

# From Ocean to Table

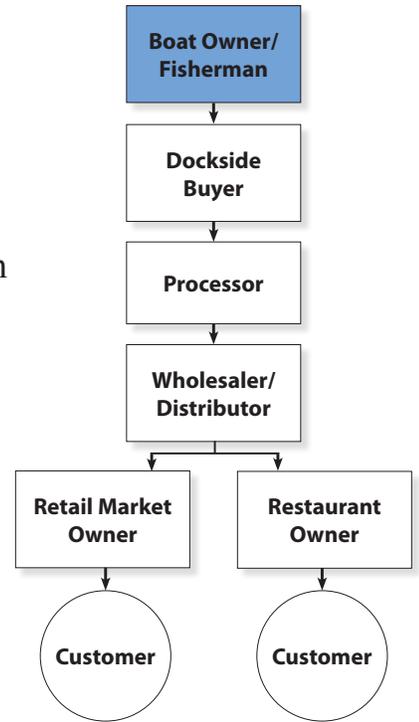
## Income/Expense Worksheet Answer Key - Cover Sheet

### Middle School

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





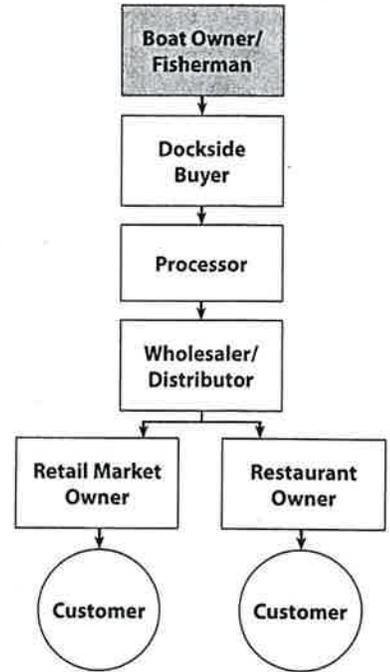
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# From Ocean to Table

## 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. How much did you pay for fuel?  
 $\#1 = \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon}$       \$36,000
2. How many pounds of fish did you catch in the season?  
 $\#2 = \text{Season Length} \times \text{Daily Catch}$       1,200,000 lbs
3. How much money did you make from selling your catch?  
 $\#3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb}$       \$96,000

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

How much money did you make from selling your catch? (#3 above):      \$96,000

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

- |   |                  |                  |
|---|------------------|------------------|
| A. Fuel? (#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. These are non-wage expenses, how much did you pay for them? $A + B + C + D + E + F + G$                      |                  | \$ <u>55,000</u> |
| I. How much money do you have after paying these expenses? #3 above - H   |                  | \$ <u>41,000</u> |
| J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit / 100) $5 \times I \times 10\% / 100$ |                  | \$ <u>20,500</u> |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J                               |                  | \$ <u>20,500</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:                                 |                  | + or - _____     |

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

\* will depend

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



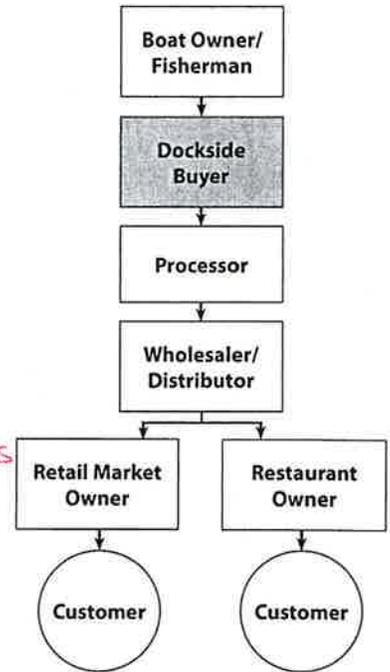
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# From Ocean to Table

## 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

How many pounds of fish did the Boat Owner/Fisherman catch?: 1,200,000 lbs

Docksider Buyer BUY price/lb: \$0.08/lb

Docksider Buyer SELL price/lb: \$0.12/lb

Fate Card Instructions (if drawn): \* will depend

### Initial Calculations:

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

#1 = Pounds of fish Boat Owner/Fisherman caught x Docksider Buyer BUY price/lb = \$ 96,000

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

#2 = Pounds of fish Boat Owner/Fisherman caught x Docksider Buyer SELL price/lb = \$ 144,000

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

How much money did you make from selling the fish to the Processor? (#2 above): \$ 144,000

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

- A. Licenses & Registrations? \$ 1,500
- B. Dock/Building Lease? \$ 1,000
- C. Insurance? \$ 100
- D. Loan Payments? \$ 1,000
- E. Marketing/Advertising? \$ 1,000
- F. Shipping/Trucking Expenses? \$ 1,500
- G. Employee Wages? \$ 2,000
- H. Other Direct Costs (supplies, ice, etc.)? \$ 1,000

I. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above) \$ 96,000

J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I** \$ 9,100

K. How much money did you make as the Docksider buyer (Season Profit)? (#2 above) - J \$ 134,900

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

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

\* will depend

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

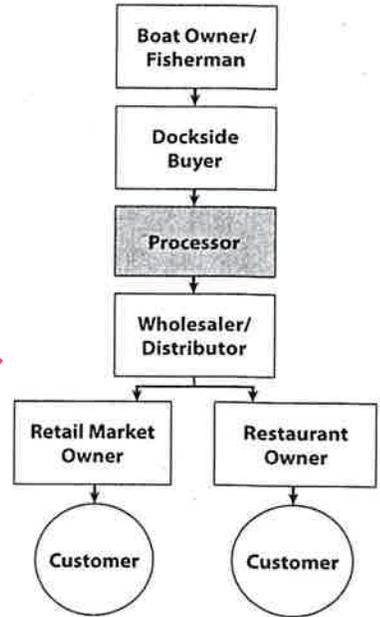


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Date: \_\_\_\_\_

## 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

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

\$ 144,000

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

600,000 lbs

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

\$ 210,000

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

**How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above):** \$ 210,000

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

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

\$ 144,000

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

\$ 32,000

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

\$ 178,000

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

+ or - \_\_\_\_\_

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

\$

\* will depend

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



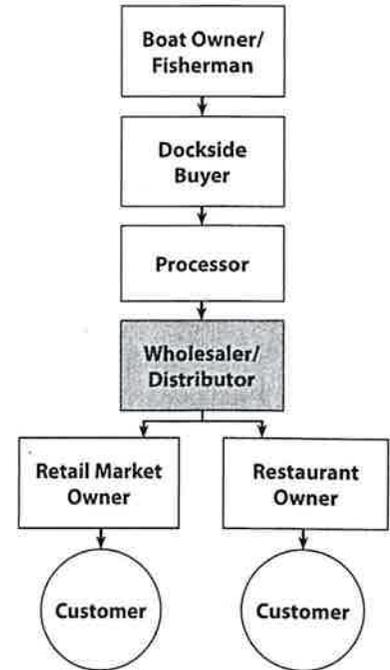
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# From Ocean to Table

## 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

How many pounds of processed fish were produced?: 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. How much money do you need to buy the fish from the Processor?

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

\$ 210,000

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

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

\$ 270,000

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

How much money did you make from selling the fish? (#2 above): \$ 270,000

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

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

\$ 210,000

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

\$ 31,000

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

\$ 239,000

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

+ or - \_\_\_\_\_

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

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

\$           

\*will depend

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



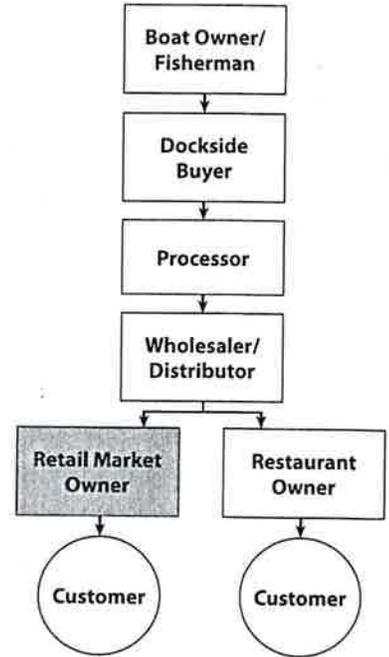
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## From Ocean to Table

### 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. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb \$ 123.75
2. How much money did you make from selling the fish to the Retail Market Customer?  
 #2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb \$ 3,300

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

How much money did you make from selling the fish to the Retail Market Customer? (#2 above): \$ 3,300

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

- |   |                 |                  |
|---|-----------------|------------------|
| 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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>123.75</u> |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>2,950</u>  |
| J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I |                 | \$ <u>350</u>    |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____     |

