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

<table>
<thead>
<tr>
<th>Species</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sardines</td>
<td>2</td>
</tr>
<tr>
<td>Prawns</td>
<td>8</td>
</tr>
<tr>
<td>Sole</td>
<td>14</td>
</tr>
<tr>
<td>Albacore Tuna</td>
<td>20</td>
</tr>
<tr>
<td>Salmon</td>
<td>26</td>
</tr>
<tr>
<td>Crab</td>
<td>32</td>
</tr>
<tr>
<td>Squid</td>
<td>38</td>
</tr>
</tbody>
</table>
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 gph**
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?  
   \[ \#2 = \text{Season Length} \times \text{Daily Catch} \]  
   \[ 1,200,000 \text{ lbs} \]
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)  
   \[ \$36,000 \]
B. Gear & Supplies?  
   \[ \$8,000 \]
C. Licenses & Registrations?  
   \[ \$2,500 \]
D. Seasonal Moorage?  
   \[ \$1,500 \]
E. Insurance?  
   \[ \$2,000 \]
F. Loan Payments?  
   \[ \$3,000 \]
G. Other Direct Costs (utilities, ice, etc.)?  
   \[ \$2,000 \]
H. These are non-wage expenses, how much did you pay for them? \[ A + B + C + D + E + F + G \]  
   \[ \$55,000 \]
I. How much money do you have after paying these expenses? \[ \#3 above - H \]  
   \[ \$41,000 \]
J. How much did you pay your crew? \# of Crew x I x (Crew Wage % of profit /100) \[ 5 \times I \times 10\% /100 \]  
   \[ \$20,500 \]
K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? \[ I - J \]  
   \[ \$20,500 \]
L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:  
   \[ + \text{ or } - \]
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? \[ M / \text{pounds of fish caught (#2 above)} = \]  
   \[ \$ \text{ /lb} \]
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
Dockside Buyer BUY price/lb: $0.08/lb
Dockside Buyer SELL price/lb: $0.12/lb
Fate Card Instructions (if drawn): * will depend

Initial Calculations:
1. How much money do you need to buy the fish from the Boat Owner/Fisherman?
   \[ \#1 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Dockside Buyer BUY price/lb} = 96,000 \]

2. How much money did you make from selling the fish to the Processor?
   \[ \#2 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Dockside Buyer SELL price/lb} = 144,000 \]

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 $91,100
K. How much money did you make as the Dockside 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
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: ________________

How many pounds of fish did the Boat Owner/Fisherman catch?: ________________ lbs
Processor BUY price/lb: ________________
Percentage Yield: ________________
Processor SELL price/lb: ________________
Fate Card Instructions (if drawn): ________________

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

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?
B. Dock/Building Lease?
C. Insurance?
D. Loan Payments?
E. Marketing/Advertising?
F. Shipping/Trucking Expenses?
G. Employee Wages?
H. Other Direct Costs (supplies, ice, etc.)?
I. How much money do you need to buy the fish from the Dockside Buyer? (#1 above)
J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I
K. How much money did you make as the Processor (Season Profit)? (#3 above) - J
L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:
M. How much money do you have left at the end? K + L
   (If M is positive you made a Profit, if M is negative you had Losses)

How much money did you make as price/lb? M / pounds of processed fish produced = ________________ /lb
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?
   \[ \#1 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor BUY price/lb} \]
   \[ \#1 = 600,000 \times 0.35 = 210,000 \] $210,000

2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?
   \[ \#2 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor SELL price/lb} \]
   \[ \#2 = 600,000 \times 0.45 = 270,000 \] $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? $3,000
H. Other Direct Costs (supplies, ice, etc.)? $2,000

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)
   
   How much money did you make as price/lb? \[ M / \text{pounds of processed fish produced} = \] $___________/lb

*will depend
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?
   \[ #1 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner BUY price/lb} \]
   \[ $123.75 \]
2. How much money did you make from selling the fish to the Retail Market Customer?
   \[ #2 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner SELL price/lb} \]
   \[ $3,300 \]

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? $500
B. Building Lease? $200
C. Insurance? $250
D. Loan Payments? $500
E. Marketing/Advertising? $200
F. Employee Wages? $1,600
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) $123.75
I. How much did you spend on all these expenses? \[ A + B + C + D + E + F + G + H \]
   \[ $2,980 \]
J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I
   \[ $350 \]
K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:
   \[ + or - \]
   \[ $ \]
   \[ * will depend \]
L. How much money do you have left at the end? \[ J + K \]
   (If \( L \) is positive you made a Profit, if \( L \) is negative you had Losses)
   \[ $ \]

