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>
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<tbody>
<tr>
<td>Sardines</td>
<td>2</td>
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<tr>
<td>Prawns</td>
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<tr>
<td>Sole</td>
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<tr>
<td>Albacore Tuna</td>
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<tr>
<td>Salmon</td>
<td>26</td>
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<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 gpd
Boat Owner/Fisherman SELL price/lb: $0.08/lb

Initial Calculations: [Use data above]
1. Fuel costs for season
   Season Length x Boat Gallons/Day x $4/gallon = $36,000

2. Total catch for season (in pounds)
   Season Length x Daily Catch = 1,200,000 lbs

3. Gross income from dockside sale of catch
   Total Catch for season (lbs) x Boat Owner/Fisherman SELL price/lb = $96,000

Profit/Loss Calculations: [Use calculations above and Background Data Table A]
Gross income from dockside sale of catch (from #3 above): $96,000

Expenses
A. Fuel costs for season (from #1 above) $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. Subtotal all non-wage related expenses: A + B + C + D + E + F + G = $55,000
I. Gross income from dockside sale of catch (from #3 above) - H = $41,000
J. Crew Wages: # of Crew x Crew Wage % of profit /100 = $20,500
K. Boat Owner/Fisherman Season Profit/Loss: I - J = $20,500
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   $_________/lb

Profit as a price/lb: M / Total Catch for Season from #2 above = $_________/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
Boat Owner/Fisherman Total Catch for Season: 1,200,000 lbs
Dockside Buyer BUY price/lb: $0.08/lb
Dockside Buyer SELL price/lb: $0.12/lb
Fate Card Instructions (if drawn): *will depend

Initial Calculations:
1. Cash needed to BUY fish from Boat Owner/Fisherman
   Boat Owner/Fisherman Total Catch for Season x Dockside Buyer BUY price/lb = $96,000

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

Profit/Loss Calculations: [Use calculations above and Background Data Table C]
Gross income from sale of fish to Processor (from #2 above): $144,000

Expenses
A. Licenses & Registrations $1,900
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.) $3,000

I. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) $96,000
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $9,100
K. Gross income from sale of fish to Processor (from #2 above) - J = $134,900
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   $ *will depend

Profit as a price/lb: M / Total Catch from Boat Owner/Fisherman = $________/lb
From Ocean to Table
Processor Income/Expense Worksheet

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

Baseline Data: [Use team mate calculations, Background Data Tables A & B]
Fishery: Sardines
Boat Owner/Fisherman Total Catch for Season: 1,200,000 lbs
Processor BUY price/lb: $0.12/lb
Percentage Yield: 50%
Processor SELL price/lb: $0.35/lb
Fate Card Instructions (if drawn): *will depend

Initial Calculations:
1. Cash needed to BUY fish from Dockside Buyer
   Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb = $144,000

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

3. Gross income from sale of fish to Wholesaler Distributor
   Yield from Total Catch x Processor SELL price/lb = $210,000

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

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

Expenses
A. Licenses & Registrations $1,500
B. Dock/Building Lease $3,500
C. Insurance $1,500
D. Loan Payments $5,500
E. Marketing/Advertising $1,000
F. Shipping/Trucking Expenses $5,000
G. Employee Wages $9,000
H. Other Direct Costs (supplies, ice, etc.) $5,000
I. Cash needed to BUY fish from Dockside Buyer (from #1 above) $144,000
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $32,000
K. Gross income from sale of fish to Wholesaler Distributor (from #2 above) - J = $178,000
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L) *will depend
   (If M is positive you made a Profit, if M is negative you had Losses)

Profit as a price/lb: M / Processor Yield from Total Catch = $____________/lb
From Ocean to Table
Wholesaler/Distributor Income/Expense Worksheet

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

Baseline Data: [Use team mate calculations and Background Data Table B]
Fishery: Sardines
Processor Yield from Total Catch: 600,000 lbs
Wholesaler/Distributor BUY price/lb: $0.35/lb
Wholesaler/Distributor SELL price/lb: $0.45/lb
Fate Card Instructions (if drawn): *will depend

Initial Calculations
1. Cash needed to BUY fish from Processor
   Processor Yield from Total Catch x Wholesaler/Distributor BUY price/lb = $210,000

2. Gross income from sale of fish to Retail Market/Restaurant Owners
   Processor Yield from Total Catch x Wholesaler/Distributor SELL price/lb = $270,000

Profit/Loss Calculations: [Use calculations above and Background Data Table C]
Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above): $270,000

Expenses
A. Licenses & Registrations $1,500
B. Building Lease $2,000
C. Insurance $1,500
D. Loan Payments $5,000
E. Marketing/Advertising $1,000
F. Shipping/Trucking Expenses $10,000
G. Employee Wages $7,000
H. Other Direct Costs (supplies, ice, etc.) $3,000
I. Cash needed to BUY fish from Processor (from #1 above) $210,000
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $31,000
K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = $239,000
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   $__________

Profit as a price/lb: M / Processor Yield from Total Catch = $__________/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: **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): x will depend

**Initial Calculations**
1. Cash needed to BUY fish from Wholesaler/Distributor
   
   \[ \text{Amount Purchased Seasonally} \times \text{Retail Market Owner BUY price/lb} = \]$123.75

2. Gross income from sale of fish to Retail Market Customer
   
   \[ \text{Amount Purchased Seasonally} \times \text{Retail Market Owner SELL price/lb} = \]$3,800

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

Gross income from sale of fish to Retail Market Customer (from #2 above): **$3,800**

**Expenses**

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

**L. Final Season Profit/Losses:** \( J + (K) \)
(If L is positive you made a Profit, if L is negative you had Losses)

\[ $ \]
x will depend

**Profit as a price/lb:** \( \frac{L}{\text{Amount Purchased Seasonally}} = \)

\[ $ \] /lb

**Price Paid by Retail Market Customer:** 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: 300 lbs
Restaurant Owner BUY price/lb: $0.45/lb
Restaurant Owner SELL price/lb: $18.00/lb
Fate Card Instructions (if drawn): *will depend

Initial Calculations:
1. Cash needed to BUY fish from Wholesaler/Distributor
   \[ \text{Amount Purchased Seasonally} \times \text{Restaurant Owner BUY price/lb} = \] $135