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

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

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb = \$ 12.00 /lb



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

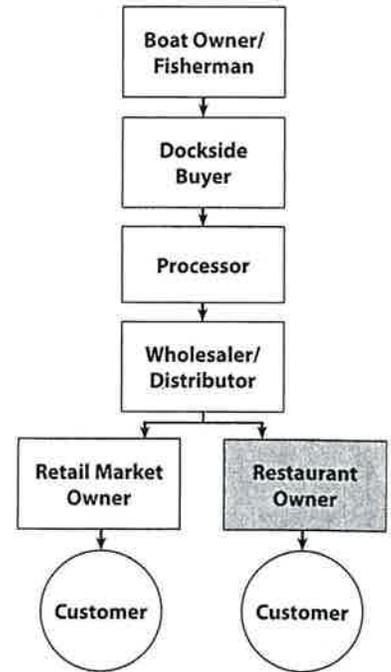
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# From Ocean to Table Restaurant Owner Income/Expense Worksheet

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. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb  
 \$ 135
2. How much money did you make from selling the fish to the Restaurant Customer?  
 #2 = Amount Purchased Seasonally x Restaurant Owner SELL price/lb  
 \$ 5,400

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

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$ 5,400

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

- |   |                 |
|---|-----------------|
| 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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) | \$ <u>135</u>   |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            | \$ <u>4,850</u> |
| J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I    | \$ <u>550</u>   |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           | + or - _____    |

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

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

How much do your customers pay for the fish?: Restaurant Owner SELL price/lb = \$ 18.00 /lb



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

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

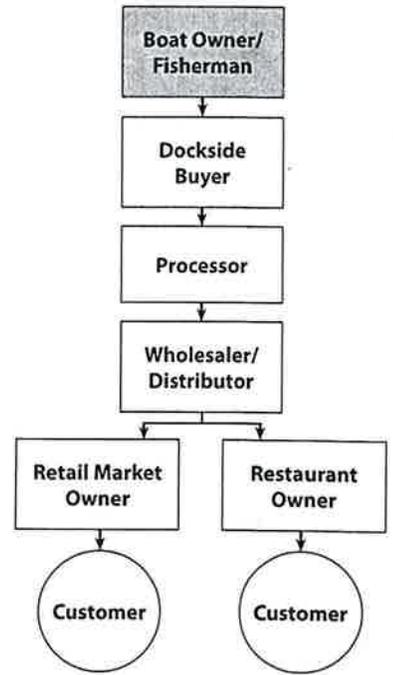
# From Ocean to Table

## 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. How much did you pay for fuel?  
 #1 = Season Length x Boat Gallons/Day x \$4/gallon      \$ 36,000
2. How many pounds of fish did you catch in the season?  
 #2 = Season Length x Daily Catch      27,000 lbs
3. How much money did you make from selling your catch?  
 #3 = Pounds of fish you caught (lbs) x Boat Owner/Fisherman SELL price/lb      \$ 270,000

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

How much money did you make from selling your catch? (#3 above):      \$ 270,000

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

- |   |                   |
|---|-------------------|
| A. Fuel? (#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. These are non-wage expenses, how much did you pay for them? A + B + C + D + E + F + G                  | \$ <u>57,500</u>  |
| I. How much money do you have after paying these expenses? #3 above - H                                   | \$ <u>212,500</u> |
| J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit / 100) <u>3 x I x 15% / 100</u> | \$ <u>95,625</u>  |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J                         | \$ <u>116,875</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:                           | + or - _____      |

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

*\* will depend*

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



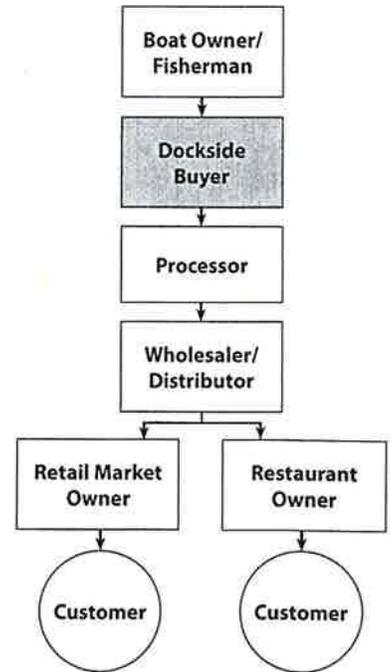
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# From Ocean to Table

## 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

How many pounds of fish did the Boat Owner/Fisherman catch?: 27,000 lbs

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

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

Fate Card Instructions (if drawn): \* will depend

### Initial Calculations:

1. How much money do you need to buy the fish from the Boat Owner/Fisherman?  
 #1 = Pounds of fish Boat Owner/Fisherman caught x Docksider Buyer BUY price/lb = \$ 270,000
2. How much money did you make from selling the fish to the Processor?  
 #2 = Pounds of fish Boat Owner/Fisherman caught x Docksider Buyer SELL price/lb = \$ 297,000

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

How much money did you make from selling the fish to the Processor? (#2 above): \$ 297,000

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

- |   |                 |                   |
|---|-----------------|-------------------|
| 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. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above) |                 | <u>\$ 270,000</u> |
| J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I      |                 | <u>\$ 279,100</u> |
| K. How much money did you make as the Docksider buyer (Season Profit)? (#2 above) - J   |                 | <u>\$ 17,900</u>  |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:         |                 | + or - _____      |

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

\$

\* will depend

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

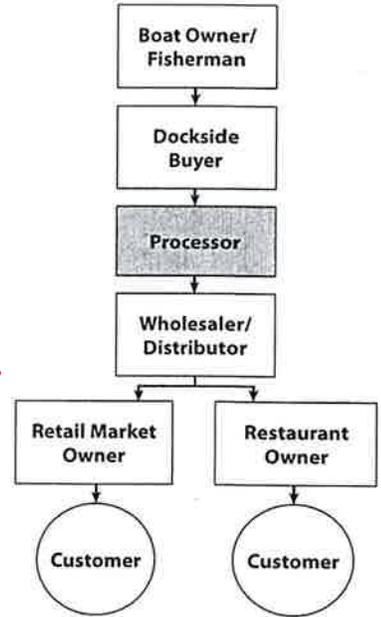


Name: \_\_\_\_\_

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

How many pounds of fish did the Boat Owner/Fisherman catch?: 27,000 lbs

Processor BUY price/lb: \$16.00/lb

Percentage Yield: 80%

Processor SELL price/lb: \$17.00/lb

Fate Card Instructions (if drawn): \* will depend

\$ 297,000

21,600 lbs

\$ 367,200

**Initial Calculations:**

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

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

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

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

How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above): \$ 367,200

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

- 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. How much money do you need to buy the fish from the Docksider Buyer? (#1 above) \$ 297,000

J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I \$ 329,000

K. How much money did you make as the Processor (Season Profit)? (#3 above) - J \$ 38,000

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

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

\$  \* will depend

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



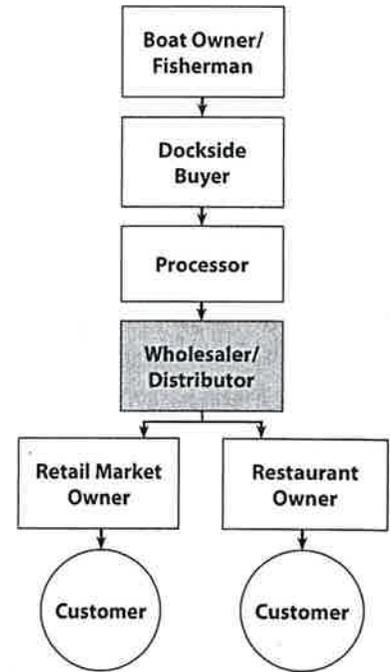
Name: \_\_\_\_\_

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

# From Ocean to Table

## Wholesaler/Distributor Income/Expense Worksheet

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



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

Fishery: Prawns  
 How many pounds of processed fish were produced?: 21,600 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. How much money do you need to buy the fish from the Processor?