How much money did you make as price/lb? \[ L \div \text{Amount Purchased Seasonally} = \]$ \_\_\_\_/lb
How much do your customers pay for the fish? Retail Market Owner SELL price/lb = $12.00 /lb
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: 800 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?  
   \[ #1 = \text{Amount Purchased Seasonally} \times \text{Restaurant Owner BUY price/lb} \]  
   \[ $135 \]

2. How much money did you make from selling the fish to the Restaurant Customer?  
   \[ #2 = \text{Amount Purchased Seasonally} \times \text{Restaurant Owner SELL price/lb} \]  
   \[ $5400 \]

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): \[ $5400 \]

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) $135
- I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H $4,850
- J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I $550
- K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - *will depend*

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

How much money did you make as price/lb? L / Amount Purchased Seasonally = $__________/lb
How much do your customers pay for the fish?: Restaurant Owner SELL price/lb = $18.00/lb
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? 
   \[ #1 = \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon} \] 
   \[ \$36,000 \]
2. How many pounds of fish did you catch in the season? 
   \[ #2 = \text{Season Length} \times \text{Daily Catch} \] 
   \[ 27,000 \text{ lbs} \]
3. How much money did you make from selling your catch? 
   \[ #3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb} \] 
   \[ \$270,000 \]

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:
- Fuel? (#1 above): \[ \$36,000 \]
- Gear & Supplies? \[ \$12,000 \]
- Licenses & Registrations? \[ \$2,500 \]
- Seasonal Moorage? \[ \$1,000 \]
- Insurance? \[ \$1,000 \]
- Loan Payments? \[ \$3,000 \]
- Other Direct Costs (utilities, ice, etc.)? \[ \$2,000 \]
- These are non-wage expenses, how much did you pay for them? \[ A + B + C + D + E + F + G \] \[ \$57,500 \]
- How much money do you have after paying these expenses? (#3 above - H) \[ \$212,500 \]
- How much did you pay your crew? # of Crew x 1x (Crew Wage % of profit /100) \[ 3 \times 1 \times 1590 / 100 \] \[ \$95,625 \]
- How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J \[ \$116,875 \]
- Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: \[ + or - \]
- M. How much money do you have left at the end? \[ K + L \] (If M is positive you made a Profit, if M is negative you had Losses) \[ \$ \]
- How much money did you make as price/lb? \[ M / \text{pounds of fish caught (#2 above)} = \] \[ \$ \text{/lb} \]
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
Dockside Buyer BUY price/lb: $10.00/lb
Dockside Buyer SELL price/lb: $11.00/lb
Fate Card Instructions (if drawn): * will depend

Initial Calculations:
1. How much money do you need to buy the fish from the Boat Owner/Fisherman?
   \[ #1 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Dockside Buyer BUY price/lb} = 270,000 \]
2. How much money did you make from selling the fish to the Processor?
   \[ #2 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Dockside Buyer SELL price/lb} = 297,000 \]

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?
   $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)
   $270,000
J. How much did you spend on all these expenses? \[ A + B + C + D + E + F + G + H + I \]
   $279,100
K. How much money did you make as the Dockside buyer (Season Profit)? (#2 above) - J
   $17,900
L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or -
   * will depend

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

How much money did you make as price/lb? \[ M / \text{pounds of fish Boat Owner/Fisherman caught} = \]
   $________/lb
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: $11.00/lb
Percentage Yield: 80%
Processor SELL price/lb: $17.00/lb
Fate Card Instructions (if drawn): x will depend

Initial Calculations:
1. How much money do you need to buy the fish from the Dockside Buyer?
   \[ #1 = \text{Pounds of fish caught by Boat Owner/Fisherman} \times \text{Processor \ BUY price/lb} \]
   \[ = 27,000 \times 11.00 = 297,000 \]

2. How many pounds of processed fish did you produce?
   \[ #2 = \text{Pounds of fish caught by Boat Owner/Fisherman} \times (\text{Percentage Yield} \div 100) \]
   \[ = 27,000 \times 0.80 = 21,600 \text{ lbs} \]

3. How much money did you make from selling the fish to the Wholesaler/Distributor?
   \[ #3 = \text{Pounds of processed fish} \times \text{Processor \ SELL price/lb} = \]
   \[ = 21,600 \times 17.00 = 367,200 \]

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): $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 Dockside Buyer? (#1 above)
   \[ = 297,000 \]
J. How much did you spend on all these expenses? \[ A + B + C + D + E + F + G + H + I \]
   \[ = 1\,500 + 3\,500 + 1\,500 + 5\,500 + 1\,000 + 5\,000 + 9\,000 + 5\,000 = 297,000 \]
   \[ = 329,000 \]
K. How much money did you make as the Processor (Season Profit)? (#3 above) - J
   \[ = 367,200 - 329,000 = 38,200 \]
L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:
   \[ \pm \]
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)
   \[ \pm \]