2. Gross income from sale of fish to Restaurant Customer
   \[ \text{Amount Purchased Seasonally} \times \text{Restaurant Owner SELL price/lb} = \] $5,400

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

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

Expenses
A. Licenses & Registrations $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. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) $135
I. Subtotal all expenses: A + B + C + D + E + F + G + H = $4,850
J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = $560
K. Fate Card Adjustment to Season Profit if applicable

L. Final Season Profit/Losses: J + (K)
   *(If L is positive you made a Profit, if L is negative you had Losses)*

Profit as a price/lb: \[ \frac{L}{\text{Amount Purchased Seasonally}} = \] $\_\_\_\_\_\_/lb

Price Paid by Restaurant Customer: 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. Fuel costs for season
   Season Length x Boat Gallons/Day x $4/gallon = $36,000

2. Total catch for season (in pounds)
   Season Length x Daily Catch = 27,000 lbs

3. Gross income from dockside sale of catch
   Total Catch for season (lbs) x Boat Owner/Fisherman SELL price/lb = $270,000

Profit/Loss Calculations: [Use calculations above and Background Data Table A]
Gross income from dockside sale of catch (from #3 above): $270,000

Expenses
A. Fuel costs for season (from #1 above) $36,000
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. Subtotal all non-wage related expenses: A + B + C + D + E + F + G = $57,500
I. Gross income from dockside sale of catch (from #3 above) - H = $212,500
J. Crew Wages: # of Crew x 1 x Crew Wage % of profit /100 = 3 x 1 x 15 = $95,167.5
K. Boat Owner/Fisherman Season Profit/Loss: I - J = $116,832.5
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   $__________

Profit as a price/lb: M / Total Catch for Season from #2 above = $__________/lb
From Ocean to Table  
Dockside Buyer Income/Expense Worksheet

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

Baseline Data: [Use team mate calculations and Background Data Table B]
Fishery: Prawns
Boat Owner/Fisherman Total Catch for Season: 24,000 lbs
Dockside Buyer BUY price/lb: $10.00/lb
Dockside Buyer SELL price/lb: $11.00/lb
Fate Card Instructions (if drawn): x will depend

Initial Calculations:
1. Cash needed to BUY fish from Boat Owner/Fisherman
   Boat Owner/Fisherman Total Catch for Season x Dockside Buyer BUY price/lb = $270,000

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

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

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

Expenses
A. Licenses & Registrations $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. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) $270,000
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $279,100
K. Gross income from sale of fish to Processor (from #2 above) - J = $17,900
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)

Profit as a price/lb: M / Total Catch from Boat Owner/Fisherman = $_________/lb
From Ocean to Table  
Processor Income/Expense Worksheet

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

Baseline Data: [Use team mate calculations, Background Data Tables A & B]
Fishery: Prawns
Boat Owner/Fisherman Total Catch for Season: 27,000 lbs
Processor BUY price/lb: $11.00/lb
Percentage Yield: 80%
Processor SELL price/lb: $17.00/lb
Fate Card Instructions (if drawn): *will depend

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

Profit/Loss Calculations: [Use calculations above and Background Data Table C]
Gross income from sale of fish to Wholesaler/Distributor (from #3 above): $367,200

Expenses
A. Licenses & Registrations $1,500
B. Dock/Building Lease $3,500
C. Insurance $1,500
D. Loan Payments $5,500
E. Marketing/Advertising $1,000
F. Shipping/Trucking Expenses $5,000
G. Employee Wages $9,000
H. Other Direct Costs (supplies, ice, etc.) $5,000
I. Cash needed to BUY fish from Dockside Buyer (from #1 above) $297,600
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $329,100
K. Gross income from sale of fish to Wholesaler Distributor (from #2 above) - J = $38,100
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   $__________________

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

Name: ___________________________  Date: ___________________________
From Ocean to Table
Wholesaler/Distributor Income/Expense Worksheet

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

Baseline Data: [Use team-mate calculations and Background Data Table B]
Fishery: Prawns
Processor Yield from Total Catch: 21,000 lbs
Wholesaler/Distributor BUY price/lb: $17.00/lb
Wholesaler/Distributor SELL price/lb: $20.00/lb
Fate Card Instructions (if drawn): *will depend

Initial Calculations
1. Cash needed to BUY fish from Processor
   Processor Yield from Total Catch x Wholesaler/Distributor BUY price/lb = $367,200

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

Profit/Loss Calculations: [Use calculations above and Background Data Table C]
Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above): $432,000

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

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses) $ will depend

Profit as a price/lb: M / Processor Yield from Total Catch = $ /lb
From Ocean to Table
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. Cash needed to BUY fish from Wholesaler/Distributor
   Amount Purchased Seasonally x Retail Market Owner BUY price/lb = $40,000

2. Gross income from sale of fish to Retail Market Customer
   Amount Purchased Seasonally x Retail Market Owner SELL price/lb = $46,000

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

Gross income from sale of fish to Retail Market Customer (from #2 above): $46,000

Expenses
A. Licenses & Registrations $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.) $500
H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) $40,000
I. Subtotal all expenses: A + B + C + D + E + F + G + H = $42,950
J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = $3,050
K. Fate Card Adjustment to Season Profit if applicable

L. Final Season Profit/Losses: J + (K)
   (If L is positive you made a Profit, if L is negative you had Losses)
   $ will depend

Profit as a price/lb: L / Amount Purchased Seasonally = $23.00/lb

Price Paid by Retail Market Customer: 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: Prawns

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

Initial Calculations:
1. Cash needed to BUY fish from Wholesaler/Distributor
   Amount Purchased Seasonally x Restaurant Owner BUY price/lb = $8,000

2. Gross income from sale of fish to Restaurant Customer
   Amount Purchased Seasonally x Restaurant Owner SELL price/lb = $16,000