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

\$ 367,200

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

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

\$ 432,000

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

How much money did you make from selling the fish? (#2 above): \$ 432,000

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

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

\$ 367,200

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

\$ 398,200

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

\$ 33,800

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

+ or - \_\_\_\_\_

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

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

\$  \* will depend

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



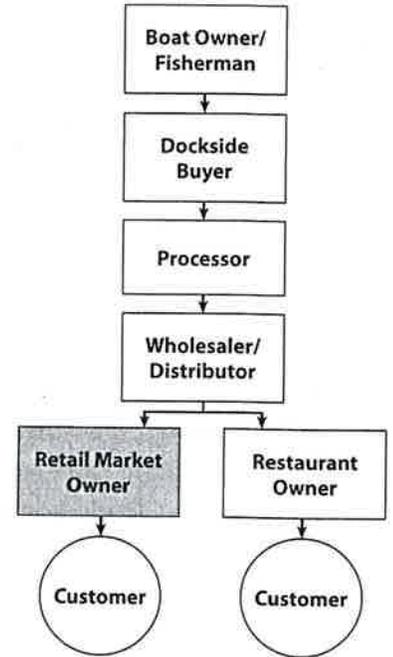
Name: \_\_\_\_\_

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

## From Ocean to Table

### Retail Market Owner Income/Expense Worksheet

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



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

Fishery: Prawns  
 Amount Purchased Seasonally: 2,000 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. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb \$ 40,000
2. How much money did you make from selling the fish to the Retail Market Customer?  
 #2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb \$ 46,000

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

How much money did you make from selling the fish to the Retail Market Customer? (#2 above): \$ 46,000

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

- |   |                 |                  |
|---|-----------------|------------------|
| 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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>40,000</u> |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>42,950</u> |
| J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I |                 | \$ <u>3,050</u>  |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____     |

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

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

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb = \$ 23.00 /lb



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

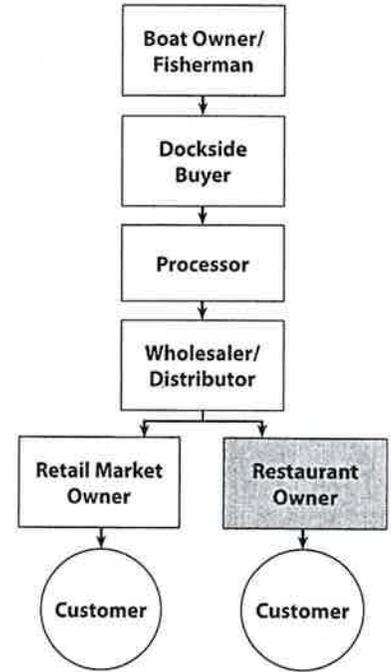
Date: \_\_\_\_\_

# 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. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb  
 \$ 8,000
2. How much money did you make from selling the fish to the Restaurant Customer?  
 #2 = Amount Purchased Seasonally x Restaurant Owner SELL price/lb  
 \$ 16,000

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

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$ 16,000

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

- |   |                 |                  |
|---|-----------------|------------------|
| 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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>8,000</u>  |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>12,850</u> |
| J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I    |                 | \$ <u>3,150</u>  |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____     |

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

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

How much do your customers pay for the fish?: Restaurant Owner SELL price/lb = \$ 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. How much did you pay for fuel?  
 $\#1 = \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon}$       \$ 30,000
2. How many pounds of fish did you catch in the season?  
 $\#2 = \text{Season Length} \times \text{Daily Catch}$       84,000 lbs
3. How much money did you make from selling your catch?  
 $\#3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb}$       \$ 92,400

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

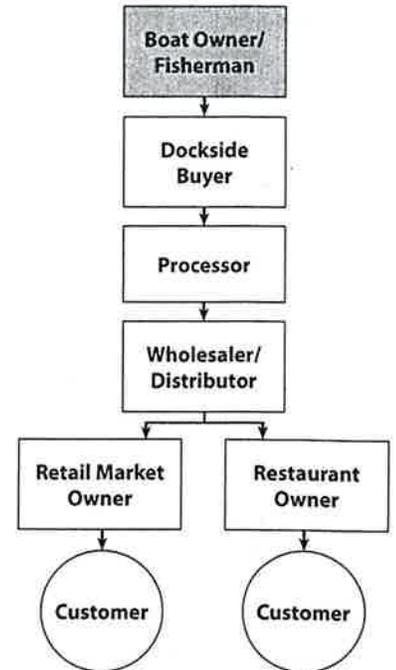
How much money did you make from selling your catch? (#3 above): \$ 92,400

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

- |   |                  |                  |
|---|------------------|------------------|
| A. Fuel? (#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. These are non-wage expenses, how much did you pay for them? $A + B + C + D + E + F + G$                      |                  | \$ <u>51,500</u> |
| I. How much money do you have after paying these expenses? #3 above - H   |                  | \$ <u>40,900</u> |
| J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit / 100) $3 \times I \times 15\% / 100$ |                  | \$ <u>18,405</u> |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J                               |                  | \$ <u>22,495</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:                                 |                  | + or - _____     |

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

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





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

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

# From Ocean to Table

## Dockside Buyer Income/Expense Worksheet

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

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

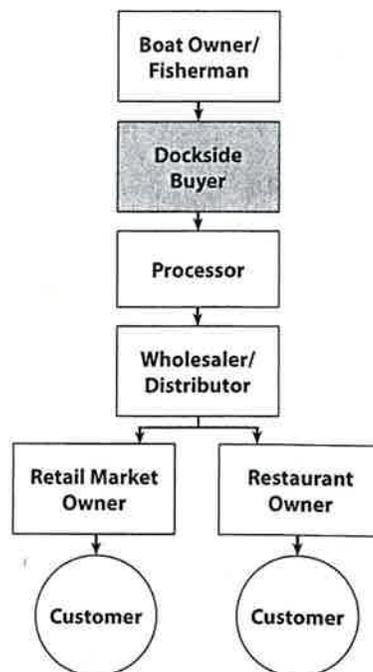
Fishery: Sole

How many pounds of fish did the Boat Owner/Fisherman catch?: 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. How much money do you need to buy the fish from the Boat Owner/Fisherman?

#1 = Pounds of fish Boat Owner/Fisherman caught x Dockside Buyer BUY price/lb = \$ 92,400

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

#2 = Pounds of fish Boat Owner/Fisherman caught x Dockside Buyer SELL price/lb = \$ 106,680

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

How much money did you make from selling the fish to the Processor? (#2 above): \$ 106,680

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

- A. Licenses & Registrations? \$ 1,500
- B. Dock/Building Lease? \$ 1,000
- C. Insurance? \$ 100
- D. Loan Payments? \$ 1,000
- E. Marketing/Advertising? \$ 1,000
- F. Shipping/Trucking Expenses? \$ 1,500
- G. Employee Wages? \$ 2,000
- H. Other Direct Costs (supplies, ice, etc.)? \$ 1,000

I. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above) \$ 92,400

J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I** \$ 101,500

K. How much money did you make as the Dockside buyer (Season Profit)? (#2 above) - J \$ 5,180

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

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

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

\$  \* will depend

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

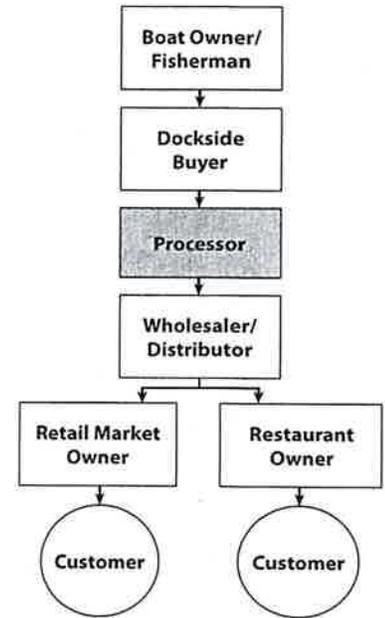


Name: \_\_\_\_\_

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: Sole

How many pounds of fish did the Boat Owner/Fisherman catch?: 84,000 lbs

Processor BUY price/lb: \$1.27/lb

Percentage Yield: 80%

Processor SELL price/lb: \$2.25/lb

Fate Card Instructions (if drawn): \*will depend

### Initial Calculations:

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

#1 = Pounds of fish caught by Boat Owner/Fisherman x Processor BUY price/lb

\$ 106,680

2. How many pounds of processed fish did you produce?

#2 = Pounds of fish caught by Boat Owner/Fisherman x (Percentage Yield / 100)

67,200 lbs

3. How much money did you make from selling the fish to the Wholesaler/Distributor?

#3 = Pounds of processed fish x Processor SELL price/lb =

\$ 151,200

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

How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above): \$ 151,200

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

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

\$ 106,680

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

\$ 138,680

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

\$ 12,520

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

+ or - \_\_\_\_\_

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

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

\$

\*will depend

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



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

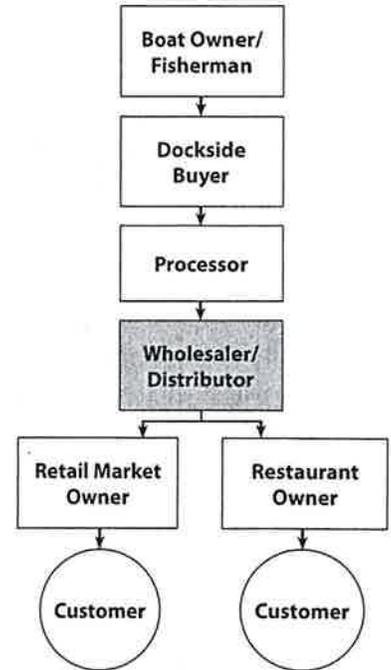
Date: \_\_\_\_\_

# From Ocean to Table Wholesaler/Distributor Income/Expense Worksheet

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

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

Fishery: Sole  
 How many pounds of processed fish were produced?: 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. How much money do you need to buy the fish from the Processor?