**How much money did you make as price/lb?** \[ M \div \text{pounds of processed fish produced} = \]
\[ \boxed{\_\_\_\_\_\_/lb} \]
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?
   \[ #1 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor BUY price/lb} \]
   \[ = 21,600 \times 17 = 367,200 \]
   \[ \text{Cost:} \ 367,200 \]

2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?
   \[ #2 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor SELL price/lb} \]
   \[ = 21,600 \times 20 = 432,000 \]
   \[ \text{Profit:} \ 432,000 \]

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)
   \[ \text{Cost:} \ 367,200 \]

J. How much did you spend on all these expenses? \[ A + B + C + D + E + F + G + H + I \]
   \[ = 1,500 + 2,000 + 1,500 + 5,000 + 1,000 + 10,000 + 7,000 + 3,000 = 31,200 \]
   \[ \text{Expense:} \ 31,200 \]

K. How much money did you make as the Wholesaler/Distributor (Season Profit)? (#2 above) - J
   \[ \text{Profit:} \ 432,000 - 31,200 = 33,800 \]

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:
   \[ \text{Adjustment:} \ * \ \text{will depend} \]

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)
   \[ \text{Balance:} \ * \ \text{will depend} \]

How much money did you make as price/lb? \[ M / \text{pounds of processed fish produced} = \]

\[ $ \]
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?
   \[ #1 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner BUY price/lb} \]
   \[ = 2,000 \text{ lbs.} \times \$20.00/\text{lb} \]
   \[ = \$40,000 \]

2. How much money did you make from selling the fish to the Retail Market Customer?
   \[ #2 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner SELL price/lb} \]
   \[ = 2,000 \text{ lbs.} \times \$23.00/\text{lb} \]
   \[ = \$46,000 \]

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? $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) $40,000
I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H $42,950
J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I $3,050 + or -
K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: *will depend

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

How much money did you make as price/lb? \[ \text{L / Amount Purchased Seasonally} = \$\ldots/\text{lb} \]
How much do your customers pay for the fish? Retail Market Owner SELL price/lb = $23.00/lb
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: [Drawn]
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?
   \[ #1 = \text{Amount Purchased Seasonally} \times \text{Restaurant Owner BUY price/lb} \]
   \[ = 400 \times 20 = 8,000 \]
   \[ $8,000 \]

2. How much money did you make from selling the fish to the Restaurant Customer?
   \[ #2 = \text{Amount Purchased Seasonally} \times \text{Restaurant Owner SELL price/lb} \]
   \[ = 400 \times 40 = 16,000 \]
   \[ $16,000 \]

**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?
   \[ $500 \]

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)
   \[ $8,000 \]

I. How much did you spend on all these expenses? \[ A + B + C + D + E + F + G + H \]
   \[ $17,850 \]

J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I
   \[ $3,150 \]

K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:
   \[ * \text{will depend} \]

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

**How much money did you make as price/lb?** \[ L / \text{Amount Purchased Seasonally} = \]
\[ $40.00/lb \]

**How much do your customers pay for the fish?**
Restaurant Owner SELL price/lb = $40.00/lb
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: Sale

**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?
   
   \[ #2 = \text{Season Length} \times \text{Daily Catch} \]
   
   \[ 84,000 \text{ lbs} \]

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) \[ \$30,000 \]

B. Gear & Supplies? \[ \$12,000 \]

C. Licenses & Registrations? \[ \$2,500 \]

D. Seasonal Moorage? \[ \$1,000 \]

E. Insurance? \[ \$1,000 \]

F. Loan Payments? \[ \$3,000 \]

G. Other Direct Costs (utilities, ice, etc.)? \[ \$2,000 \]

H. These are non-wage expenses, how much did you pay for them? \[ A + B + C + D + E + F + G = \$51,500 \]

I. How much money do you have after paying these expenses? (#3 above) - H \[ \$40,900 \]

J. How much did you pay your crew? \[ # \text{of Crew} \times \text{x (Crew Wage \% of profit /100)} \]

K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? \[ I - J \]

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

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?** \[ M / \text{pounds of fish caught (#2 above)} = \]

\[ \$ \text{}/\text{lb} \]
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?
   \[ #1 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Dockside Buyer BUY price/lb} \]
   \[ = 84,000 \times 1.10 = 92,400 \]
   \[ \text{Profit/Loss Calculations: [Use calculations above and Background Data Table C] } \]
   \[ \text{How much money did you make from selling the fish to the Processor? } (\text{#2 above}) \]
   \[ = 101,680 \]

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): $101,680**

**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? $7,000
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)
   $x 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

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

Baseline Data: [Use team mate calculations, Background Data Tables A & B]
Fishery: Sale
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: $2.75/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?
   \[ #1 = \text{Pounds of fish caught by Boat Owner/Fisherman} \times \text{Processor BUY price/lb} \]
   $106,680