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

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

Expenses

A. Licenses & Registrations
   $500

B. Building Lease
   $300

C. Insurance
   $300

D. Loan Payments
   $700

E. Marketing/Advertising
   $200

F. Employee Wages
   $2,000

G. Other Direct Costs (supplies, ice, etc.)
   $800

H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above)
   $8,000

I. Subtotal all expenses: A + B + C + D + E + F + G + H = $14,850

J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = $3,150

K. Fate Card Adjustment to Season Profit if applicable

L. Final Season Profit/Losses: J + (K)
   (If L is positive you made a Profit, if L is negative you had Losses)
   *

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

Price Paid by Restaurant Customer: 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: **Seal**
- Boat Type: **Bottom Trawler**
- Fate Card Instructions (if drawn): **will depend**
- Daily Catch: **2,800 lbs**
- Season Length: **30 days**
- Boat Gallons/Day: **250 gph**
- Boat Owner/Fisherman SELL price/lb: $1.10/lb

**Initial Calculations:** [Use data above]
1. Fuel costs for season
   \[\text{Season Length x Boat Gallons/Day x \$4/\text{gallon}} = \text{\$30,000}\]

2. Total catch for season (in pounds)
   \[\text{Season Length x Daily Catch} = \text{84,000 lbs}\]

3. Gross income from dockside sale of catch
   \[\text{Total Catch for season (lbs) x Boat Owner/Fisherman SELL price/lb} = \text{\$92,400}\]

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

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

**Expenses**
- A. Fuel costs for season (from #1 above) \text{\$30,000}
- B. Gear & Supplies \text{\$12,000}
- C. Licenses & Registrations \text{\$2,500}
- D. Seasonal Moorage \text{\$1,000}
- E. Insurance \text{\$1,000}
- F. Loan Payments \text{\$3,000}
- G. Other Direct Costs (utilities, ice, etc.) \text{\$2,000}
- H. Subtotal all non-wage related expenses: \text{\$51,500}
- I. Gross income from dockside sale of catch (from #3 above) - H = \text{\$46,900}
- J. Crew Wages: # of Crew x $1 x Crew Wage % of profit /100 = \text{\$18,465} \times 15\% /100
- K. Boat Owner/Fisherman Season Profit/Loss: I – J = \text{\$22,435}
- L. Fate Card Adjustment to Season Profit if applicable

**M. Final Season Profit/Losses:** K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   \[\text{\$ will depend}\]

**Profit as a price/lb:** \(\frac{M}{\text{Total Catch for Season from #2 above}}\) = \[

\[\text{\$ will depend}/\text{lb}\]
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: __________________________
Boat Owner/Fisherman Total Catch for Season: 84,000 lbs
Dockside Buyer BUY price/lb: $1.10/lb
Dockside Buyer SELL price/lb: $1.27/lb
Fate Card Instructions (if drawn): *will depend

Initial Calculations:
1. Cash needed to BUY fish from Boat Owner/Fisherman
   Boat Owner/Fisherman Total Catch for Season x Dockside Buyer BUY price/lb = $92,400

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

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

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

Expenses
A. Licenses & Registrations $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. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) $92,400
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $101,500
K. Gross income from sale of fish to Processor (from #2 above) - J = $5,180
L. Fate Card Adjustment to Season Profit if applicable ________________________________

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   Profit as a price/lb: M / Total Catch from Boat Owner/Fisherman = $_____________/lb

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: __________
- Boat Owner/Fisherman Total Catch for Season: 84,000 lbs
- Processor BUY price/lb: $1.27/lb
- Percentage Yield: 80%
- Processor SELL price/lb: $2.75/lb
- Fate Card SELL price/lb: *will depend

Initial Calculations:
1. Cash needed to BUY fish from Dockside Buyer
   Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb = $106,160

2. Processor Yield from Total Catch
   Boat Owner/Fisherman Total Catch for Season x Percentage Yield / 100 = 67,200 lbs

3. Gross income from sale of fish to Wholesaler/Distributor
   Yield from Total Catch x Processor SELL price/lb = $151,200

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

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

Expenses
A. Licenses & Registrations $1,500
B. Dock/Building Lease $3,500
C. Insurance $1,500
D. Loan Payments $5,500
E. Marketing/Advertising $1,000
F. Shipping/Trucking Expenses $5,000
G. Employee Wages $9,000
H. Other Direct Costs (supplies, ice, etc.) $9,000
I. Cash needed to BUY fish from Dockside Buyer (from #1 above) $106,160
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $138,660
K. Gross income from sale of fish to Wholesaler/Distributor (from #3 above) - J = $12,520
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   $__________

Profit as a price/lb: M / Processor Yield from Total Catch = $__________/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: ______  
Processor Yield from Total Catch: 64,200 lbs
Wholesaler/Distributor BUY price/lb: $2.25/lb
Wholesaler/Distributor SELL price/lb: $4.00/lb
Fate Card Instructions (if drawn): *will depend

Initial Calculations
1. Cash needed to BUY fish from Processor
   
   Processor Yield from Total Catch x Wholesaler/Distributor BUY price/lb = $151,200

2. Gross income from sale of fish to Retail Market/Restaurant Owners
   
   Processor Yield from Total Catch x Wholesaler/Distributor SELL price/lb = $268,800

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

Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above): $268,800

Expenses
A. Licenses & Registrations $1,500
B. Building Lease $2,000
C. Insurance $1,500
D. Loan Payments $5,000
E. Marketing/Advertising $1,000
F. Shipping/Trucking Expenses $10,000
G. Employee Wages $7,000
H. Other Direct Costs (supplies, ice, etc.) $3,000
I. Cash needed to BUY fish from Processor (from #1 above) $151,200
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $182,200
K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = $86,600
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)

   $__________________

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

*will depend

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From Ocean to Table
Retail Market Owner Income/Expense Worksheet

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

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

Fishery: 
Amount Purchased Seasonally: 1,000 lbs
Retail Market Owner BUY price/lb: $4.00/lb
Retail Market Owner SELL price/lb: $9.00/lb
Fate Card Instructions (if drawn): *will depend

Initial Calculations
1. Cash needed to BUY fish from Wholesaler/Distributor
   Amount Purchased Seasonally x Retail Market Owner BUY price/lb = $4,000

2. Gross income from sale of fish to Retail Market Customer
   Amount Purchased Seasonally x Retail Market Owner SELL price/lb = $9,000

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

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

Expenses
A. Licenses & Registrations $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. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) $4,000
I. Subtotal all expenses: A + B + C + D + E + F + G + H = $6,950
J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = $2,050
K. Fate Card Adjustment to Season Profit if applicable

