related expenses: A + B + C + D + E + F + G = | \$ <u>62,000</u> | |
| I. Gross income from dockside sale of catch (from #3 above) - H = | \$ <u>73,000</u> | |
| J. Crew Wages: # of Crew x I x Crew Wage % of profit /100 = | \$ <u>32,850</u> | 3 x I x 15% / 100 |
| K. Boat Owner/Fisherman Season Profit/Loss: I - J = | \$ <u>40,150</u> | |
| L. Fate Card Adjustment to Season Profit if applicable | _____ | |

M. Final Season Profit/Losses: K + (L)

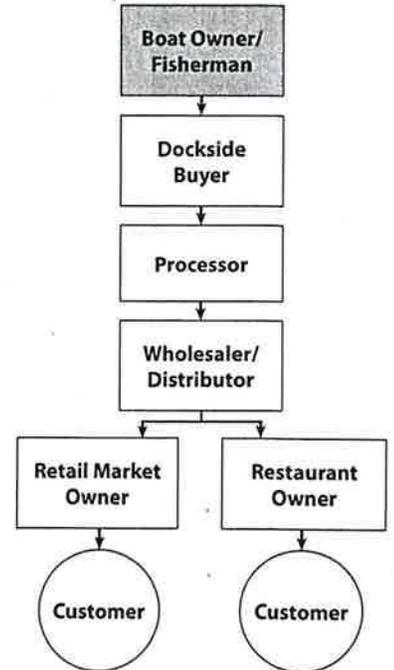
(If M is positive you made a Profit, if M is negative you had Losses)

\$

* will depend

Profit as a price/lb: M / Total Catch for Season from #2 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]

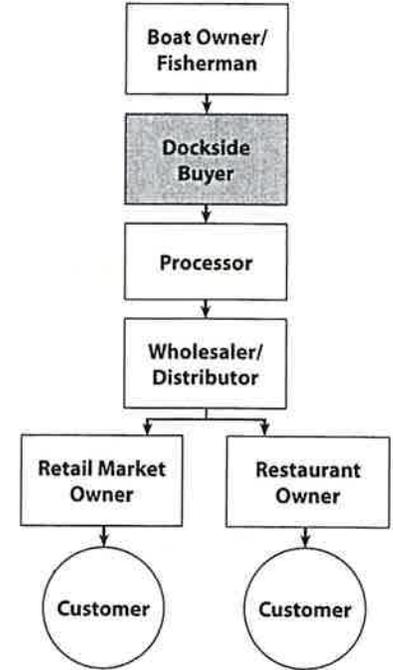
Fishery: Crab

Boat Owner/Fisherman Total Catch for Season: 60,000 lbs

Dockside Buyer BUY price/lb: \$2.25/lb

Dockside Buyer SELL price/lb: \$2.59/lb

Fate Card Instructions (if drawn): * will depend



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 = \$ 135,000

2. Gross income from sale of fish to Processor
 Boat Owner/Fisherman Total Catch for Season x Dockside Buyer SELL price/lb = \$ 155,400

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

Gross income from sale of fish to Processor (from #2 above): \$ 155,400

Expenses

- | | |
|--|-------------------|
| A. Licenses & Registrations | \$ <u>1,500</u> |
| B. Dock/Building Lease | \$ <u>1,000</u> |
| C. Insurance | \$ <u>100</u> |
| D. Loan Payments | \$ <u>1,000</u> |
| E. Marketing/Advertising | \$ <u>1,000</u> |
| F. Shipping/Trucking Expenses | \$ <u>1,500</u> |
| G. Employee Wages | \$ <u>2,000</u> |
| H. Other Direct Costs (supplies, ice, etc.) | \$ <u>1,000</u> |
| I. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) | \$ <u>135,000</u> |
| J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = | \$ <u>144,100</u> |
| K. Gross income from sale of fish to Processor (from #2 above) - J = | \$ <u>11,300</u> |
| 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)