2. How many pounds of processed fish did you produce?
   \[ #2 = \text{Pounds of fish caught by Boat Owner/Fisherman} \times (\text{Percentage Yield} / 100) \]
   607,200 lbs

3. How much money did you make from selling the fish to the Wholesaler/Distributor?
   \[ #3 = \text{Pounds of processed fish} \times \text{Processor SELL price/lb} = \]
   $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: $\ldots$
M. How much money do you have left at the end? K + L
   (If M is positive you made a Profit, if M is negative you had Losses)

How much money did you make as price/lb? $M / \text{pounds of processed fish produced} = \ldots$/lb
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?
   \[ #1 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor BUY price/lb} \]
   \[ \$151,200 \]

2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?
   \[ #2 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor SELL price/lb} \]
   \[ \$268,800 \]

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 \[ \$182,200 \]
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)

How much money did you make as price/lb? \[ \frac{M}{\text{pounds of processed fish produced}} = \frac{\$}{\text{lb}} \]
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: Sale
- 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?
   
   \[ #1 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner BUY price/lb} \]

   \[ #1 = 1,000 \times 4.00 = 4,000 \]

   $4,000

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

   \[ #2 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner SELL price/lb} \]

   \[ #2 = 1,000 \times 9.00 = 9,000 \]

   $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? $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) $4,000
I. How much did you spend on all these expenses? \( A + B + C + D + E + F + G + H \)
   \[ \text{Total Expenses} = 500 + 200 + 250 + 500 + 200 + 1,000 + 300 = 2,900 \]
   \[ \text{Total Expenses} = 2,900 \]
J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I
   \[ \text{Season Profit} = 9,000 - 2,900 = 6,100 \]
   \[ \text{Season Profit} = 6,100 \]
K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:
   *will depend

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)
   \[ L = 6,100 + \text{will depend} \]

How much money did you make as price/lb? \( L / \text{Amount Purchased Seasonally} = \)
\[ \text{Price/lb} = \frac{6,100}{1,000} = 6.10 \]

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb = $9.00/lb
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?
   \[ #1 = \text{Amount Purchased Seasonally} \times \text{Restaurant Owner BUY price/lb} \]
   \[ V \] $1,200

2. How much money did you make from selling the fish to the Restaurant Customer?
   \[ #2 = \text{Amount Purchased Seasonally} \times \text{Restaurant Owner SELL price/lb} \]
   \[ V \] $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? $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) $1,200
I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H $6,850
J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I $2,950
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
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?
   \[ #2 = \text{Season Length} \times \text{Daily Catch} \]
   \[ 45,000 \text{ lbs} \]
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) \[ $12,000 \]
B. Gear & Supplies? \[ $3,000 \]
C. Licenses & Registrations? \[ $2,500 \]
D. Seasonal Moorage? \[ $1,500 \]
E. Insurance? \[ $1,000 \]
F. Loan Payments? \[ $3,000 \]
G. Other Direct Costs (utilities, ice, etc.)? \[ $2,000 \]
H. These are non-wage expenses, how much did you pay for them? \[ A + B + C + D + E + F + G \]
   \[ $25,000 \]
I. How much money do you have after paying these expenses? (#3 above - H)
   \[ $20,000 \]
J. How much did you pay your crew? \[ \text{# of Crew} \times \text{I} \times \text{(Crew Wage \% of profit /100)} \]
   \[ 2 \times 1 \times 15\% /100 \]
   \[ $6,000 \]
K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J
   \[ $14,000 \]
L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:
   \[ + \text{ or } - \text{ } \]

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)
   \[ $ \]
   \[ * \text{will depend} \]

How much money did you make as price/lb? \[ M / \text{pounds of fish caught (#2 above)} = \]
\[ \$ \text{__________/lb} \]
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?
   \[ #1 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Dockside Buyer BUY price/lb} = 45,000 \times 1.00 = 45,000 \]

2. How much money did you make from selling the fish to the Processor?
   \[ #2 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Dockside Buyer SELL price/lb} = 45,000 \times 2.15 = 96,750 \]

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? $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) $45,000
J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I $54,100
K. How much money did you make as the Dockside buyer (Season Profit)? (#2 above) - J $42,650
L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or -

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

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

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?
   \[ #1 = \text{Pounds of fish caught by Boat Owner/Fisherman} \times \text{Processor BUY price/lb} \]
   \[ \text{PROCCESSOR PURCHASE PRICE} #1 = 45,000 \times 2.15 = 96,750 \]

2. How many pounds of processed fish did you produce?
   \[ #2 = \text{Pounds of fish caught by Boat Owner/Fisherman \times Percentage Yield / 100} \]
   \[ \text{PROCESSED FISH} #2 = 45,000 \times 75 / 100 = 33,750 \]