L. Final Season Profit/Losses: J + (K)
   (If L is positive you made a Profit, if L is negative you had Losses)
   $ will depend

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

Price Paid by Retail Market Customer: 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: Sale
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): x will depend

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

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

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

Expenses
A. Licenses & Registrations $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. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) $1,200
I. Subtotal all expenses: A + B + C + D + E + F + G + H = $4,050
J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = $2,950
K. Fate Card Adjustment to Season Profit if applicable
   x will depend

L. Final Season Profit/Losses: J + (K)
   (If L is positive you made a Profit, if L is negative you had Losses)

Profit as a price/lb: L / Amount Purchased Seasonally = $_______/lb
Price Paid by Restaurant Customer: Restaurant Owner SELL price/lb = $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): \( \times \) will depend
Daily Catch: 1,500 lbs
Season Length: 30 days
Boat Gallons/Day: 100 gpd
Boat Owner/Fisherman SELL price/lb: $1.00/lb

Initial Calculations: [Use data above]
1. Fuel costs for season
   \[ \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon} = \$12,000 \]

2. Total catch for season (in pounds)
   \[ \text{Season Length} \times \text{Daily Catch} = 45,000 \text{ lbs} \]

3. Gross income from dockside sale of catch
   \[ \text{Total Catch for season (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb} = \$45,000 \]

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

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

Expenses
A. Fuel costs for season (from #1 above) \$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. Subtotal all non-wage related expenses: A + B + C + D + E + F + G = \$25,000
I. Gross income from dockside sale of catch (from #3 above) - H = \$20,000
J. Crew Wages: # of Crew x I x Crew Wage % of profit /100 = \$12,000 \( 2 \times I \times 15\% / 100 \)
K. Boat Owner/Fisherman Season Profit/Loss: I – J = \$14,000
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
(If M is positive you made a Profit, if M is negative you had Losses)

Profit as a price/lb: M / Total Catch for Season from #2 above = \$ \[ \text{will depend} \]/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
Boat Owner/Fisherman Total Catch for Season: 45,000 lbs
Dockside Buyer BUY price/lb: $1.00/lb
Dockside Buyer SELL price/lb: $2.15/lb
Fate Card Instructions (if drawn): * will depend

Initial Calculations:
1. Cash needed to BUY fish from Boat Owner/Fisherman
   Boat Owner/Fisherman Total Catch for Season x Dockside Buyer BUY price/lb = $45,000

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

Profit/Loss Calculations: [Use calculations above and Background Data Table C]
Gross income from sale of fish to Processor (from #2 above): $96,750

Expenses
A. Licenses & Registrations $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. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) $45,000
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $54,100
K. Gross income from sale of fish to Processor (from #2 above) - J = $42,650
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)

   Profit as a price/lb: M / Total Catch from Boat Owner/Fisherman = $________/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: Albacore Tuna
Boat Owner/Fisherman Total Catch for Season: 45,000 lbs
Processor BUY price/lb: $2.15/lb
Percentage Yield: 75%
Processor SELL price/lb: $4.50/lb
Fate Card Instructions (if drawn): x will depend

Initial Calculations:
1. Cash needed to BUY fish from Dockside Buyer
   Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb = $96,750

2. Processor Yield from Total Catch
   Boat Owner/Fisherman Total Catch for Season x Percentage Yield /100 = 33,750 lbs

3. Gross income from sale of fish to Wholesaler Distributor
   Yield from Total Catch x Processor SELL price/lb = $151,875

Profit/Loss Calculations: [Use calculations above and Background Data Table C]
Gross income from sale of fish to Wholesaler/Distributor (from #3 above): $151,875

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

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)

Profit as a price/lb: M / Processor Yield from Total Catch = $_______/lb
From Ocean to Table
Wholesaler/Distributor Income/Expense Worksheet

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

Baseline Data: [Use team mate calculations and Background Data Table B]
Fishery: Albacore Tuna
Processor Yield from Total Catch: 33,750 lbs
Wholesaler/Distributor BUY price/lb: $4.50/lb
Wholesaler/Distributor SELL price/lb: $6.25/lb
Fate Card Instructions (if drawn): *will depend*

Initial Calculations
1. Cash needed to BUY fish from Processor
   Processor Yield from Total Catch x Wholesaler/Distributor BUY price/lb = $151,875
2. Gross income from sale of fish to Retail Market/Restaurant Owners
   Processor Yield from Total Catch x Wholesaler/Distributor SELL price/lb = $210,937.50

Profit/Loss Calculations: [Use calculations above and Background Data Table C]
Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above): $210,937.50

Expenses
A. Licenses & Registrations $1,500
B. Building Lease $2,000
C. Insurance $1,500
D. Loan Payments $5,000
E. Marketing/Advertising $1,000
F. Shipping/Trucking Expenses $10,000
G. Employee Wages $7,000
H. Other Direct Costs (supplies, ice, etc.) $3,000
I. Cash needed to BUY fish from Processor (from #1 above) $151,875
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $182,835
K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = $28,102.50
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   $__________

Profit as a price/lb: M / Processor Yield from Total Catch = $__________/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: $4.25/lb
Retail Market Owner SELL price/lb: $9.00/lb
Fate Card Instructions (if drawn): \* will depend

Initial Calculations
1. Cash needed to BUY fish from Wholesaler/Distributor
   Amount Purchased Seasonally x Retail Market Owner BUY price/lb = $9,375

2. Gross income from sale of fish to Retail Market Customer
   Amount Purchased Seasonally x Retail Market Owner SELL price/lb = $13,500

Profit/Loss Calculations: [Use calculations and data above & Background Data Table C]
Gross income from sale of fish to Retail Market Customer (from #2 above): $13,500

Expenses
A. Licenses & Registrations $ 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. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) $9,375
I. Subtotal all expenses: A + B + C + D + E + F + G + H = $12,325
J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = $1,175
K. Fate Card Adjustment to Season Profit if applicable

L. Final Season Profit/Losses: J + (K)
   (If L is positive you made a Profit, if L is negative you had Losses)
   \* will depend
   $ 0

Profit as a price/lb: L / Amount Purchased Seasonally = $__________/lb
Price Paid by Retail Market Customer: Retail Market Owner SELL price/lb = $9.00/lb
From Ocean to Table
Restaurant Owner Income/Expense Worksheet