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

\$ 151,200

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

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

\$ 268,800

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

How much money did you make from selling the fish? (#2 above): \$ 268,800

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

- 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. How much money do you need to buy the fish from the Processor? (#1 above) \$ 151,200

J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I \$ 187,200

K. How much money did you make as the Wholesaler/Distributor (Season Profit)? (#2 above) - J \$ 86,600

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

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

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

\$                      \* will depend

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



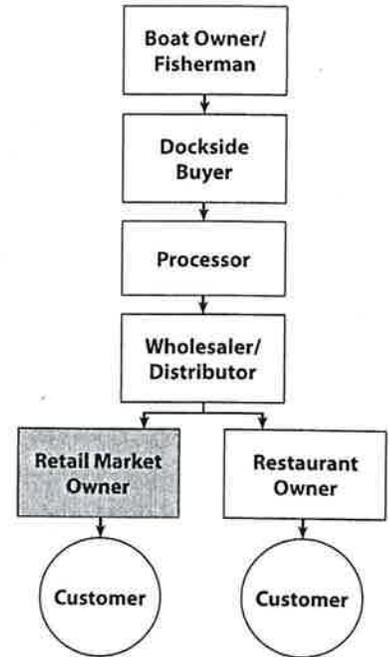
Name: \_\_\_\_\_

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

## From Ocean to Table

### Retail Market Owner Income/Expense Worksheet

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



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

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. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb \$ 4,000
2. How much money did you make from selling the fish to the Retail Market Customer?  
 #2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb \$ 9,000

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

How much money did you make from selling the fish to the Retail Market Customer? (#2 above): \$ 9,000

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

- |   |        |              |
|---|--------|--------------|
| 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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) | \$     | <u>4,000</u> |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            | \$     | <u>6,950</u> |
| J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I | \$     | <u>2,050</u> |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           | + or - | _____        |

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

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

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb = \$ 9.00 /lb



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

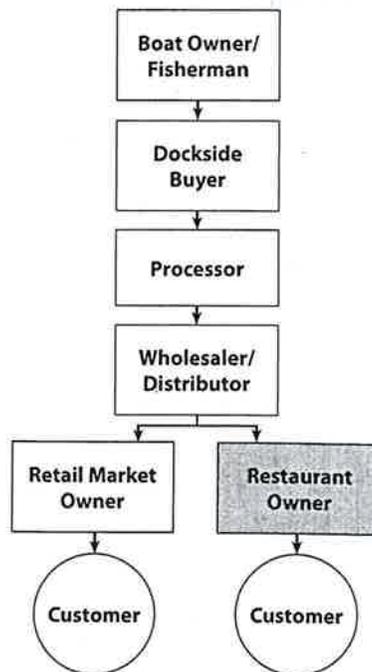
Date: \_\_\_\_\_

# 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. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb  
 \$ 1,200
2. How much money did you make from selling the fish to the Restaurant Customer?  
 #2 = Amount Purchased Seasonally x Restaurant Owner SELL price/lb  
 \$ 9,000

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

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$ 9,000

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

- |   |                 |                 |
|---|-----------------|-----------------|
| 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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>1,200</u> |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>6,050</u> |
| J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I    |                 | \$ <u>2,950</u> |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____    |

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

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

How much do your customers pay for the fish?: Restaurant Owner SELL price/lb = \$ 30.00 /lb



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

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

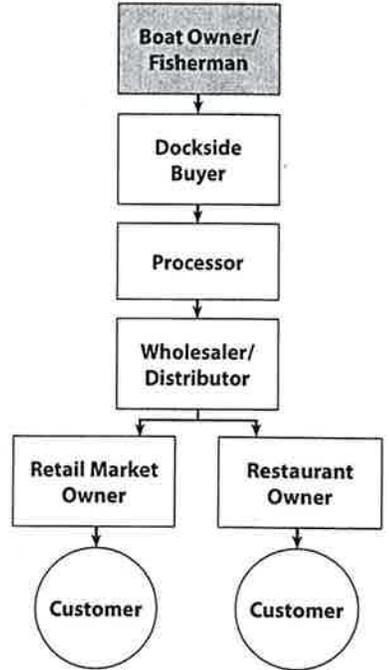
## From Ocean to Table

### 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. How much did you pay for fuel?  
 $\#1 = \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon}$       \$ 12,000
2. How many pounds of fish did you catch in the season?  
 $\#2 = \text{Season Length} \times \text{Daily Catch}$       45,000 lbs
3. How much money did you make from selling your catch?  
 $\#3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb}$       \$ 45,000

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

How much money did you make from selling your catch? (#3 above): \$ 45,000

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

- |   |                  |                  |
|---|------------------|------------------|
| A. Fuel? (#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. These are non-wage expenses, how much did you pay for them? $A + B + C + D + E + F + G$                      |                  | \$ <u>25,000</u> |
| I. How much money do you have after paying these expenses? #3 above - H   |                  | \$ <u>20,000</u> |
| J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit / 100) $2 \times I \times 15\% / 100$ |                  | \$ <u>6,000</u>  |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J                               |                  | \$ <u>14,000</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:                                 |                  | + or - _____     |

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

\* will depend

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

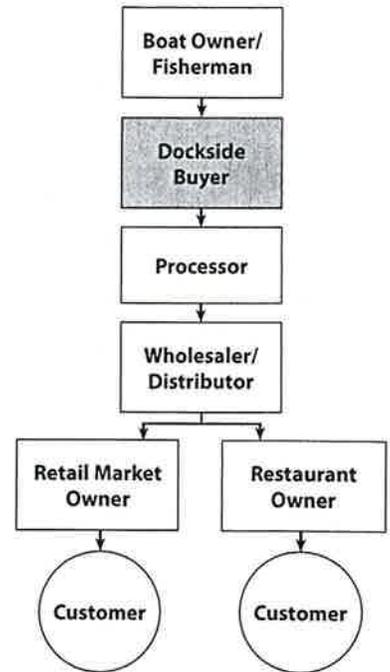


Name: \_\_\_\_\_

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

## From Ocean to Table Dockside Buyer Income/Expense Worksheet

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



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

Fishery: Albacore Tuna  
 How many pounds of fish did the Boat Owner/Fisherman catch?: 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. How much money do you need to buy the fish from the Boat Owner/Fisherman?  
 #1 = Pounds of fish Boat Owner/Fisherman caught x Dockside Buyer BUY price/lb = \$ 45,000
2. How much money did you make from selling the fish to the Processor?  
 #2 = Pounds of fish Boat Owner/Fisherman caught x Dockside Buyer SELL price/lb = \$ 96,750

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

How much money did you make from selling the fish to the Processor? (#2 above): \$ 96,750

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

- |   |                  |
|---|------------------|
| 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. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above) | <u>\$ 45,000</u> |
| J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I      | <u>\$ 54,100</u> |
| K. How much money did you make as the Dockside buyer (Season Profit)? (#2 above) - J    | <u>\$ 42,650</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:         | + or - _____     |

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

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

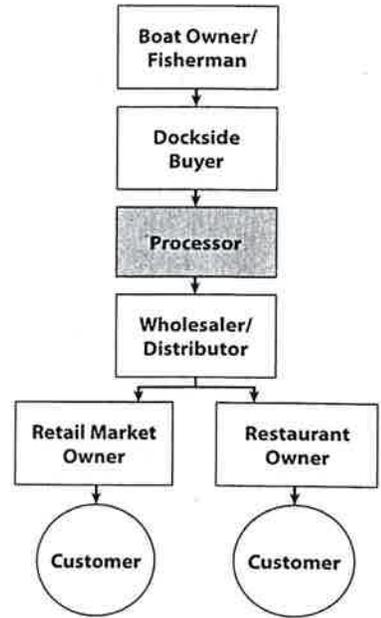


Name: \_\_\_\_\_

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  
 How many pounds of fish did the Boat Owner/Fisherman catch?: 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. How much money do you need to buy the fish from the Dockside Buyer?  
 #1 = Pounds of fish caught by Boat Owner/Fisherman x Processor BUY price/lb  
\$ 96,750
2. How many pounds of processed fish did you produce?  
 #2 = Pounds of fish caught by Boat Owner/Fisherman x (Percentage Yield / 100)  
33,750 lbs
3. How much money did you make from selling the fish to the Wholesaler/Distributor?  
 #3 = Pounds of processed fish x Processor SELL price/lb =  
\$ 151,875

