Use the Background Data Tables as a resource for completing this worksheet.

1. Remember to accommodate any Fate Card adjustments that impact you directly.
2. Find the Baseline Data and complete the Initial Calculations first.
3. Complete all Income/Expense Calculations and share your results with your team.

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

Fishery: ________________________________________________________________
Boat Type: ______________________________________________________________
Fate Card Instructions (if drawn): __________________________________________
Daily Catch: ______________________________________________________________
Season Length: __________________________________________________________
Boat Gallons/Day: _________________________________________________________
Boat Owner/Fisherman SELL price/lb: _______________________________________

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

1. How much did you pay for fuel?
   \[ \#1 = \text{Season Length} \times \text{Boat Gallons/Day} \times 4/\text{gallon} \]
   $ __________

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

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

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

How much money did you make from selling your catch? (#3 above): $ ___________

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

A. Fuel? (#1 above) $ ___________
B. Gear & Supplies? $ ___________
C. Licenses & Registrations? $ ___________
D. Seasonal Moorage? $ ___________
E. Insurance? $ ___________
F. Loan Payments? $ ___________
G. Other Direct Costs (utilities, ice, etc.)? $ ___________

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

I. How much money do you have after paying these expenses? \[ \#3 \text{ above} - H \]
   $ ___________

J. How much did you pay your crew? \[ \# \text{ of Crew} \times 1 \times (\text{Crew Wage \% of profit} / 100) \]
   $ ___________

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: + 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?**

\[ M / \text{pounds of fish caught (#2 above)} = \]$ ___________/lb
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?:_________

Dockside Buyer BUY price/lb:________________________________________

Dockside Buyer SELL price/lb:______________________________________

Fate Card Instructions (if drawn):____________________________________

**Initial Calculations:**

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

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

**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): $______________

**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 Boat Owner/Fisherman? (#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 Dockside buyer (Season Profit)? (#2 above) - J $______________
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
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?:_________
- 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?
   \[ #1 = \text{Pounds of fish caught by Boat Owner/Fisherman} \times \text{Processor BUY price/lb} \]
   \[ \$ \underline{______________} \]
2. How many pounds of processed fish did you produce?
   \[ #2 = \text{Pounds of fish caught by Boat Owner/Fisherman} \times \left( \frac{\text{Percentage Yield}}{100} \right) \]
   \[ \underline{______________} \text{ lbs} \]
3. How much money did you make from selling the fish to the Wholesaler/Distributor?
   \[ #3 = \text{Pounds of processed fish} \times \text{Processor SELL price/lb} = \]
   \[ \$ \underline{______________} \]

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): \[ \$ \underline{__________} \]

Expenses - How much did you pay for:
A. Licenses & Registrations? \[ \$ \underline{______________} \]
B. Dock/Building Lease? \[ \$ \underline{______________} \]
C. Insurance? \[ \$ \underline{______________} \]
D. Loan Payments? \[ \$ \underline{______________} \]
E. Marketing/Advertising? \[ \$ \underline{______________} \]
F. Shipping/Trucking Expenses? \[ \$ \underline{______________} \]
G. Employee Wages? \[ \$ \underline{______________} \]
H. Other Direct Costs (supplies, ice, etc.)? \[ \$ \underline{______________} \]
I. How much money do you need to buy the fish from the Dockside Buyer? (#1 above) \[ \$ \underline{__________} \]
J. How much did you spend on all these expenses? \[ A + B + C + D + E + F + G + H + I \]
   \[ \$ \underline{__________} \]
K. How much money did you make as the Processor (Season Profit)? (#3 above) - J
   \[ \$ \underline{__________} \]
L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \[ \underline{______________} \]

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)
   \[ \$ \underline{______________} \]

How much money did you make as price/lb? \[ \frac{M}{\text{pounds of processed fish produced}} = \$ \underline{______________}/lb \]
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: __________________________________________________________
How many pounds of processed fish were produced?: ______________
Wholesaler/Distributor BUY price/lb: _____________________________
Wholesaler/Distributor SELL price/lb: _____________________________
Fate Card Instructions (if drawn): ________________________________

Initial Calculations
1. How much money do you need to buy the fish from the Processor?
   #1 = Pounds of processed fish x Wholesaler/Distributor BUY price/lb
   $______________

2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?
   #2 = Pounds of processed fish x Wholesaler/Distributor SELL price/lb
   $______________

Profit/Loss Calculations: [Use calculations above and Background Data Table C]
How much money did you make from selling the fish? (#2 above): $______________

Expenses - How much did you pay for:
A. Licenses & Registrations? $______________
B. Building Lease? $______________
C. Insurance? $______________
D. Loan Payments? $______________
E. Marketing/Advertising? $______________
F. Shipping/Trucking Expenses? $______________
G. Employee Wages? $______________
H. Other Direct Costs (supplies, ice, etc.)? $______________

I. How much money do you need to buy the fish from the Processor? (#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 Wholesaler/Distributor (Season Profit)? (#2 above) - J $___________
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
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: ______________________________
Retail Market Owner BUY price/lb: ______________________________
Retail Market Owner SELL price/lb: ______________________________
Fate Card Instructions (if drawn): ______________________________

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

**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): $ __________

**Expenses - How much did you pay for:**
A. Licenses & Registrations? $ __________
B. Building Lease? $ __________
C. Insurance? $ __________
D. Loan Payments? $ __________
E. Marketing/Advertising? $ __________
F. Employee Wages? $ __________
G. Other Direct Costs (supplies, ice, etc.)? $ __________
H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) $ __________
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 Retail Market Owner (Season Profit)? (#2 above) - I $ __________
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) $ __________

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

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb = $ __________/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:______________________________________
Restaurant Owner BUY price/lb: ____________________________________
Restaurant Owner SELL price/lb:____________________________________
Fate Card Instructions (if drawn):____________________________________

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

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): $_________

Expenses - How much did you pay for:
A. Licenses & Registrations? $______________
B. Building Lease? $______________
C. Insurance? $______________
D. Loan Payments? $______________
E. Marketing/Advertising? $______________
F. Employee Wages? $______________
G. Other Direct Costs (supplies, ice, etc.)? $______________
H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) $_________
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 $_________
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) $_________

How much money did you make as price/lb? $______________/lb  
How much do your customers pay for the fish?: Restaurant Owner SELL price/lb = $______________/lb