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

Baseline Data: [Use team mate calculations and Background Data Table B]
Fishery: Albacore Tuna
Amount Purchased Seasonally: 450 lbs
Restaurant Owner BUY price/lb: $6.25 /lb
Restaurant Owner SELL price/lb: $22.00 /lb
Fate Card Instructions (if drawn): *will depend

Initial Calculations:
1. Cash needed to BUY fish from Wholesaler/Distributor
   Amount Purchased Seasonally x Restaurant Owner BUY price/lb = $2,812.50

2. Gross income from sale of fish to Restaurant Customer
   Amount Purchased Seasonally x Restaurant Owner SELL price/lb = $9,900

Profit/Loss Calculations: [Use calculations and data above & Background Data Table C]
Gross income from sale of fish to Restaurant Customer (from #2 above): $9,900

Expenses
A. Licenses & Registrations $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. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) $2,812.50
I. Subtotal all expenses: A + B + C + D + E + F + G + H = $7,662.50
J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = $2,237.50
K. Fate Card Adjustment to Season Profit if applicable

L. Final Season Profit/Losses: J + (K)
   (if L is positive you made a Profit, if L is negative you had Losses)
   $_________ *will depend

Profit as a price/lb: L / Amount Purchased Seasonally = $_________/lb
Price Paid by Restaurant Customer: Restaurant Owner SELL price/lb = $22.00 /lb
From Ocean to Table
Boat Owner/Fisherman Income/Expense Worksheet

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

Baseline Data: [Use Background Data Table A & B]

- Fishery: Salmon
- Boat Type: Troller
- Fate Card Instructions (if drawn): *will depend
- Daily Catch: 500 lbs
- Season Length: 30 days
- Boat Gallons/Day: 60 gpd
- Boat Owner/Fisherman SELL price/lb: $10.00/lb

Initial Calculations: [Use data above]

1. Fuel costs for season
   Season Length x Boat Gallons/Day x $4/gallon = $7,200

2. Total catch for season (in pounds)
   Season Length x Daily Catch = 15,000 lbs

3. Gross income from dockside sale of catch
   Total Catch for season (lbs) x Boat Owner/Fisherman SELL price/lb = $90,000

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

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

Expenses

- A. Fuel costs for season (from #1 above) $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. Subtotal all non-wage related expenses: A + B + C + D + E + F + G = $22,700
- I. Gross income from dockside sale of catch (from #3 above) - H = $67,300
- J. Crew Wages: # of Crew x 1 x Crew Wage % of profit /100 = $20,190
- K. Boat Owner/Fisherman Season Profit/Loss: I − J = $47,110
- L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)

Profit as a price/lb: M / Total Catch for Season from #2 above = $ _ /lb
From Ocean to Table
Dockside Buyer Income/Expense Worksheet

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

Baseline Data: [Use team mate calculations and Background Data Table B]
Fishery: Salmon
Boat Owner/Fisherman Total Catch for Season: 15,000 lbs
Dockside Buyer BUY price/lb: $6.00/lb
Dockside Buyer SELL price/lb: $6.75/lb
Fate Card Instructions (if drawn): * will depend

Initial Calculations:
1. Cash needed to BUY fish from Boat Owner/Fisherman
   Boat Owner/Fisherman Total Catch for Season x Dockside Buyer BUY price/lb = $90,000

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

Profit/Loss Calculations: [Use calculations above and Background Data Table C]
Gross income from sale of fish to Processor (from #2 above): $101,250

Expenses
A. Licenses & Registrations $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. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) $90,000
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $99,100
K. Gross income from sale of fish to Processor (from #2 above) - J = $2,150
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   $0

Profit as a price/lb: M / Total Catch from Boat Owner/Fisherman = $ / 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: **Salmon**
Boat Owner/Fisherman Total Catch for Season: 15,000 lbs
Processor BUY price/lb: $8.75/lb
Percentage Yield: 85%
Processor SELL price/lb: $11.20/lb
Fate Card Instructions (if drawn): *will depend*

Initial Calculations:
1. Cash needed to BUY fish from Dockside Buyer
   Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb =
   \[ \text{Cash} = 15,000 \times 8.75 = 131,250 \]  

2. Processor Yield from Total Catch
   Boat Owner/Fisherman Total Catch for Season x Percentage Yield /100 =
   \[ \text{Yield} = 15,000 \times 0.85 = 12,750 \]  

3. Gross income from sale of fish to Wholesaler Distributor
   Yield from Total Catch x Processor SELL price/lb =
   \[ \text{Gross Income} = 12,750 \times 11.20 = 142,800 \]

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

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

Expenses
A. Licenses & Registrations $1,500
B. Dock/Building Lease $3,500
C. Insurance $1,500
D. Loan Payments $5,500
E. Marketing/Advertising $1,000
F. Shipping/Trucking Expenses $5,000
G. Employee Wages $9,000
H. Other Direct Costs (supplies, ice, etc.) $5,000
I. Cash needed to BUY fish from Dockside Buyer (from #1 above) $101,250
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $133,500
K. Gross income from sale of fish to Wholesaler Distributor (from #3 above) - J = $9,550
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   $9,550

Profit as a price/lb: M / Processor Yield from Total Catch = $9,550 / 12,750 = $0.75/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: Salmon
- Processor Yield from Total Catch: 12,750 lbs
- Wholesaler/Distributor BUY price/lb: $11.20/lb
- Wholesaler/Distributor SELL price/lb: $18.00/lb
- Fate Card Instructions (if drawn): *will depend

Initial Calculations
1. Cash needed to BUY fish from Processor
   \[ \text{Processor Yield from Total Catch} \times \text{Wholesaler/Distributor BUY price/lb} = \]
   \[ 12,750 \times 11.20 = 142,800 \]

2. Gross income from sale of fish to Retail Market/Restaurant Owners
   \[ \text{Processor Yield from Total Catch} \times \text{Wholesaler/Distributor SELL price/lb} = \]
   \[ 12,750 \times 18.00 = 229,500 \]