3. How much money did you make from selling the fish to the Wholesaler/Distributor?
   \[ #3 = \text{Pounds of processed fish} \times \text{Processor SELL price/lb} = \]
   \[ \text{Selling price} #3 = 33,750 \times 4.50 = 151,875 \]

**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? $1,500
- B. Dock/Building Lease? $3,900
- C. Insurance? $1,500
- D. Loan Payments? $5,900
- 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) $96,750
- J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I $128,750
- K. How much money did you make as the Processor (Season Profit)? (#3 above) - J $23,000

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) $ ________

**How much money did you make as price/lb?** $ ________ /lb
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?: __________ 83,750 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?
   \[ #1 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor BUY price/lb} \]
   \[ $151,875 \]
2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?
   \[ #2 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor SELL price/lb} \]
   \[ $210,937.50 \]

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 $182,875
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) $__________

How much money did you make as price/lb? \[ M / \text{pounds of processed fish produced} = \] $__________/lb
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:** $14.25/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?
   \[ #1 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner BUY price/lb} \]
   \[ \$9,375 \]
2. How much money did you make from selling the fish to the Retail Market Customer?
   \[ #2 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner SELL price/lb} \]
   \[ \$13,500 \]

**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? \[ \$500 \]
- B. Building Lease? \[ \$200 \]
- C. Insurance? \[ \$250 \]
- D. Loan Payments? \[ \$300 \]
- 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) \[ \$9,375 \]
- I. How much did you spend on all these expenses? \[ A + B + C + D + E + F + G + H \] \[ \$12,325 \]
- J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I \[ \$1,175 \]
- K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: \[ \text{+ or -} \]

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

- **How much money did you make as price/lb?** \[ \frac{\text{L}}{\text{Amount Purchased Seasonally}} = \] \[ \$9.00/\text{lb} \]
- **How much do your customers pay for the fish?** \[ \text{Retail Market Owner SELL price/lb} = \] \[ \$9.00/\text{lb} \]

---

*Page 24*
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: $14.25/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?
   \[ #1 = \text{Amount Purchased Seasonally} \times \text{Restaurant Owner BUY price/lb} \]
   $2,812.50

2. How much money did you make from selling the fish to the Restaurant Customer?
   \[ #2 = \text{Amount Purchased Seasonally} \times \text{Restaurant Owner SELL price/lb} \]
   $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? \[ A + B + C + D + E + F + G + H \] $9,662.50
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 -
   *will depend

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

How much money did you make as price/lb? \[ L / \text{Amount Purchased Seasonally} = \] $_________ / lb

How much do your customers pay for the fish?: Restaurant Owner SELL price/lb = $ 22.00 / lb
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: **800 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? $7,200
   \[ \#1 = \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon} \]

2. How many pounds of fish did you catch in the season? **15,000 lbs**
   \[ \#2 = \text{Season Length} \times \text{Daily Catch} \]

3. How much money did you make from selling your catch? $90,000
   \[ \#3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb} \]

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

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

Expenses - How much did you pay for:
A. Fuel? (#1 above) **$7,200**
B. Gear & Supplies? **$6,000**
C. Licenses & Registrations? **$2,500**
D. Seasonal Moorage? **$1,000**
E. Insurance? **$1,000**
F. Loan Payments? **$3,000**
G. Other Direct Costs (utilities, ice, etc.)? **$2,000**

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

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

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

*will depend*
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: Salmon
How many pounds of fish did the Boat Owner/Fisherman catch?: 15,000 lbs
Dockside Buyer BUY price/lb: $1.00/lb
Dockside Buyer SELL price/lb: $1.75/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?
   \[
   #1 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Dockside Buyer BUY price/lb} = 90,000
   \]

2. How much money did you make from selling the fish to the Processor?
   \[
   #2 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Dockside Buyer SELL price/lb} = 101,250
   \]

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? $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) $90,000
J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I $99,100
K. How much money did you make as the Dockside buyer (Season Profit)? (#2 above) - J $2,150
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

27
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: Salmon
How many pounds of fish did the Boat Owner/Fisherman catch?: 15,000 lbs
Processor BUY price/lb: $16.75/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?
   \[ \#1 = \text{Pounds of fish caught by Boat Owner/Fisherman} \times \text{Processor BUY price/lb} \]
   \[ = 15000 \times 16.75 = 251250 \text{ } \]
   \[ \text{Cost} = 101,250 \]

2. How many pounds of processed fish did you produce?
   \[ \#2 = \text{Pounds of fish caught by Boat Owner/Fisherman} \times (\text{Percentage Yield} / 100) \]
   \[ = 15000 \times 0.85 = 12750 \text{ } \]