\$

** will depend*

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

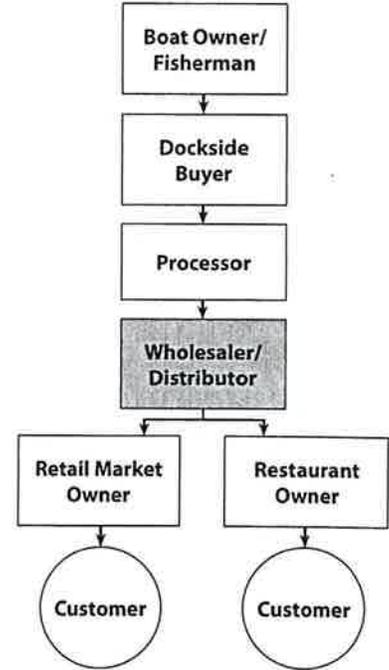
Fishery: Crab

Processor Yield from Total Catch: 30,000 lbs

Wholesaler/Distributor BUY price/lb: \$8.00/lb

Wholesaler/Distributor SELL price/lb: \$15.00/lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations

1. Cash needed to BUY fish from Processor

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

\$ 240,000

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

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

\$ 450,000

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): \$ 450,000

Expenses

- A. Licenses & Registrations \$ 1,500
- B. Building Lease \$ 2,000
- C. Insurance \$ 1,500
- D. Loan Payments \$ 5,000
- E. Marketing/Advertising \$ 1,000
- F. Shipping/Trucking Expenses \$ 10,000
- G. Employee Wages \$ 7,000
- H. Other Direct Costs (supplies, ice, etc.) \$ 3,000

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

\$ 240,000

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

\$ 271,000

K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = \$ 179,000

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)

\$ * will depend

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

\$ _____ /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: Crab

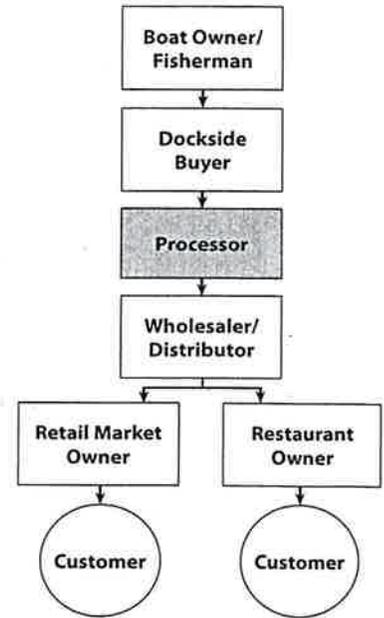
Boat Owner/Fisherman Total Catch for Season: 60,000 lbs

Processor BUY price/lb: \$2.59/lb

Percentage Yield: 50%

Processor SELL price/lb: \$8.00/lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations:

1. Cash needed to BUY fish from Dockside Buyer
 Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb = \$ 155,400
2. Processor Yield from Total Catch
 Boat Owner/Fisherman Total Catch for Season x Percentage Yield /100 = 30,000 lbs
3. Gross income from sale of fish to Wholesaler Distributor
 Yield from Total Catch x Processor SELL price/lb = \$ 240,000

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

Gross income from sale of fish to Wholesaler/Distributor (from #3 above): \$ 240,000

Expenses

- | | |
|---|-------------------|
| A. Licenses & Registrations | \$ <u>1,500</u> |
| B. Dock/Building Lease | \$ <u>3,500</u> |
| C. Insurance | \$ <u>1,500</u> |
| D. Loan Payments | \$ <u>5,500</u> |
| E. Marketing/Advertising | \$ <u>1,000</u> |
| F. Shipping/Trucking Expenses | \$ <u>5,000</u> |
| G. Employee Wages | \$ <u>9,000</u> |
| H. Other Direct Costs (supplies, ice, etc.) | \$ <u>5,000</u> |
| I. Cash needed to BUY fish from Dockside Buyer (from #1 above) | \$ <u>155,400</u> |
| J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = | \$ <u>187,400</u> |
| K. Gross income from sale of fish to Wholesaler Distributor (from #2 above) - J = | \$ <u>52,600</u> |
| 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)

\$ _____

* will depend

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 Table B]

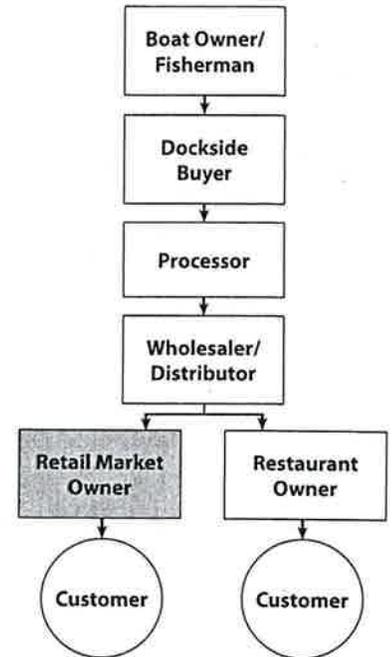
Fishery: Crab

Amount Purchased Seasonally: 2,500 lbs

Retail Market Owner BUY price/lb: \$15.00/lb

Retail Market Owner SELL price/lb: \$30.00/lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations

1. Cash needed to BUY fish from Wholesaler/Distributor
 Amount Purchased Seasonally x Retail Market Owner BUY price/lb = \$ 37,500
2. Gross income from sale of fish to Retail Market Customer
 Amount Purchased Seasonally x Retail Market Owner SELL price/lb = \$ 75,000

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): \$ 75,000

Expenses

- | | | |
|---|-----------------|------------------|
| A. Licenses & Registrations | \$ <u>500</u> | |
| B. Building Lease | \$ <u>200</u> | |
| C. Insurance | \$ <u>250</u> | |
| D. Loan Payments | \$ <u>500</u> | |
| E. Marketing/Advertising | \$ <u>200</u> | |
| F. Employee Wages | \$ <u>1,000</u> | |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>300</u> | |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | | \$ <u>37,500</u> |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | | \$ <u>40,450</u> |
| J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = | | \$ <u>34,550</u> |
| K. Fate Card Adjustment to Season Profit if applicable | | _____ |

L. Final Season Profit/Losses: J + (K) \$ *will depend
 (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 = \$ 30.00 /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]

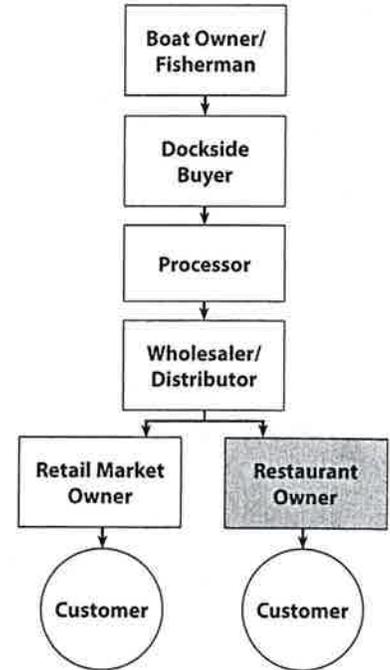
Fishery: Crab

Amount Purchased Seasonally: 600 lbs

Restaurant Owner BUY price/lb: \$15.00/lb

Restaurant Owner SELL price/lb: \$60.00/lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations:

1. Cash needed to BUY fish from Wholesaler/Distributor
Amount Purchased Seasonally x Restaurant Owner BUY price/lb = \$ 9,000
2. Gross income from sale of fish to Restaurant Customer
Amount Purchased Seasonally x Restaurant Owner SELL price/lb = \$ 36,000

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

Gross income from sale of fish to Restaurant Customer (from #2 above): \$ 36,000

Expenses

- | | | |
|--|------------------|--|
| A. Licenses & Registrations | \$ <u>500</u> | |
| B. Building Lease | \$ <u>300</u> | |
| C. Insurance | \$ <u>300</u> | |
| D. Loan Payments | \$ <u>750</u> | |
| E. Marketing/Advertising | \$ <u>200</u> | |
| F. Employee Wages | \$ <u>2,000</u> | |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>800</u> | |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | \$ <u>9,000</u> | |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | \$ <u>13,850</u> | |
| J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = | \$ <u>22,150</u> | |
| K. Fate Card Adjustment to Season Profit if applicable | | |

L. Final Season Profit/Losses: J + (K) \$ * will depend
(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 = \$ 60.00 /lb



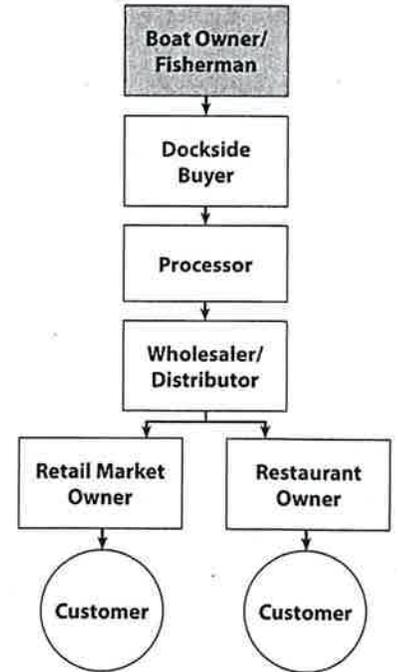
Name: _____

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: Squid
 Boat Type: Purse Seiner
 Fate Card Instructions (if drawn): * will depend
 Daily Catch: 35,000 lbs
 Season Length: 30 days
 Boat Gallons/Day: 350 gpd
 Boat Owner/Fisherman SELL price/lb: \$0.25/lb