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

Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above): $229,500

Expenses
A. Licenses & Registrations $1,500
B. Building Lease $2,000
C. Insurance $1,500
D. Loan Payments $5,000
E. Marketing/Advertising $1,000
F. Shipping/Trucking Expenses $10,000
G. Employee Wages $7,000
H. Other Direct Costs (supplies, ice, etc.) $3,000
I. Cash needed to BUY fish from Processor (from #1 above) $142,800
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $173,800
K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = $55,700
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)

Profit as a price/lb: M / Processor Yield from Total Catch = $/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: Salmon
Amount Purchased Seasonally: 2500 lbs
Retail Market Owner BUY price/lb: $18.00/lb
Retail Market Owner SELL price/lb: $21.58/lb
Fate Card Instructions (if drawn): X will depend

Initial Calculations
1. Cash needed to BUY fish from Wholesaler/Distributor
   Amount Purchased Seasonally x Retail Market Owner BUY price/lb = $ 45,000

2. Gross income from sale of fish to Retail Market Customer
   Amount Purchased Seasonally x Retail Market Owner SELL price/lb = $ 63,950

Profit/Loss Calculations: [Use calculations and data above & Background Data Table C]
Gross income from sale of fish to Retail Market Customer (from #2 above): $ 63,950

Expenses
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. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) $ 45,000
I. Subtotal all expenses: A + B + C + D + E + F + G + H = $ 47,950
J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = $ 6,000
K. Fate Card Adjustment to Season Profit if applicable

L. Final Season Profit/Losses: J + (K)
   (If L is positive you made a Profit, if L is negative you had Losses)
   $ *will depend

Profit as a price/lb: L / Amount Purchased Seasonally = $ /lb
Price Paid by Retail Market Customer: Retail Market Owner SELL price/lb = $ 21.58 /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: Salmon
Amount Purchased Seasonally: 650 lbs
Restaurant Owner BUY price/lb: $18.00/lb
Restaurant Owner SELL price/lb: $45.00/lb
Fate Card Instructions (if drawn): *will depend

Initial Calculations:
1. Cash needed to BUY fish from Wholesaler/Distributor
   Amount Purchased Seasonally \times Restaurant Owner BUY price/lb = $11,700

2. Gross income from sale of fish to Restaurant Customer
   Amount Purchased Seasonally \times Restaurant Owner SELL price/lb = $29,250

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

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

Expenses
A. Licenses & Registrations $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. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) $11,700
I. Subtotal all expenses: A + B + C + D + E + F + G + H = $16,550
J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = $12,700
K. Fate Card Adjustment to Season Profit if applicable

L. Final Season Profit/Losses: J + (K)
   (If L is positive you made a Profit, if L is negative you had Losses)
   $ [Blank] *will depend

Profit as a price/lb: L / Amount Purchased Seasonally = $45.00/lb

Price Paid by Restaurant Customer: Restaurant Owner SELL price/lb = $45.00/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:** Crab
- **Boat Type:** Various
- **Fate Card Instructions (if drawn):** * will depend
- **Daily Catch:** 2,000 lbs
- **Season Length:** 30 days
- **Boat Gallons/Day:** 350 gpd
- **Boat Owner/Fisherman SELL price/lb:** $2.85/lbs

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

1. Fuel costs for season
   
   \[ \text{Season Length} \times \text{Boat Gallons/Day} \times 4 \text{ price/gallon} = \]$42,000

2. Total catch for season (in pounds)
   
   \[ \text{Season Length} \times \text{Daily Catch} = \]$60,000 lbs

3. Gross income from dockside sale of catch
   
   \[ \text{Total Catch for season (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb} = \]$135,000

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

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

**Expenses**

- **A. Fuel costs for season (from #1 above)** $42,000
- **B. Gear & Supplies** $10,000
- **C. Licenses & Registrations** $2,500
- **D. Seasonal Moorage** $1,000
- **E. Insurance** $1,500
- **F. Loan Payments** $3,000
- **G. Other Direct Costs (utilities, ice, etc.)** $2,000

- **H. Subtotal all non-wage related expenses:** $62,000

- **I. Gross income from dockside sale of catch (from #3 above) - H:** $33,000

- **J. Crew Wages: # of Crew x Salaries x Crew Wage % of profit /100:** $32,850

- **K. Boat Owner/Fisherman Season Profit/Loss:** $40,150

- **L. Fate Card Adjustment to Season Profit if applicable**

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

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

\[ M = \text{if positive Profit, if negative Losses} \]

**Profit as a price/lb:** $ \[ \frac{M}{\text{Total Catch for Season from #2 above}} \]/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
Boat Owner/Fisherman Total Catch for Season: 10,000 lbs
Dockside Buyer BUY price/lb: $2.25/lb
Dockside Buyer SELL price/lb: $2.50/lb
Fate Card Instructions (if drawn): * will depend

Initial Calculations:
1. Cash needed to BUY fish from Boat Owner/Fisherman
   Boat Owner/Fisherman Total Catch for Season x Dockside Buyer BUY price/lb = $135,000

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

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

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

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

I. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) $135,000
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $144,100
K. Gross income from sale of fish to Processor (from #2 above) - J = $11,300
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   $ $ x will depend

Profit as a price/lb: M / Total Catch from Boat Owner/Fisherman = $ /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**
Processor Yield from Total Catch: **30,000 lbs**
Wholesaler/Distributor BUY price/lb: **$8.00/lb**
Wholesaler/Distributor SELL price/lb: **$15.00/lb**
Fate Card Instructions (if drawn): *will depend*

Initial Calculations
1. Cash needed to BUY fish from Processor
   Processor Yield from Total Catch x Wholesaler/Distributor BUY price/lb = $240,000
2. Gross income from sale of fish to Retail Market/Restaurant Owners
   Processor Yield from Total Catch x Wholesaler/Distributor SELL price/lb = $450,000

Profit/Loss Calculations: [Use calculations above and Background Data Table C]
Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above): $450,000

Expenses
A. Licenses & Registrations $1,500
B. Building Lease $2,000
C. Insurance $1,500
D. Loan Payments $5,000
E. Marketing/Advertising $1,000
F. Shipping/Trucking Expenses $10,000
G. Employee Wages $7,000
H. Other Direct Costs (supplies, ice, etc.) $3,000
I. Cash needed to BUY fish from Processor (from #1 above) $240,000
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $241,000
K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = $179,000
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)

Profit as a price/lb: \( M / \text{Processor Yield from Total Catch} = \)