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

How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above): \$ 151,875

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

- |  |    |                  |
|--|----|------------------|
| 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. How much money do you need to buy the fish from the Dockside Buyer? (#1 above)  |    | <u>\$ 96,750</u> |
| J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I |    | <u>\$ 28,750</u> |
| K. How much money did you make as the Processor (Season Profit)? (#3 above) - J    |    | <u>\$ 23,125</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:    |    | + or - _____     |

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

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



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

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

# From Ocean to Table

## Wholesaler/Distributor Income/Expense Worksheet

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

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

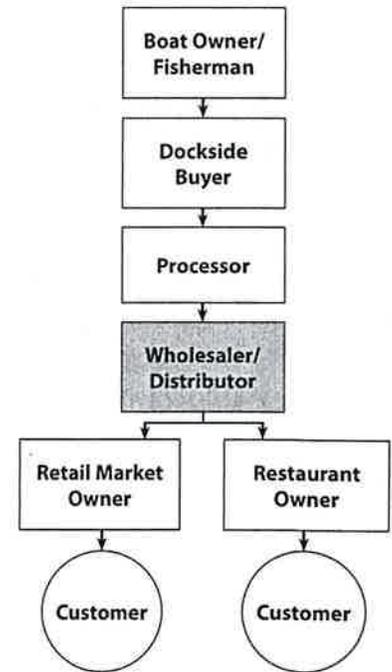
Fishery: Albacore Tuna

How many pounds of processed fish were produced?: 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. How much money do you need to buy the fish from the Processor?

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

\$ 151,875

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

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

\$ 210,937.50

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

How much money did you make from selling the fish? (#2 above): \$ 210,937.50

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

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

\$ 151,875

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

\$ 187,875

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

\$ 28,062.50

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

+ or - \_\_\_\_\_

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

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

\$

\* will depend

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



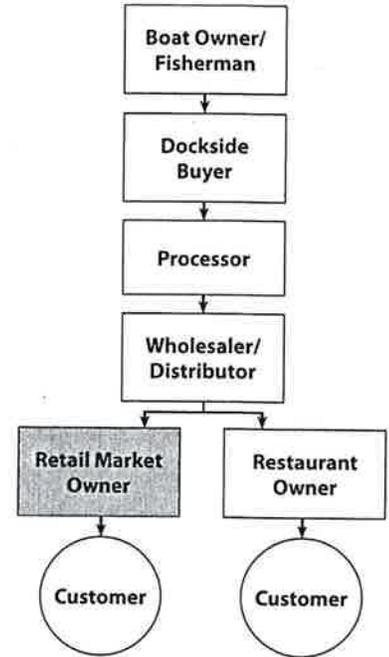
Name: \_\_\_\_\_

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

# From Ocean to Table

## Retail Market Owner Income/Expense Worksheet

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



### Baseline Data: [Use team mate calculations and Background Data 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. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb  
 \$ 9,375
2. How much money did you make from selling the fish to the Retail Market Customer?  
 #2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb  
 \$ 13,500

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

How much money did you make from selling the fish to the Retail Market Customer? (#2 above): \$ 13,500

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

- |   |                  |
|---|------------------|
| 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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) | \$ <u>9,375</u>  |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            | \$ <u>12,325</u> |
| J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I | \$ <u>1,175</u>  |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           | + or - _____     |

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

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

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb = \$ 9.00 /lb



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

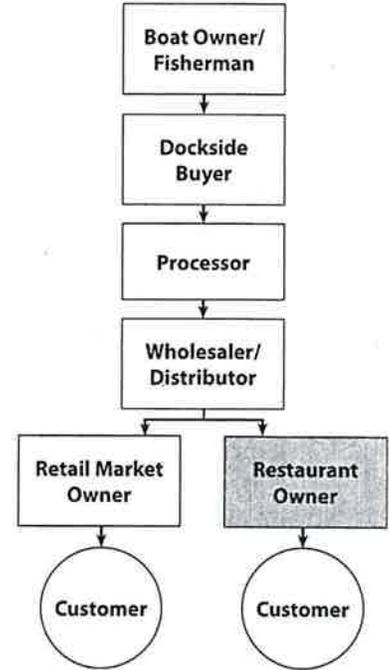
Date: \_\_\_\_\_

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

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

\$ 2,812.50

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

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

\$ 9,900

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

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$ 9,900

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

- A. Licenses & Registrations? \$ 500
- B. Building Lease? \$ 300
- C. Insurance? \$ 300
- D. Loan Payments? \$ 750
- E. Marketing/Advertising? \$ 200
- F. Employee Wages? \$ 2,000
- G. Other Direct Costs (supplies, ice, etc.)? \$ 800

H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) \$ 2,812.50

I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H \$ 7,662.50

J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I \$ 2,237.50

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

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

\$

\* will depend

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

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

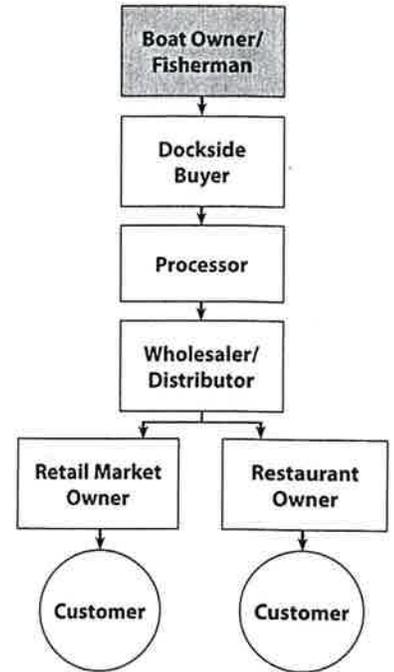
Fate Card Instructions (if drawn): \*will depend

Daily Catch: 500 lbs

Season Length: 30 days

Boat Gallons/Day: 60 gpd

Boat Owner/Fisherman SELL price/lb: \$6.00/lb



### Initial Calculations: [Use data above]

1. How much did you pay for fuel?  
 $\#1 = \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon}$       \$ 7,200
2. How many pounds of fish did you catch in the season?  
 $\#2 = \text{Season Length} \times \text{Daily Catch}$       15,000 lbs
3. How much money did you make from selling your catch?  
 $\#3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb}$       \$ 90,000

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

How much money did you make from selling your catch? (#3 above): \$ 90,000

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

- |   |                 |                  |
|---|-----------------|------------------|
| A. Fuel? (#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. These are non-wage expenses, how much did you pay for them? $A + B + C + D + E + F + G$                  |                 | \$ <u>22,700</u> |
| I. How much money do you have after paying these expenses? #3 above - H                                     |                 | \$ <u>67,300</u> |
| J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit / 100) $2 \times I \times 15/100$ |                 | \$ <u>20,190</u> |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J                           |                 | \$ <u>47,110</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:                             |                 | + or - _____     |

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

\* will depend

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



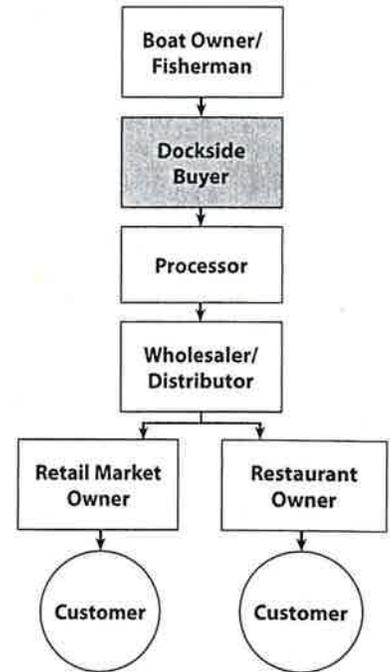
# From Ocean to Table

## 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

How many pounds of fish did the Boat Owner/Fisherman catch?: 15,000 lbs

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

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

Fate Card Instructions (if drawn): \* will depend

**Initial Calculations:**

1. How much money do you need to buy the fish from the Boat Owner/Fisherman?  
 #1 = Pounds of fish Boat Owner/Fisherman caught x Docksider Buyer BUY price/lb = \$ 90,000
2. How much money did you make from selling the fish to the Processor?  
 #2 = Pounds of fish Boat Owner/Fisherman caught x Docksider Buyer SELL price/lb = \$ 101,250