3. How much money did you make from selling the fish to the Wholesaler/Distributor?
   \[ \#3 = \text{Pounds of processed fish} \times \text{Processor SELL price/lb} = \]
   \[ = 12750 \times 11.20 = 142800 \text{ } \]

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? $5,800
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? \[ A + B + C + D + E + F + G + H + I \]
   \[ = 101,250 + 3,500 + 1,500 + 5,800 + 1,000 + 5,000 + 9,000 + 5,000 = 133,250 \]
K. How much money did you make as the Processor (Season Profit)? (#3 above) - J
   \[ = 142,800 - 133,250 = 9,550 \]
L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:
   \[ *\text{will depend} \]

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)
   \[ \text{Profit} = 9,550 \]

How much money did you make as price/lb? \[ M / \text{pounds of processed fish produced} = \]
   \[ \text{Price per lb} = \frac{9,550}{12,750} = \frac{9.55}{12.75} \text{ } \]
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

Initial Calculations
1. How much money do you need to buy the fish from the Processor?
   \[ #1 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor BUY price/lb} \]
   \[ \text{Pounds of processed fish} = 12,750 \]
   \[ \text{Wholesaler/Distributor BUY price/lb} = 11.20 \]
   \[ \text{Cost of fish} = 12,750 \times 11.20 = 142,800 \]

2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?
   \[ #2 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor SELL price/lb} \]
   \[ \text{Pounds of processed fish} = 12,750 \]
   \[ \text{Wholesaler/Distributor SELL price/lb} = 18.00 \]
   \[ \text{Income from fish} = 12,750 \times 18.00 = 229,500 \]

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)
   \[ \text{Net Profit} = \text{K} + \text{L} \]

How much money did you make as price/lb? \[ \frac{M}{\text{pounds of processed fish produced}} \] $_________ / lb
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:__________
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?
   \[ \#1 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner BUY price/lb} \]
   \[ \text{Result: } \$45,000 \]

2. How much money did you make from selling the fish to the Retail Market Customer?
   \[ \#2 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner SELL price/lb} \]
   \[ \text{Result: } \$53,950 \]

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) \[ \text{Result: } \$45,000 \]
I. How much did you spend on all these expenses? \[ A + B + C + D + E + F + G + H \]
   \[ \text{Result: } \$47,950 \]
J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I
   \[ \text{Result: } \$6,000 \]
K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:
   \[ \text{Result: } \text{*will depend} \]
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)
   \[ \text{Result: } \text{*will depend} \]

How much money did you make as price/lb? \[ L / \text{Amount Purchased Seasonally} = \]
\[ \text{Result: } \$21.58/\text{lb} \]

How much do your customers pay for the fish? Retail Market Owner SELL price/lb = \[ \text{Result: } \$21.58/\text{lb} \]
From Ocean to Table
Restaurant Owner Income/Expense Worksheet

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

Baseline Data: [Use team mate calculations and Background Data Table B]
Fishery: _______________
Amount Purchased Seasonally: __________ lbs
Restaurant Owner BUY price/lb: __________
Restaurant Owner SELL price/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?
   \[ #1 = \text{Amount Purchased Seasonally} \times \text{Restaurant Owner BUY price/lb} \]
   \[ $11.700 \]

2. How much money did you make from selling the fish to the Restaurant Customer?
   \[ #2 = \text{Amount Purchased Seasonally} \times \text{Restaurant Owner SELL price/lb} \]
   \[ $29.850 \]

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): \[ $29.850 \]

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) \[ $11.700 \]
I. How much did you spend on all these expenses? \[ A + B + C + D + E + F + G + H \]
J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I \[ $12.100 \]
K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

   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? \[ L / \text{Amount Purchased Seasonally} = \]
How much do your customers pay for the fish?: \[ \text{Restaurant Owner SELL price/lb} = \]

31
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?
   \[ #1 = \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon} \]
   \[ #1 = 30 \times 350 \times 4 = 42,000 \]

2. How many pounds of fish did you catch in the season?
   \[ #2 = \text{Season Length} \times \text{Daily Catch} \]
   \[ #2 = 30 \times 2,000 = 60,000 \text{ lbs} \]

3. How much money did you make from selling your catch?
   \[ #3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb} \]
   \[ #3 = 60,000 \times 2.25 = 135,000 \]