$_________ /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
Boat Owner/Fisherman Total Catch for Season: (60,000 lbs)
Processor BUY price/lb: $2.59/lb
Percentage Yield: 50%
Processor SELL price/lb: $8.00/lb
Fate Card price/lb: *will depend

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

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

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

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

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   $[ ]

Profit as a price/lb: M / Processor Yield from Total Catch = $[ ]/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. Cash needed to BUY fish from Wholesaler/Distributor
   Amount Purchased Seasonally x Retail Market Owner BUY price/lb = $37,500

2. Gross income from sale of fish to Retail Market Customer
   Amount Purchased Seasonally x Retail Market Owner SELL price/lb = $75,000

Profit/Loss Calculations: [Use calculations and data above & Background Data Table C]
Gross income from sale of fish to Retail Market Customer (from #2 above): $75,000

Expenses
A. Licenses & Registrations $500
B. Building Lease $200
C. Insurance $750
D. Loan Payments $500
E. Marketing/Advertising $200
F. Employee Wages $1,000
G. Other Direct Costs (supplies, ice, etc.) $300
H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) $37,500
I. Subtotal all expenses: A + B + C + D + E + F + G + H = $40,450
J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = $34,550
K. Fate Card Adjustment to Season Profit if applicable

L. Final Season Profit/Losses: J + (K)
   (If L is positive you made a Profit, if L is negative you had Losses) $ will depend

Profit as a price/lb: L / Amount Purchased Seasonally = $30.00/lb
Price Paid by Retail Market Customer: 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: $35.00/lb
Fate Card Instructions (if drawn): * will depend

Initial Calculations:
1. Cash needed to BUY fish from Wholesaler/Distributor
   Amount Purchased Seasonally x Restaurant Owner BUY price/lb = $9,000

2. Gross income from sale of fish to Restaurant Customer
   Amount Purchased Seasonally x Restaurant Owner SELL price/lb = $36,000

Profit/Loss Calculations: [Use calculations and data above & Background Data Table C]
Gross income from sale of fish to Restaurant Customer (from #2 above): $36,000

Expenses
A. Licenses & Registrations $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. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) $9,000
I. Subtotal all expenses: A + B + C + D + E + F + G + H = $13,850
J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = $22,150
K. Fate Card Adjustment to Season Profit if applicable

L. Final Season Profit/Losses: J + (K)
   (If L is positive you made a Profit, if L is negative you had Losses
   $ will depend

Profit as a price/lb: L / Amount Purchased Seasonally = $/lb
Price Paid by Restaurant Customer: Restaurant Owner SELL price/lb = $/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 Tables A & B]**

**Fishery:** Squid

**Boat Type:** Purse Seiner

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

**Daily Catch:** 35,000 lbs

**Season Length:** 30 days

**Boat Gallons/Day:** 850 gpd

**Boat Owner/Fisherman SELL price/lb:** $0.25/lb

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

1. Fuel costs for season
   
   \[\text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon} = \] $42,000

2. Total catch for season (in pounds)
   
   \[\text{Season Length} \times \text{Daily Catch} = \] 1,050,000 lbs

3. Gross income from dockside sale of catch
   
   \[\text{Total Catch for season (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb} = \$262,500\]

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

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

**Expenses**

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>A. Fuel costs for season (from #1 above)</td>
<td>$42,000</td>
</tr>
<tr>
<td>B. Gear &amp; Supplies</td>
<td>$11,000</td>
</tr>
<tr>
<td>C. Licenses &amp; Registrations</td>
<td>$2,500</td>
</tr>
<tr>
<td>D. Seasonal Moorage</td>
<td>$1,500</td>
</tr>
<tr>
<td>E. Insurance</td>
<td>$2,000</td>
</tr>
<tr>
<td>F. Loan Payments</td>
<td>$3,000</td>
</tr>
<tr>
<td>G. Other Direct Costs (utilities, ice, etc.)</td>
<td>$2,000</td>
</tr>
<tr>
<td>H. Subtotal all non-wage related expenses: A + B + C + D + E + F + G</td>
<td>$64,000</td>
</tr>
</tbody>
</table>

\[\text{I. Gross income from dockside sale of catch (from #3 above) - H =} \]

\[6 \times 1 \times 10% / 100 = \]

\[\text{J. Crew Wages:} \text{ # of Crew} \times \text{x Crew Wage} \% \text{ of profit /100 =} \]

\[\text{K. Boat Owner/Fisherman Season Profit/Loss:} \text{I} \text{ - J} = \]

\[\text{L. Fate Card Adjustment to Season Profit if applicable} \]

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

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

**Profit as a price/lb:** \[\frac{M}{\text{Total Catch for Season from #2 above =}}\]

$ \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: Squid
Boat Owner/Fisherman Total Catch for Season: 1,050,000 lbs
Dockside Buyer BUY price/lb: $0.25/lb
Dockside Buyer SELL price/lb: $0.35/lb
Fate Card Instructions (if drawn): x will depend

Initial Calculations:
1. Cash needed to BUY fish from Boat Owner/Fisherman
   Boat Owner/Fisherman Total Catch for Season x Dockside Buyer BUY price/lb = $262,500

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

Profit/Loss Calculations: [Use calculations above and Background Data Table C]
Gross income from sale of fish to Processor (from #2 above): $367,500

Expenses
A. Licenses & Registrations $1,500
B. Dock/Building Lease $1,000
C. Insurance $160
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. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) $262,500
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $291,600
K. Gross income from sale of fish to Processor (from #2 above) - J = $95,900
L. Fate Card Adjustment to Season Profit if applicable
   x will depend

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   Profit as a price/lb: M / Total Catch from Boat Owner/Fisherman = $/lb
From Ocean to Table
Processor Income/Expense Worksheet

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

Baseline Data: [Use team mate calculations, Background Data Tables A & B]
Fishery: Squid
Boat Owner/Fisherman Total Catch for Season: 1,050,000 lbs
Processor BUY price/lb: $0.35/lb
Percentage Yield: 65%
Processor SELL price/lb: $1.00/lb
Fate Card Instructions (if drawn): *will depend

Initial Calculations:
1. Cash needed to BUY fish from Dockside Buyer
   Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb = $367,500