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

How much money did you make from selling the fish to the Processor? (#2 above): \$ 101,250

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

- |   |                  |  |
|---|------------------|--|
| 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. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above) | <u>\$ 90,000</u> |  |
| J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I      | <u>\$ 99,100</u> |  |
| K. How much money did you make as the Docksider buyer (Season Profit)? (#2 above) - J   | <u>\$ 2,150</u>  |  |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:         | + or - _____     |  |

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

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



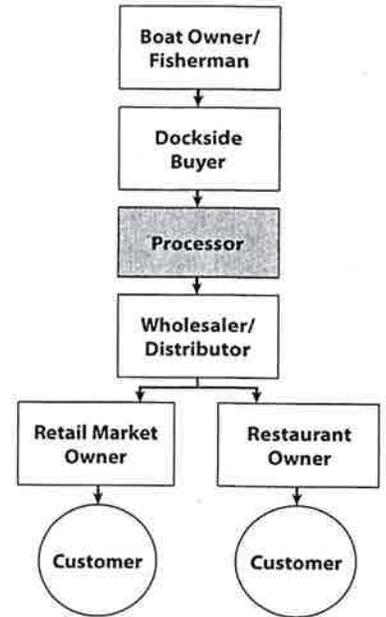
# From Ocean to Table

## Processor Income/Expense Worksheet

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

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

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



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

Fishery: Salmon

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

\$ 101,250

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

12,750 lbs

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

\$ 142,800

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

How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above): \$ 142,800

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

- 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. How much money do you need to buy the fish from the Dockside Buyer? (#1 above) \$ 101,250

J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I** \$ 133,250

K. How much money did you make as the Processor (Season Profit)? (#3 above) - J \$ 9,550

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

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

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



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

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

# From Ocean to Table Wholesaler/Distributor Income/Expense Worksheet

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

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

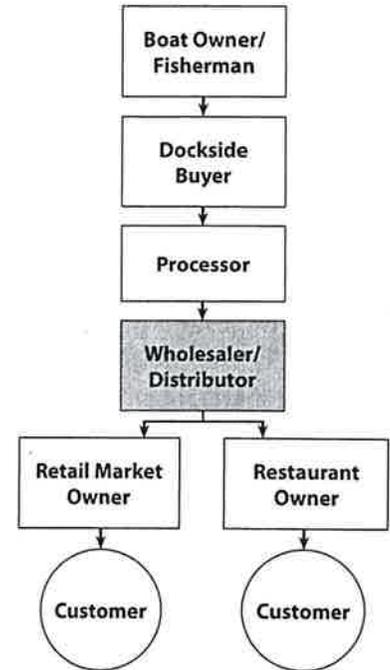
Fishery: Salmon

How many pounds of processed fish were produced?: 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



\$ 142,800

### Initial Calculations

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

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

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

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

\$ 229,500

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

How much money did you make from selling the fish? (#2 above): \$ 229,500

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

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. How much money do you need to buy the fish from the Processor? (#1 above) \$ 142,800

J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I \$ 173,800

K. How much money did you make as the Wholesaler/Distributor (Season Profit)? (#2 above) - J \$ 55,700

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

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

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

\$                     

\* will depend

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



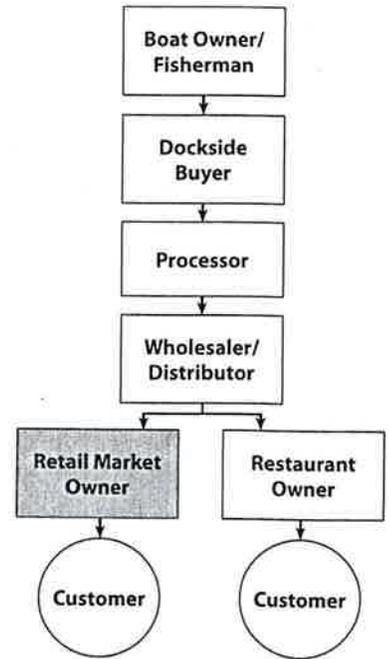
Name: \_\_\_\_\_

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

# From Ocean to Table

## Retail Market Owner Income/Expense Worksheet

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



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

Fishery: Salmon

Amount Purchased Seasonally: 2,500 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. How much money do you need to buy the fish from the Wholesaler/Distributor?

#1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb      \$ 45,000

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

#2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb      \$ 53,950

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

How much money did you make from selling the fish to the Retail Market Customer? (#2 above): \$ 53,950

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

- A. Licenses & Registrations?      \$ 500
- B. Building Lease?      \$ 200
- C. Insurance?      \$ 250
- D. Loan Payments?      \$ 500
- E. Marketing/Advertising?      \$ 200
- F. Employee Wages?      \$ 1,000
- G. Other Direct Costs (supplies, ice, etc.)?      \$ 300

H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above)      \$ 45,000

I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H      \$ 47,950

J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I      \$ 6,000

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

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

\$   \* will depend

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

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb = \$ 21.58 / lb



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

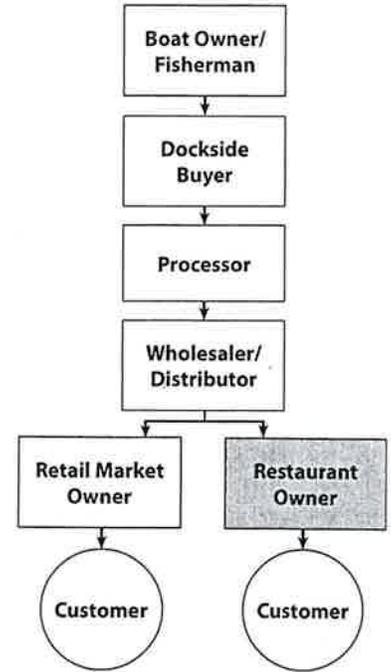
Date: \_\_\_\_\_

# 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. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb  
 \$ 11,700
2. How much money did you make from selling the fish to the Restaurant Customer?  
 #2 = Amount Purchased Seasonally x Restaurant Owner SELL price/lb  
 \$ 29,250

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

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$ 29,250

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

- |   |                 |                  |
|---|-----------------|------------------|
| 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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>11,700</u> |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>16,550</u> |
| J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I    |                 | \$ <u>12,700</u> |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____     |

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

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

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

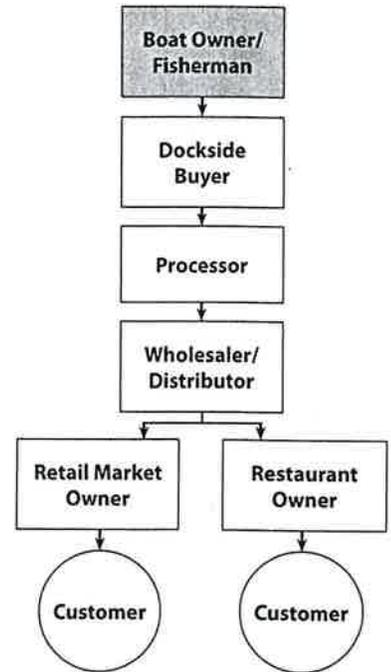
Fate Card Instructions (if drawn): \* will depend

Daily Catch: 2,000 lbs

Season Length: 30 days

Boat Gallons/Day: 350 gpd

Boat Owner/Fisherman SELL price/lb: \$2.25/lb



**Initial Calculations:** [Use data above]

1. How much did you pay for fuel?  
 #1 = Season Length x Boat Gallons/Day x \$4/gallon      \$ 42,000
2. How many pounds of fish did you catch in the season?  
 #2 = Season Length x Daily Catch      60,000 lbs
3. How much money did you make from selling your catch?  
 #3 = Pounds of fish you caught (lbs) x Boat Owner/Fisherman SELL price/lb      \$ 135,000

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

How much money did you make from selling your catch? (#3 above):      \$ 135,000

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

- |  |                          |                  |
|--|--------------------------|------------------|
| A. Fuel? (#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. These are non-wage expenses, how much did you pay for them? A + B + C + D + E + F + G |                          | \$ <u>62,000</u> |
| I. How much money do you have after paying these expenses? #3 above - H                  |                          | \$ <u>73,000</u> |
| J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit / 100)         | <u>3 x I x 15% / 100</u> | \$ <u>32,850</u> |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J        |                          | \$ <u>40,150</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:          |                          | + or - _____     |

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

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

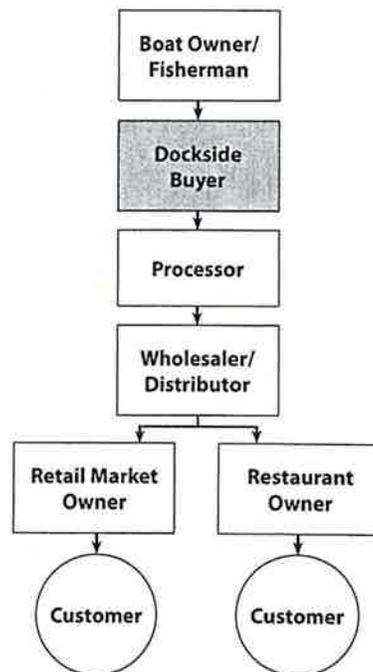


Name: \_\_\_\_\_

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

How many pounds of fish did the Boat Owner/Fisherman catch?: 60,000 lbs

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

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

Fate Card Instructions (if drawn): \* will depend

### Initial Calculations:

1. How much money do you need to buy the fish from the Boat Owner/Fisherman?  
 $\#1 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Docksider Buyer BUY price/lb} =$  \$ 135,000
2. How much money did you make from selling the fish to the Processor?  
 $\#2 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Docksider Buyer SELL price/lb} =$  \$ 155,400

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

How much money did you make from selling the fish to the Processor? (#2 above): \$ 155,400

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

- |   |                   |
|---|-------------------|
| 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. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above) | <u>\$ 135,000</u> |
| J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I      | <u>\$ 144,100</u> |
| K. How much money did you make as the Docksider buyer (Season Profit)? (#2 above) - J   | <u>\$ 11,300</u>  |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:         | + or - _____      |

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

*\* will depend*

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

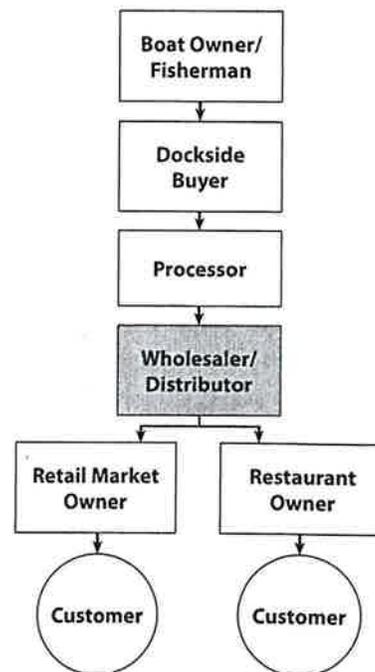
Fishery: Crab

How many pounds of processed fish were produced?: 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. How much money do you need to buy the fish from the Processor?

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

\$ 240,000

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

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

\$ 450,000

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

How much money did you make from selling the fish? (#2 above): \$ 450,000

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

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. How much money do you need to buy the fish from the Processor? (#1 above) \$ 240,000

J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I** \$ 271,000

K. How much money did you make as the Wholesaler/Distributor (Season Profit)? (#2 above) - J \$ 179,000

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

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

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

\$   \* will depend

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

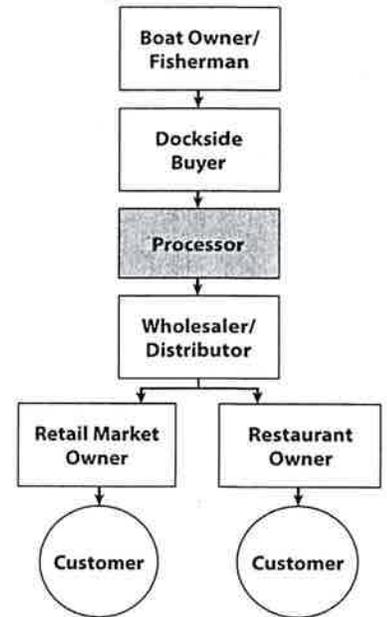
How many pounds of fish did the Boat Owner/Fisherman catch?: 60,000 lbs

Processor BUY price/lb: \$2.59/lb

Percentage Yield: 50%

Processor SELL price/lb: \$8.00/lb

Fate Card Instructions (if drawn): \* will depend



\$ 155,400

30,000 lbs

\$ 240,000

**Initial Calculations:**

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

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

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

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

How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above): \$ 240,000

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

- 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. How much money do you need to buy the fish from the Docksider Buyer? (#1 above) \$ 155,400

J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I \$ 187,400

K. How much money did you make as the Processor (Season Profit)? (#3 above) - J \$ 52,600

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

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

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



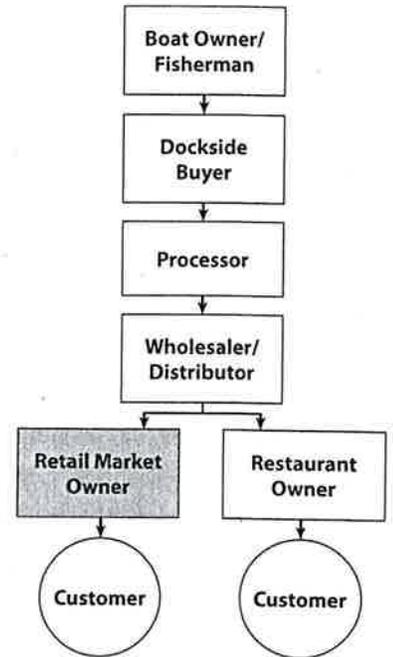
Name: \_\_\_\_\_

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

## From Ocean to Table

### Retail Market Owner Income/Expense Worksheet

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



**Baseline Data:** [Use team mate calculations and Background Data 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. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb \$ 37,500
2. How much money did you make from selling the fish to the Retail Market Customer?  
 #2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb \$ 75,000

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

How much money did you make from selling the fish to the Retail Market Customer? (#2 above): \$ 75,000

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

- |   |                 |                  |
|---|-----------------|------------------|
| 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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | <u>\$ 37,500</u> |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | <u>\$ 40,450</u> |
| J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I |                 | <u>\$ 34,550</u> |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____     |

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

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

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb) = \$ 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]

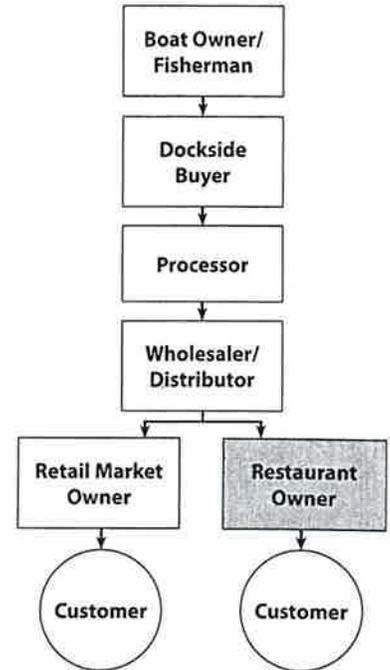
Fishery: Crab

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. How much money do you need to buy the fish from the Wholesaler/Distributor?  
#1 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb \$ 9,000
2. How much money did you make from selling the fish to the Restaurant Customer?  
#2 = Amount Purchased Seasonally x Restaurant Owner SELL price/lb \$ 36,000

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

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$ 36,000

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

- |   |                 |                  |
|---|-----------------|------------------|
| 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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>9,000</u>  |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>13,850</u> |
| J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I    |                 | \$ <u>22,150</u> |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____     |

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

\$                      \* will depend

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

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb = \$ 60.00 / lb



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

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

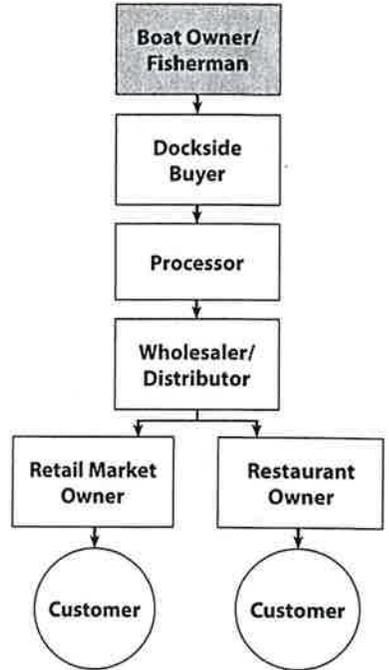
# From Ocean to Table

## 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. How much did you pay for fuel?  
 $\#1 = \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon}$       \$42,000
2. How many pounds of fish did you catch in the season?  
 $\#2 = \text{Season Length} \times \text{Daily Catch}$       1,050,000 lbs
3. How much money did you make from selling your catch?  
 $\#3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb}$       \$262,500

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

How much money did you make from selling your catch? (#3 above):      \$262,500

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

- |  |                 |                  |
|--|-----------------|------------------|
| A. Fuel? (#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. These are non-wage expenses, how much did you pay for them? <b>A + B + C + D + E + F + G</b>                  |                 | <u>\$64,000</u>  |
| I. How much money do you have after paying these expenses? <b>#3 above - H</b>                                   |                 | <u>\$198,500</u> |
| J. How much did you pay your crew? <b># of Crew x I x (Crew Wage % of profit / 100)</b> <u>5 x I x 10% / 100</u> |                 | <u>\$99,250</u>  |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? <b>I - J</b>                         |                 | <u>\$99,250</u>  |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:                                  |                 | + or - _____     |

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

\* will depend

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

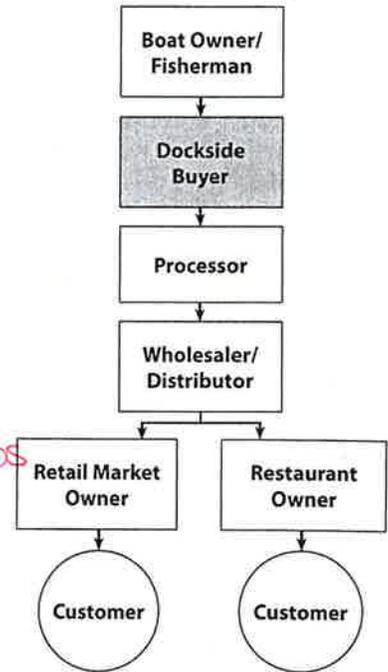


Name: \_\_\_\_\_

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

# From Ocean to Table Dockside Buyer Income/Expense Worksheet

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



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

Fishery: Squid

How many pounds of fish did the Boat Owner/Fisherman catch?: 1,050,000 lbs

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

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

Fate Card Instructions (if drawn): \* will depend

### Initial Calculations:

1. How much money do you need to buy the fish from the Boat Owner/Fisherman?  
 $\#1 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Docksider Buyer BUY price/lb} =$  \$ 262,500
2. How much money did you make from selling the fish to the Processor?  
 $\#2 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Docksider Buyer SELL price/lb} =$  \$ 367,500

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

How much money did you make from selling the fish to the Processor? (#2 above): \$ 367,500

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

- |   |                 |                   |
|---|-----------------|-------------------|
| 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. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above) |                 | \$ <u>262,500</u> |
| J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I      |                 | \$ <u>271,600</u> |
| K. How much money did you make as the Docksider buyer (Season Profit)? (#2 above) - J   |                 | \$ <u>95,900</u>  |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:         |                 | + or - _____      |

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

\$

\* will depend

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

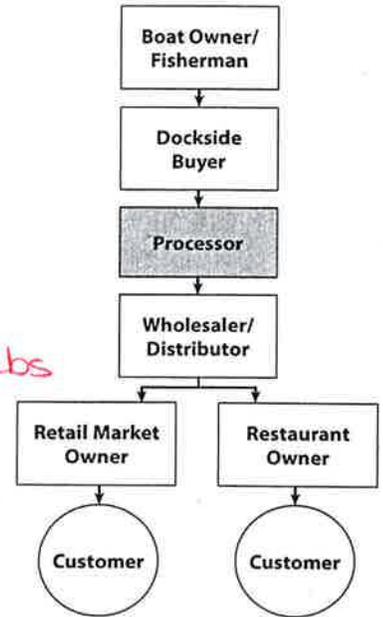
How many pounds of fish did the Boat Owner/Fisherman catch?: 1,050,000 lbs

Processor BUY price/lb: \$0.35 /lb

Percentage Yield: 65%

Processor SELL price/lb: \$1.00/lb

Fate Card Instructions (if drawn): \* will depend



\$ 367,500

682,500 lbs

\$ 682,500

### Initial Calculations:

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

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

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

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

How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above): \$ 682,500

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

- 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. How much money do you need to buy the fish from the Docksider Buyer? (#1 above) \$ 367,500
- J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I \$ 399,500
- K. How much money did you make as the Processor (Season Profit)? (#3 above) - J \$ 283,000
- L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

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

\$  \* will depend

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



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

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

# From Ocean to Table

## Wholesaler/Distributor Income/Expense Worksheet

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

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

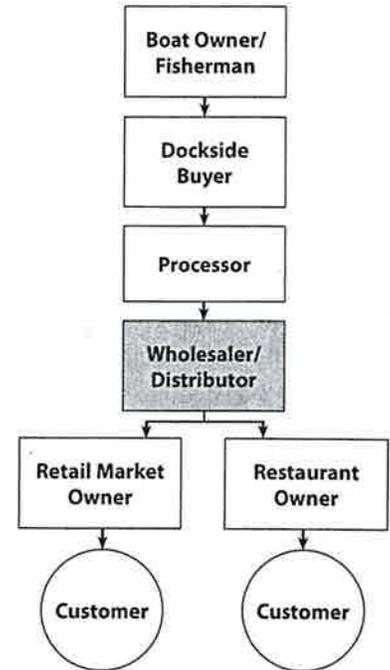
Fishery: Squid

How many pounds of processed fish were produced?: 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



\$ 682,500

### Initial Calculations

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

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

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

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

\$ 819,000

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

How much money did you make from selling the fish? (#2 above): \$ 819,000

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

- 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. How much money do you need to buy the fish from the Processor? (#1 above) \$ 682,500
- J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I** \$ 713,500
- K. How much money did you make as the Wholesaler/Distributor (Season Profit)? (#2 above) - J \$ 105,500
- L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

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

\$

\*will depend

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



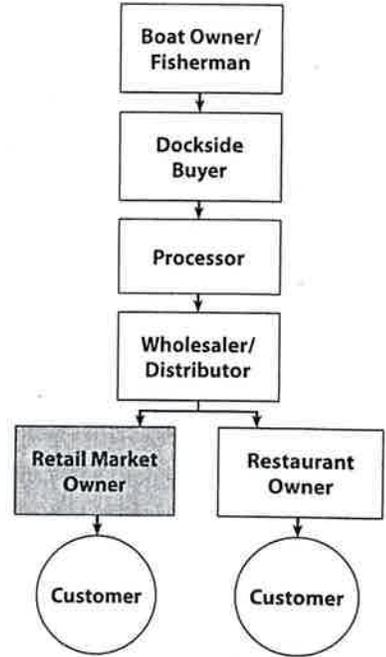
Name: \_\_\_\_\_

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

# From Ocean to Table

## Retail Market Owner Income/Expense Worksheet

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



**Baseline Data:** [Use team mate calculations and Background Data 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. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb  
 \$ 1,440
2. How much money did you make from selling the fish to the Retail Market Customer?  
 #2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb  
 \$ 9,600

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

How much money did you make from selling the fish to the Retail Market Customer? (#2 above): \$ 9,600

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

- |   |                 |                 |
|---|-----------------|-----------------|
| 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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>1,440</u> |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>4,390</u> |
| J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I |                 | \$ <u>5,210</u> |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____    |

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

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

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb) = \$ 8.00 /lb



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

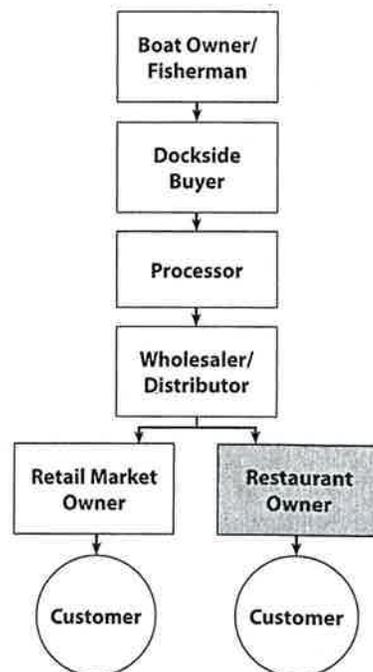
Date: \_\_\_\_\_

## 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. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb  
 \$ 570
2. How much money did you make from selling the fish to the Restaurant Customer?  
 #2 = Amount Purchased Seasonally x Restaurant Owner SELL price/lb  
 \$ 9,500

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

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$ 9,500

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

- |   |                 |                 |
|---|-----------------|-----------------|
| 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. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>570</u>   |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>4,850</u> |
| J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I    |                 | \$ <u>4,650</u> |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____    |

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

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

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb) = \$ 20.00 /lb