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

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

Expenses - How much did you pay for:
- A. Fuel? (#1 above)
  \[ #1 = 42,000 \]
- B. Gear & Supplies?
  \[ #1 = 10,000 \]
- C. Licenses & Registrations?
  \[ #1 = 2,500 \]
- D. Seasonal Moorage?
  \[ #1 = 1,000 \]
- E. Insurance?
  \[ #1 = 1,500 \]
- F. Loan Payments?
  \[ #1 = 3,000 \]
- G. Other Direct Costs (utilities, ice, etc.)?
  \[ #1 = 2,000 \]
- H. These are non-wage expenses, how much did you pay for them? \[ A + B + C + D + E + F + G \]
  \[ #1 = 62,000 \]
- I. How much money do you have after paying these expenses? \[ #3 - H \]
  \[ #1 = 93,000 \]
- J. How much did you pay your crew? \# of Crew x \text{I (Crew Wage \% of profit/100)} x \text{3\% x \$15/set/100}
  \[ #1 = 32,050 \]
- K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J
  \[ #1 = 40,150 \]
- L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:
  \[ \pm \text{or-} \]

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)
   \[ #1 = \text{will depend} \]

How much money did you make as price/lb? \[ \frac{M}{\text{pounds of fish caught (#2 above)}} = \]
\[ \text{_________/lb} \]
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
Dockside Buyer BUY price/lb: $2.25/lb
Dockside Buyer SELL price/lb: $2.89/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?
   
   \[ \text{#1} = \text{Pounds of fish} \times \text{Dockside Buyer BUY price/lb} = 60,000 \times 2.25 = 135,000 \]

2. How much money did you make from selling the fish to the Processor?
   
   \[ \text{#2} = \text{Pounds of fish} \times \text{Dockside Buyer SELL price/lb} = 60,000 \times 2.89 = 173,400 \]

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? $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) $135,000
J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I $144,100
K. How much money did you make as the Dockside buyer (Season Profit)? (#2 above) - J $11,300
L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - 
   
M. How much money do you have left at the end? K + L
   (If M is positive you made a Profit, if M is negative you had Losses) $__________

How much money did you make as price/lb? \[ M / \text{pounds of fish} \times \text{Boat Owner/Fisherman caught} = \] $__________/lb
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?
   \[ #1 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor BUY price/lb} \]
   $240,000

2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?
   \[ #2 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor SELL price/lb} \]
   $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 - *will depend

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

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

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
   \$155,400

2. How many pounds of processed fish did you produce?
   \#2 = Pounds of fish caught by Boat Owner/Fisherman x (Percentage Yield /100)
   30,000 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 = \$240,000

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): \$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?
   $5,800
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)
   $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:
   *will depend
M. How much money do you have left at the end? K + L
   (If M is positive you made a Profit, if M is negative you had Losses)
   $\ \ 

How much money did you make as price/lb? M / pounds of processed fish produced = $_________ /lb
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?
   \[ \#1 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner BUY price/lb} \]
   \[ \#1 = 2,500 \times $15.00 = $37,500 \]

2. How much money did you make from selling the fish to the Retail Market Customer?
   \[ \#2 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner SELL price/lb} \]
   \[ \#2 = 2,500 \times $30.00 = $75,000 \]

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? $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 do you need to buy the fish from the Wholesaler/Distributor? (#1 above) $37,500
I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H $46,450
J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I + or - $34,550
K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: *will depend

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

How much money did you make as price/lb? L / Amount Purchased Seasonally = \$________/lb
How much do your customers pay for the fish?: Retail Market Owner SELL price/lb) = \$30.00/lb
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: $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?
   \[ #1 = \text{Amount Purchased Seasonally} \times \text{Restaurant Owner BUY price/lb} \]
   \[ \text{Answer: } \$9,000 \]
2. How much money did you make from selling the fish to the Restaurant Customer?
   \[ #2 = \text{Amount Purchased Seasonally} \times \text{Restaurant Owner SELL price/lb} \]
   \[ \text{Answer: } \$36,000 \]

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? $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) $9,000
I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H $13,850
J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I $22,150
K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - will depend

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 = $10.00/lb
How much do your customers pay for the fish? Retail Market Owner SELL price/lb = $60.00/lb
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: 360 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?
   \[ \#2 = \text{Season Length} \times \text{Daily Catch} \]
   \[ 1,050,000 \text{ lbs} \]

3. How much money did you make from selling your catch?
   \[ \#3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb} \]
   \[ \$212,000 \]

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

How much money did you make from selling your catch? (#3 above):
\[ \$212,000 \]

Expenses - How much did you pay for:
A. Fuel? (#1 above)
   \[ \$42,000 \]
B. Gear & Supplies?
   \[ \$11,000 \]
C. Licenses & Registrations?
   \[ \$2,500 \]
D. Seasonal Moorage?
   \[ \$1,500 \]
E. Insurance?
   \[ \$2,000 \]
F. Loan Payments?
   \[ \$3,000 \]
G. Other Direct Costs (utilities, ice, etc.)?
   \[ \$2,000 \]