2. Processor Yield from Total Catch
   Boat Owner/Fisherman Total Catch for Season x Percentage Yield /100 = 1,082,500 lbs

3. Gross income from sale of fish to Wholesaler Distributor
   Yield from Total Catch x Processor SELL price/lb = $682,500

Profit/Loss Calculations: [Use calculations above and Background Data Table C]
Gross income from sale of fish to Wholesaler/Distributor (from #3 above): $682,500

Expenses
A. Licenses & Registrations $1,800
B. Dock/Building Lease $3,200
C. Insurance $1,500
D. Loan Payments $5,500
E. Marketing/Advertising $1,000
F. Shipping/Trucking Expenses $5,000
G. Employee Wages $9,000
H. Other Direct Costs (supplies, ice, etc.) $5,000
I. Cash needed to BUY fish from Dockside Buyer (from #1 above) $367,500
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $399,500
K. Gross income from sale of fish to Wholesaler Distributor (from #2 above) - J = $283,066
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   $ will depend

Profit as a price/lb: M / Processor Yield from Total Catch = $/lb
From Ocean to Table
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: 
Processor Yield from Total Catch: 682,500 lbs
Wholesaler/Distributor BUY price/lb: $1.00/lb
Wholesaler/Distributor SELL price/lb: $1.20/lb
Fate Card Instructions (if drawn): * will depend

Initial Calculations
1. Cash needed to BUY fish from Processor
   Processor Yield from Total Catch x Wholesaler/Distributor BUY price/lb = $682,500

2. Gross income from sale of fish to Retail Market/Restaurant Owners
   Processor Yield from Total Catch x Wholesaler/Distributor SELL price/lb = $819,000

Profit/Loss Calculations: [Use calculations above and Background Data Table C]
Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above): $819,000

Expenses
A. Licenses & Registrations $1,500
B. Building Lease $2,000
C. Insurance $1,500
D. Loan Payments $5,000
E. Marketing/Advertising $1,000
F. Shipping/Trucking Expenses $10,000
G. Employee Wages $7,000
H. Other Direct Costs (supplies, ice, etc.) $3,000
I. Cash needed to BUY fish from Processor (from #1 above) $682,500
J. Subtotal all expenses: A + B + C + D + E + F + G + H + I = $713,500
K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = $105,500
L. Fate Card Adjustment to Season Profit if applicable

M. Final Season Profit/Losses: K + (L)
   (If M is positive you made a Profit, if M is negative you had Losses)
   $ will depend

Profit as a price/lb: M / Processor Yield from Total Catch = $/lb
From Ocean to Table
Retail Market Owner Income/Expense Worksheet

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

Baseline Data: [Use team mate calculations and Background Data Table B]
Fishery: **Squid**
Amount Purchased Seasonally: **1,200 lbs**
Retail Market Owner BUY price/lb: **$1.20/lb**
Retail Market Owner SELL price/lb: **$8.00/lb**
Fate Card Instructions (if drawn): *will depend*

Initial Calculations
1. Cash needed to BUY fish from Wholesaler/Distributor
   \[ \text{Amount Purchased Seasonally} \times \text{Retail Market Owner BUY price/lb} = \] 
   \[ \text{\$1,440} \]

2. Gross income from sale of fish to Retail Market Customer
   \[ \text{Amount Purchased Seasonally} \times \text{Retail Market Owner SELL price/lb} = \] 
   \[ \text{\$9,600} \]

Profit/Loss Calculations: [Use calculations and data above & Background Data Table C]
Gross income from sale of fish to Retail Market Customer (from #2 above): **\$9,600**

Expenses
A. Licenses & Registrations \[ \text{\$500} \]
B. Building Lease \[ \text{\$200} \]
C. Insurance \[ \text{\$250} \]
D. Loan Payments \[ \text{\$500} \]
E. Marketing/Advertising \[ \text{\$700} \]
F. Employee Wages \[ \text{\$1,000} \]
G. Other Direct Costs (supplies, ice, etc.) \[ \text{\$300} \]
H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) \[ \text{\$1,440} \]
I. Subtotal all expenses: A + B + C + D + E + F + G + H = \[ \text{\$4,390} \]
J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = \[ \text{\$5,210} \]
K. Fate Card Adjustment to Season Profit if applicable

L. Final Season Profit/Losses: J + (K)
   (If L is positive you made a Profit, if L is negative you had Losses)
   \[ \text{\$will depend} \]

Profit as a price/lb: L / Amount Purchased Seasonally = \[ \text{\$8.00/lb} \]

Price Paid by Retail Market Customer: Retail Market Owner SELL price/lb) = \[ \text{\$8.00/lb} \]
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**

<table>
<thead>
<tr>
<th>Amount Purchased Seasonally:</th>
<th>475 lbs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Restaurant Owner BUY price/lb:</td>
<td>$1.20/lb</td>
</tr>
<tr>
<td>Restaurant Owner SELL price/lb:</td>
<td>$20.00/lb</td>
</tr>
<tr>
<td>Fate Card Instructions (if drawn):</td>
<td><em>will depend</em></td>
</tr>
</tbody>
</table>

Initial Calculations:
1. Cash needed to BUY fish from Wholesaler/Distributor
   \[ \text{Amount Purchased Seasonally} \times \text{Restaurant Owner BUY price/lb} = \]
   \[ $570 \]

2. Gross income from sale of fish to Restaurant Customer
   \[ \text{Amount Purchased Seasonally} \times \text{Restaurant Owner SELL price/lb} = \]
   \[ $9,500 \]

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

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

**Expenses**

| A. Licenses & Registrations | $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.) | $860 |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) | $570 |
| I. Subtotal all expenses: \( A + B + C + D + E + F + G + H \) | $4,850 |
| J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = | $4,650 |
| K. Fate Card Adjustment to Season Profit if applicable | \[ * \text{will depend} \] |

**L. Final Season Profit/Losses:** \( J + (K) \)

\[ \text{(If L is positive you made a Profit, if L is negative you had Losses)} \]

\[ $ \]

**Profit as a price/lb:** \( \frac{L}{\text{Amount Purchased Seasonally}} = \)

\[ $ \]

**Price Paid by Restaurant Customer:** Restaurant Owner SELL price/lb = $20.00/lb