Initial Calculations: [Use data above]

1. Fuel costs for season
 Season Length x Boat Gallons/Day x \$4/gallon = \$ 42,000
2. Total catch for season (in pounds)
 Season Length x Daily Catch = 1,050,000 lbs
3. Gross income from dockside sale of catch
 Total Catch for season (lbs) x Boat Owner/Fisherman SELL price/lb = \$ 262,500

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

Gross income from dockside sale of catch (from #3 above): \$ 262,500

Expenses

- | | | |
|--|-------------------|------------------------|
| A. Fuel costs for season (from #1 above) | \$ <u>42,000</u> | |
| B. Gear & Supplies | \$ <u>11,000</u> | |
| C. Licenses & Registrations | \$ <u>2,500</u> | |
| D. Seasonal Moorage | \$ <u>1,500</u> | |
| E. Insurance | \$ <u>2,000</u> | |
| F. Loan Payments | \$ <u>3,000</u> | |
| G. Other Direct Costs (utilities, ice, etc.) | \$ <u>2,000</u> | |
| H. Subtotal all non-wage related expenses: A + B + C + D + E + F + G = | \$ <u>64,000</u> | |
| I. Gross income from dockside sale of catch (from #3 above) - H = | \$ <u>198,500</u> | |
| J. Crew Wages: # of Crew x I x Crew Wage % of profit /100 = | \$ <u>99,250</u> | <i>5 x I x 10%/100</i> |
| K. Boat Owner/Fisherman Season Profit/Loss: I - J = | \$ <u>99,250</u> | |
| 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)

\$

** will depend*

Profit as a price/lb: M / Total Catch for Season from #2 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]

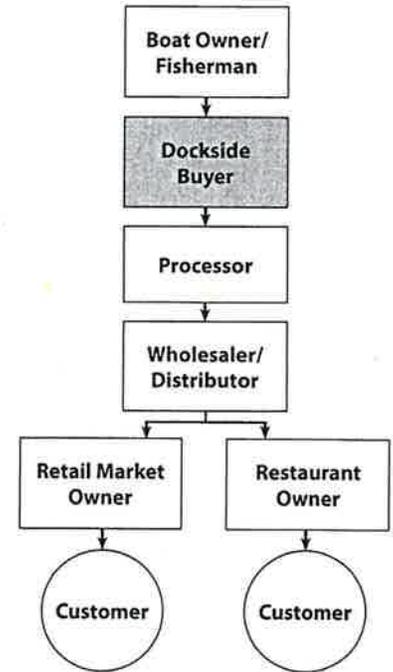
Fishery: Squid

Boat Owner/Fisherman Total Catch for Season: 1,050,000 lbs

Dockside Buyer BUY price/lb: \$0.25/lb

Dockside Buyer SELL price/lb: \$0.35/lb

Fate Card Instructions (if drawn): * will depend



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 = \$ 262,500
2. Gross income from sale of fish to Processor
Boat Owner/Fisherman Total Catch for Season x Dockside Buyer SELL price/lb = \$ 367,500

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

Gross income from sale of fish to Processor (from #2 above): \$ 367,500

Expenses

- | | |
|--|-------------------|
| A. Licenses & Registrations | \$ <u>1,500</u> |
| B. Dock/Building Lease | \$ <u>1,000</u> |
| C. Insurance | \$ <u>160</u> |
| D. Loan Payments | \$ <u>1,000</u> |
| E. Marketing/Advertising | \$ <u>1,000</u> |
| F. Shipping/Trucking Expenses | \$ <u>1,500</u> |
| G. Employee Wages | \$ <u>2,000</u> |
| H. Other Direct Costs (supplies, ice, etc.) | \$ <u>1,000</u> |
| I. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) | \$ <u>262,500</u> |
| J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = | \$ <u>271,600</u> |
| K. Gross income from sale of fish to Processor (from #2 above) - J = | \$ <u>95,900</u> |
| 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)

\$

** will depend*

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

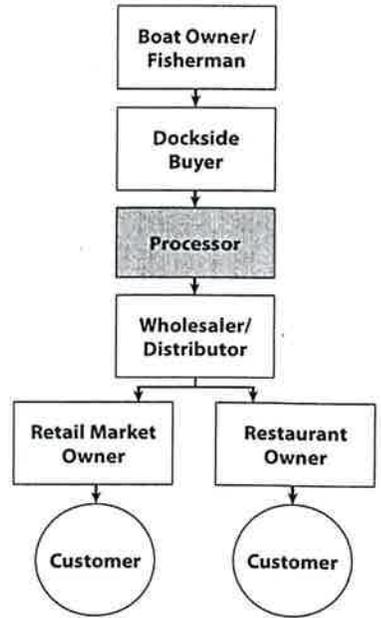


Name: _____

Date: _____

From Ocean to Table Processor 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, Background Data Tables A & B]

Fishery: Squid
 Boat Owner/Fisherman Total Catch for Season: 1,050,000 lbs
 Processor BUY price/lb: \$0.35/lb
 Percentage Yield: 65%
 Processor SELL price/lb: \$1.00/lb
 Fate Card Instructions (if drawn): *will depend

Initial Calculations:

1. Cash needed to BUY fish from Docksider Buyer
 Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb = \$ 367,500
2. Processor Yield from Total Catch
 Boat Owner/Fisherman Total Catch for Season x Percentage Yield /100 = 682,500 lbs
3. Gross income from sale of fish to Wholesaler Distributor
 Yield from Total Catch x Processor SELL price/lb = \$ 682,500

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

Gross income from sale of fish to Wholesaler/Distributor (from #3 above): \$ 682,500

Expenses

- A. Licenses & Registrations \$ 1,500
- B. Dock/Building Lease \$ 3,500
- C. Insurance \$ 1,500
- D. Loan Payments \$ 5,500
- E. Marketing/Advertising \$ 1,000
- F. Shipping/Trucking Expenses \$ 5,000
- G. Employee Wages \$ 9,000
- H. Other Direct Costs (supplies, ice, etc.) \$ 5,000

- I. Cash needed to BUY fish from Docksider Buyer (from #1 above) \$ 367,500
- J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = \$ 399,500
- K. Gross income from sale of fish to Wholesaler Distributor (from #2 above) - J = \$ 283,000
- 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)

\$ *will depend

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

\$ _____ /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]

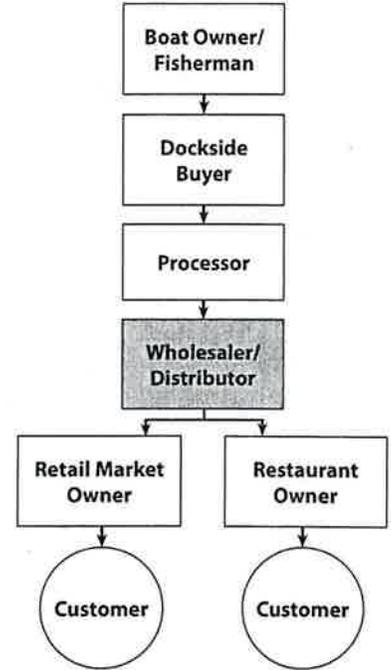
Fishery: Squid

Processor Yield from Total Catch: 682,500 lbs

Wholesaler/Distributor BUY price/lb: \$1.00/lb

Wholesaler/Distributor SELL price/lb: \$1.20/lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations

1. Cash needed to BUY fish from Processor

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

\$682,500

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

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

\$819,000

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): \$819,000

Expenses

- A. Licenses & Registrations \$ 1,500
- B. Building Lease \$ 2,000
- C. Insurance \$ 1,500
- D. Loan Payments \$ 5,000
- E. Marketing/Advertising \$ 1,000
- F. Shipping/Trucking Expenses \$ 10,000
- G. Employee Wages \$ 7,000
- H. Other Direct Costs (supplies, ice, etc.) \$ 3,000

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

\$682,500

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

\$713,500

K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = \$105,500

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)

\$

** will depend*

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 Table B]

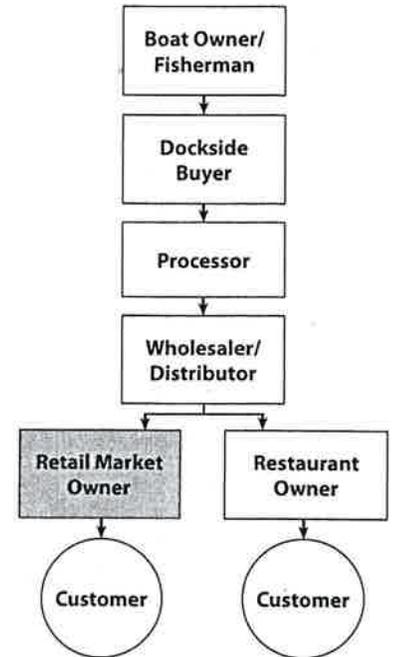
Fishery: Squid

Amount Purchased Seasonally: 1,200 lbs

Retail Market Owner BUY price/lb: \$1.20 /lb

Retail Market Owner SELL price/lb: \$8.00 /lb

Fate Card Instructions (if drawn): * will depend



Initial Calculations

1. Cash needed to BUY fish from Wholesaler/Distributor
Amount Purchased Seasonally x Retail Market Owner BUY price/lb = \$ 1,440
2. Gross income from sale of fish to Retail Market Customer
Amount Purchased Seasonally x Retail Market Owner SELL price/lb = \$ 9,600

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): \$ 9,600

Expenses

- | | | |
|---|-----------------|-----------------|
| A. Licenses & Registrations | \$ <u>500</u> | |
| B. Building Lease | \$ <u>200</u> | |
| C. Insurance | \$ <u>250</u> | |
| D. Loan Payments | \$ <u>500</u> | |
| E. Marketing/Advertising | \$ <u>200</u> | |
| F. Employee Wages | \$ <u>1,000</u> | |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>300</u> | |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | | \$ <u>1,440</u> |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | | \$ <u>4,390</u> |
| J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = | | \$ <u>5,210</u> |
| K. Fate Card Adjustment to Season Profit if applicable | | _____ |

L. Final Season Profit/Losses: J + (K) \$ * will depend
 (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 = \$ 8.00 /lb



Name: _____

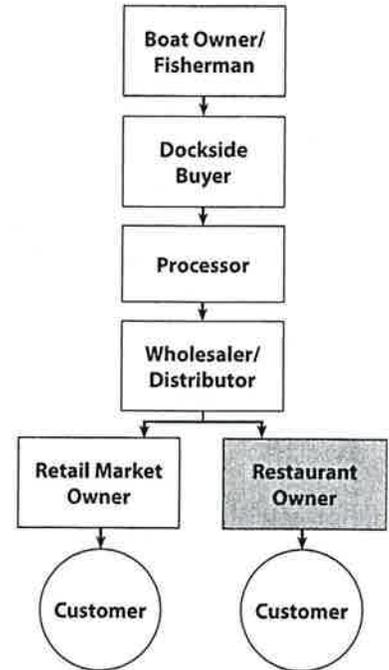
Date: _____

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: Squid
 Amount Purchased Seasonally: 475 lbs
 Restaurant Owner BUY price/lb: \$1.20/lb
 Restaurant Owner SELL price/lb: \$20.00/lb
 Fate Card Instructions (if drawn): * will depend



Initial Calculations:

1. Cash needed to BUY fish from Wholesaler/Distributor
 Amount Purchased Seasonally x Restaurant Owner BUY price/lb = \$ 570
2. Gross income from sale of fish to Restaurant Customer
 Amount Purchased Seasonally x Restaurant Owner SELL price/lb = \$ 9,500

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

Gross income from sale of fish to Restaurant Customer (from #2 above): \$ 9,500

Expenses

- | | | |
|--|-----------------|--|
| A. Licenses & Registrations | \$ <u>500</u> | |
| B. Building Lease | \$ <u>300</u> | |
| C. Insurance | \$ <u>300</u> | |
| D. Loan Payments | \$ <u>750</u> | |
| E. Marketing/Advertising | \$ <u>200</u> | |
| F. Employee Wages | \$ <u>2,000</u> | |
| G. Other Direct Costs (supplies, ice, etc.) | \$ <u>800</u> | |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | \$ <u>570</u> | |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H = | \$ <u>4,850</u> | |
| J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = | \$ <u>4,650</u> | |
| K. Fate Card Adjustment to Season Profit if applicable | | |

L. Final Season Profit/Losses: J + (K) \$ * will depend
 (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 = \$ 20.00 /lb