H. These are non-wage expenses, how much did you pay for them? \[A + B + C + D + E + F + G\]
   \[ \$64,000 \]
I. How much money do you have after paying these expenses? \[\#3\text{ above} - \text{H}\]
   \[ \$198,000 \]
J. How much did you pay your crew? \# of Crew \times I \times (Crew Wage \% \text{ of profit} / 100)\]
   \[ \$99,250 \]
K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? \[I - J\]
   \[ \$99,250 \]
L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:
   \[ + \text{ or } - \]
M. How much money do you have left at the end? \[K + L\]
   \[ \text{(If M is positive you made a Profit, if M is negative you had Losses)} \]
   \[ \text{x will depend} \]

How much money did you make as price/lb? \[M \div \text{pounds of fish caught (#2 above)} = \]
\[ \$ \]
From Ocean to Table
Dockside Buyer Income/Expense Worksheet

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

Baseline Data: [Use team mate calculations and Background Data Table B]
Fishery: _______
How many pounds of fish did the Boat Owner/Fisherman catch?: 1,056,000 lbs
Dockside Buyer BUY price/lb: $0.25/lb
Dockside Buyer SELL price/lb: $0.35/lb
Fate Card Instructions (if drawn): * will depend

Initial Calculations:
1. How much money do you need to buy the fish from the Boat Owner/Fisherman?
   \[ #1 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Dockside Buyer BUY price/lb} = \]
   \[ $262,500 \]

2. How much money did you make from selling the fish to the Processor?
   \[ #2 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Dockside Buyer SELL price/lb} = \]
   \[ $367,500 \]

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? $1,500
B. Dock/Building Lease? $1,000
C. Insurance? $1,000
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) $262,500
J. How much did you spend on all these expenses? \[ A + B + C + D + E + F + G + H + I \] $741,000
K. How much money did you make as the Dockside buyer (Season Profit)? (#2 above) - J $95,900
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)
   $___________

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

Initial Calculations:
1. How much money do you need to buy the fish from the Dockside Buyer?
   \[ #1 = \text{Pounds of fish caught by Boat Owner/Fisherman} \times \text{Processor BUY price/lb} \]
   \[ = 1,050,000 \text{ lbs} \times 0.35 = 367,500 \]

2. How many pounds of processed fish did you produce?
   \[ #2 = \text{Pounds of fish caught by Boat Owner/Fisherman} \times (\text{Percentage Yield} / 100) \]
   \[ = 1,050,000 \times 0.65 = 687,500 \text{ lbs} \]

3. How much money did you make from selling the fish to the Wholesaler/Distributor?
   \[ #3 = \text{Pounds of processed fish} \times \text{Processor SELL price/lb} = \]
   \[ = 687,500 \times 1 = 687,500 \]

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): $687,500

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 Dockside 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: * will depend

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

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

Initial Calculations
1. How much money do you need to buy the fish from the Processor?
\[ #1 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor BUY price/lb} \]
\[ 682,500 \times 1.00 = 682,500 \]

2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?
\[ #2 = \text{Pounds of processed fish} \times \text{Wholesaler/Distributor SELL price/lb} \]
\[ 682,500 \times 1.20 = 819,000 \]

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? $7,000
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 $973,000
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)

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

[Signature]
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?
   \[ #1 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner BUY price/lb} \]
   \[ #1 = 1,200 \times 1.20 = 1,440 \]

2. How much money did you make from selling the fish to the Retail Market Customer?
   \[ #2 = \text{Amount Purchased Seasonally} \times \text{Retail Market Owner SELL price/lb} \]
   \[ #2 = 1,200 \times 8.00 = 9,600 \]

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? $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.)? $360
H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) $1,440
I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H $4,390
J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I $5,210
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)
   $0
   *will depend

How much money did you make as price/lb? L / Amount Purchased Seasonally = $8.00/lb
How much do your customers pay for the fish?: Retail Market Owner SELL price/lb = $8.00/lb
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: $1.70/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?
   \[ #1 = \text{Amount Purchased Seasonally} \times \text{Restaurant Owner BUY price/lb} \]
   \[ \text{Amount Purchased Seasonally} = 475 \text{ lbs} \]
   \[ \text{Restaurant Owner BUY price/lb} = 1.70 \text{ dollars/lb} \]
   \[ #1 = 475 \times 1.70 = 802.5 \text{ dollars} \]
   \[ \text{Restaurant Owner SELL price/lb} = 20.00 \text{ dollars/lb} \]
   \[ #2 = 475 \times 20.00 = 9,500 \text{ dollars} \]

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?
   $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) $802.5
I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H
   $4,850
J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I
   $4,650
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)
   \[ \text{Amount Left} = J + K \]

**How much money did you make as price/lb?**
\[ L / \text{Amount Purchased Seasonally} = \]

**How much do your customers pay for the fish?**
\[ \text{Retail Market Owner SELL price/lb} = \]

Name:
Date: