



# From Ocean to Table

Through role-playing, teamwork, and a little fate, this activity provides students with an opportunity to get an “insider’s” view of what it takes to be an active stakeholder in a commercial fishery. Whether a boat owner, dockside buyer, processing plant owner, distributor, or retail seafood store operator, each student will get a deeper sense of the complex factors that determine the viability of a commercial fishery. Students will learn to understand the real costs that contribute to eventual market value, as well as experience some of the unanticipated gains or losses that can occur at any stage along the way. In addition, students learn about seven common species that are fished in California.





**Grade Level:** 8-12,  
Community College

### Time Frame

**Preparation:**

- 30 minutes to review complete module and prepare student materials.

**Facilitation:**

- One 50-minute class period for core activity
- Additional 1-2 class periods for optional extensions

## Brief Overview

There are many steps involved in bringing a commercial seafood catch from the ocean to the dinner table. Each step is characterized by its own unique elements, with potential income and controlling expenses being two of the strongest drivers to determining success. External factors (weather, regulations, fuel prices) can also play a role in defining what it takes to get seafood from the ocean to the end user or customer.

## Skills/Outcomes

- Students will learn how to analyze various costs/benefits associated with a particular fishery and will understand the various roles performed by **stakeholders** of that fishery.
- Students will learn how to calculate estimated revenues and expenses using data from a chart.
- Students will learn about current common fisheries in California.
- Students will learn to evaluate real-world options and challenges related to a particular fishery.
- Students will be able to apply critical thinking and problem-solving skills to their analysis of various **stakeholder** terms and transactions.

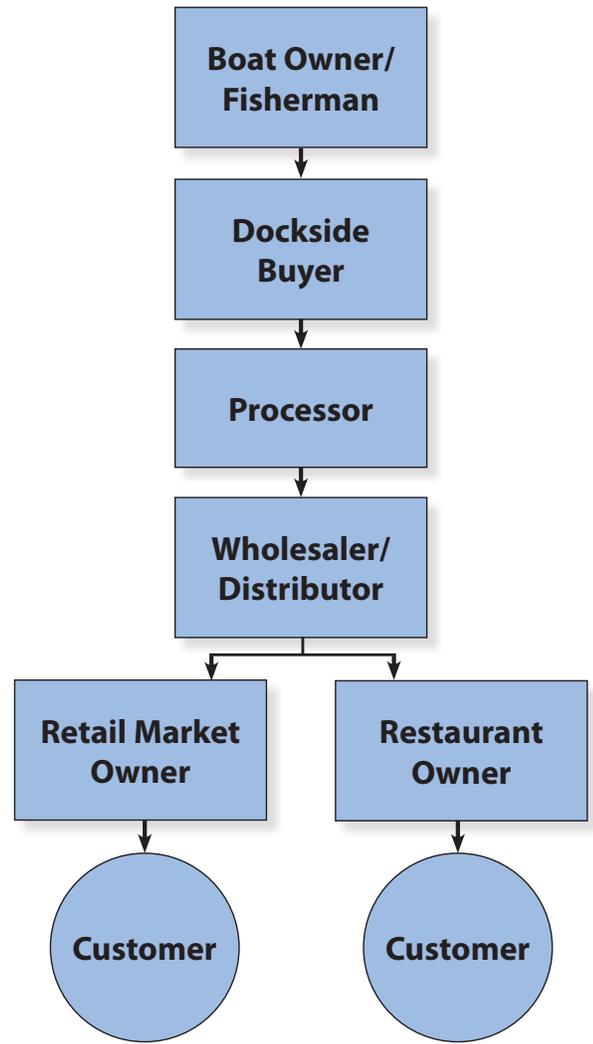


Figure 1. Stakeholders in the commercial fishing industry.



Lampara boat, circa 1930. (J. B. Phillips photograph; courtesy Tim Thomas, Monterey Maritime and History Museum.

# Key Subjects/Standards

## Mathematics, Economics, Natural Resources, Career Awareness

<b>National</b>	<p><u>Science:</u> NS.9-12.1 Science as Inquiry. NS.9-12.6 Personal and Social Perspectives: population growth, natural resources, environmental quality.</p> <p><u>Math:</u> NM-NUM.9-12.3 Number and Operations: compute fluently and make reasonable estimates. NM-PROB.PK-12.1-12.4 Problem-solving: solve problems that arise in mathematical and in other contexts; apply and adapt a variety of appropriate strategies to solve problems. NM-PROB.CONN.PK-12.3 Connections: recognize and apply mathematics in contexts outside of mathematics.</p> <p><u>Economics:</u> NSS-EC.9-12.2 Marginal Cost/Benefit. NSS-EC.9-12.8 Role of Price in Market System. NSS-EC.9-12.11 Role of Money.</p>
<b>California</b>	<p><u>Math:</u> Algebra I (3.0) Students solve equations and inequalities involving absolute values. Algebra I (5.0) Students solve multi-step problems, including word problems, involving linear equations and linear inequalities in one variable and provide justification for each step. Algebra I (10.0) Students add, subtract, multiply, and divide. Students solve multi-step problems, including word problems, by using these techniques.</p> <p><u>Economics:</u> Grade 12, (12.1) Students understand common economic terms and concepts and economic reasoning.</p>
<b>Ocean Literacy</b>	6. The ocean and humans are inextricably interconnected (b, e, g).

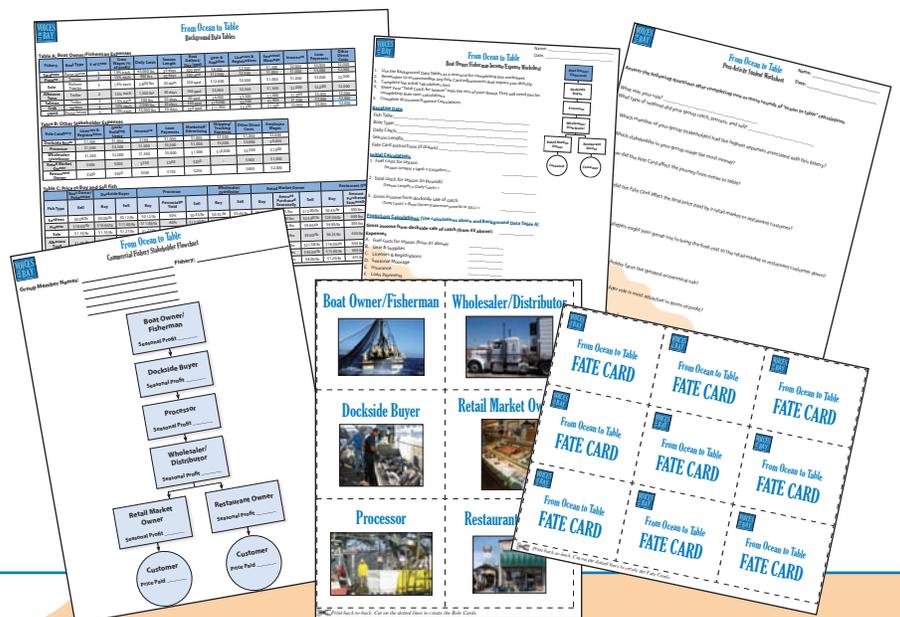
## Teacher Preparation

1. Read entire activity and review all student handout materials and the From Ocean to Table PowerPoint in advance.
2. Print/copy student handouts and other materials listed in the Materials List.
3. Arrange tables to accommodate groups of 6 students.

## Materials List

For a classroom of 30 students:

- 1 set of Role Cards per group of six students, cut into individual cards
- 3 sets of Income/Expense Worksheets per group of six students (worksheets represent 6 different stakeholders)
- 1 set of Fate Cards per class, cut into individual cards
- 1 Commercial Fishery Stakeholder Flowchart per group of six students
- 1 Commercial Fishery Stakeholder Flowchart transparency per class (optional)
- 1 Background Data Table sheet per student
- 1 Post-Activity Student Worksheet per student
- Pen/pencil for each student
- Calculator for each student or at least one for each group of 6 students





## Instructional Strategies/ Procedures

For a classroom of 30 students:

### Setting the Stage

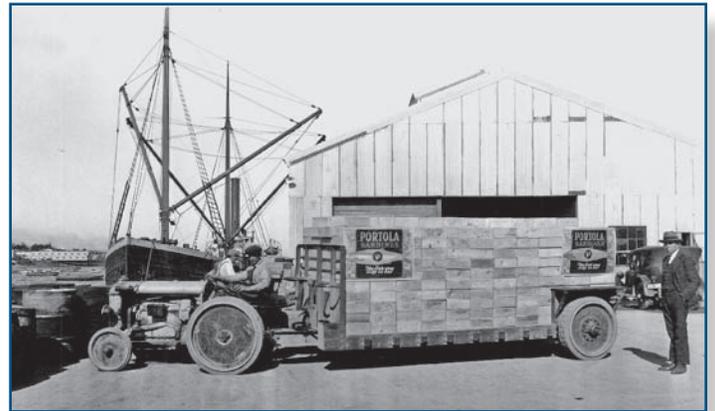
1. Show students the From Ocean to Table PowerPoint presentation. These slides will introduce students to common fisheries in the Monterey Bay National Marine Sanctuary and the **stakeholders** engaged in these fisheries.
2. Divide students into groups of 6 and have each group sit together at a table.
3. At each table, place the following pre-sorted items:
  - a. 1 set of Role Cards, shuffled and face down
  - b. 3 sets of Income/Expense Worksheets (6 stakeholder roles to a set)
  - c. 1 Background Data Table sheet per student
  - d. 1 Commercial Fishery Stakeholder Flowchart per group
4. Have each student draw a Role Card from the pile on their table. Have students read the information on their Role Card and inform their tablemates of the role they selected.



Dockside seafood business in Moss Landing. (Photo: Lisa Uttal.)

## Facilitating a Practice Round

5. Have students find the Income/Expense Worksheet corresponding to the role they selected.
6. Review the Income/Expense Worksheets and Background Data Tables with the whole class. Remind students of the progression from ocean to table illustrated in Figure 1 above and reproduced on each of their Income/Expense Worksheets. For most **stakeholders**, they will need to obtain a number from the **stakeholder** above them before they can complete their own worksheet.



Portola brand sardines were trucked from the cannery to the wharf for overseas shipment. Domestic shipments of sardines were done via railroad. (A. C. Heidrick photograph; courtesy Tim Thomas, Monterey Maritime and History Museum.)

7. Select a single fishery and have all student groups complete a practice round using the data from the same fishery. An alternative approach is to conduct a practice round with the whole class, walking them through each calculation step for one **stakeholder** role or for all roles in a given fishery. Do this practice round prior to introducing the Fate Cards. Use the outline below to facilitate this practice round.
  - a. Have students complete the top portion of the worksheets first, based on information on the Background Data Table sheet. Only the Boat Owner/Fisherman will use Table A.
  - b. The Boat Owner/Fisherman must complete his or her “Total Catch for the Season” (#2) before the **Dockside Buyer** and the **Processor** can begin their calculations.
  - c. The **Processor** must complete his/her “Yield from Purchased Catch” (a percentage of the total catch delivered by the **Dockside Buyer**) before the **Wholesaler/Distributor** can begin their calculations.
  - d. The Retail Market Owner and Restaurant Owner can complete their entire Income/Expense Worksheet from information on the Background Data Table sheet.



Blocks of ice at the Moss Landing Harbor. (Photo: Lisa Uttal.)

8. After all students have demonstrated their ability to read the data tables and complete the worksheet calculations, have them select a blank Income/Expense Worksheet that corresponds to their selected role.
9. Explain to the students that no two fishing seasons are identical in the world of commercial fishing and that fate can impact any or all **stakeholders** in a given fishery at

any time. Brainstorm with the students for a minute or two on what factors might affect their expenses or income at any stage in the journey from ocean to table. After this brainstorm, invite one student per group to draw a Fate Card, return to their group, and after reading the information on the card out loud to their group, place the card in the center of the table for group reference.

## Completing a Round of “Ocean to Table”

10. Next, either assign each group a different fishery or have them select a fishery of their choice from the seven options (sardines, prawns, sole, etc.) available in the Background Data Tables. Using their specific fishery, have the student groups complete a round of “ocean to table” calculations. Remind students to address their Fate Card as part of their calculations.
11. Once the students in each group complete their Income/Expense Worksheets, have them share with each other the outcomes from their collective calculations and complete the Commercial Fishery Stakeholder Flowchart. Allow table groups time to discuss their own group’s outcomes, especially the final prices paid by the retail and restaurant customers.



Duarte's Fish Market, circa 1900. (Courtesy Tim Thomas, Monterey Maritime and History Museum.)

## Reflection and Discussion

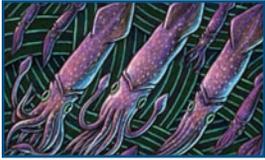
- Hand out to each student the Post-Activity Student Worksheet and allow students 10-15 minutes for completion.
- Invite each table group to report briefly to the whole class the outcome of the journey from ocean to table for their particular fishery, how fate affected them, and the final price paid by the retail or restaurant customer for their fish when it reached the table. For additional discussion questions, have students share their responses from the Post-Activity Student Worksheet.
- If time allows, or a second class period can be used, have the students repeat the activity in a different **stakeholder** role, with a different fishery, or with different Fate Cards. Remember to distribute a new set of Income/Expense Worksheets. Again, have the groups share their results. Did specific fisheries have the same outcomes as in the first round? If not, what factors contributed to a change in the outcomes?
- Have students discuss, either in their groups or as a whole class, the insights from this simulation. Have them review the collection of flow charts where they recorded Seasonal Profit for each step for a particular fishery. Were they surprised by any of the outcomes? Given what they have learned so far, which fishery seems the most lucrative? The least lucrative? Are some fisheries operating at unsustainable margins? Are these fisheries delivering good value to the retail and/or restaurant customer?



Processing at the Moss Landing Harbor, 2008. (Photo: Lisa Uttal.)

## Extensions & Connections

- If time allows, have each group of students try all seven fisheries. After completing all seven, have them discuss the potential challenges associated with each fishery.
- Have students research one or more of the fisheries profiled in this activity. How has the length of seasons varied over the years? What has contributed to these variations? Are the job opportunities increasing or decreasing in this fishery? What is the future outlook for this fishery? What factors will contribute to that future?
- Have students research local retail or restaurant prices for fish. What causes variation in these prices from one vendor to the next? From season to season? Do these prices vary from one community to another? What might cause some of these variations?



## Background

Fisheries are many things to many people. A fishery is defined by a particular seafood species and the collection of people and businesses that bring that seafood to the market. Worldwide, almost 40 million people are directly engaged in fishing and fish farming (i.e. **mariculture** and **aquaculture**) as a full-time or part-time occupation, and fishery products account for 15-16% of global animal protein intake. Overall, Americans are increasing their consumption of seafood as more products become available and more people realize the associated health benefits of eating seafood. As of 2007, the U.S. annual per capita consumption of seafood and shellfish (in pounds of edible meat) was 16.3 lbs/person, up from 15.2 lbs/person in 2000. Putting that volume in terms of value, the U.S. population spent an estimated \$61.9 billion for fishery products in 2004.

There are many stages involved in the catching, processing, distribution, and preparation of seafood. Figure 1 illustrates a basic flow chart of the typical stages in an active fishery. Many fisheries are more complex, involving numerous markets regionally or globally, with prices constantly in flux based on **supply and demand**.

Simply put, the fisherman and crew bring their catch to the harbor to be unloaded. They may sell their catch to a **dockside buyer** (who is probably buying many different types of fish from many different fishermen), who in turn sells it to a **processor** (who will process the catch) who sells it to a **wholesaler/distributor**. These distributors will then sell and deliver the catch to retail markets or restaurants, where it is ultimately purchased (usually at a much higher price than what the fisherman first sold it for) by a customer or **consumer**.



Offloading catch at Moss Landing Harbor, 2009. (Photo: Lisa Uttal.)



Liberty Market on Fisherman's Wharf, 1965. (MacDougall King photograph; courtesy Tim Thomas, Monterey Maritime and History Museum.)

There are many dynamic elements along the path from ocean to table. Fish populations, themselves, may vary from year to year due to basic biology, ocean conditions, or spawning success. Declining fish populations have led to more restrictive regulations, shorter seasons, and lower **quotas** for many species, thus reducing the flexibility and economic viability of many fishing businesses today. External factors, including weather, ocean temperatures, fuel prices, **supply and demand**, and the overall state of the economy, can play a large role in any stage of the fishing and seafood industry. Fishermen and business owners must remain flexible and accommodate for these dynamic factors that make up what is referred to as the **market economy**. While it can be challenging, if all goes well, the result can be a successful and profitable business.

# Resources for Teachers

## References Specific to this Activity

- Lipton, D. 2004. *Understanding Fish Pricing: From Production to the Table*. Maryland Sea Grant Extension. College Park, MD. Available from: <http://www.mdsg.umd.edu/programs/extension/aquaculture/finfish/factsheets/FF5>.
- Pomeroy, C. and M. Dalton. 2005. *Market Channels and Value Added to Fish Landed at Monterey Bay Area Ports*. California Sea Grant College Program. San Diego, CA. Available from: [http://repositories.cdlib.org/csgc/rcr/MA05\\_01/](http://repositories.cdlib.org/csgc/rcr/MA05_01/).
- Pomeroy, C. and M. Dalton. 2003. *Socio-Economics of the Moss Landing Commercial Fishing Industry*. Monterey County Office of Economic Development. Available from: [www.psmfc.org/efin/docs/otherpublications/ML\\_Cmcl\\_Fishing\\_Ind\\_Report.pdf](http://www.psmfc.org/efin/docs/otherpublications/ML_Cmcl_Fishing_Ind_Report.pdf).
- Starr, R.M., J.M. Cope, and L.A. Kerr. 2002. *Trends in Fisheries and Fishery Resources: Associated with the Monterey Bay National Marine Sanctuary from 1981-2000*. California Sea Grant College Program. La Jolla, CA.

## Acknowledgments

### Curriculum Development and Design

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David Heil  
Lauren Seyda

### Research and Review

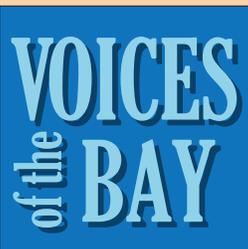
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### Additional Credit

Boat Owner/Fisherman data adapted with permission from the activity "Going Fishing" by Jeff Manker.

### Original Artwork

© Ray Troll & NOAA Fisheries Service's "Green Seas/Blue Seas Project" (<http://swfsc.noaa.gov/GreenSeas-BlueSeas>)



## Vocabulary

- Aquaculture:** The farming of freshwater and saltwater organisms.
- Consumer:** A person or organization that uses a particular product or service.
- Dockside buyer:** A person or company, located on popular fishing docks or wharfs, that buys seafood directly from fishermen.
- Mariculture:** A specialized branch of aquaculture involving the cultivation of marine organisms for food and other products in the open ocean or an enclosed section of the ocean (e.g. prawns, oysters, seaweed, abalone).
- Market economy:** An economy that operates by voluntary exchange in a free market and is not planned or controlled by a central authority; a capitalist economy.
- Processor:** Fish processors can be divided into two categories: primary and secondary processors. Primary processors are involved in the cleaning, filleting, and quick freezing of fresh seafood. Secondary processors take the product from the primary processor and further process it by canning or further cutting seafood products for retail markets.
- Quota:** A portion of a total allowable catch allocated to a particular boat, fishery, region, or nation.
- Stakeholder:** A person or organization that has a stake in a particular entity or resource such as a business, natural resource, or community.
- Supply and demand:** As demand for an item increases, supplies diminish and prices rise. If supplies are increased or demand decreases, prices fall. The relationship between "supply" and "demand" determines the price of a particular product.
- Total Allowable Catch (TAC):** The catch limit for a particular fishery, generally for a year or a fishing season. TACs are usually expressed in weight or for larger species, in numbers of fish.
- Wholesaler/Distributor:** A business that sells, transports, and delivers goods to a retailer or other entity that then sells to the end customer or consumer. Price conscious consumers often try to avoid further mark-ups in price by purchasing directly from a wholesaler.
- Yield:** In fisheries, yield is the percent of the original product available for sale after processing. The yield generally refers to the edible or marketable part of the seafood catch after cleaning, removing unwanted parts, etc.

# From Ocean to Table

## Background Data Tables

**Table A: Boat Owner/Fisherman Expenses**

Fishery (Fish type)	Boat Type	Daily Catch	Season Length	Boat Gallons/Day (gpd)	Gear & Supplies	Licenses & Registrations	Seasonal Moorage	Insurance	Loan Payments	Other Direct Costs	# of Crew	Crew Wages (% of profit)
<b>Sardines</b>	Purse Seiner	40,000 lbs	30 days	300 gpd	\$8,000	\$2,500	\$1,500	\$2,000	\$3,000	\$2,000	5	10% each
<b>Prawns</b>	Trawler	900 lbs	30 days	300 gpd	\$12,000	\$2,500	\$1,000	\$1,000	\$3,000	\$2,000	3	15% each
<b>Sole</b>	Bottom Trawler	2,800 lbs	30 days	250 gpd	\$12,000	\$2,500	\$1,000	\$1,000	\$3,000	\$2,000	3	15% each
<b>Albacore Tuna</b>	Troller	1,500 lbs	30 days	100 gpd	\$3,000	\$2,500	\$1,500	\$1,000	\$3,000	\$2,000	2	15% each
<b>Salmon</b>	Troller	500 lbs	30 days	60 gpd	\$6,000	\$2,500	\$1,000	\$1,000	\$3,000	\$2,000	2	15% each
<b>Crab</b>	Various	2,000 lbs	30 days	350 gpd	\$10,000	\$2,500	\$1,000	\$1,500	\$3,000	\$2,000	3	15% each
<b>Squid</b>	Purse Seiner	35,000 lbs	30 days	350 gpd	\$11,000	\$2,500	\$1,500	\$2,000	\$3,000	\$2,000	5	10% each

**Table B: Price to Buy and Sell Fish**

Fish Type	Boat Owner/ Fisherman	Dockside Buyer		Processor			Wholesaler/ Distributor		Retail Market Owner			Restaurant Owner		
	SELL	BUY	SELL	BUY	Percentage Yield	SELL	BUY	SELL	BUY	Amount Purchased Seasonally	SELL	BUY	Amount Purchased Seasonally	SELL
<b>Sardines</b>	\$0.08/lb	\$0.08/lb	\$0.12/lb	\$0.12/lb	50%	\$0.35/lb	\$0.35/lb	\$0.45/lb	\$0.45/lb	275 lbs	\$12.00/lb	\$0.45/lb	300 lbs	\$18.00/lb
<b>Prawns</b>	\$10.00/lb	\$10.00/lb	\$11.00/lb	\$11.00/lb	80%	\$17.00/lb	\$17.00/lb	\$20.00/lb	\$20.00/lb	2000 lbs	\$23.00/lb	\$20.00/lb	400 lbs	\$40.00/lb
<b>Sole</b>	\$1.10/lb	\$1.10/lb	\$1.27/lb	\$1.27/lb	80%	\$2.25/lb	\$2.25/lb	\$4.00/lb	\$4.00/lb	1000 lbs	\$9.00/lb	\$4.00/lb	300 lbs	\$30.00/lb
<b>Albacore Tuna</b>	\$1.00/lb	\$1.00/lb	\$2.15/lb	\$2.15/lb	75%	\$4.50/lb	\$4.50/lb	\$6.25/lb	\$6.25/lb	1500 lbs	\$9.00/lb	\$6.25/lb	450 lbs	\$22.00/lb
<b>Salmon</b>	\$6.00/lb	\$6.00/lb	\$6.75/lb	\$6.75/lb	85%	\$11.20/lb	\$11.20/lb	\$18.00/lb	\$18.00/lb	2500 lbs	\$21.58/lb	\$18.00/lb	650 lbs	\$45.00/lb
<b>Crab</b>	\$2.25/lb	\$2.25/lb	\$2.59/lb	\$2.59/lb	50%	\$8.00/lb	\$8.00/lb	\$15.00/lb	\$15.00/lb	2500 lbs	\$30.00/lb	\$15.00/lb	600 lbs	\$60.00/lb
<b>Squid</b>	\$0.25/lb	\$0.25/lb	\$0.35/lb	\$0.35/lb	65%	\$1.00/lb	\$1.00/lb	\$1.20/lb	\$1.20/lb	1200 lbs	\$8.00/lb	\$1.20/lb	475 lbs	\$20.00/lb



## From Ocean to Table

### Background Data Tables

**Table C: Other Stakeholder Expenses**

<b>Role Category</b>	<b>Licenses &amp; Registrations</b>	<b>Dock/ Building Lease</b>	<b>Insurance</b>	<b>Loan Payments</b>	<b>Marketing/ Advertising</b>	<b>Shipping/ Trucking Expenses</b>	<b>Employee Wages</b>	<b>Other Direct Costs</b>
<b>Dockside Buyer</b>	\$1,500	\$1,000	\$100	\$1,000	\$1,000	\$1,500	\$2,000	\$1,000
<b>Processor</b>	\$1,500	\$3,500	\$1,500	\$5,500	\$1,000	\$5,000	\$9,000	\$5,000
<b>Wholesaler/ Distributor</b>	\$1,500	\$2,000	\$1,500	\$5,000	\$1,000	\$10,000	\$7,000	\$3,000
<b>Retail Market Owner</b>	\$500	\$200	\$250	\$500	\$200	-	\$1,000	\$300
<b>Restaurant Owner</b>	\$500	\$300	\$300	\$750	\$200	-	\$2,000	\$800



From Ocean to Table  
**FATE CARD**



From Ocean to Table  
**FATE CARD**



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From Ocean to Table  
**FATE CARD**



*Print back-to-back. Cut on the dotted lines to create the Fate Cards.*

Boat Owner/Fisherman  
Stormy weather prevents  
you from fishing.  
Subtract 2 days of fishing from  
season length.

Boat Owner/Fisherman  
Man injured. Return early.  
Subtract 1 day of fishing from  
season length.

Boat Owner/Fisherman  
Replace lost fishing gear.  
Subtract \$5,000 from season profit.

Processor  
Employee illness slows  
down processing.  
Subtract \$2,000 from season profit.

Boat Owner/Fisherman  
Poor fishing.  
Subtract 2 days of fishing from  
season length.

Retail Market Owner  
Slow sales have to throw out unsold  
fish. Subtract \$500 from  
season profit.

Boat Owner/Fisherman  
Regulators close season early.  
Subtract 3 days of fishing from  
season length.

Boat Owner/Fisherman  
Tangled gear.  
Subtract 1 day of fishing from  
season length.

Processor  
Equipment breakdown.  
Subtract \$5,000 from season profit.



From Ocean to Table  
**FATE CARD**



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From Ocean to Table  
**FATE CARD**



*Print back-to-back. Cut on the dotted lines to create the Fate Cards.*

Restaurant Owner  
Slow sales have to throw out unsold fish.  
Subtract \$500 from season profit.

Dockside Buyer  
Your competition down the wharf goes out of business.  
Add \$2,500 to season profit.

Wholesaler/Distributor  
Delivery truck breaks down.  
Subtract \$2,000 from season profit.

Boat Owner/Fisherman  
Regulators extend season!  
Add 2 days of fishing to season length.

Boat Owner/Fisherman  
High demand for product!  
Add an extra \$1.00 to the SELL price/lb.

Boat Owner/Fisherman  
A friend quits fishing and gives you his gear.  
Pay nothing for gear this season.  
(Gear & Supplies = 0)

Dockside Buyer  
Power outage shuts down freezer unit.  
Subtract \$500 from season profit.

Retail Market Owner  
Sunshine brings the BBQ out early.  
Add an extra 100 pounds of fish to daily catch.

Restaurant Owner  
Seafood Festival in town!  
Add an extra 100 pounds of fish to daily catch.



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

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

# From Ocean to Table

## Boat Owner/Fisherman Income/Expense Worksheet

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

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

Fishery: \_\_\_\_\_

Boat Type: \_\_\_\_\_

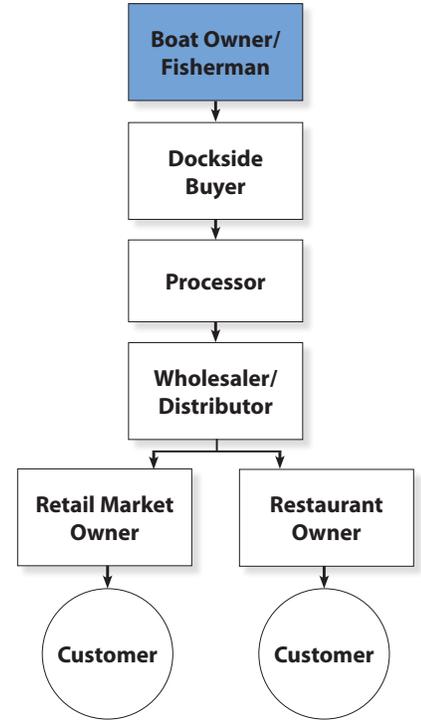
Fate Card Instructions (if drawn): \_\_\_\_\_

Daily Catch: \_\_\_\_\_

Season Length: \_\_\_\_\_

Boat Gallons/Day: \_\_\_\_\_

Boat Owner/Fisherman SELL price/lb: \_\_\_\_\_



### Initial Calculations: [Use data above]

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

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

Gross income from dockside sale of catch (from #3 above): \$ \_\_\_\_\_

#### Expenses

- A. Fuel costs for season (from #1 above) \$ \_\_\_\_\_
- B. Gear & Supplies \$ \_\_\_\_\_
- C. Licenses & Registrations \$ \_\_\_\_\_
- D. Seasonal Moorage \$ \_\_\_\_\_
- E. Insurance \$ \_\_\_\_\_
- F. Loan Payments \$ \_\_\_\_\_
- G. Other Direct Costs (utilities, ice, etc.) \$ \_\_\_\_\_
- H. Subtotal all non-wage related expenses:  $A + B + C + D + E + F + G = \$ \underline{\hspace{2cm}}$
- I. Gross income from dockside sale of catch (from #3 above) - H = \$ \_\_\_\_\_
- J. Crew Wages:  $\# \text{ of Crew} \times I \times \text{Crew Wage \% of profit} / 100 = \$ \underline{\hspace{2cm}}$
- K. Boat Owner/Fisherman Season Profit/Loss:  $I - J = \$ \underline{\hspace{2cm}}$
- 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:  $M / \text{Total Catch for Season from \#2 above} = \$ \underline{\hspace{2cm}} / \text{lb}$



# From Ocean to Table

## Dockside Buyer Income/Expense Worksheet

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

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

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

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

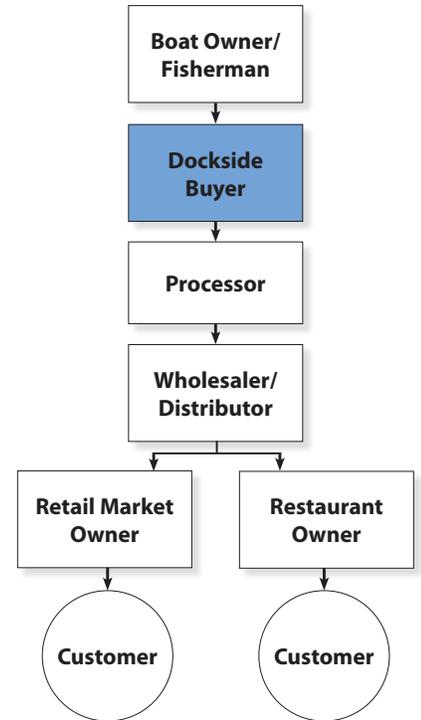
Fishery: \_\_\_\_\_

Boat Owner/Fisherman Total Catch for Season: \_\_\_\_\_

Dockside Buyer BUY price/lb: \_\_\_\_\_

Dockside Buyer SELL price/lb: \_\_\_\_\_

Fate Card Instructions (if drawn): \_\_\_\_\_



### 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 = \$ \_\_\_\_\_

2. Gross income from sale of fish to Processor

Boat Owner/Fisherman Total Catch for Season x Dockside Buyer SELL price/lb = \$ \_\_\_\_\_

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

**Gross income from sale of fish to Processor (from #2 above):** \$ \_\_\_\_\_

#### Expenses

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. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) \$ \_\_\_\_\_

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

K. Gross income from sale of fish to Processor (from #2 above) - J = \$ \_\_\_\_\_

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

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

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

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

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

Fishery: \_\_\_\_\_

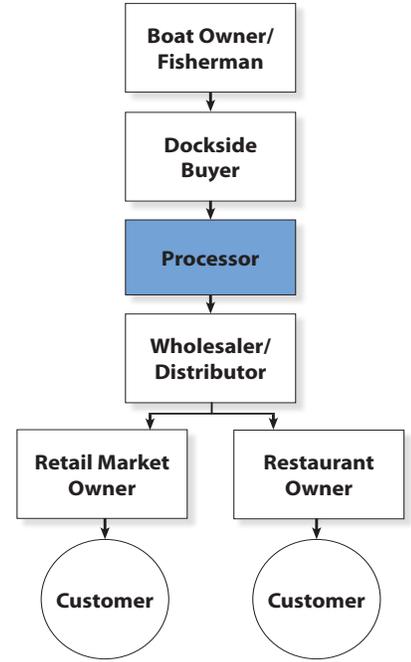
Boat Owner/Fisherman Total Catch for Season: \_\_\_\_\_

Processor BUY price/lb: \_\_\_\_\_

Percentage Yield: \_\_\_\_\_

Processor SELL price/lb: \_\_\_\_\_

Fate Card Instructions (if drawn): \_\_\_\_\_



**Initial Calculations:**

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

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

**Gross income from sale of fish to Wholesaler/Distributor (from #3 above):** \$ \_\_\_\_\_

**Expenses**

- 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. Cash needed to BUY fish from Dockside Buyer (from #1 above) \$ \_\_\_\_\_

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

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

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

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

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

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

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

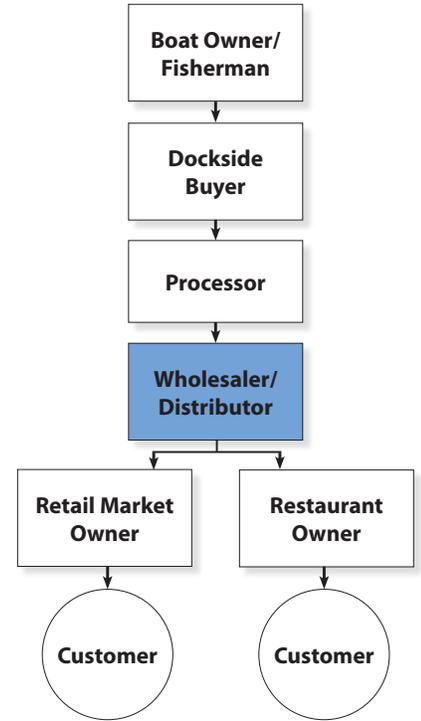
Fishery: \_\_\_\_\_

Processor Yield from Total Catch: \_\_\_\_\_

Wholesaler/Distributor BUY price/lb: \_\_\_\_\_

Wholesaler/Distributor SELL price/lb: \_\_\_\_\_

Fate Card Instructions (if drawn): \_\_\_\_\_



### Initial Calculations

1. Cash needed to BUY fish from Processor

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

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

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

### 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): \$ \_\_\_\_\_

#### Expenses

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. Cash needed to BUY fish from Processor (from #1 above) \$ \_\_\_\_\_

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

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

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

## Retail Market Owner Income/Expense Worksheet

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

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

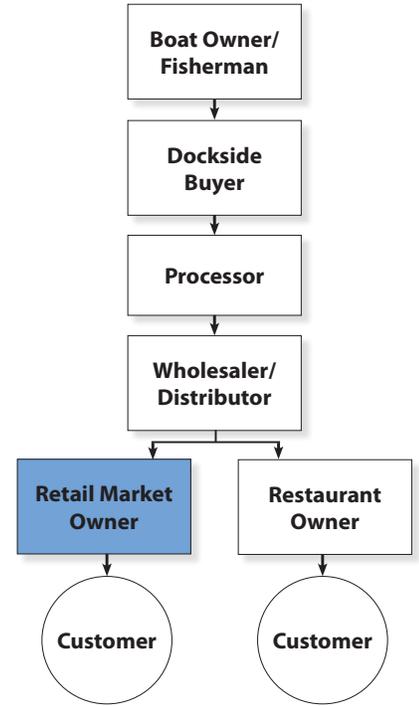
Fishery: \_\_\_\_\_

Amount Purchased Seasonally: \_\_\_\_\_

Retail Market Owner BUY price/lb: \_\_\_\_\_

Retail Market Owner SELL price/lb: \_\_\_\_\_

Fate Card Instructions (if drawn): \_\_\_\_\_



### Initial Calculations

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

### 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): \$ \_\_\_\_\_

#### Expenses

- 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. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) \$ \_\_\_\_\_
- I. Subtotal all expenses: A + B + C + D + E + F + G + H = \$ \_\_\_\_\_
- J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = \$ \_\_\_\_\_
- 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 = \$ \_\_\_\_\_ /lb

Price Paid by Retail Market Customer: Retail Market Owner SELL price/lb = \$ \_\_\_\_\_ /lb



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

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

# From Ocean to Table

## Restaurant Owner Income/Expense Worksheet

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

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

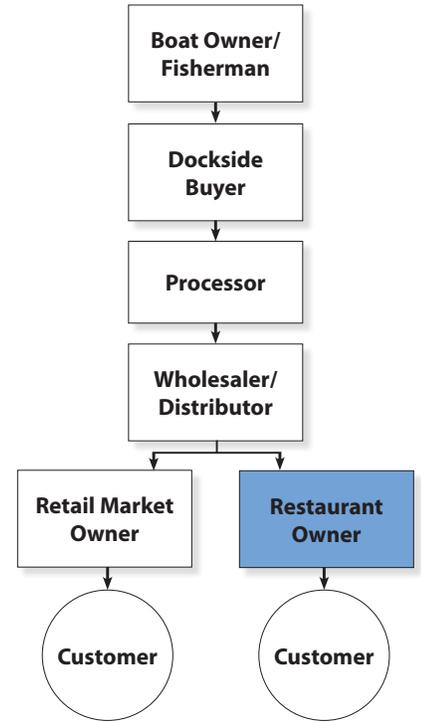
Fishery: \_\_\_\_\_

Amount Purchased Seasonally: \_\_\_\_\_

Restaurant Owner BUY price/lb: \_\_\_\_\_

Restaurant Owner SELL price/lb: \_\_\_\_\_

Fate Card Instructions (if drawn): \_\_\_\_\_



### Initial Calculations:

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

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

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

#### Expenses

- 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. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above) \$ \_\_\_\_\_
- I. Subtotal all expenses: A + B + C + D + E + F + G + H = \$ \_\_\_\_\_
- J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = \$ \_\_\_\_\_
- 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 = \$ \_\_\_\_\_ /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 Table A & B]

Fishery: \_\_\_\_\_

Boat Type: \_\_\_\_\_

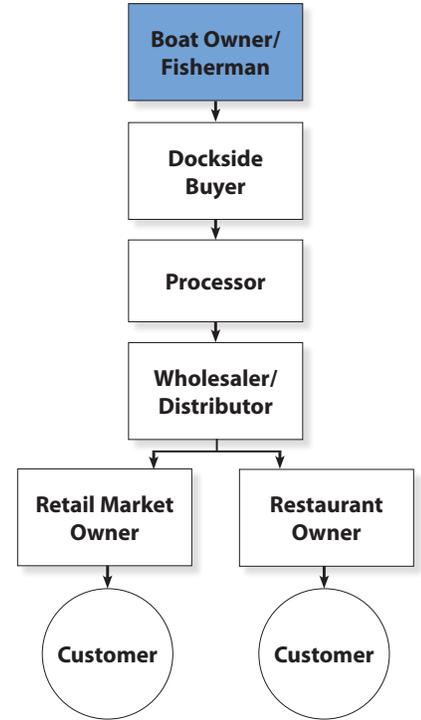
Fate Card Instructions (if drawn): \_\_\_\_\_

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

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

\$

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



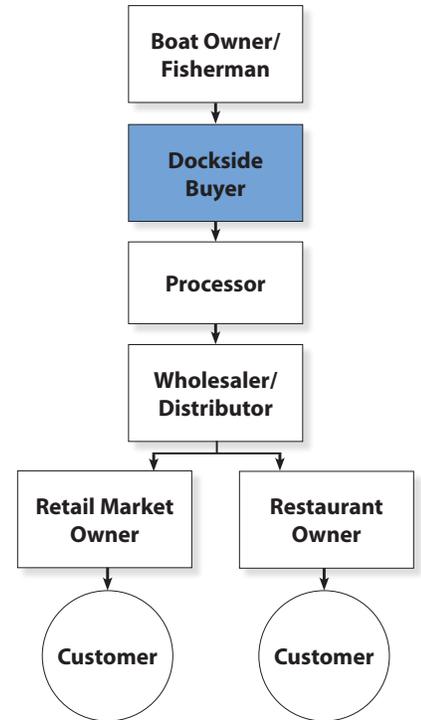
Name: \_\_\_\_\_

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

# From Ocean to Table

## Dockside Buyer Income/Expense Worksheet

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



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

Fishery: \_\_\_\_\_

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 = Pounds of fish Boat Owner/Fisherman caught x Dockside Buyer BUY price/lb = \$ \_\_\_\_\_

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

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

### 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? M / pounds of fish Boat Owner/Fisherman caught = \$ \_\_\_\_\_/lb



# From Ocean to Table

## Processor Income/Expense Worksheet

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

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

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

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

Fishery: \_\_\_\_\_

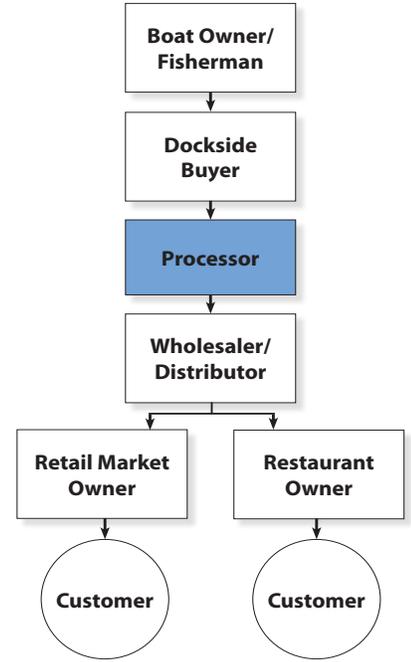
How many pounds of fish did the Boat Owner/Fisherman catch?: \_\_\_\_\_

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

\$ \_\_\_\_\_

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

\_\_\_\_\_ lbs

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

\$ \_\_\_\_\_

### 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): \$ \_\_\_\_\_

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

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

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

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

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

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



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]

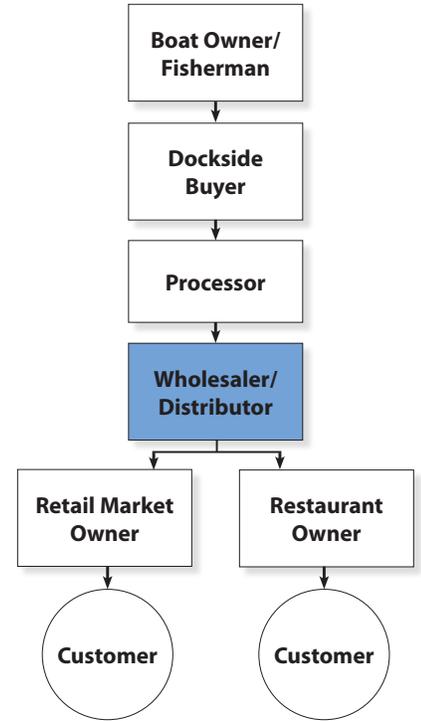
Fishery: \_\_\_\_\_

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



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

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

# From Ocean to Table

## Retail Market Owner Income/Expense Worksheet

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

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

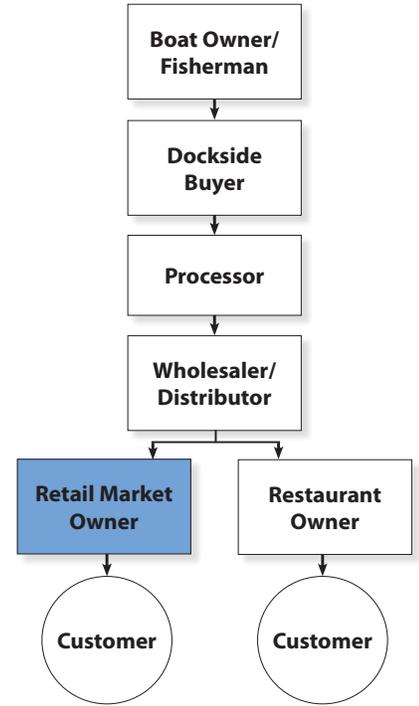
Fishery: \_\_\_\_\_

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 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb**      \$ \_\_\_\_\_

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

**#2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb**      \$ \_\_\_\_\_

### 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?** L / Amount Purchased Seasonally = \$ \_\_\_\_\_ /lb

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



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

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

# From Ocean to Table

## Restaurant Owner Income/Expense Worksheet

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

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

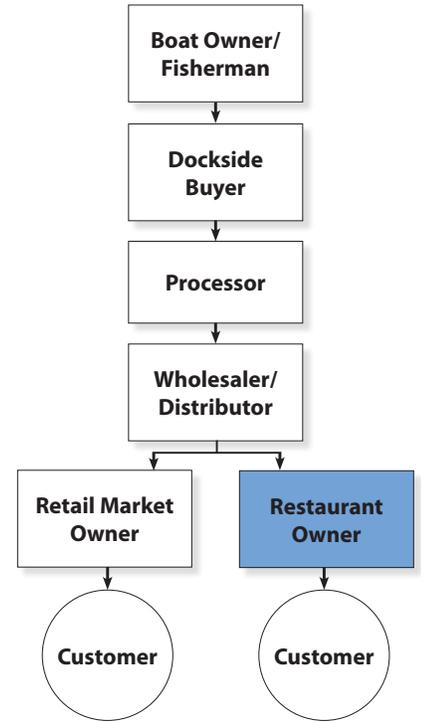
Fishery: \_\_\_\_\_

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 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb

\$ \_\_\_\_\_

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

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

\$ \_\_\_\_\_

### 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? L / Amount Purchased Seasonally = \$ \_\_\_\_\_/lb

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

# From Ocean to Table

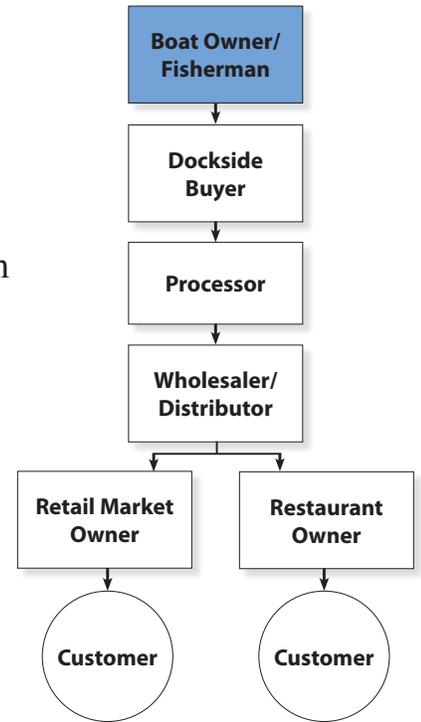
## Income/Expense Worksheet Answer Key - Cover Sheet

High School / Community College / Undergraduate

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

Thank you,  
Voices of the Bay Fisheries Education Program

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





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

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

# From Ocean to Table

## Boat Owner/Fisherman Income/Expense Worksheet

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

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

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

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

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

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

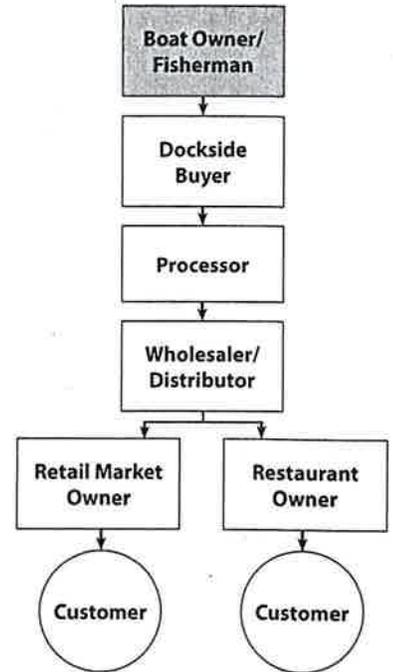
**Gross income from dockside sale of catch (from #3 above):** \$ 96,000

**Expenses**

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

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





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

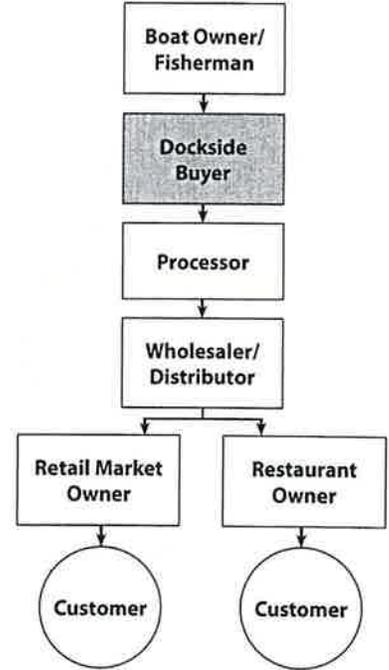
Date: \_\_\_\_\_

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

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

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

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



**Initial Calculations:**

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

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

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

**Expenses**

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

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

\* will depend

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



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

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

## From Ocean to Table Processor Income/Expense Worksheet

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

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

Fishery: Sardines

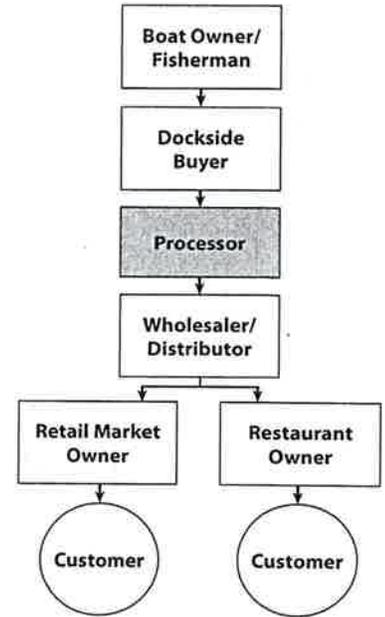
Boat Owner/Fisherman Total Catch for Season: 1,200,000 lbs

Processor BUY price/lb: \$0.12/lb

Percentage Yield: 50%

Processor SELL price/lb: \$0.35/lb

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



**Initial Calculations:**

1. Cash needed to BUY fish from Dockside Buyer

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

2. Processor Yield from Total Catch

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

3. Gross income from sale of fish to Wholesaler Distributor

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

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

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

**Expenses**

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

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

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

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

L. Fate Card Adjustment to Season Profit if applicable \_\_\_\_\_

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

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

\$

*\* will depend*

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

\$ \_\_\_\_\_ /lb



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

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

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

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

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

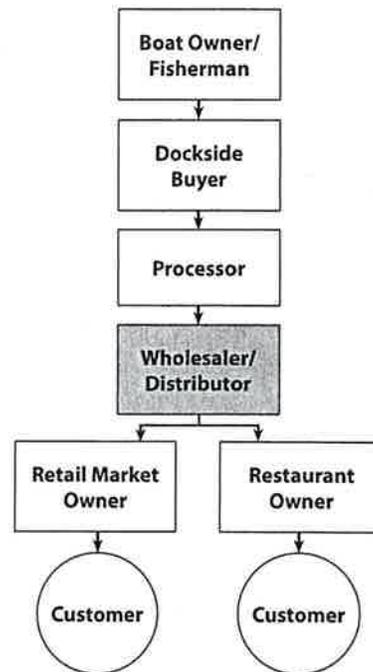
Fishery: Sardines

Processor Yield from Total Catch: 600,000 lbs

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

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

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



### Initial Calculations

1. Cash needed to BUY fish from Processor

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

\$ 210,000

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

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

\$ 270,000

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

Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above): \$ 270,000

### Expenses

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

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

\$ 210,000

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

\$ 31,000

K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = \$ 239,000

L. Fate Card Adjustment to Season Profit if applicable

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

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

\$

*\* will depend*

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

\$ \_\_\_\_\_ /lb



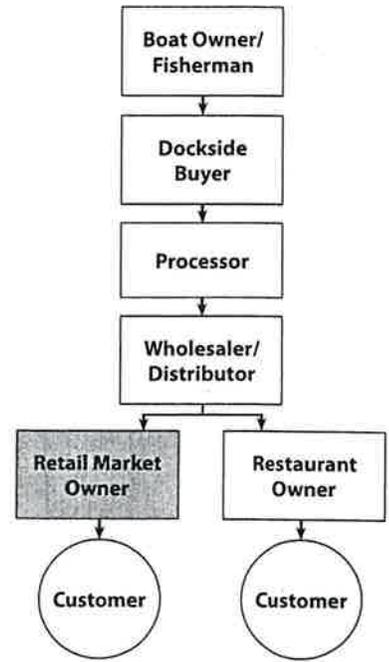
Name: \_\_\_\_\_

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

# From Ocean to Table

## Retail Market Owner Income/Expense Worksheet

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



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

Fishery: Sardines

Amount Purchased Seasonally: 275 lbs

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

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

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

### Initial Calculations

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

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

Gross income from sale of fish to Retail Market Customer (from #2 above): \$ 3,300

### Expenses

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

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

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

Price Paid by Retail Market Customer: Retail Market Owner SELL price/lb = \$ 12.00 /lb



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

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

# From Ocean to Table Restaurant Owner Income/Expense Worksheet

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

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

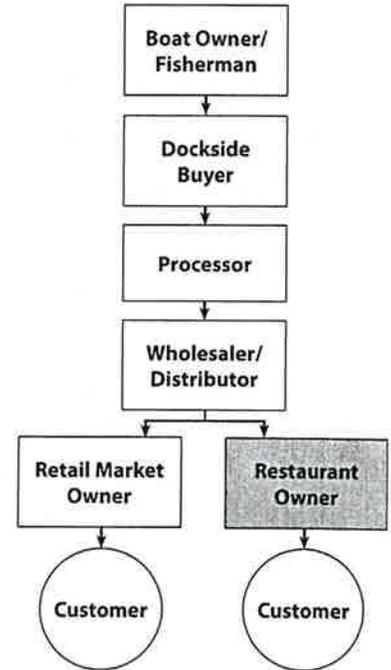
Fishery: Sardines

Amount Purchased Seasonally: 300 lbs

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

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

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



### Initial Calculations:

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

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

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

### Expenses

- |  |                 |                 |
|--|-----------------|-----------------|
| A. Licenses & Registrations  | \$ <u>500</u>   |                 |
| B. Building Lease  | \$ <u>300</u>   |                 |
| C. Insurance   | \$ <u>300</u>   |                 |
| D. Loan Payments   | \$ <u>750</u>   |                 |
| E. Marketing/Advertising   | \$ <u>200</u>   |                 |
| F. Employee Wages  | \$ <u>2,000</u> |                 |
| G. Other Direct Costs (supplies, ice, etc.)                                    | \$ <u>800</u>   |                 |
| H. Cash needed to BUY fish from Wholesaler/Distributor (from #1 above)         |                 | \$ <u>135</u>   |
| I. Subtotal all expenses: A + B + C + D + E + F + G + H =                      |                 | \$ <u>4,850</u> |
| J. Gross income from sale of fish to Restaurant Customer (from #2 above) - I = |                 | \$ <u>560</u>   |
| K. Fate Card Adjustment to Season Profit if applicable                         |                 |                 |

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

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

Price Paid by Restaurant Customer: Restaurant Owner SELL price/lb = \$ 18.00 /lb



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

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

# From Ocean to Table

## Boat Owner/Fisherman Income/Expense Worksheet

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

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

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

### Initial Calculations: [Use data above]

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

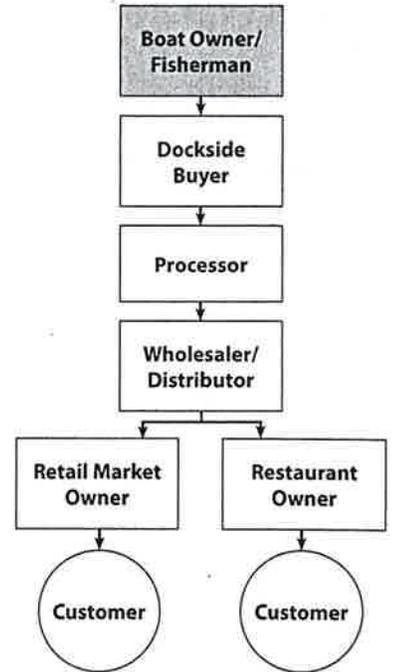
### M. Final Season Profit/Losses: K + (L)

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

\$

*\* will depend*

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





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

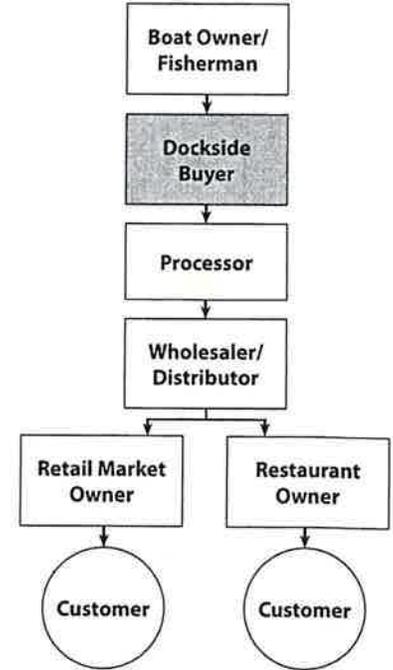
Date: \_\_\_\_\_

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

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

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

Fishery: Prawns  
 Boat Owner/Fisherman Total Catch for Season: 27,000 lbs  
 Dockside Buyer BUY price/lb: \$10.00/lb  
 Dockside Buyer SELL price/lb: \$11.00/lb  
 Fate Card Instructions (if drawn): \* will depend



**Initial Calculations:**

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

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

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

**Expenses**

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

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

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

\$

*\* will depend*

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



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

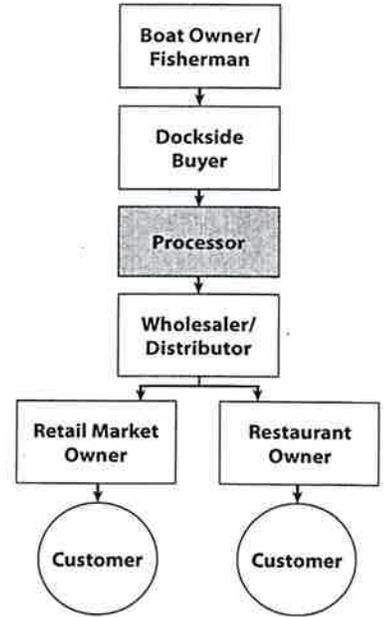
Date: \_\_\_\_\_

## From Ocean to Table Processor Income/Expense Worksheet

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

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

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



**Initial Calculations:**

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

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

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

**Expenses**

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

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

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

\$  \*will depend

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



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

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

# From Ocean to Table

## Wholesaler/Distributor Income/Expense Worksheet

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

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

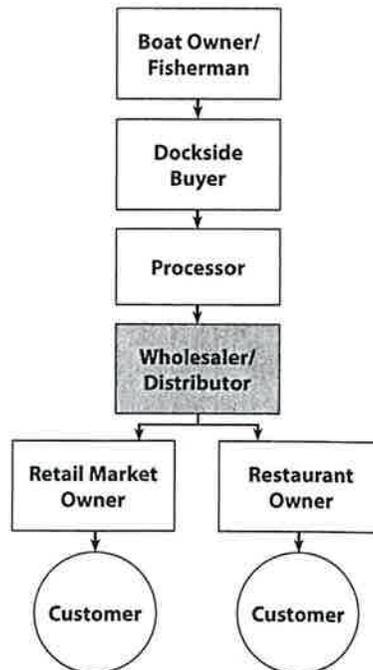
Fishery: Prawns

Processor Yield from Total Catch: 21,000 lbs

Wholesaler/Distributor BUY price/lb: \$17.00/lb

Wholesaler/Distributor SELL price/lb: \$20.00/lb

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



### Initial Calculations

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

\$ 367,200

\$ 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



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

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

# From Ocean to Table

## Retail Market Owner Income/Expense Worksheet

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

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

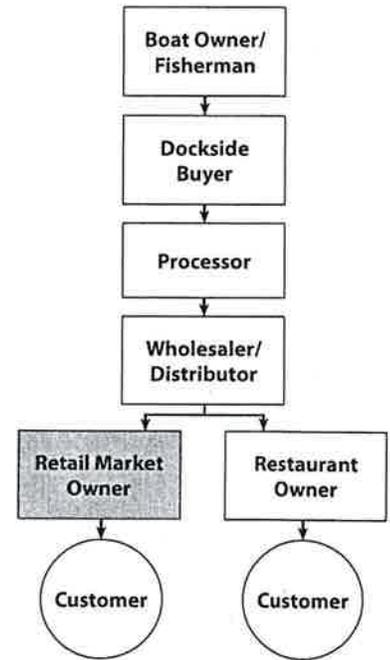
Fishery: Prawns

Amount Purchased Seasonally: 2000 lbs

Retail Market Owner BUY price/lb: \$20.00/lb

Retail Market Owner SELL price/lb: \$23.00/lb

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



### Initial Calculations

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

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

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

### Expenses

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

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

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

**Price Paid by Retail Market Customer:** Retail Market Owner SELL price/lb = \$ 23.00 /lb



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

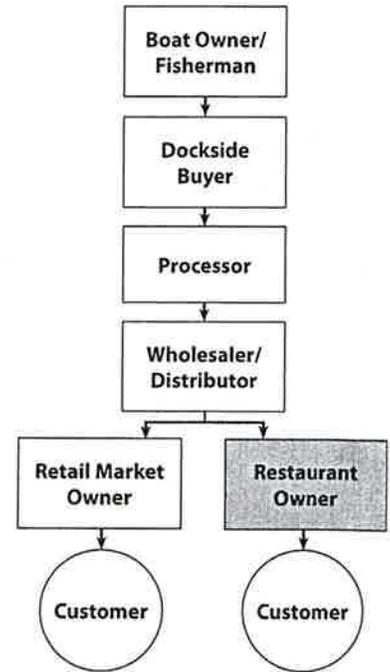
Date: \_\_\_\_\_

## From Ocean to Table Restaurant Owner Income/Expense Worksheet

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

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

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



**Initial Calculations:**

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

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

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

**Expenses**

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

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

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

**Price Paid by Restaurant Customer:** Restaurant Owner SELL price/lb = \$ 40.00 /lb



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

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

# From Ocean to Table

## Boat Owner/Fisherman Income/Expense Worksheet

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

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

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

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

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

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

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

**Expenses**

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

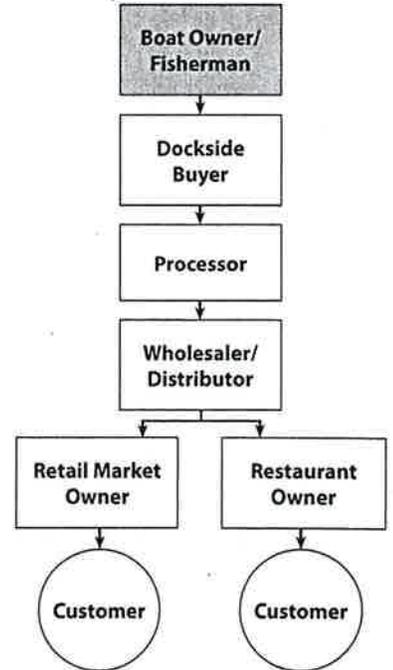
**M. Final Season Profit/Losses:** K + (L)

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

\$

*\* will depend*

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





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

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

# From Ocean to Table Dockside Buyer Income/Expense Worksheet

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

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

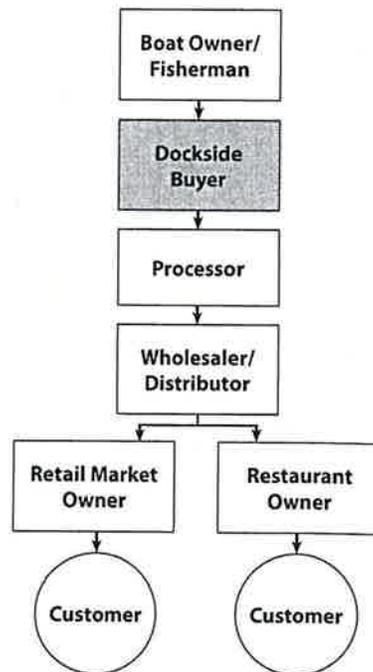
Fishery: Sole

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

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

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

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



### Initial Calculations:

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

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

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

### Expenses

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

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

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

\$  \* will depend

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



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

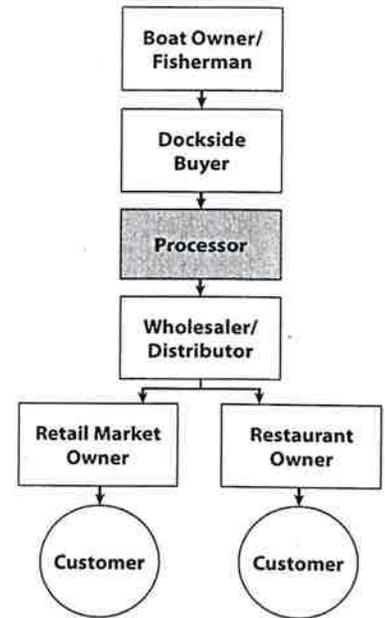
Date: \_\_\_\_\_

## From Ocean to Table Processor Income/Expense Worksheet

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

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

Fishery: Sole  
 Boat Owner/Fisherman Total Catch for Season: 84,000 lbs  
 Processor BUY price/lb: \$1.27/lb  
 Percentage Yield: 80%  
 Processor SELL price/lb: \$2.25/lb  
 Fate Card Instructions (if drawn): \* will depend



**Initial Calculations:**

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

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

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

**Expenses**

- |   |                 |                   |
|---|-----------------|-------------------|
| A. Licenses & Registrations   | \$ <u>1,500</u> |                   |
| B. Dock/Building Lease  | \$ <u>3,500</u> |                   |
| C. Insurance  | \$ <u>1,500</u> |                   |
| D. Loan Payments  | \$ <u>5,500</u> |                   |
| E. Marketing/Advertising  | \$ <u>1,000</u> |                   |
| F. Shipping/Trucking Expenses   | \$ <u>5,000</u> |                   |
| G. Employee Wages   | \$ <u>9,000</u> |                   |
| H. Other Direct Costs (supplies, ice, etc.)                                       | \$ <u>5,000</u> |                   |
| I. Cash needed to BUY fish from Docksider Buyer (from #1 above)                   |                 | \$ <u>106,680</u> |
| J. Subtotal all expenses: A + B + C + D + E + F + G + H + I =                     |                 | \$ <u>138,680</u> |
| K. Gross income from sale of fish to Wholesaler Distributor (from #2 above) - J = |                 | \$ <u>12,520</u>  |
| L. Fate Card Adjustment to Season Profit if applicable                            |                 |                   |

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

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

\$

*\* will depend*

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

\$ \_\_\_\_\_ /lb



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

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

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

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

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

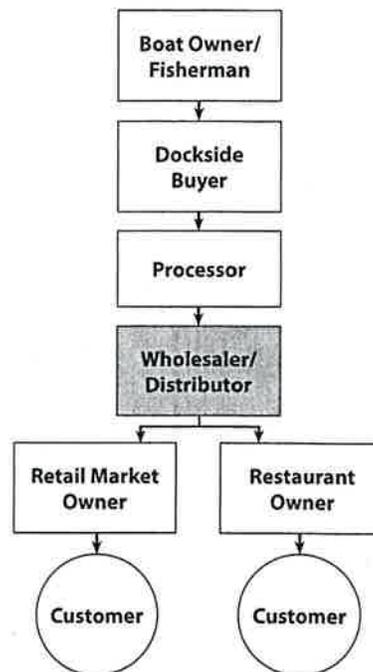
Fishery: Sole

Processor Yield from Total Catch: 67,200 lbs

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

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

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



### Initial Calculations

1. Cash needed to BUY fish from Processor

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

\$ 151,200

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

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

\$ 268,800

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

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

### Expenses

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

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

\$ 151,200

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

\$ 182,200

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

L. Fate Card Adjustment to Season Profit if applicable

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

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

\$

*\* will depend*

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

\$ \_\_\_\_\_ /lb



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

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

# From Ocean to Table

## Retail Market Owner Income/Expense Worksheet

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

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

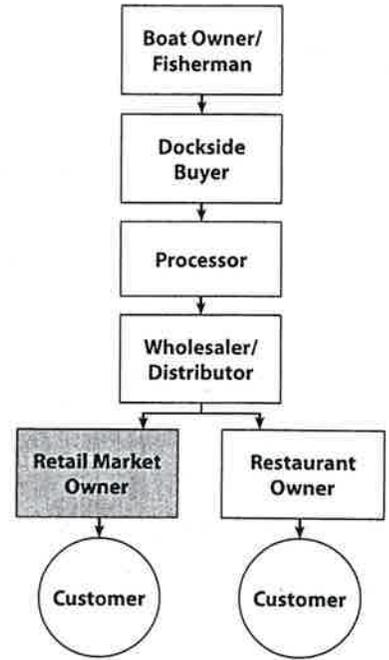
Fishery: Sole

Amount Purchased Seasonally: 1,000 lbs

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

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

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



### Initial Calculations

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

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

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

### Expenses

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

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

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

Price Paid by Retail Market Customer: Retail Market Owner SELL price/lb = \$ 9.00 /lb



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

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

# From Ocean to Table Restaurant Owner Income/Expense Worksheet

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

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

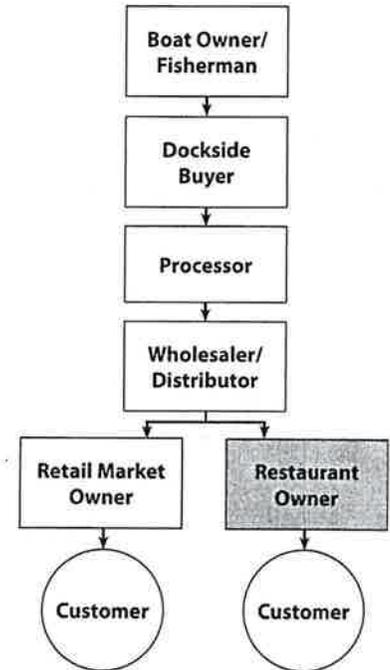
Fishery: Sole

Amount Purchased Seasonally: 300 lbs

Restaurant Owner BUY price/lb: \$4.00/lb

Restaurant Owner SELL price/lb: \$30.00/lb

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



### Initial Calculations:

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

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

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

### Expenses

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

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

\$  \* will depend

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

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



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

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

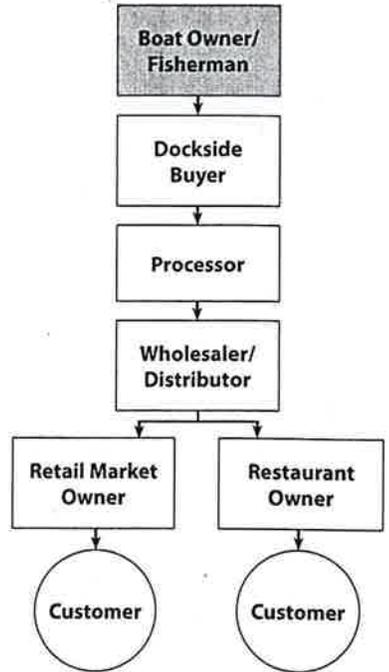
# From Ocean to Table

## Boat Owner/Fisherman Income/Expense Worksheet

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

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

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



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

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

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

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

**Expenses**

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

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

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

\$  \* will depend

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



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

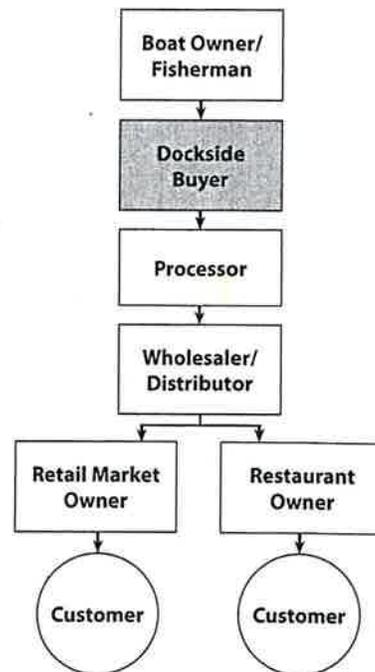
Date: \_\_\_\_\_

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

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

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

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



**Initial Calculations:**

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

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

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

**Expenses**

- |  |                  |
|--|------------------|
| A. Licenses & Registrations  | \$ <u>1,500</u>  |
| B. Dock/Building Lease   | \$ <u>1,000</u>  |
| C. Insurance   | \$ <u>100</u>    |
| D. Loan Payments   | \$ <u>1,000</u>  |
| E. Marketing/Advertising   | \$ <u>1,000</u>  |
| F. Shipping/Trucking Expenses  | \$ <u>1,500</u>  |
| G. Employee Wages  | \$ <u>2,000</u>  |
| H. Other Direct Costs (supplies, ice, etc.)                          | \$ <u>1,000</u>  |
| I. Cash needed to BUY fish from Boat Owner/Fisherman (from #1 above) | \$ <u>45,000</u> |
| J. Subtotal all expenses: A + B + C + D + E + F + G + H + I =        | \$ <u>31,100</u> |
| K. Gross income from sale of fish to Processor (from #2 above) - J = | \$ <u>42,650</u> |
| L. Fate Card Adjustment to Season Profit if applicable               | _____            |

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

\$  *\* will depend*

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

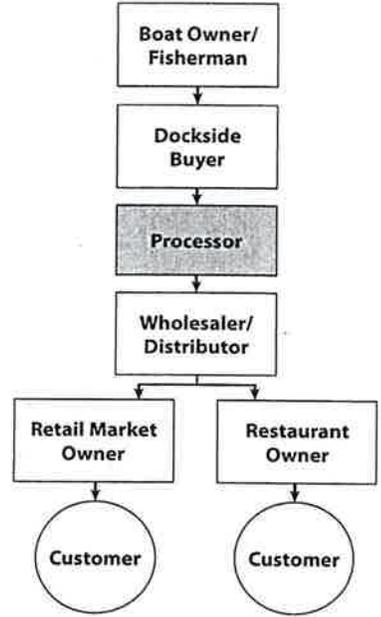


Name: \_\_\_\_\_

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

## From Ocean to Table Processor Income/Expense Worksheet

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



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

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

**Initial Calculations:**

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

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

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

**Expenses**

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

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

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

\$ \_\_\_\_\_

\* will depend

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

\$ \_\_\_\_\_ /lb



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

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

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

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

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

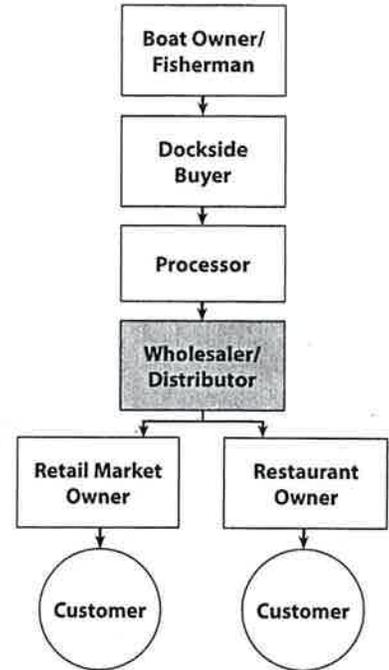
Fishery: Albacore Tuna

Processor Yield from Total Catch: 33,750 lbs

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

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

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



### Initial Calculations

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

\$ 151,875

\$ 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 = \$ 182,875
- K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = \$ 28,062.50
- L. Fate Card Adjustment to Season Profit if applicable \_\_\_\_\_

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

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

\$   \* will depend

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

\$ \_\_\_\_\_ /lb



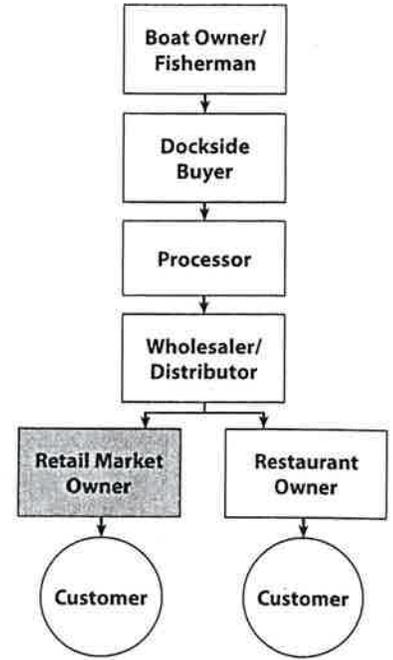
Name: \_\_\_\_\_

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

## From Ocean to Table

### Retail Market Owner Income/Expense Worksheet

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



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

Fishery: Albacore Tuna  
 Amount Purchased Seasonally: 1,500 lbs  
 Retail Market Owner BUY price/lb: \$6.25 /lb  
 Retail Market Owner SELL price/lb: \$9.00 /lb  
 Fate Card Instructions (if drawn): \* will depend

**Initial Calculations**

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

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

**Gross income from sale of fish to Retail Market Customer (from #2 above):** \$ 13,500

**Expenses**

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

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

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

**Price Paid by Retail Market Customer:** Retail Market Owner SELL price/lb = \$ 9.00 /lb



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

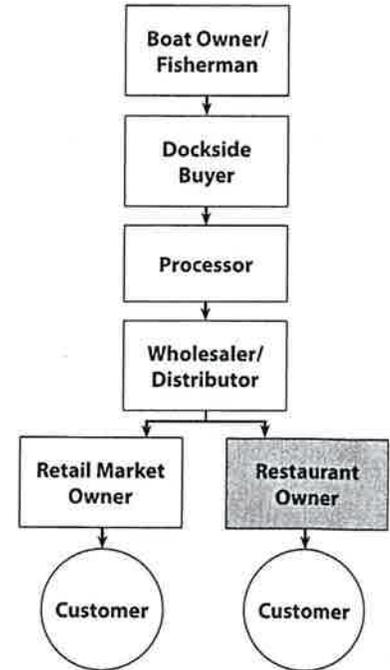
Date: \_\_\_\_\_

# From Ocean to Table Restaurant Owner Income/Expense Worksheet

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

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

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



### Initial Calculations:

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

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

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

### Expenses

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

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

\$  \* will depend

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

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



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

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

## From Ocean to Table

### Boat Owner/Fisherman Income/Expense Worksheet

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

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

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

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

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

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

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

**Expenses**

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

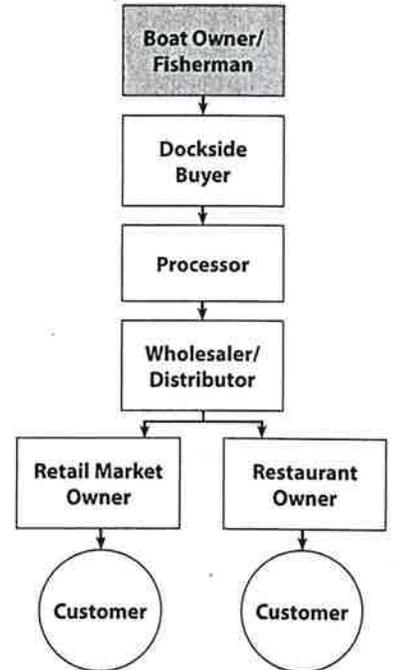
**M. Final Season Profit/Losses:** K + (L)

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

\$

\* will depend

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





# From Ocean to Table

## Dockside Buyer Income/Expense Worksheet

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

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

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

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

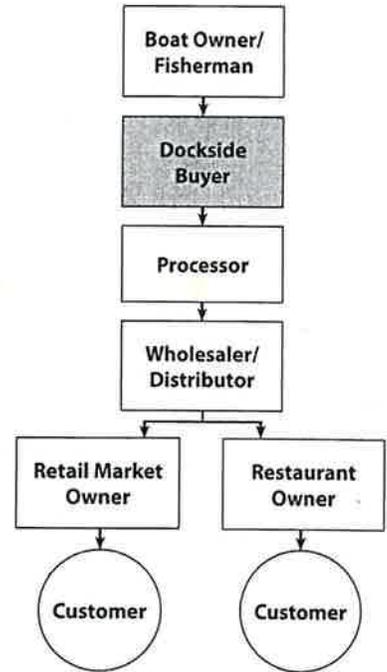
Fishery: Salmon

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

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

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

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



**Initial Calculations:**

1. Cash needed to BUY fish from Boat Owner/Fisherman  
 Boat Owner/Fisherman Total Catch for Season x Dockside Buyer BUY price/lb = \$ 90,000
  
2. Gross income from sale of fish to Processor  
 Boat Owner/Fisherman Total Catch for Season x Dockside Buyer SELL price/lb = \$ 101,250

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

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

**Expenses**

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

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

\$  \* will depend

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

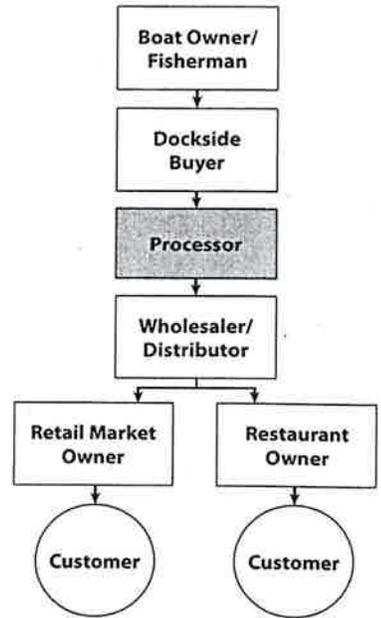


# From Ocean to Table

## Processor Income/Expense Worksheet

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

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



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

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

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

**Initial Calculations:**

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

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

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

**Expenses**

- |   |                 |                   |
|---|-----------------|-------------------|
| A. Licenses & Registrations   | \$ <u>1,500</u> |                   |
| B. Dock/Building Lease  | \$ <u>3,500</u> |                   |
| C. Insurance  | \$ <u>1,500</u> |                   |
| D. Loan Payments  | \$ <u>5,500</u> |                   |
| E. Marketing/Advertising  | \$ <u>1,000</u> |                   |
| F. Shipping/Trucking Expenses   | \$ <u>5,000</u> |                   |
| G. Employee Wages   | \$ <u>9,000</u> |                   |
| H. Other Direct Costs (supplies, ice, etc.)                                       | \$ <u>5,000</u> |                   |
| I. Cash needed to BUY fish from Docksider Buyer (from #1 above)                   |                 | \$ <u>101,250</u> |
| J. Subtotal all expenses: A + B + C + D + E + F + G + H + I =                     |                 | \$ <u>133,250</u> |
| K. Gross income from sale of fish to Wholesaler Distributor (from #2 above) - J = |                 | \$ <u>9,550</u>   |
| L. Fate Card Adjustment to Season Profit if applicable                            |                 | _____             |

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

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

\$  \* will depend

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

\$ \_\_\_\_\_ /lb



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

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

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

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

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

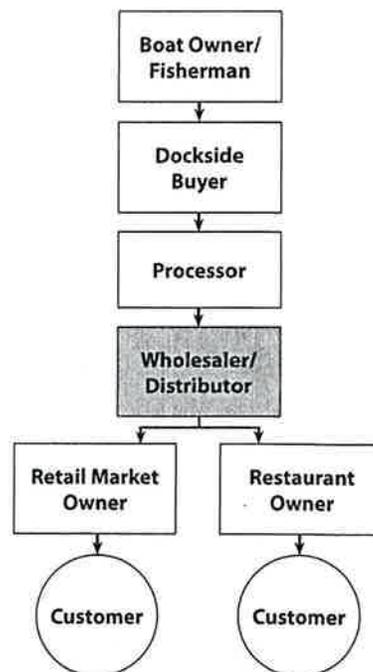
Fishery: Salmon

Processor Yield from Total Catch: 12,750 lbs

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

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

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



### Initial Calculations

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

\$ 142,800

\$ 229,500

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

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

### Expenses

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

- |  |                   |
|--|-------------------|
| I. Cash needed to BUY fish from Processor (from #1 above)                                  | \$ <u>142,800</u> |
| J. Subtotal all expenses: A + B + C + D + E + F + G + H + I =                              | \$ <u>173,800</u> |
| K. Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above) - J = | \$ <u>55,700</u>  |
| L. Fate Card Adjustment to Season Profit if applicable                                     | _____             |

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

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

\$

\* will depend

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

\$ \_\_\_\_\_ /lb



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

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

## From Ocean to Table

### Retail Market Owner Income/Expense Worksheet

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

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

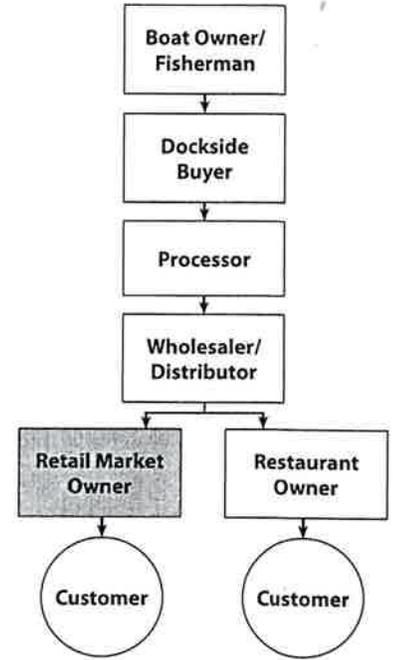
Fishery: Salmon

Amount Purchased Seasonally: 2500 lbs

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

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

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



**Initial Calculations**

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

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

**Gross income from sale of fish to Retail Market Customer (from #2 above):** \$ 53,950

**Expenses**

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

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

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

**Price Paid by Retail Market Customer:** Retail Market Owner SELL price/lb = \$ 21.58 /lb



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

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

# From Ocean to Table

## Restaurant Owner Income/Expense Worksheet

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

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

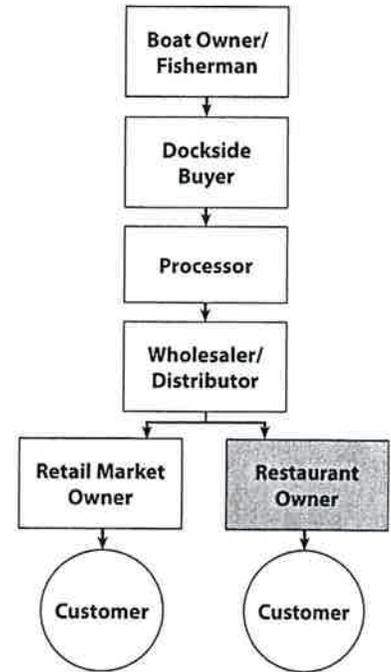
Fishery: Salmon

Amount Purchased Seasonally: 650 lbs

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

Restaurant Owner SELL price/lb: \$45.00/lb

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



### Initial Calculations:

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

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

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

### Expenses

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

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

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

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



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

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

## From Ocean to Table

### Boat Owner/Fisherman Income/Expense Worksheet

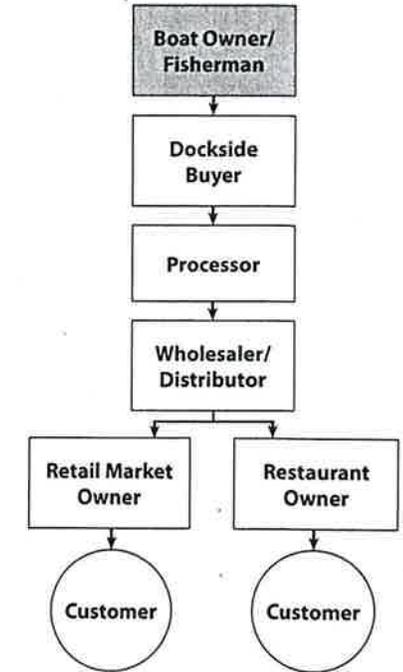
1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with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

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

Fishery: Crab  
 Boat Type: Various  
 Fate Card Instructions (if drawn): \* will depend  
 Daily Catch: 2,000 lbs  
 Season Length: 30 days  
 Boat Gallons/Day: 350 gpd  
 Boat Owner/Fisherman SELL price/lb: \$2.25/lbs

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

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



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

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

**Expenses**

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

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

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

\$ \_\_\_\_\_

*\* will depend*

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

\$ \_\_\_\_\_ /lb



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

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

## From Ocean to Table

### Dockside Buyer Income/Expense Worksheet

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

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

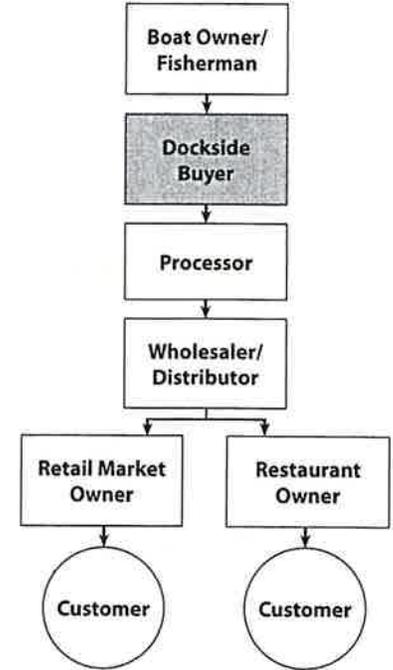
Fishery: Crab

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

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

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

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



**Initial Calculations:**

1. Cash needed to BUY fish from Boat Owner/Fisherman  
 Boat Owner/Fisherman Total Catch for Season x Dockside Buyer BUY price/lb = \$ 135,000
  
2. Gross income from sale of fish to Processor  
 Boat Owner/Fisherman Total Catch for Season x Dockside Buyer SELL price/lb = \$ 155,400

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

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

**Expenses**

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

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

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

\$

*\* will depend*

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



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

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

# From Ocean to Table

## Wholesaler/Distributor Income/Expense Worksheet

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

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

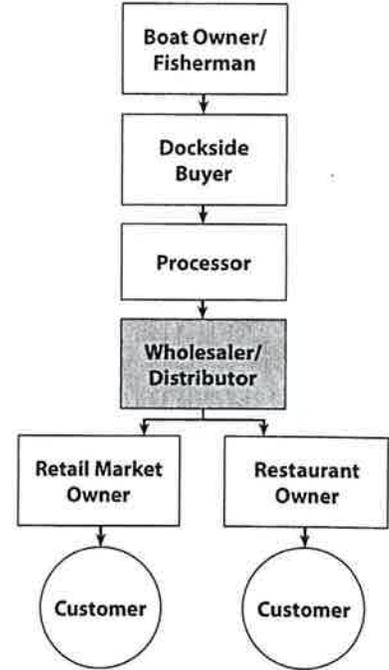
Fishery: Crab

Processor Yield from Total Catch: 30,000 lbs

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

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

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



### Initial Calculations

1. Cash needed to BUY fish from Processor

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

\$ 240,000

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

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

\$ 450,000

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

Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above): \$ 450,000

### Expenses

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

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

\$ 240,000

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

\$ 271,000

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

\$ 179,000

- L. Fate Card Adjustment to Season Profit if applicable

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

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

\$

*\* will depend*

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

\$ \_\_\_\_\_ /lb



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

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

# From Ocean to Table Processor Income/Expense Worksheet

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

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

Fishery: Crab

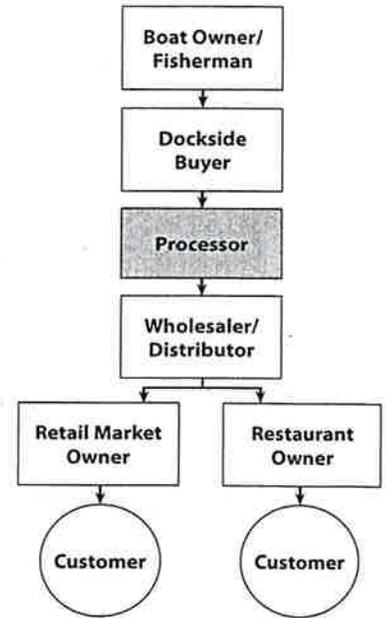
Boat Owner/Fisherman Total Catch for Season: 60,000 lbs

Processor BUY price/lb: \$2.59/lb

Percentage Yield: 50%

Processor SELL price/lb: \$8.00/lb

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



**Initial Calculations:**

1. Cash needed to BUY fish from Dockside Buyer

Boat Owner/Fisherman Total Catch for Season x Processor BUY price/lb = \$ 155,400

2. Processor Yield from Total Catch

Boat Owner/Fisherman Total Catch for Season x Percentage Yield /100 = 30,000 lbs

3. Gross income from sale of fish to Wholesaler Distributor

Yield from Total Catch x Processor SELL price/lb = \$ 240,000

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

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

**Expenses**

- A. Licenses & Registrations \$ 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)

\$  \* will depend

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



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

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

# From Ocean to Table

## Retail Market Owner Income/Expense Worksheet

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

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

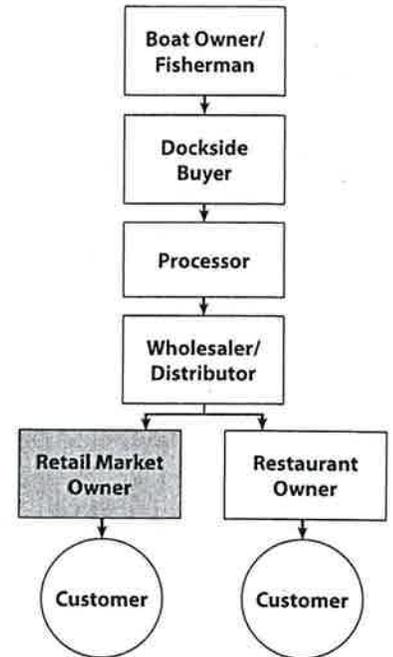
Fishery: Crab

Amount Purchased Seasonally: 2,500 lbs

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

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

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



### Initial Calculations

1. Cash needed to BUY fish from Wholesaler/Distributor

Amount Purchased Seasonally x Retail Market Owner BUY price/lb = \$ 37,500

2. Gross income from sale of fish to Retail Market Customer

Amount Purchased Seasonally x Retail Market Owner SELL price/lb = \$ 75,000

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

**Gross income from sale of fish to Retail Market Customer (from #2 above):** \$ 75,000

### Expenses

- A. Licenses & Registrations \$ 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) \$ 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 = \$ \_\_\_\_\_ /lb

**Price Paid by Retail Market Customer:** Retail Market Owner SELL price/lb = \$ 30.00 /lb



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

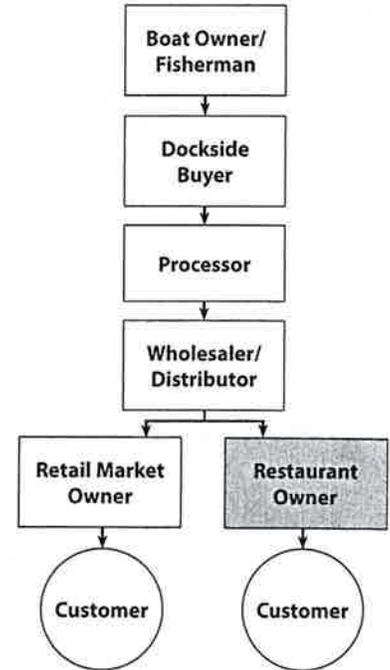
Date: \_\_\_\_\_

## From Ocean to Table Restaurant Owner Income/Expense Worksheet

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

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

Fishery: Crab  
 Amount Purchased Seasonally: 600 lbs  
 Restaurant Owner BUY price/lb: \$15.00/lb  
 Restaurant Owner SELL price/lb: \$60.00/lb  
 Fate Card Instructions (if drawn): \* will depend



**Initial Calculations:**

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

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

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

**Expenses**

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

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

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

**Price Paid by Restaurant Customer:** Restaurant Owner SELL price/lb = \$ 60.00 /lb



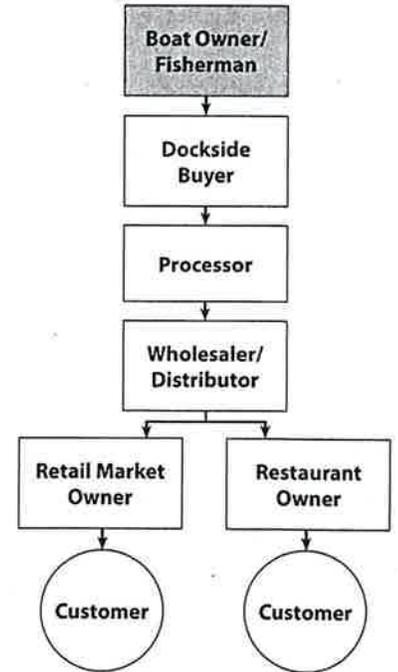
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Date: \_\_\_\_\_

# From Ocean to Table

## Boat Owner/Fisherman Income/Expense Worksheet

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



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

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

### Initial Calculations: [Use data above]

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

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

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

#### Expenses

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

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

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

\$

*\* will depend*

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



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

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

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

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

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

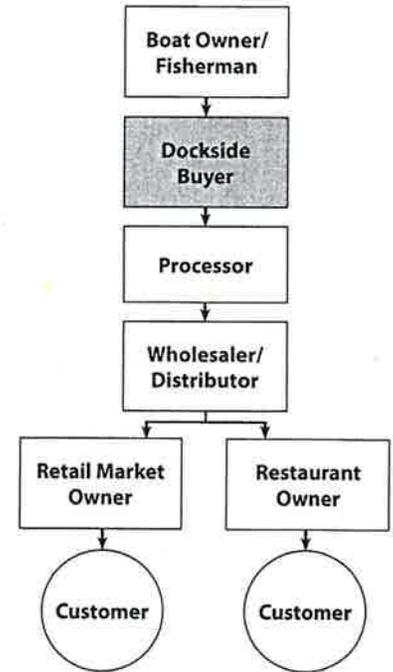
Fishery: Squid

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

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

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

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



**Initial Calculations:**

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

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

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

**Expenses**

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

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

\* will depend

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

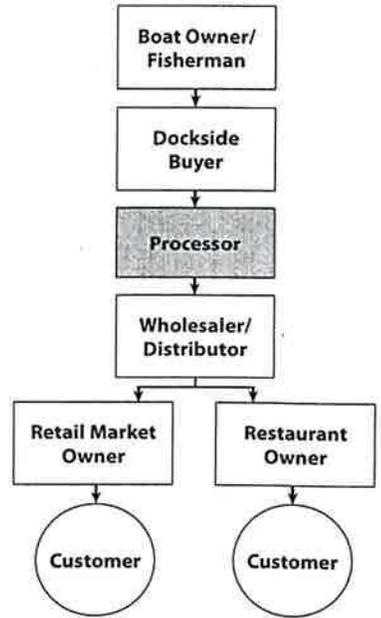


Name: \_\_\_\_\_

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

## From Ocean to Table Processor Income/Expense Worksheet

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



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

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

**Initial Calculations:**

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

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

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

**Expenses**

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

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

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

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

\$  \*will depend

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



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

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

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

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

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

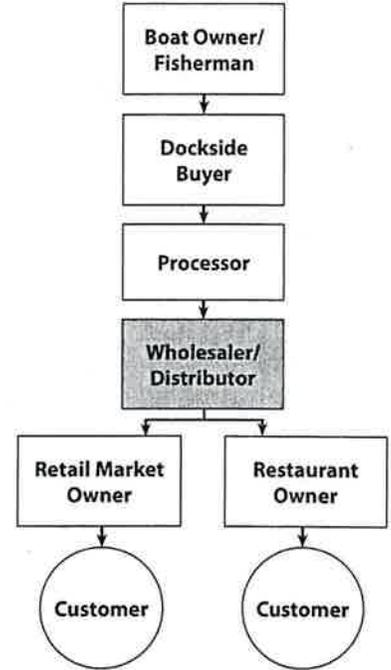
Fishery: Squid

Processor Yield from Total Catch: 682,500 lbs

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

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

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



### Initial Calculations

1. Cash needed to BUY fish from Processor

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

\$682,500

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

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

\$819,000

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

**Gross income from sale of fish to Retail Market/Restaurant Owners (from #2 above):** \$819,000

### Expenses

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

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

\$682,500

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

\$713,500

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

L. Fate Card Adjustment to Season Profit if applicable

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

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

\$

*\* will depend*

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

\$ \_\_\_\_\_ /lb



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

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

# From Ocean to Table

## Retail Market Owner Income/Expense Worksheet

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

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

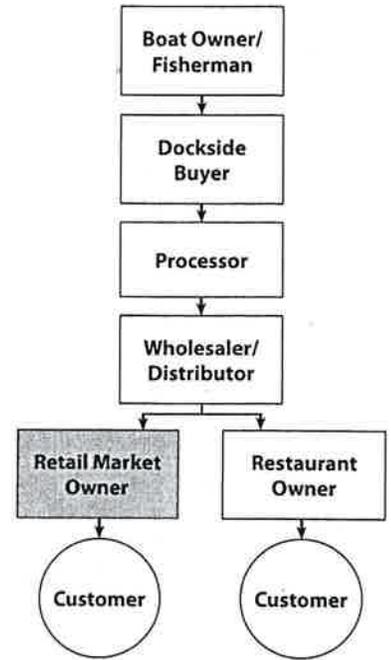
Fishery: Squid

Amount Purchased Seasonally: 1,200 lbs

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

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

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



### Initial Calculations

1. Cash needed to BUY fish from Wholesaler/Distributor

Amount Purchased Seasonally x Retail Market Owner BUY price/lb = \$ 1,440

2. Gross income from sale of fish to Retail Market Customer

Amount Purchased Seasonally x Retail Market Owner SELL price/lb = \$ 9,600

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

**Gross income from sale of fish to Retail Market Customer (from #2 above):** \$ 9,600

### Expenses

A. Licenses & Registrations \$ 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) \$ 1,440

I. Subtotal all expenses: A + B + C + D + E + F + G + H = \$ 4,390

J. Gross income from sale of fish to Retail Market Customer (from #2 above) - I = \$ 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)

\$  \* will depend

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

**Price Paid by Retail Market Customer:** Retail Market Owner SELL price/lb = \$ 8.00 /lb



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

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

# From Ocean to Table Restaurant Owner Income/Expense Worksheet

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

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

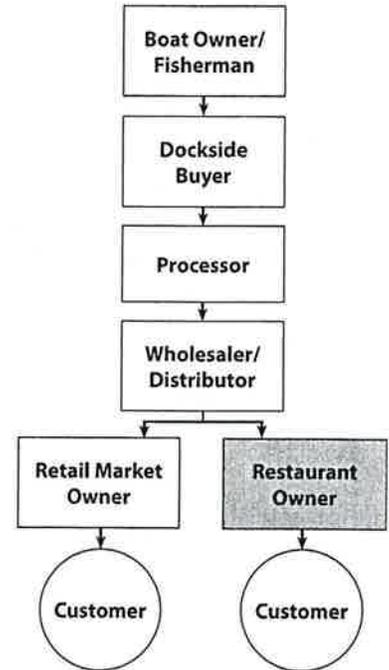
Fishery: Squid

Amount Purchased Seasonally: 475 lbs

Restaurant Owner BUY price/lb: \$1.20 /lb

Restaurant Owner SELL price/lb: \$20.00/lb

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



### Initial Calculations:

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

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

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

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

# From Ocean to Table

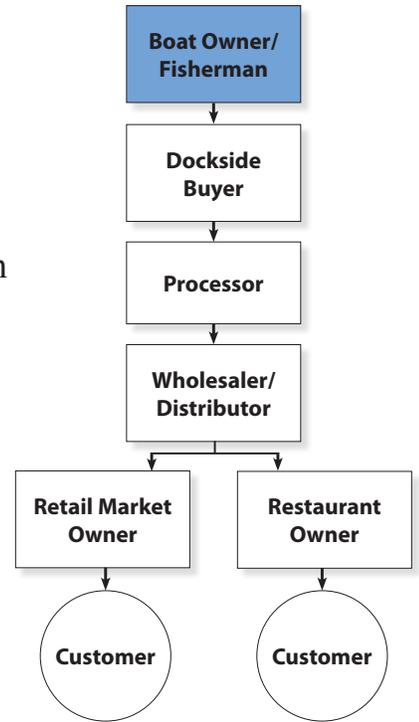
## Income/Expense Worksheet Answer Key - Cover Sheet

### Middle School

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

Thank you,  
Voices of the Bay Fisheries Education Program

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





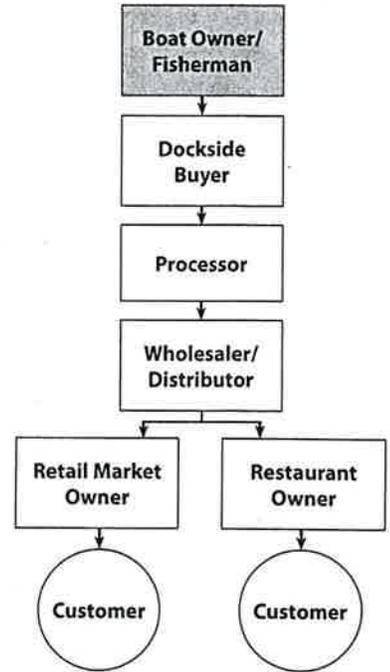
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Date: \_\_\_\_\_

# From Ocean to Table

## Boat Owner/Fisherman Income/Expense Worksheet

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



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

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

### Initial Calculations: [Use data above]

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

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

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

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

- |   |                  |                  |
|---|------------------|------------------|
| A. Fuel? (#1 above)   | \$ <u>36,000</u> |                  |
| B. Gear & Supplies?   | \$ <u>8,000</u>  |                  |
| C. Licenses & Registrations?  | \$ <u>2,500</u>  |                  |
| D. Seasonal Moorage?  | \$ <u>1,500</u>  |                  |
| E. Insurance?   | \$ <u>2,000</u>  |                  |
| F. Loan Payments?   | \$ <u>3,000</u>  |                  |
| G. Other Direct Costs (utilities, ice, etc.)?   | \$ <u>2,000</u>  |                  |
| H. These are non-wage expenses, how much did you pay for them? $A + B + C + D + E + F + G$                      |                  | \$ <u>55,000</u> |
| I. How much money do you have after paying these expenses? #3 above - H   |                  | \$ <u>41,000</u> |
| J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit / 100) $5 \times I \times 10\% / 100$ |                  | \$ <u>20,500</u> |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J                               |                  | \$ <u>20,500</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:                                 |                  | + or - _____     |

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

\* will depend

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



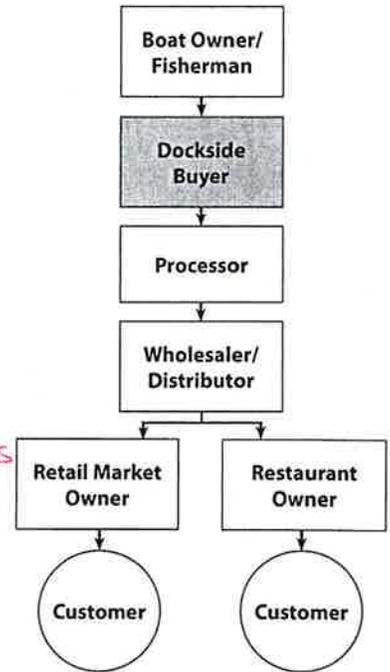
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Date: \_\_\_\_\_

# From Ocean to Table

## Dockside Buyer Income/Expense Worksheet

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



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

Fishery: Sardines

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

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

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

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

### Initial Calculations:

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

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

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

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

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

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

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

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

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

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

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

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

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

\* will depend

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

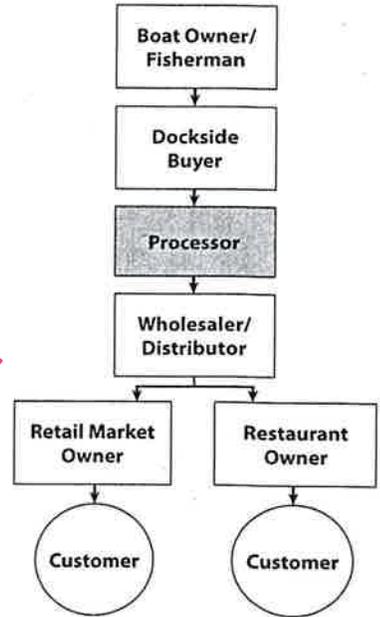


Name: \_\_\_\_\_

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

# From Ocean to Table Processor Income/Expense Worksheet

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



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

Fishery: Sardines

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

Processor BUY price/lb: \$0.12/lb

Percentage Yield: 50%

Processor SELL price/lb: \$0.35/lb

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

**Initial Calculations:**

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

\$ 144,000

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

600,000 lbs

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

\$ 210,000

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

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

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

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

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

\$ 144,000

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

\$ 32,000

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

\$ 178,000

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

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

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

\$

\* will depend

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



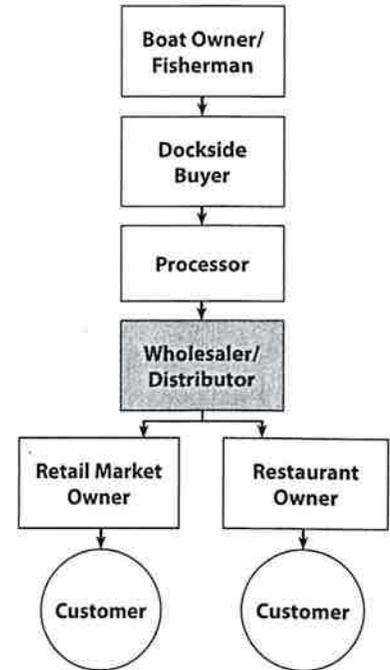
Name: \_\_\_\_\_

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

# From Ocean to Table

## Wholesaler/Distributor Income/Expense Worksheet

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



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

Fishery: Sardines

How many pounds of processed fish were produced?: 600,000 lbs

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

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

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

### Initial Calculations

1. How much money do you need to buy the fish from the Processor?  
 #1 = Pounds of processed fish x Wholesaler/Distributor BUY price/lb  
\$ 210,000
2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?  
 #2 = Pounds of processed fish x Wholesaler/Distributor SELL price/lb  
\$ 270,000

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

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

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

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

- I. How much money do you need to buy the fish from the Processor? (#1 above) \$ 210,000
- J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I** \$ 31,000
- K. How much money did you make as the Wholesaler/Distributor (Season Profit)? (#2 above) - J \$ 239,000
- L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: \_\_\_\_\_ + or - \_\_\_\_\_

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

\$  \*will depend

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



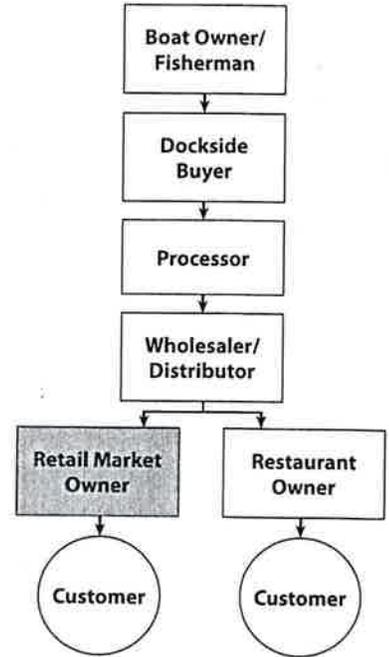
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Date: \_\_\_\_\_

# From Ocean to Table

## Retail Market Owner Income/Expense Worksheet

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



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

Fishery: Sardines

Amount Purchased Seasonally: 275 lbs

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

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

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

### Initial Calculations

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

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

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

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

- |   |                  |
|---|------------------|
| A. Licenses & Registrations?  | \$ <u>500</u>    |
| B. Building Lease?  | \$ <u>200</u>    |
| C. Insurance?   | \$ <u>250</u>    |
| D. Loan Payments?   | \$ <u>500</u>    |
| E. Marketing/Advertising?   | \$ <u>200</u>    |
| F. Employee Wages?  | \$ <u>1,000</u>  |
| G. Other Direct Costs (supplies, ice, etc.)?  | \$ <u>300</u>    |
| H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) | \$ <u>123.75</u> |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            | \$ <u>2,950</u>  |
| J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I | \$ <u>350</u>    |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           | + or - _____     |

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

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

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



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

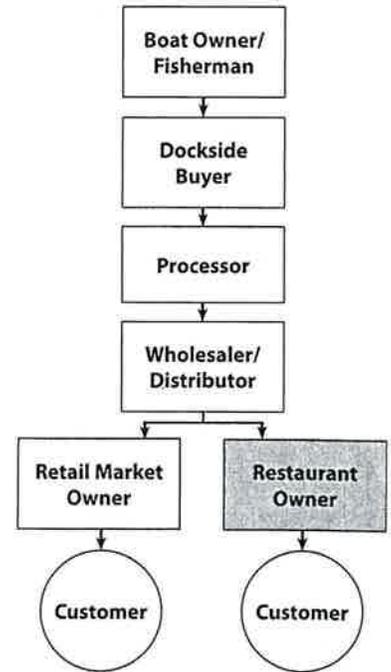
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# From Ocean to Table Restaurant Owner Income/Expense Worksheet

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

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

Fishery: Sardines  
 Amount Purchased Seasonally: 300 lbs  
 Restaurant Owner BUY price/lb: \$0.45/lb  
 Restaurant Owner SELL price/lb: \$18.00/lb  
 Fate Card Instructions (if drawn): \* will depend



### Initial Calculations:

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

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

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

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

- |   |                 |                 |
|---|-----------------|-----------------|
| A. Licenses & Registrations?  | \$ <u>500</u>   |                 |
| B. Building Lease?  | \$ <u>300</u>   |                 |
| C. Insurance?   | \$ <u>300</u>   |                 |
| D. Loan Payments?   | \$ <u>750</u>   |                 |
| E. Marketing/Advertising?   | \$ <u>200</u>   |                 |
| F. Employee Wages?  | \$ <u>2,000</u> |                 |
| G. Other Direct Costs (supplies, ice, etc.)?  | \$ <u>800</u>   |                 |
| H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>135</u>   |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>4,850</u> |
| J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I    |                 | \$ <u>550</u>   |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____    |

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

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

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



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

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

# From Ocean to Table

## Boat Owner/Fisherman Income/Expense Worksheet

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

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

Fishery: Prawns

Boat Type: Trawler

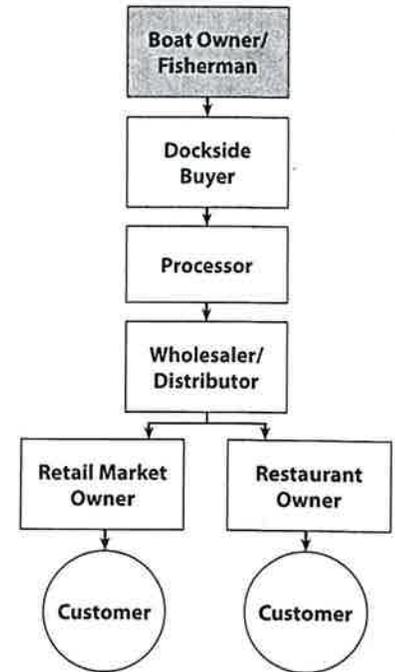
Fate Card Instructions (if drawn): \* will depend

Daily Catch: 900 lbs

Season Length: 30 days

Boat Gallons/Day: 300 gpd

Boat Owner/Fisherman SELL price/lb: \$10.00/lb



### Initial Calculations: [Use data above]

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

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

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

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

- |   |                  |                   |
|---|------------------|-------------------|
| A. Fuel? (#1 above)   | \$ <u>36,000</u> |                   |
| B. Gear & Supplies?   | \$ <u>12,000</u> |                   |
| C. Licenses & Registrations?  | \$ <u>2,500</u>  |                   |
| D. Seasonal Moorage?  | \$ <u>1,000</u>  |                   |
| E. Insurance?   | \$ <u>1,000</u>  |                   |
| F. Loan Payments?   | \$ <u>3,000</u>  |                   |
| G. Other Direct Costs (utilities, ice, etc.)?   | \$ <u>2,000</u>  |                   |
| H. These are non-wage expenses, how much did you pay for them? $A + B + C + D + E + F + G$                      |                  | \$ <u>57,500</u>  |
| I. How much money do you have after paying these expenses? #3 above - H   |                  | \$ <u>212,500</u> |
| J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit / 100) $3 \times I \times 15\% / 100$ |                  | \$ <u>95,625</u>  |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J                               |                  | \$ <u>116,875</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:                                 |                  | + or - _____      |

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

\* will depend

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



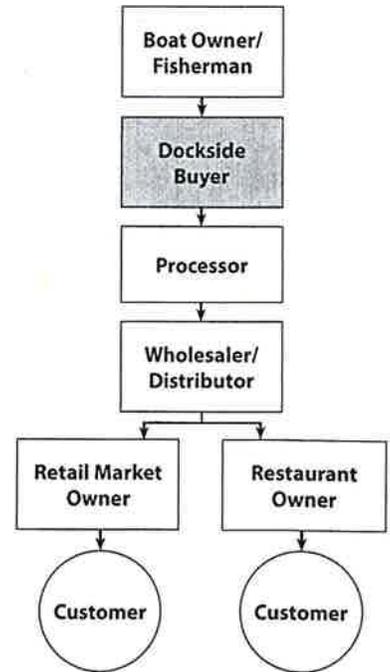
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# From Ocean to Table

## Dockside Buyer Income/Expense Worksheet

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



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

Fishery: Prawns

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

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

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

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

### Initial Calculations:

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

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

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

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

- |   |                 |                   |
|---|-----------------|-------------------|
| A. Licenses & Registrations?  | <u>\$ 1,500</u> |                   |
| B. Dock/Building Lease?   | <u>\$ 1,000</u> |                   |
| C. Insurance?   | <u>\$ 100</u>   |                   |
| D. Loan Payments?   | <u>\$ 1,000</u> |                   |
| E. Marketing/Advertising?   | <u>\$ 1,000</u> |                   |
| F. Shipping/Trucking Expenses?  | <u>\$ 1,500</u> |                   |
| G. Employee Wages?  | <u>\$ 2,000</u> |                   |
| H. Other Direct Costs (supplies, ice, etc.)?  | <u>\$ 1,000</u> |                   |
| I. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above) |                 | <u>\$ 270,000</u> |
| J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I      |                 | <u>\$ 279,100</u> |
| K. How much money did you make as the Docksider buyer (Season Profit)? (#2 above) - J   |                 | <u>\$ 17,900</u>  |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:         |                 | + or - _____      |

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

\$

\* will depend

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

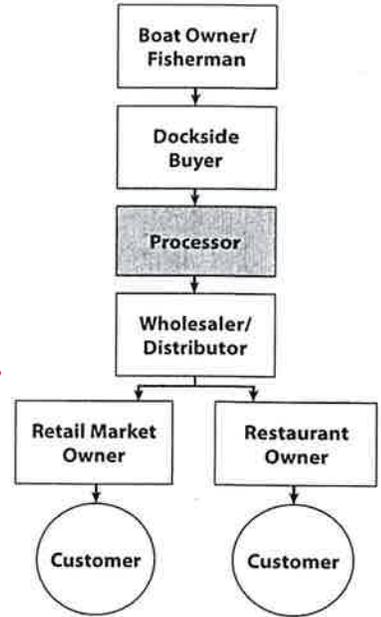


Name: \_\_\_\_\_

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

## From Ocean to Table Processor Income/Expense Worksheet

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



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

Fishery: Prawns

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

Processor BUY price/lb: \$16.00/lb

Percentage Yield: 80%

Processor SELL price/lb: \$17.00/lb

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

\$ 297,000

21,600 lbs

\$ 367,200

**Initial Calculations:**

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

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

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

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

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

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

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

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

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

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

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

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

\$   \* will depend

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



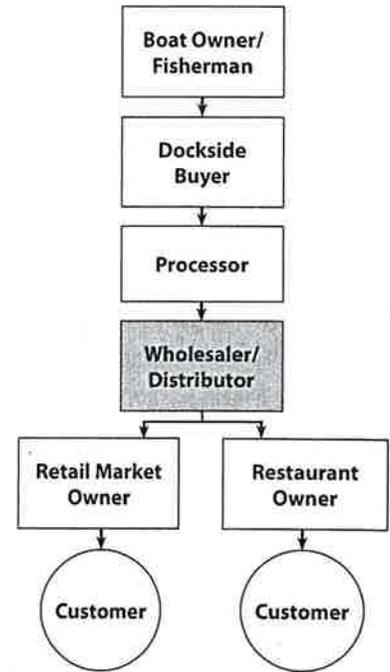
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# From Ocean to Table

## Wholesaler/Distributor Income/Expense Worksheet

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



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

Fishery: Prawns

How many pounds of processed fish were produced?: 21,600 lbs

Wholesaler/Distributor BUY price/lb: \$17.00/lb

Wholesaler/Distributor SELL price/lb: \$20.00/lb

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

### Initial Calculations

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

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

\$ 367,200

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

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

\$ 432,000

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

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

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

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

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

\$ 367,200

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

\$ 398,200

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

\$ 33,800

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

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

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

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

\$ \_\_\_\_\_ \* will depend

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



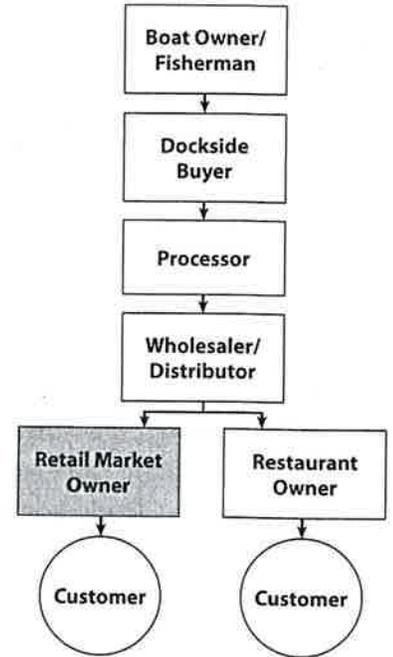
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Date: \_\_\_\_\_

## From Ocean to Table

### Retail Market Owner Income/Expense Worksheet

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



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

Fishery: Prawns  
 Amount Purchased Seasonally: 2,000 lbs.  
 Retail Market Owner BUY price/lb: \$20.00/lb  
 Retail Market Owner SELL price/lb: \$23.00/lb  
 Fate Card Instructions (if drawn): \* will depend

**Initial Calculations**

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

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

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

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

- |   |                  |
|---|------------------|
| A. Licenses & Registrations?  | \$ <u>500</u>    |
| B. Building Lease?  | \$ <u>200</u>    |
| C. Insurance?   | \$ <u>250</u>    |
| D. Loan Payments?   | \$ <u>500</u>    |
| E. Marketing/Advertising?   | \$ <u>200</u>    |
| F. Employee Wages?  | \$ <u>1,000</u>  |
| G. Other Direct Costs (supplies, ice, etc.)?  | \$ <u>300</u>    |
| H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) | \$ <u>40,000</u> |
| I. How much did you spend on all these expenses? <b>A + B + C + D + E + F + G + H</b>     | \$ <u>42,950</u> |
| J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I | \$ <u>3,050</u>  |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           | + or - _____     |

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

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

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



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

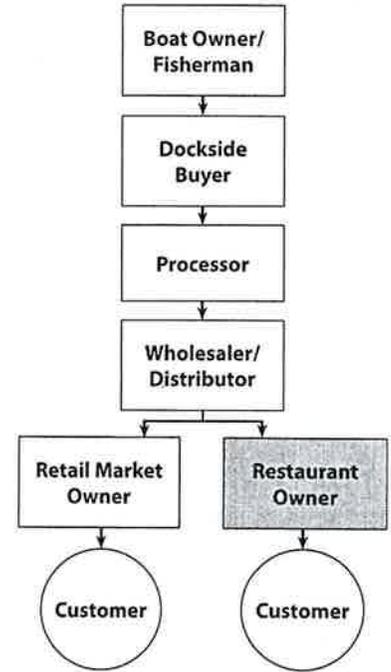
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# From Ocean to Table Restaurant Owner Income/Expense Worksheet

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

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

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



### Initial Calculations:

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

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

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

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

- |   |                 |                  |
|---|-----------------|------------------|
| A. Licenses & Registrations?  | \$ <u>500</u>   |                  |
| B. Building Lease?  | \$ <u>300</u>   |                  |
| C. Insurance?   | \$ <u>300</u>   |                  |
| D. Loan Payments?   | \$ <u>750</u>   |                  |
| E. Marketing/Advertising?   | \$ <u>200</u>   |                  |
| F. Employee Wages?  | \$ <u>2,000</u> |                  |
| G. Other Direct Costs (supplies, ice, etc.)?  | \$ <u>800</u>   |                  |
| H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>8,000</u>  |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>12,850</u> |
| J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I    |                 | \$ <u>3,150</u>  |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____     |

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

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

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



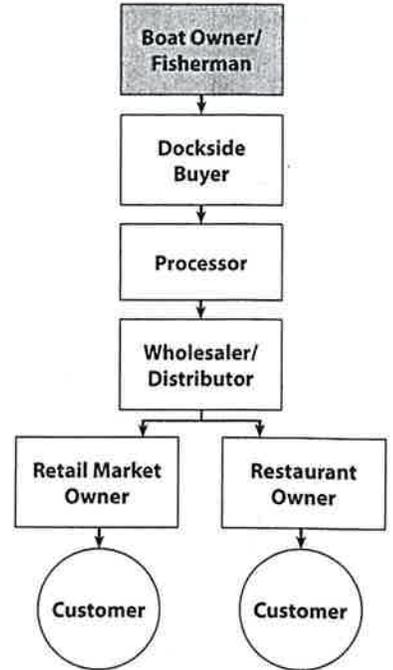
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Date: \_\_\_\_\_

# From Ocean to Table

## Boat Owner/Fisherman Income/Expense Worksheet

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



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

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

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

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

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

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

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

- |  |                  |                  |
|--|------------------|------------------|
| A. Fuel? (#1 above)  | \$ <u>30,000</u> |                  |
| B. Gear & Supplies?  | \$ <u>12,000</u> |                  |
| C. Licenses & Registrations?   | \$ <u>2,500</u>  |                  |
| D. Seasonal Moorage?   | \$ <u>1,000</u>  |                  |
| E. Insurance?  | \$ <u>1,000</u>  |                  |
| F. Loan Payments?  | \$ <u>3,000</u>  |                  |
| G. Other Direct Costs (utilities, ice, etc.)?  | \$ <u>2,000</u>  |                  |
| H. These are non-wage expenses, how much did you pay for them? <b>A + B + C + D + E + F + G</b>                        |                  | \$ <u>51,500</u> |
| I. How much money do you have after paying these expenses? <b>#3 above - H</b>   |                  | \$ <u>40,900</u> |
| J. How much did you pay your crew? <b># of Crew x I x (Crew Wage % of profit / 100)</b> $3 \times I \times 15\% / 100$ |                  | \$ <u>18,405</u> |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? <b>I - J</b>                               |                  | \$ <u>22,495</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:  |                  | + or - _____     |

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

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



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

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

# From Ocean to Table

## Dockside Buyer Income/Expense Worksheet

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

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

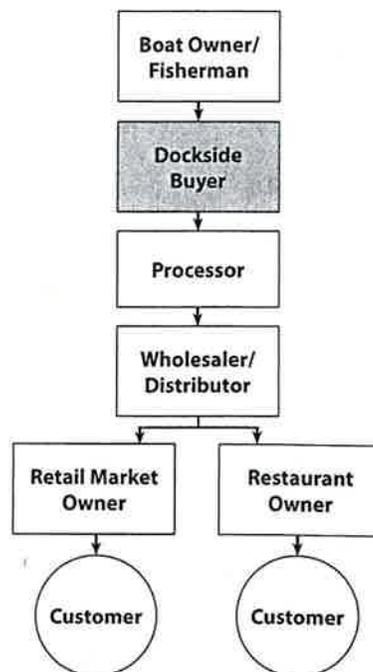
Fishery: Sole

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

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

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

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



### Initial Calculations:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

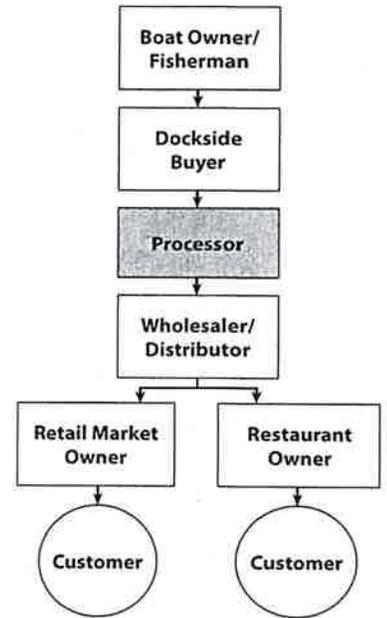


Name: \_\_\_\_\_

Date: \_\_\_\_\_

## From Ocean to Table Processor Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.



**Baseline Data:** [Use team mate calculations, Background Data Tables A & B]

Fishery: Sole

How many pounds of fish did the Boat Owner/Fisherman catch?: 84,000 lbs

Processor BUY price/lb: \$1.27/lb

Percentage Yield: 80%

Processor SELL price/lb: \$2.25/lb

Fate Card Instructions (if drawn): \*will depend

\$ 106,680

67,200 lbs

\$ 151,200

**Initial Calculations:**

1. How much money do you need to buy the fish from the Dockside Buyer?

#1 = Pounds of fish caught by Boat Owner/Fisherman x Processor BUY price/lb

2. How many pounds of processed fish did you produce?

#2 = Pounds of fish caught by Boat Owner/Fisherman x (Percentage Yield / 100)

3. How much money did you make from selling the fish to the Wholesaler/Distributor?

#3 = Pounds of processed fish x Processor SELL price/lb =

**Profit/Loss Calculations:** [Use calculations above and Background Data Table C]

How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above): \$ 151,200

**Expenses - How much did you pay for:**

- A. Licenses & Registrations? \$ 1,500
- B. Dock/Building Lease? \$ 3,500
- C. Insurance? \$ 1,500
- D. Loan Payments? \$ 5,500
- E. Marketing/Advertising? \$ 1,000
- F. Shipping/Trucking Expenses? \$ 5,000
- G. Employee Wages? \$ 9,000
- H. Other Direct Costs (supplies, ice, etc.)? \$ 5,000

I. How much money do you need to buy the fish from the Dockside Buyer? (#1 above)

\$ 106,680

J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I

\$ 138,680

K. How much money did you make as the Processor (Season Profit)? (#3 above) - J

\$ 12,520

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

+ or - \_\_\_\_\_

M. How much money do you have left at the end? K + L

(If M is positive you made a Profit, if M is negative you had Losses)

\$

\*will depend

How much money did you make as price/lb? M / pounds of processed fish produced = \$ \_\_\_\_\_ /lb



Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table Wholesaler/Distributor Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.

**Baseline Data:** [Use team mate calculations and Background Data Table B]

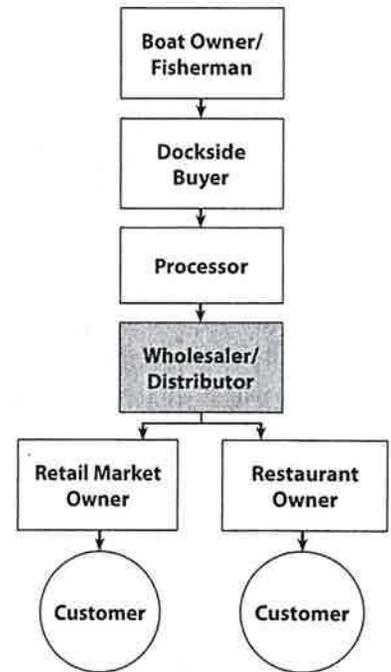
Fishery: Sole

How many pounds of processed fish were produced?: 67,200 lbs

Wholesaler/Distributor BUY price/lb: \$2.25/lb

Wholesaler/Distributor SELL price/lb: \$4.00/lb

Fate Card Instructions (if drawn): \*will depend



### Initial Calculations

1. How much money do you need to buy the fish from the Processor?

#1 = Pounds of processed fish x Wholesaler/Distributor BUY price/lb

\$ 151,200

2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?

#2 = Pounds of processed fish x Wholesaler/Distributor SELL price/lb

\$ 268,800

**Profit/Loss Calculations:** [Use calculations above and Background Data Table C]

How much money did you make from selling the fish? (#2 above): \$ 268,800

### Expenses - How much did you pay for:

- A. Licenses & Registrations? \$ 1,500
- B. Building Lease? \$ 2,000
- C. Insurance? \$ 1,500
- D. Loan Payments? \$ 5,000
- E. Marketing/Advertising? \$ 1,000
- F. Shipping/Trucking Expenses? \$ 10,000
- G. Employee Wages? \$ 7,000
- H. Other Direct Costs (supplies, ice, etc.)? \$ 3,000

I. How much money do you need to buy the fish from the Processor? (#1 above) \$ 151,200

J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I \$ 182,200

K. How much money did you make as the Wholesaler/Distributor (Season Profit)? (#2 above) - J \$ 86,600

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

M. How much money do you have left at the end? K + L

(If M is positive you made a Profit, if M is negative you had Losses)

\$                      \* will depend

How much money did you make as price/lb? M / pounds of processed fish produced = \$ \_\_\_\_\_ /lb



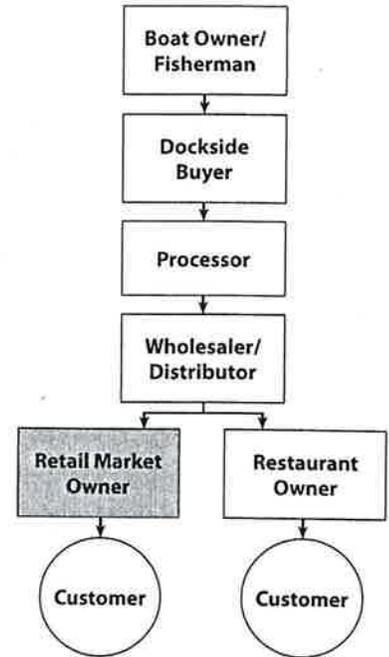
Name: \_\_\_\_\_

Date: \_\_\_\_\_

## From Ocean to Table

### Retail Market Owner Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. In a single season (30 days) a Retail Market Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
5. Complete all Income/Expense Calculations and share your results with your team.



**Baseline Data:** [Use team mate calculations and Background Data Table B]

Fishery: Sole

Amount Purchased Seasonally: 1,000 lbs

Retail Market Owner BUY price/lb: \$4.00 /lb

Retail Market Owner SELL price/lb: \$9.00 /lb

Fate Card Instructions (if drawn): \* will depend

**Initial Calculations**

1. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb      \$ 4,000
2. How much money did you make from selling the fish to the Retail Market Customer?  
 #2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb      \$ 9,000

**Profit/Loss Calculations:** [Use calculations and data above & Background Data Table C]

How much money did you make from selling the fish to the Retail Market Customer? (#2 above): \$ 9,000

**Expenses - How much did you pay for:**

- |   |                 |                 |
|---|-----------------|-----------------|
| A. Licenses & Registrations?  | \$ <u>500</u>   |                 |
| B. Building Lease?  | \$ <u>200</u>   |                 |
| C. Insurance?   | \$ <u>250</u>   |                 |
| D. Loan Payments?   | \$ <u>500</u>   |                 |
| E. Marketing/Advertising?   | \$ <u>200</u>   |                 |
| F. Employee Wages?  | \$ <u>1,000</u> |                 |
| G. Other Direct Costs (supplies, ice, etc.)?  | \$ <u>300</u>   |                 |
| H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>4,000</u> |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>6,950</u> |
| J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I |                 | \$ <u>2,050</u> |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____    |

L. How much money do you have left at the end? J + K  
 (If L is positive you made a Profit, if L is negative you had Losses)      \$            \*will depend

How much money did you make as price/lb? L / Amount Purchased Seasonally = \$ \_\_\_\_\_ /lb

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb = \$ 9.00 /lb



Name: \_\_\_\_\_

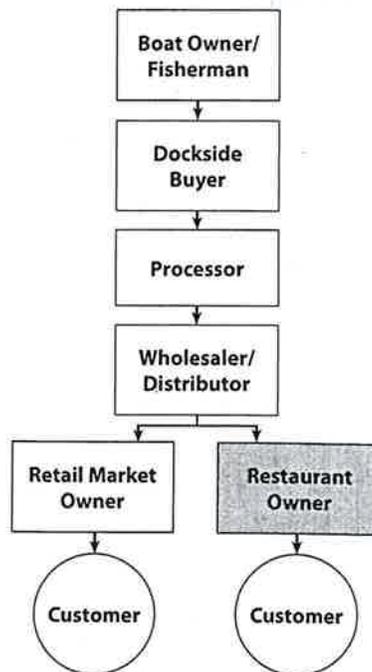
Date: \_\_\_\_\_

# From Ocean to Table Restaurant Owner Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. In a single season (30 days) a Restaurant Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
5. Complete all Income/Expense Calculations and share your results with your team.

### Baseline Data: [Use team mate calculations and Background Data Table B]

Fishery: Sole  
 Amount Purchased Seasonally: 300 lbs  
 Restaurant Owner BUY price/lb: \$4.00/lb  
 Restaurant Owner SELL price/lb: \$30.00/lb  
 Fate Card Instructions (if drawn): \* will depend



### Initial Calculations:

1. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb  
 \$ 1,200
2. How much money did you make from selling the fish to the Restaurant Customer?  
 #2 = Amount Purchased Seasonally x Restaurant Owner SELL price/lb  
 \$ 9,000

### Profit/Loss Calculations: [Use calculations and data above & Background Data Table C]

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$ 9,000

### Expenses - How much did you pay for:

- |   |                 |                 |
|---|-----------------|-----------------|
| A. Licenses & Registrations?  | \$ <u>500</u>   |                 |
| B. Building Lease?  | \$ <u>300</u>   |                 |
| C. Insurance?   | \$ <u>300</u>   |                 |
| D. Loan Payments?   | \$ <u>750</u>   |                 |
| E. Marketing/Advertising?   | \$ <u>200</u>   |                 |
| F. Employee Wages?  | \$ <u>2,000</u> |                 |
| G. Other Direct Costs (supplies, ice, etc.)?  | \$ <u>800</u>   |                 |
| H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>1,200</u> |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>6,050</u> |
| J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I    |                 | \$ <u>2,950</u> |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____    |

L. How much money do you have left at the end? J + K  
 (If L is positive you made a Profit, if L is negative you had Losses) \$            \*will depend

How much money did you make as price/lb? L / Amount Purchased Seasonally = \$ \_\_\_\_\_ /lb

How much do your customers pay for the fish?: Restaurant Owner SELL price/lb = \$ 30.00 /lb



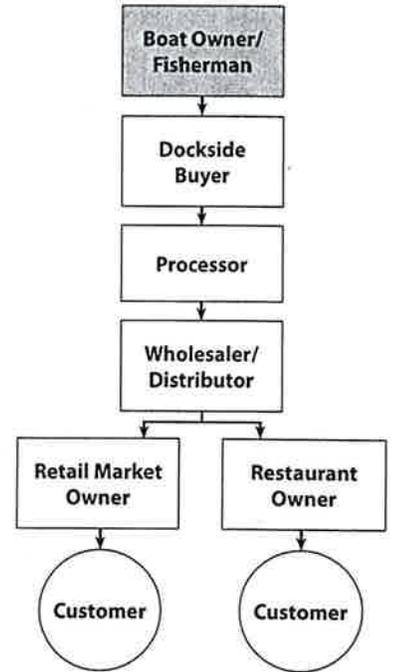
Name: \_\_\_\_\_

Date: \_\_\_\_\_

## From Ocean to Table

### Boat Owner/Fisherman Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.



**Baseline Data:** [Use Background Data Table A & B]

Fishery: Albacore Tuna  
 Boat Type: Troller  
 Fate Card Instructions (if drawn): \* will depend  
 Daily Catch: 1,500 lbs  
 Season Length: 30 days  
 Boat Gallons/Day: 100 gpd  
 Boat Owner/Fisherman SELL price/lb: \$1.00/lb

**Initial Calculations:** [Use data above]

1. How much did you pay for fuel?  
 $\#1 = \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon} = \$12,000$
2. How many pounds of fish did you catch in the season?  
 $\#2 = \text{Season Length} \times \text{Daily Catch} = 45,000 \text{ lbs}$
3. How much money did you make from selling your catch?  
 $\#3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb} = \$45,000$

**Profit/Loss Calculations:** [Use calculations above and Background Data Table A]

How much money did you make from selling your catch? (#3 above): \$45,000

**Expenses - How much did you pay for:**

- |  |                  |                  |
|--|------------------|------------------|
| A. Fuel? (#1 above)  | \$ <u>12,000</u> |                  |
| B. Gear & Supplies?  | \$ <u>3,000</u>  |                  |
| C. Licenses & Registrations?   | \$ <u>2,500</u>  |                  |
| D. Seasonal Moorage?   | \$ <u>1,500</u>  |                  |
| E. Insurance?  | \$ <u>1,000</u>  |                  |
| F. Loan Payments?  | \$ <u>3,000</u>  |                  |
| G. Other Direct Costs (utilities, ice, etc.)?  | \$ <u>2,000</u>  |                  |
| H. These are non-wage expenses, how much did you pay for them? <b>A + B + C + D + E + F + G</b>                        |                  | \$ <u>25,000</u> |
| I. How much money do you have after paying these expenses? <b>#3 above - H</b>   |                  | \$ <u>20,000</u> |
| J. How much did you pay your crew? <b># of Crew x I x (Crew Wage % of profit / 100)</b> $2 \times I \times 15\% / 100$ |                  | \$ <u>6,000</u>  |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? <b>I - J</b>                               |                  | \$ <u>14,000</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:  |                  | + or - _____     |

M. How much money do you have left at the end? **K + L**  
 (If M is positive you made a Profit, if M is negative you had Losses) \$

\* will depend

How much money did you make as price/lb?  $M / \text{pounds of fish caught (}\#2 \text{ above)} = \$ \text{_____} / \text{lb}$

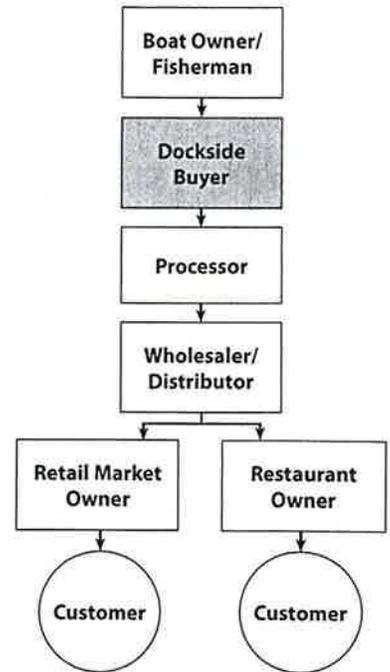


Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table Dockside Buyer Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.



### Baseline Data: [Use team mate calculations and Background Data Table B]

Fishery: Albacore Tuna  
 How many pounds of fish did the Boat Owner/Fisherman catch?: 45,000 lbs  
 Dockside Buyer BUY price/lb: \$1.00/lb  
 Dockside Buyer SELL price/lb: \$2.15/lb  
 Fate Card Instructions (if drawn): \* will depend

### Initial Calculations:

1. How much money do you need to buy the fish from the Boat Owner/Fisherman?  
 #1 = Pounds of fish Boat Owner/Fisherman caught x Dockside Buyer BUY price/lb = \$ 45,000
2. How much money did you make from selling the fish to the Processor?  
 #2 = Pounds of fish Boat Owner/Fisherman caught x Dockside Buyer SELL price/lb = \$ 96,750

### Profit/Loss Calculations: [Use calculations above and Background Data Table C]

How much money did you make from selling the fish to the Processor? (#2 above): \$ 96,750

### Expenses - How much did you pay for:

- |   |                 |                  |
|---|-----------------|------------------|
| A. Licenses & Registrations?  | \$ <u>1,500</u> |                  |
| B. Dock/Building Lease?   | \$ <u>1,000</u> |                  |
| C. Insurance?   | \$ <u>100</u>   |                  |
| D. Loan Payments?   | \$ <u>1,000</u> |                  |
| E. Marketing/Advertising?   | \$ <u>1,000</u> |                  |
| F. Shipping/Trucking Expenses?  | \$ <u>1,500</u> |                  |
| G. Employee Wages?  | \$ <u>2,000</u> |                  |
| H. Other Direct Costs (supplies, ice, etc.)?  | \$ <u>1,000</u> |                  |
| I. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above) |                 | \$ <u>45,000</u> |
| J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I      |                 | \$ <u>54,100</u> |
| K. How much money did you make as the Dockside buyer (Season Profit)? (#2 above) - J    |                 | \$ <u>42,650</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:         |                 | + or - _____     |

M. How much money do you have left at the end? K + L  
 (If M is positive you made a Profit, if M is negative you had Losses) \$ \_\_\_\_\_ \* will depend

How much money did you make as price/lb? M / pounds of fish Boat Owner/Fisherman caught = \$ \_\_\_\_\_/lb

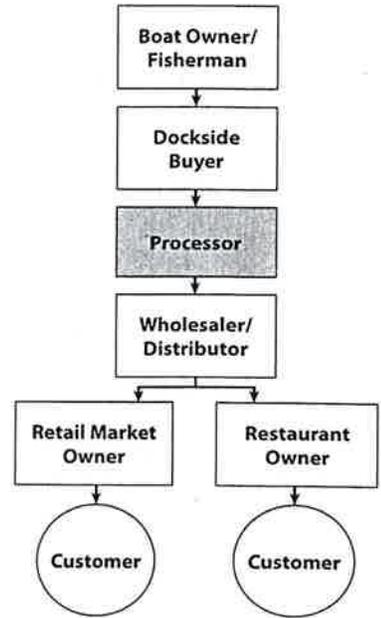


Name: \_\_\_\_\_

Date: \_\_\_\_\_

## From Ocean to Table Processor Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.



**Baseline Data:** [Use team mate calculations, Background Data Tables A & B]

Fishery: Albacore Tuna

How many pounds of fish did the Boat Owner/Fisherman catch?: 45,000 lbs

Processor BUY price/lb: \$2.15/lb

Percentage Yield: 75%

Processor SELL price/lb: \$4.50/lb

Fate Card Instructions (if drawn): \* will depend

**Initial Calculations:**

1. How much money do you need to buy the fish from the Dockside Buyer?  
 #1 = Pounds of fish caught by Boat Owner/Fisherman x Processor BUY price/lb

\$96,750

2. How many pounds of processed fish did you produce?  
 #2 = Pounds of fish caught by Boat Owner/Fisherman x (Percentage Yield / 100)

33,750 lbs

3. How much money did you make from selling the fish to the Wholesaler/Distributor?  
 #3 = Pounds of processed fish x Processor SELL price/lb =

\$151,875

**Profit/Loss Calculations:** [Use calculations above and Background Data Table C]

How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above): \$151,875

**Expenses - How much did you pay for:**

- A. Licenses & Registrations? \$1,500
- B. Dock/Building Lease? \$3,500
- C. Insurance? \$1,500
- D. Loan Payments? \$5,500
- E. Marketing/Advertising? \$1,000
- F. Shipping/Trucking Expenses? \$5,000
- G. Employee Wages? \$9,000
- H. Other Direct Costs (supplies, ice, etc.)? \$5,000

I. How much money do you need to buy the fish from the Dockside Buyer? (#1 above)

\$96,750

J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I**

\$128,750

K. How much money did you make as the Processor (Season Profit)? (#3 above) - J

\$23,125

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

+ or - \_\_\_\_\_

M. How much money do you have left at the end? **K + L**  
 (If M is positive you made a Profit, if M is negative you had Losses)

\$   \* will depend

How much money did you make as price/lb? M / pounds of processed fish produced = \$ \_\_\_\_\_ /lb



Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table Wholesaler/Distributor Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.

**Baseline Data:** [Use team mate calculations and Background Data Table B]

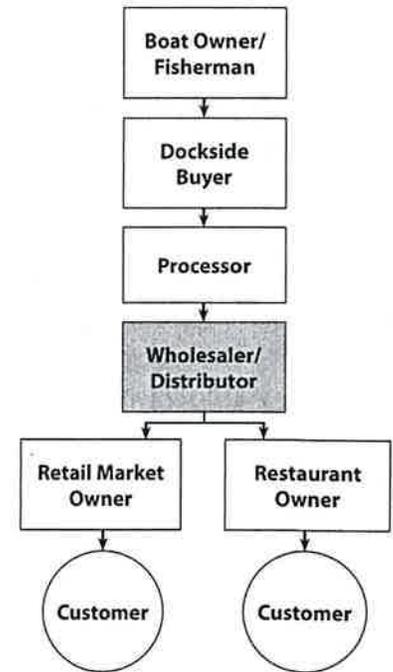
Fishery: Albacore Tuna

How many pounds of processed fish were produced?: 33,750 lbs

Wholesaler/Distributor BUY price/lb: \$4.50/lb

Wholesaler/Distributor SELL price/lb: \$6.25/lb

Fate Card Instructions (if drawn): \* will depend



### Initial Calculations

1. How much money do you need to buy the fish from the Processor?

#1 = Pounds of processed fish x Wholesaler/Distributor BUY price/lb

\$ 151,875

2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?

#2 = Pounds of processed fish x Wholesaler/Distributor SELL price/lb

\$ 210,937.50

**Profit/Loss Calculations:** [Use calculations above and Background Data Table C]

How much money did you make from selling the fish? (#2 above): \$ 210,937.50

### Expenses - How much did you pay for:

- A. Licenses & Registrations? \$ 1,500
- B. Building Lease? \$ 2,000
- C. Insurance? \$ 1,500
- D. Loan Payments? \$ 5,000
- E. Marketing/Advertising? \$ 1,000
- F. Shipping/Trucking Expenses? \$ 10,000
- G. Employee Wages? \$ 7,000
- H. Other Direct Costs (supplies, ice, etc.)? \$ 3,000

I. How much money do you need to buy the fish from the Processor? (#1 above)

\$ 151,875

J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I**

\$ 187,875

K. How much money did you make as the Wholesaler/Distributor (Season Profit)? (#2 above) - J

\$ 28,062.50

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

+ or - \_\_\_\_\_

M. How much money do you have left at the end? **K + L**

(If M is positive you made a Profit, if M is negative you had Losses)

\$

\* will depend

How much money did you make as price/lb? M / pounds of processed fish produced = \$ \_\_\_\_\_ /lb



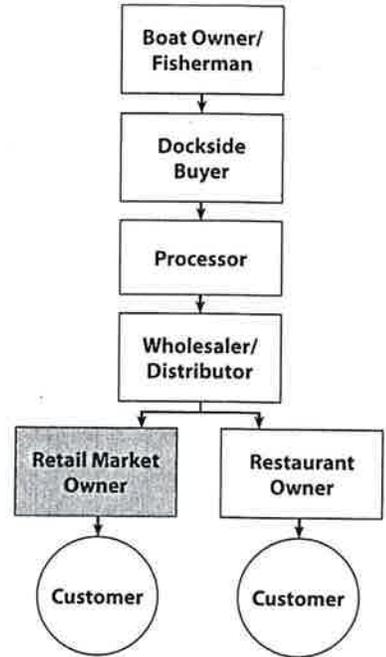
Name: \_\_\_\_\_

Date: \_\_\_\_\_

## From Ocean to Table

### Retail Market Owner Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. In a single season (30 days) a Retail Market Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
5. Complete all Income/Expense Calculations and share your results with your team.



**Baseline Data:** [Use team mate calculations and Background Data Table B]

Fishery: Albacore Tuna  
 Amount Purchased Seasonally: 1,500 lbs  
 Retail Market Owner BUY price/lb: \$6.25/lb  
 Retail Market Owner SELL price/lb: \$9.00/lb  
 Fate Card Instructions (if drawn): \* will depend

**Initial Calculations**

1. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb  
 \$ 9,375
2. How much money did you make from selling the fish to the Retail Market Customer?  
 #2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb  
 \$ 13,500

**Profit/Loss Calculations:** [Use calculations and data above & Background Data Table C]

**How much money did you make from selling the fish to the Retail Market Customer? (#2 above):** \$ 13,500

**Expenses - How much did you pay for:**

- |   |                  |
|---|------------------|
| A. Licenses & Registrations?  | \$ <u>500</u>    |
| B. Building Lease?  | \$ <u>200</u>    |
| C. Insurance?   | \$ <u>250</u>    |
| D. Loan Payments?   | \$ <u>500</u>    |
| E. Marketing/Advertising?   | \$ <u>200</u>    |
| F. Employee Wages?  | \$ <u>1,000</u>  |
| G. Other Direct Costs (supplies, ice, etc.)?  | \$ <u>300</u>    |
| H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) | \$ <u>9,375</u>  |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            | \$ <u>12,325</u> |
| J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I | \$ <u>1,175</u>  |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           | + or - _____     |

L. How much money do you have left at the end? J + K  
 (If L is positive you made a Profit, if L is negative you had Losses) \$   \* will depend

**How much money did you make as price/lb? L / Amount Purchased Seasonally =** \$ \_\_\_\_\_ /lb

**How much do your customers pay for the fish?: Retail Market Owner SELL price/lb =** \$ 9.00 /lb



Name: \_\_\_\_\_

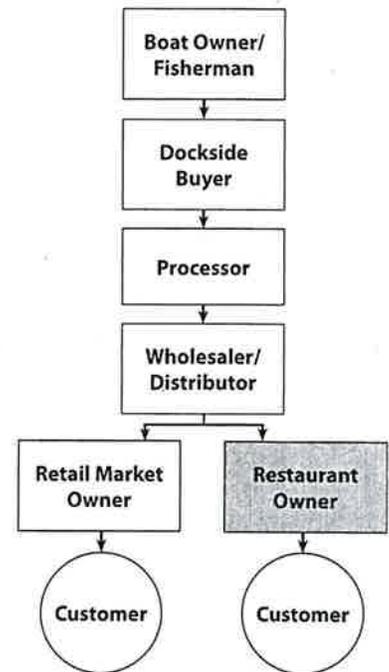
Date: \_\_\_\_\_

## From Ocean to Table Restaurant Owner Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. In a single season (30 days) a Restaurant Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
5. Complete all Income/Expense Calculations and share your results with your team.

**Baseline Data:** [Use team mate calculations and Background Data Table B]

Fishery: Albacore Tuna  
 Amount Purchased Seasonally: 450 lbs  
 Restaurant Owner BUY price/lb: \$6.25/lb  
 Restaurant Owner SELL price/lb: \$22.00/lb  
 Fate Card Instructions (if drawn): \* will depend



**Initial Calculations:**

1. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb  
 \$ 2,812.50
2. How much money did you make from selling the fish to the Restaurant Customer?  
 #2 = Amount Purchased Seasonally x Restaurant Owner SELL price/lb  
 \$ 9,900

**Profit/Loss Calculations:** [Use calculations and data above & Background Data Table C]

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$ 9,900

**Expenses - How much did you pay for:**

- |   |                 |                    |
|---|-----------------|--------------------|
| A. Licenses & Registrations?  | \$ <u>500</u>   |                    |
| B. Building Lease?  | \$ <u>300</u>   |                    |
| C. Insurance?   | \$ <u>300</u>   |                    |
| D. Loan Payments?   | \$ <u>750</u>   |                    |
| E. Marketing/Advertising?   | \$ <u>200</u>   |                    |
| F. Employee Wages?  | \$ <u>2,000</u> |                    |
| G. Other Direct Costs (supplies, ice, etc.)?  | \$ <u>800</u>   |                    |
| H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>2,812.50</u> |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>7,662.50</u> |
| J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I    |                 | \$ <u>2,237.50</u> |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____       |

L. How much money do you have left at the end? J + K  
 (If L is positive you made a Profit, if L is negative you had Losses) \$  \* will depend

How much money did you make as price/lb? L / Amount Purchased Seasonally = \$ \_\_\_\_\_ /lb

How much do your customers pay for the fish?: Restaurant Owner SELL price/lb = \$ 22.00 /lb



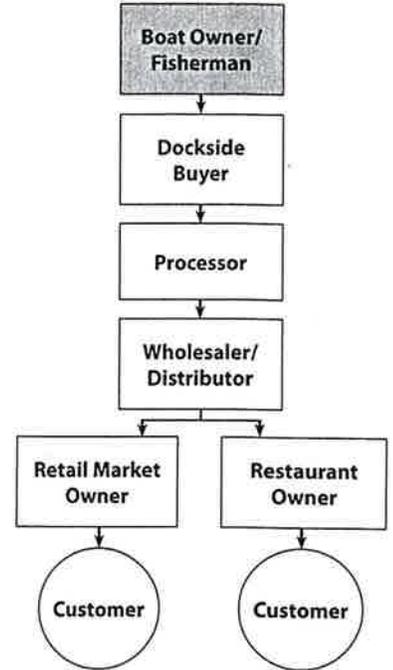
Name: \_\_\_\_\_

Date: \_\_\_\_\_

## From Ocean to Table

### Boat Owner/Fisherman Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.



**Baseline Data:** [Use Background Data Table A & B]

Fishery: Salmon  
 Boat Type: Troller  
 Fate Card Instructions (if drawn): \*will depend  
 Daily Catch: 500 lbs  
 Season Length: 30 days  
 Boat Gallons/Day: 60 gpd  
 Boat Owner/Fisherman SELL price/lb: \$6.00/lb

**Initial Calculations:** [Use data above]

1. How much did you pay for fuel?  
 $\#1 = \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon}$       \$ 7,200
2. How many pounds of fish did you catch in the season?  
 $\#2 = \text{Season Length} \times \text{Daily Catch}$       15,000 lbs
3. How much money did you make from selling your catch?  
 $\#3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb}$       \$ 90,000

**Profit/Loss Calculations:** [Use calculations above and Background Data Table A]

How much money did you make from selling your catch? (#3 above): \$ 90,000

**Expenses - How much did you pay for:**

- |   |                 |                  |
|---|-----------------|------------------|
| A. Fuel? (#1 above)   | \$ <u>7,200</u> |                  |
| B. Gear & Supplies?   | \$ <u>6,000</u> |                  |
| C. Licenses & Registrations?  | \$ <u>2,500</u> |                  |
| D. Seasonal Moorage?  | \$ <u>1,000</u> |                  |
| E. Insurance?   | \$ <u>1,000</u> |                  |
| F. Loan Payments?   | \$ <u>3,000</u> |                  |
| G. Other Direct Costs (utilities, ice, etc.)?   | \$ <u>2,000</u> |                  |
| H. These are non-wage expenses, how much did you pay for them? $A + B + C + D + E + F + G$                  |                 | \$ <u>22,700</u> |
| I. How much money do you have after paying these expenses? #3 above - H                                     |                 | \$ <u>67,300</u> |
| J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit / 100) $2 \times I \times 15/100$ |                 | \$ <u>20,190</u> |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J                           |                 | \$ <u>47,110</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:                             |                 | + or - _____     |

M. How much money do you have left at the end?  $K + L$   
 (If M is positive you made a Profit, if M is negative you had Losses)      \$

*\* will depend*

How much money did you make as price/lb?  $M / \text{pounds of fish caught (}\#2 \text{ above)} =$  \$ \_\_\_\_\_ /lb



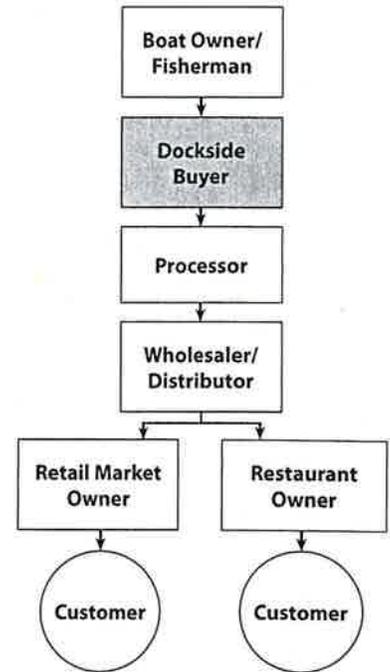
# From Ocean to Table

## Dockside Buyer Income/Expense Worksheet

Name: \_\_\_\_\_

Date: \_\_\_\_\_

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.



**Baseline Data:** [Use team mate calculations and Background Data Table B]

Fishery: Salmon

How many pounds of fish did the Boat Owner/Fisherman catch?: 15,000 lbs

Docksider Buyer BUY price/lb: \$6.00/lb

Docksider Buyer SELL price/lb: \$6.75/lb

Fate Card Instructions (if drawn): \* will depend

**Initial Calculations:**

1. How much money do you need to buy the fish from the Boat Owner/Fisherman?  
 #1 = Pounds of fish Boat Owner/Fisherman caught x Docksider Buyer BUY price/lb = \$ 90,000
2. How much money did you make from selling the fish to the Processor?  
 #2 = Pounds of fish Boat Owner/Fisherman caught x Docksider Buyer SELL price/lb = \$ 101,250

**Profit/Loss Calculations:** [Use calculations above and Background Data Table C]

How much money did you make from selling the fish to the Processor? (#2 above): \$ 101,250

**Expenses - How much did you pay for:**

- |   |                  |  |
|---|------------------|--|
| A. Licenses & Registrations?  | <u>\$ 1,500</u>  |  |
| B. Dock/Building Lease?   | <u>\$ 1,000</u>  |  |
| C. Insurance?   | <u>\$ 100</u>    |  |
| D. Loan Payments?   | <u>\$ 1,000</u>  |  |
| E. Marketing/Advertising?   | <u>\$ 1,000</u>  |  |
| F. Shipping/Trucking Expenses?  | <u>\$ 1,500</u>  |  |
| G. Employee Wages?  | <u>\$ 2,000</u>  |  |
| H. Other Direct Costs (supplies, ice, etc.)?  | <u>\$ 1,000</u>  |  |
| I. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above) | <u>\$ 90,000</u> |  |
| J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I      | <u>\$ 99,100</u> |  |
| K. How much money did you make as the Docksider buyer (Season Profit)? (#2 above) - J   | <u>\$ 2,150</u>  |  |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:         | + or - _____     |  |

M. How much money do you have left at the end? K + L  
 (If M is positive you made a Profit, if M is negative you had Losses)  \$ \*will depend

How much money did you make as price/lb? M / pounds of fish Boat Owner/Fisherman caught = \$ \_\_\_\_\_/lb

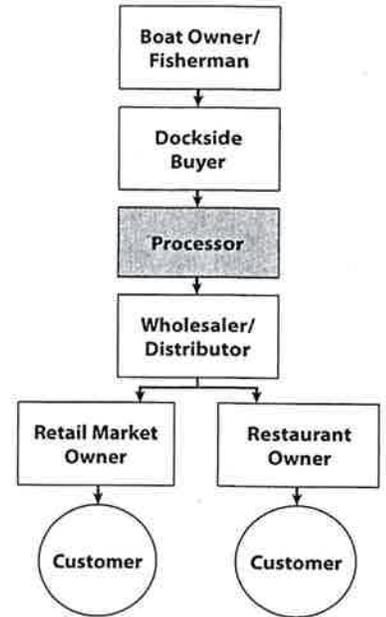


# From Ocean to Table Processor Income/Expense Worksheet

Name: \_\_\_\_\_

Date: \_\_\_\_\_

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.



**Baseline Data:** [Use team mate calculations, Background Data Tables A & B]

Fishery: Salmon

How many pounds of fish did the Boat Owner/Fisherman catch?: 15,000 lbs

Processor BUY price/lb: \$6.75/lb

Percentage Yield: 85%

Processor SELL price/lb: \$11.20/lb

Fate Card Instructions (if drawn): \* will depend

### Initial Calculations:

1. How much money do you need to buy the fish from the Docksider Buyer?  
#1 = Pounds of fish caught by Boat Owner/Fisherman x Processor BUY price/lb

\$ 101,250

2. How many pounds of processed fish did you produce?  
#2 = Pounds of fish caught by Boat Owner/Fisherman x (Percentage Yield / 100)

12,750 lbs

3. How much money did you make from selling the fish to the Wholesaler/Distributor?  
#3 = Pounds of processed fish x Processor SELL price/lb =

\$ 142,800

### Profit/Loss Calculations:

 [Use calculations above and Background Data Table C]

How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above): \$ 142,800

### Expenses - How much did you pay for:

- A. Licenses & Registrations? \$ 1,500
- B. Dock/Building Lease? \$ 3,500
- C. Insurance? \$ 1,500
- D. Loan Payments? \$ 5,500
- E. Marketing/Advertising? \$ 1,000
- F. Shipping/Trucking Expenses? \$ 5,000
- G. Employee Wages? \$ 9,000
- H. Other Direct Costs (supplies, ice, etc.)? \$ 5,000

I. How much money do you need to buy the fish from the Docksider Buyer? (#1 above) \$ 101,250

J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I** \$ 133,250

K. How much money did you make as the Processor (Season Profit)? (#3 above) - J \$ 9,550

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

M. How much money do you have left at the end? **K + L**  
(If M is positive you made a Profit, if M is negative you had Losses) \$ \* will depend

How much money did you make as price/lb? M / pounds of processed fish produced = \$ \_\_\_\_\_ /lb



Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table Wholesaler/Distributor Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.

**Baseline Data:** [Use team mate calculations and Background Data Table B]

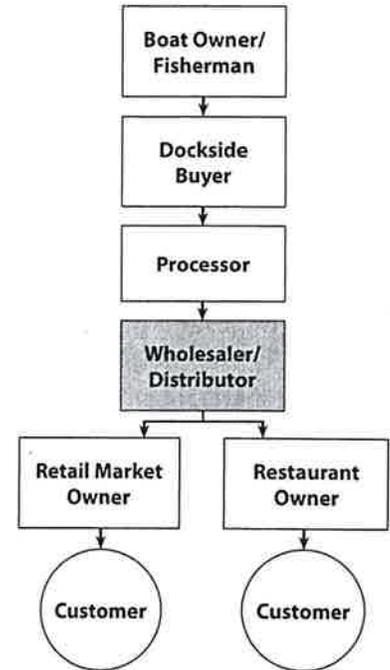
Fishery: Salmon

How many pounds of processed fish were produced?: 12,750 lbs

Wholesaler/Distributor BUY price/lb: \$11.20/lb

Wholesaler/Distributor SELL price/lb: \$18.00/lb

Fate Card Instructions (if drawn): \* will depend



\$ 142,800

\$ 229,500

### Initial Calculations

1. How much money do you need to buy the fish from the Processor?

#1 = Pounds of processed fish x Wholesaler/Distributor BUY price/lb

2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?

#2 = Pounds of processed fish x Wholesaler/Distributor SELL price/lb

**Profit/Loss Calculations:** [Use calculations above and Background Data Table C]

How much money did you make from selling the fish? (#2 above): \$ 229,500

### Expenses - How much did you pay for:

A. Licenses & Registrations? \$ 1,500

B. Building Lease? \$ 2,000

C. Insurance? \$ 1,500

D. Loan Payments? \$ 5,000

E. Marketing/Advertising? \$ 1,000

F. Shipping/Trucking Expenses? \$ 10,000

G. Employee Wages? \$ 7,000

H. Other Direct Costs (supplies, ice, etc.)? \$ 3,000

I. How much money do you need to buy the fish from the Processor? (#1 above) \$ 142,800

J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I** \$ 173,800

K. How much money did you make as the Wholesaler/Distributor (Season Profit)? (#2 above) - J \$ 55,700

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

M. How much money do you have left at the end? **K + L**

(If M is positive you made a Profit, if M is negative you had Losses)

\$           

\* will depend

How much money did you make as price/lb? M / pounds of processed fish produced = \$ \_\_\_\_\_ /lb



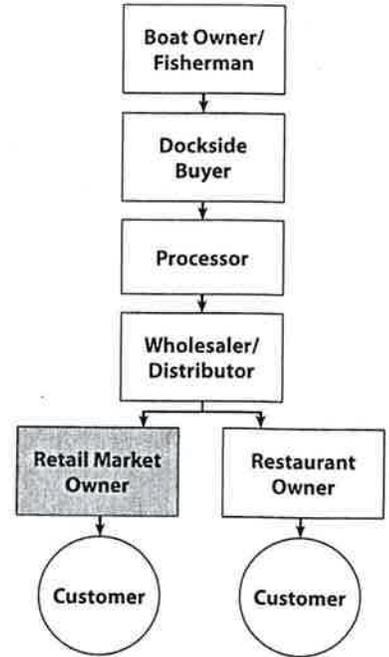
Name: \_\_\_\_\_

Date: \_\_\_\_\_

## From Ocean to Table

### Retail Market Owner Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. In a single season (30 days) a Retail Market Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
5. Complete all Income/Expense Calculations and share your results with your team.



**Baseline Data:** [Use team mate calculations and Background Data Table B]

Fishery: Salmon

Amount Purchased Seasonally: 2,500 lbs.

Retail Market Owner BUY price/lb: \$18.00 / lb

Retail Market Owner SELL price/lb: \$21.58 / lb

Fate Card Instructions (if drawn): \* will depend

**Initial Calculations**

1. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb      \$ 45,000
2. How much money did you make from selling the fish to the Retail Market Customer?  
 #2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb      \$ 53,950

**Profit/Loss Calculations:** [Use calculations and data above & Background Data Table C]

**How much money did you make from selling the fish to the Retail Market Customer? (#2 above):** \$ 53,950

**Expenses - How much did you pay for:**

- |   |        |               |
|---|--------|---------------|
| A. Licenses & Registrations?  | \$     | <u>500</u>    |
| B. Building Lease?  | \$     | <u>200</u>    |
| C. Insurance?   | \$     | <u>250</u>    |
| D. Loan Payments?   | \$     | <u>500</u>    |
| E. Marketing/Advertising?   | \$     | <u>200</u>    |
| F. Employee Wages?  | \$     | <u>1,000</u>  |
| G. Other Direct Costs (supplies, ice, etc.)?  | \$     | <u>300</u>    |
| H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) | \$     | <u>45,000</u> |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            | \$     | <u>47,950</u> |
| J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I | \$     | <u>6,000</u>  |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           | + or - | _____         |

L. How much money do you have left at the end? J + K  
 (If L is positive you made a Profit, if L is negative you had Losses)      \$   \* will depend

**How much money did you make as price/lb?** L / Amount Purchased Seasonally = \$ \_\_\_\_\_ / lb

**How much do your customers pay for the fish?:** Retail Market Owner SELL price/lb = \$ 21.58 / lb



Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table Restaurant Owner Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. In a single season (30 days) a Restaurant Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
5. Complete all Income/Expense Calculations and share your results with your team.

**Baseline Data:** [Use team mate calculations and Background Data Table B]

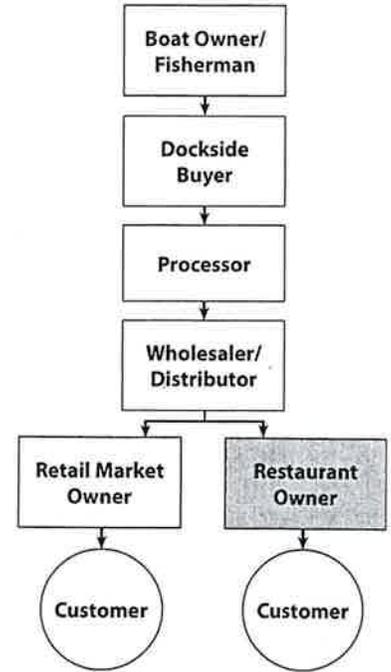
Fishery: Salmon

Amount Purchased Seasonally: 650 lbs

Restaurant Owner BUY price/lb: \$18.00/lb

Restaurant Owner SELL price/lb: \$45.00/lb

Fate Card Instructions (if drawn): \* will depend



### Initial Calculations:

1. How much money do you need to buy the fish from the Wholesaler/Distributor?  
#1 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb  
\$ 11,700
2. How much money did you make from selling the fish to the Restaurant Customer?  
#2 = Amount Purchased Seasonally x Restaurant Owner SELL price/lb  
\$ 29,850

**Profit/Loss Calculations:** [Use calculations and data above & Background Data Table C]

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$ 29,250

### Expenses - How much did you pay for:

- |   |                 |                  |
|---|-----------------|------------------|
| A. Licenses & Registrations?  | \$ <u>500</u>   |                  |
| B. Building Lease?  | \$ <u>300</u>   |                  |
| C. Insurance?   | \$ <u>300</u>   |                  |
| D. Loan Payments?   | \$ <u>750</u>   |                  |
| E. Marketing/Advertising?   | \$ <u>200</u>   |                  |
| F. Employee Wages?  | \$ <u>2,000</u> |                  |
| G. Other Direct Costs (supplies, ice, etc.)?  | \$ <u>800</u>   |                  |
| H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>11,700</u> |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>16,550</u> |
| J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I    |                 | \$ <u>12,700</u> |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____     |

L. How much money do you have left at the end? J + K  
(If L is positive you made a Profit, if L is negative you had Losses) \$            \*will depend

How much money did you make as price/lb? L / Amount Purchased Seasonally = \$ \_\_\_\_\_ /lb

How much do your customers pay for the fish?: Restaurant Owner SELL price/lb = \$ 45.00 /lb



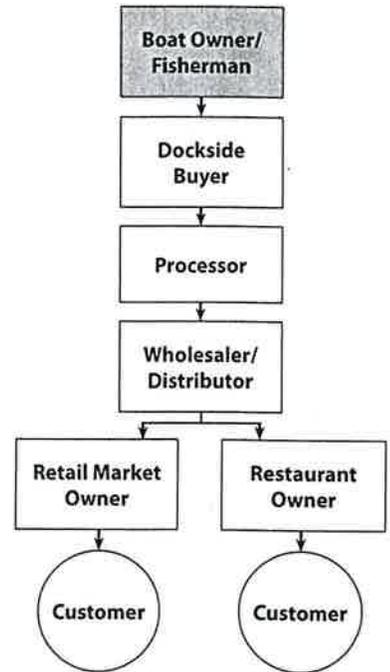
Name: \_\_\_\_\_

Date: \_\_\_\_\_

## From Ocean to Table

### Boat Owner/Fisherman Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.



**Baseline Data:** [Use Background Data Table A & B]

Fishery: Crab  
 Boat Type: Various  
 Fate Card Instructions (if drawn): \* will depend  
 Daily Catch: 2,000 lbs  
 Season Length: 30 days  
 Boat Gallons/Day: 350 gpd  
 Boat Owner/Fisherman SELL price/lb: \$2.25/lb

**Initial Calculations:** [Use data above]

1. How much did you pay for fuel?  
 $\#1 = \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon}$       \$ 42,000
2. How many pounds of fish did you catch in the season?  
 $\#2 = \text{Season Length} \times \text{Daily Catch}$       60,000 lbs
3. How much money did you make from selling your catch?  
 $\#3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb}$       \$ 135,000

**Profit/Loss Calculations:** [Use calculations above and Background Data Table A]

**How much money did you make from selling your catch? (#3 above):**      \$ 135,000

**Expenses - How much did you pay for:**

- |  |                  |                  |
|--|------------------|------------------|
| A. Fuel? (#1 above)  | \$ <u>42,000</u> |                  |
| B. Gear & Supplies?  | \$ <u>10,000</u> |                  |
| C. Licenses & Registrations?   | \$ <u>2,500</u>  |                  |
| D. Seasonal Moorage?   | \$ <u>1,000</u>  |                  |
| E. Insurance?  | \$ <u>1,500</u>  |                  |
| F. Loan Payments?  | \$ <u>3,000</u>  |                  |
| G. Other Direct Costs (utilities, ice, etc.)?  | \$ <u>2,000</u>  |                  |
| H. These are non-wage expenses, how much did you pay for them? <b>A + B + C + D + E + F + G</b>                          |                  | \$ <u>62,000</u> |
| I. How much money do you have after paying these expenses? <b>#3 above - H</b>   |                  | \$ <u>73,000</u> |
| J. How much did you pay your crew? <b># of Crew x I x (Crew Wage % of profit / 100)</b> <small>3 x I x 15% / 100</small> |                  | \$ <u>32,850</u> |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? <b>I - J</b>                                 |                  | \$ <u>40,150</u> |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:  |                  | + or - _____     |

M. How much money do you have left at the end? **K + L**  
 (If M is positive you made a Profit, if M is negative you had Losses)      \$       \* will depend

**How much money did you make as price/lb?** M / pounds of fish caught (#2 above) =      \$ \_\_\_\_\_ /lb



Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table

## Dockside Buyer Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.

### Baseline Data: [Use team mate calculations and Background Data Table B]

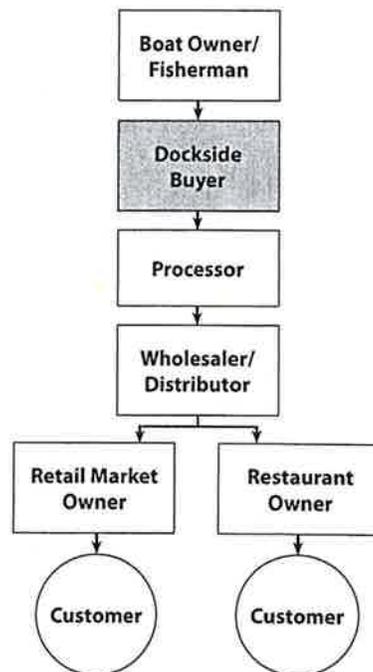
Fishery: Crab

How many pounds of fish did the Boat Owner/Fisherman catch?: 60,000 lbs

Dockside Buyer BUY price/lb: \$2.25/lb

Dockside Buyer SELL price/lb: \$2.59/lb

Fate Card Instructions (if drawn): \* will depend



### Initial Calculations:

1. How much money do you need to buy the fish from the Boat Owner/Fisherman?

#1 = Pounds of fish Boat Owner/Fisherman caught x Dockside Buyer BUY price/lb = \$ 135,000

2. How much money did you make from selling the fish to the Processor?

#2 = Pounds of fish Boat Owner/Fisherman caught x Dockside Buyer SELL price/lb = \$ 155,400

### Profit/Loss Calculations: [Use calculations above and Background Data Table C]

How much money did you make from selling the fish to the Processor? (#2 above): \$ 155,400

### Expenses - How much did you pay for:

- A. Licenses & Registrations? \$ 1,500
- B. Dock/Building Lease? \$ 1,000
- C. Insurance? \$ 100
- D. Loan Payments? \$ 1,000
- E. Marketing/Advertising? \$ 1,000
- F. Shipping/Trucking Expenses? \$ 1,500
- G. Employee Wages? \$ 2,000
- H. Other Direct Costs (supplies, ice, etc.)? \$ 1,000

I. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above) \$ 135,000

J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I** \$ 144,100

K. How much money did you make as the Dockside buyer (Season Profit)? (#2 above) - J \$ 11,300

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

M. How much money do you have left at the end? **K + L**  
(If M is positive you made a Profit, if M is negative you had Losses)

\$

\* will depend

How much money did you make as price/lb? M / pounds of fish Boat Owner/Fisherman caught = \$ \_\_\_\_\_/lb



Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table Wholesaler/Distributor Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.

**Baseline Data:** [Use team mate calculations and Background Data Table B]

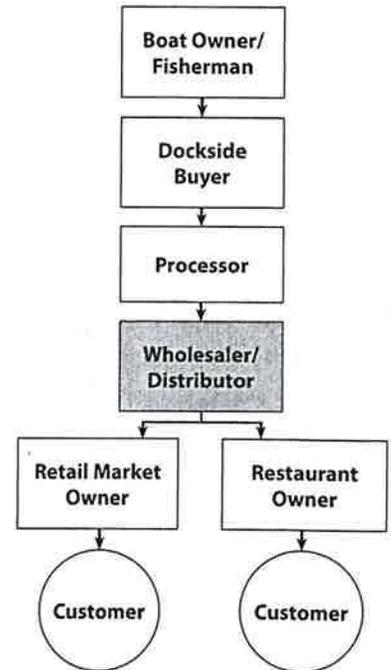
Fishery: Crab

How many pounds of processed fish were produced?: 30,000 lbs

Wholesaler/Distributor BUY price/lb: \$8.00/lb

Wholesaler/Distributor SELL price/lb: \$15.00/lb

Fate Card Instructions (if drawn): \* will depend



\$ 240,000

\$ 450,000

### 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): \$ 450,000

### Expenses - How much did you pay for:

- A. Licenses & Registrations? \$ 1,500
- B. Building Lease? \$ 2,000
- C. Insurance? \$ 1,500
- D. Loan Payments? \$ 5,000
- E. Marketing/Advertising? \$ 1,000
- F. Shipping/Trucking Expenses? \$ 10,000
- G. Employee Wages? \$ 7,000
- H. Other Direct Costs (supplies, ice, etc.)? \$ 3,000

I. How much money do you need to buy the fish from the Processor? (#1 above) \$ 240,000

J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I \$ 271,000

K. How much money did you make as the Wholesaler/Distributor (Season Profit)? (#2 above) - J \$ 179,000

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

M. How much money do you have left at the end? K + L

(If M is positive you made a Profit, if M is negative you had Losses)

\$  \* will depend

How much money did you make as price/lb? M / pounds of processed fish produced = \$ \_\_\_\_\_ /lb

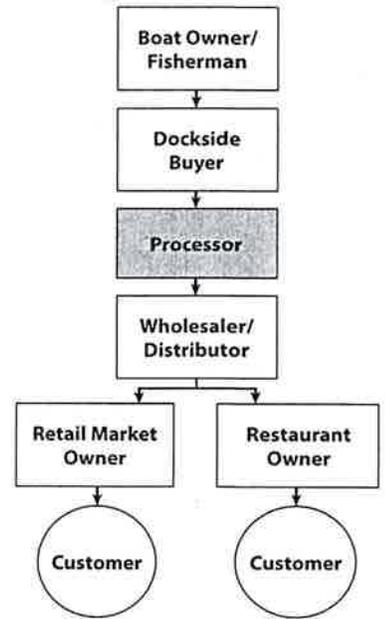


Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table Processor Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.



**Baseline Data:** [Use team mate calculations, Background Data Tables A & B]

Fishery: Crab

How many pounds of fish did the Boat Owner/Fisherman catch?: 60,000 lbs

Processor BUY price/lb: \$2.59/lb

Percentage Yield: 50%

Processor SELL price/lb: \$8.00/lb

Fate Card Instructions (if drawn): \* will depend

**Initial Calculations:**

1. How much money do you need to buy the fish from the Docksider Buyer?  
#1 = Pounds of fish caught by Boat Owner/Fisherman x Processor BUY price/lb

\$ 155,400

2. How many pounds of processed fish did you produce?  
#2 = Pounds of fish caught by Boat Owner/Fisherman x (Percentage Yield / 100)

30,000 lbs

3. How much money did you make from selling the fish to the Wholesaler/Distributor?  
#3 = Pounds of processed fish x Processor SELL price/lb =

\$ 240,000

**Profit/Loss Calculations:** [Use calculations above and Background Data Table C]

How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above): \$ 240,000

**Expenses - How much did you pay for:**

- A. Licenses & Registrations? \$ 1,500
- B. Dock/Building Lease? \$ 3,500
- C. Insurance? \$ 1,500
- D. Loan Payments? \$ 5,500
- E. Marketing/Advertising? \$ 1,000
- F. Shipping/Trucking Expenses? \$ 5,000
- G. Employee Wages? \$ 9,000
- H. Other Direct Costs (supplies, ice, etc.)? \$ 5,000

I. How much money do you need to buy the fish from the Docksider Buyer? (#1 above)

\$ 155,400

J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I

\$ 187,400

K. How much money did you make as the Processor (Season Profit)? (#3 above) - J

\$ 52,600

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

+ or - \_\_\_\_\_

M. How much money do you have left at the end? K + L  
(If M is positive you made a Profit, if M is negative you had Losses)

\$

\* will depend

How much money did you make as price/lb? M / pounds of processed fish produced = \$ \_\_\_\_\_ /lb



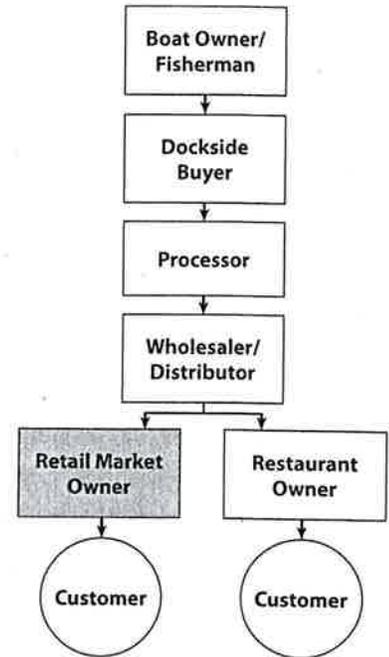
Name: \_\_\_\_\_

Date: \_\_\_\_\_

## From Ocean to Table

### Retail Market Owner Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. In a single season (30 days) a Retail Market Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
5. Complete all Income/Expense Calculations and share your results with your team.



**Baseline Data:** [Use team mate calculations and Background Data Table B]

Fishery: Crab

Amount Purchased Seasonally: 2,500 lbs

Retail Market Owner BUY price/lb: \$15.00/lb

Retail Market Owner SELL price/lb: \$30.00/lb

Fate Card Instructions (if drawn): \* will depend

**Initial Calculations**

1. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb \$ 37,500
2. How much money did you make from selling the fish to the Retail Market Customer?  
 #2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb \$ 75,000

**Profit/Loss Calculations:** [Use calculations and data above & Background Data Table C]

How much money did you make from selling the fish to the Retail Market Customer? (#2 above): \$ 75,000

**Expenses - How much did you pay for:**

- A. Licenses & Registrations? \$ 500
- B. Building Lease? \$ 200
- C. Insurance? \$ 250
- D. Loan Payments? \$ 500
- E. Marketing/Advertising? \$ 200
- F. Employee Wages? \$ 1,000
- G. Other Direct Costs (supplies, ice, etc.)? \$ 300

- H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) \$ 37,500
- I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H \$ 40,450
- J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I \$ 34,550
- K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

L. How much money do you have left at the end? J + K  
 (If L is positive you made a Profit, if L is negative you had Losses)

\$   \*will depend

How much money did you make as price/lb? L / Amount Purchased Seasonally = \$ \_\_\_\_\_ /lb

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb) = \$ 30.00 /lb



Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table Restaurant Owner Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. In a single season (30 days) a Restaurant Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
5. Complete all Income/Expense Calculations and share your results with your team.

**Baseline Data:** [Use team mate calculations and Background Data Table B]

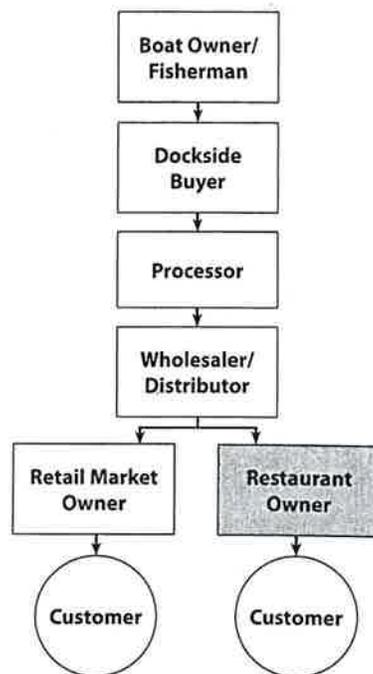
Fishery: Crab

Amount Purchased Seasonally: 600 lbs

Restaurant Owner BUY price/lb: \$15.00 / lb

Restaurant Owner SELL price/lb: \$60.00 / lb

Fate Card Instructions (if drawn): \* will depend



### Initial Calculations:

1. How much money do you need to buy the fish from the Wholesaler/Distributor?

#1 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb

\$ 9,000

2. How much money did you make from selling the fish to the Restaurant Customer?

#2 = Amount Purchased Seasonally x Restaurant Owner SELL price/lb

\$ 36,000

**Profit/Loss Calculations:** [Use calculations and data above & Background Data Table C]

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$ 36,000

### Expenses - How much did you pay for:

- A. Licenses & Registrations? \$ 500
- B. Building Lease? \$ 300
- C. Insurance? \$ 300
- D. Loan Payments? \$ 750
- E. Marketing/Advertising? \$ 200
- F. Employee Wages? \$ 2,000
- G. Other Direct Costs (supplies, ice, etc.)? \$ 800

H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) \$ 9,000

I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H \$ 13,850

J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I \$ 22,150

K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

L. How much money do you have left at the end? J + K  
(If L is positive you made a Profit, if L is negative you had Losses)

\$   \* will depend

How much money did you make as price/lb? L / Amount Purchased Seasonally = \$ \_\_\_\_\_ / lb

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb = \$ 60.00 / lb



Name: \_\_\_\_\_

Date: \_\_\_\_\_

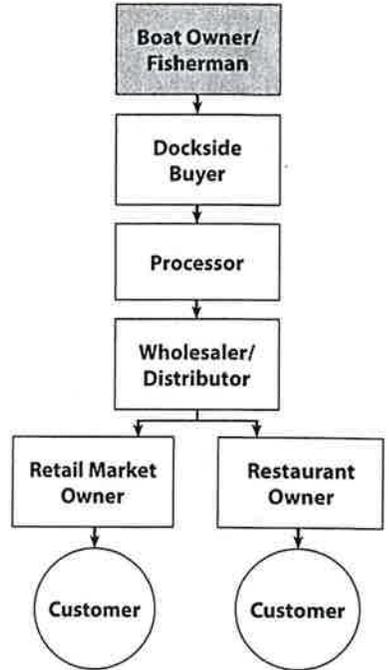
# From Ocean to Table

## Boat Owner/Fisherman Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.

**Baseline Data:** [Use Background Data Table A & B]

Fishery: Squid  
 Boat Type: Purse Seiner  
 Fate Card Instructions (if drawn): \* will depend  
 Daily Catch: 35,000 lbs  
 Season Length: 30 days  
 Boat Gallons/Day: 350 gpd  
 Boat Owner/Fisherman SELL price/lb: \$0.25/lb



**Initial Calculations:** [Use data above]

1. How much did you pay for fuel?  
 $\#1 = \text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon}$       \$42,000
2. How many pounds of fish did you catch in the season?  
 $\#2 = \text{Season Length} \times \text{Daily Catch}$       1,050,000 lbs
3. How much money did you make from selling your catch?  
 $\#3 = \text{Pounds of fish you caught (lbs)} \times \text{Boat Owner/Fisherman SELL price/lb}$       \$262,500

**Profit/Loss Calculations:** [Use calculations above and Background Data Table A]

**How much money did you make from selling your catch? (#3 above):**      \$262,500

**Expenses - How much did you pay for:**

- |  |                 |                  |
|--|-----------------|------------------|
| A. Fuel? (#1 above)  | <u>\$42,000</u> |                  |
| B. Gear & Supplies?  | <u>\$11,000</u> |                  |
| C. Licenses & Registrations?   | <u>\$2,500</u>  |                  |
| D. Seasonal Moorage?   | <u>\$1,500</u>  |                  |
| E. Insurance?  | <u>\$2,000</u>  |                  |
| F. Loan Payments?  | <u>\$3,000</u>  |                  |
| G. Other Direct Costs (utilities, ice, etc.)?  | <u>\$2,000</u>  |                  |
| H. These are non-wage expenses, how much did you pay for them? <b>A + B + C + D + E + F + G</b>                  |                 | <u>\$64,000</u>  |
| I. How much money do you have after paying these expenses? <b>#3 above - H</b>                                   |                 | <u>\$198,500</u> |
| J. How much did you pay your crew? <b># of Crew x I x (Crew Wage % of profit / 100)</b> <u>5 x I x 10% / 100</u> |                 | <u>\$99,250</u>  |
| K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? <b>I - J</b>                         |                 | <u>\$99,250</u>  |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:                                  |                 | + or - _____     |

M. How much money do you have left at the end? **K + L**  
 (If M is positive you made a Profit, if M is negative you had Losses)     

\* will depend

**How much money did you make as price/lb? M / pounds of fish caught (#2 above) =**      \$ \_\_\_\_\_ /lb

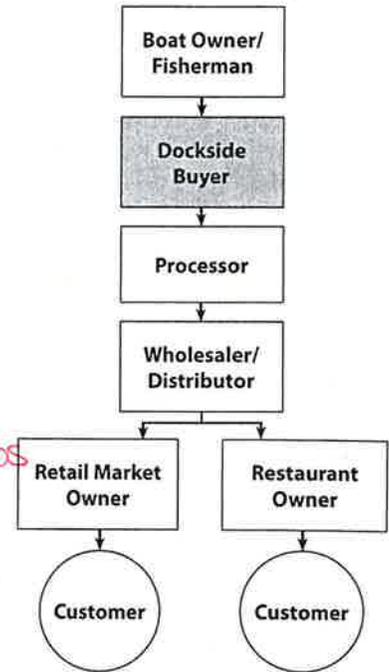


Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table Dockside Buyer Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.



### Baseline Data: [Use team mate calculations and Background Data Table B]

Fishery: Squid

How many pounds of fish did the Boat Owner/Fisherman catch?: 1,050,000 lbs

Docksider Buyer BUY price/lb: \$0.25/lb

Docksider Buyer SELL price/lb: \$0.35/lb

Fate Card Instructions (if drawn): \* will depend

### Initial Calculations:

1. How much money do you need to buy the fish from the Boat Owner/Fisherman?  
 $\#1 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Docksider Buyer BUY price/lb} =$  \$ 262,500
2. How much money did you make from selling the fish to the Processor?  
 $\#2 = \text{Pounds of fish Boat Owner/Fisherman caught} \times \text{Docksider Buyer SELL price/lb} =$  \$ 367,500

### Profit/Loss Calculations: [Use calculations above and Background Data Table C]

How much money did you make from selling the fish to the Processor? (#2 above): \$ 367,500

### Expenses - How much did you pay for:

- |   |                 |                   |
|---|-----------------|-------------------|
| A. Licenses & Registrations?  | \$ <u>1,500</u> |                   |
| B. Dock/Building Lease?   | \$ <u>1,000</u> |                   |
| C. Insurance?   | \$ <u>100</u>   |                   |
| D. Loan Payments?   | \$ <u>1,000</u> |                   |
| E. Marketing/Advertising?   | \$ <u>1,000</u> |                   |
| F. Shipping/Trucking Expenses?  | \$ <u>1,500</u> |                   |
| G. Employee Wages?  | \$ <u>2,000</u> |                   |
| H. Other Direct Costs (supplies, ice, etc.)?  | \$ <u>1,000</u> |                   |
| I. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above) |                 | \$ <u>262,500</u> |
| J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I      |                 | \$ <u>271,600</u> |
| K. How much money did you make as the Docksider buyer (Season Profit)? (#2 above) - J   |                 | \$ <u>95,900</u>  |
| L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:         |                 | + or - _____      |

M. How much money do you have left at the end? K + L  
(If M is positive you made a Profit, if M is negative you had Losses)

\$

\* will depend

How much money did you make as price/lb? M / pounds of fish Boat Owner/Fisherman caught = \$ \_\_\_\_\_/lb



Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table Processor Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.

Baseline Data: [Use team mate calculations, Background Data Tables A & B]

Fishery: Squid

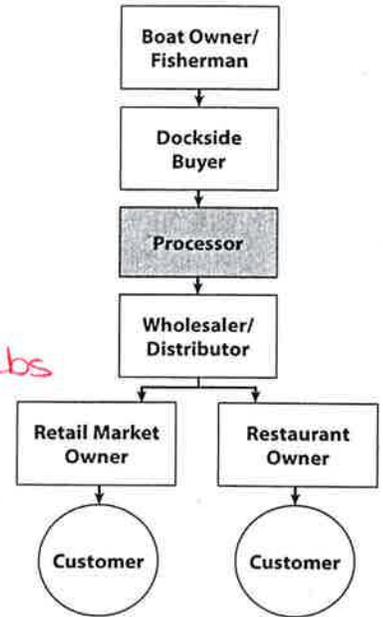
How many pounds of fish did the Boat Owner/Fisherman catch?: 1,050,000 lbs

Processor BUY price/lb: \$0.35 /lb

Percentage Yield: 65%

Processor SELL price/lb: \$1.00/lb

Fate Card Instructions (if drawn): \* will depend



\$ 367,500

682,500 lbs

\$ 682,500

### Initial Calculations:

1. How much money do you need to buy the fish from the Docksider Buyer?  
#1 = Pounds of fish caught by Boat Owner/Fisherman x Processor BUY price/lb

2. How many pounds of processed fish did you produce?  
#2 = Pounds of fish caught by Boat Owner/Fisherman x (Percentage Yield / 100)

3. How much money did you make from selling the fish to the Wholesaler/Distributor?  
#3 = Pounds of processed fish x Processor SELL price/lb =

Profit/Loss Calculations: [Use calculations above and Background Data Table C]

How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above): \$ 682,500

### Expenses - How much did you pay for:

- A. Licenses & Registrations? \$ 1,500
- B. Dock/Building Lease? \$ 3,500
- C. Insurance? \$ 1,500
- D. Loan Payments? \$ 5,500
- E. Marketing/Advertising? \$ 1,000
- F. Shipping/Trucking Expenses? \$ 5,000
- G. Employee Wages? \$ 9,000
- H. Other Direct Costs (supplies, ice, etc.)? \$ 5,000

I. How much money do you need to buy the fish from the Docksider Buyer? (#1 above) \$ 367,500

J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I \$ 399,500

K. How much money did you make as the Processor (Season Profit)? (#3 above) - J \$ 283,000

L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

M. How much money do you have left at the end? K + L  
(If M is positive you made a Profit, if M is negative you had Losses) \$   \* will depend

How much money did you make as price/lb? M / pounds of processed fish produced = \$ \_\_\_\_\_ /lb



Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table Wholesaler/Distributor Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.

**Baseline Data:** [Use team mate calculations and Background Data Table B]

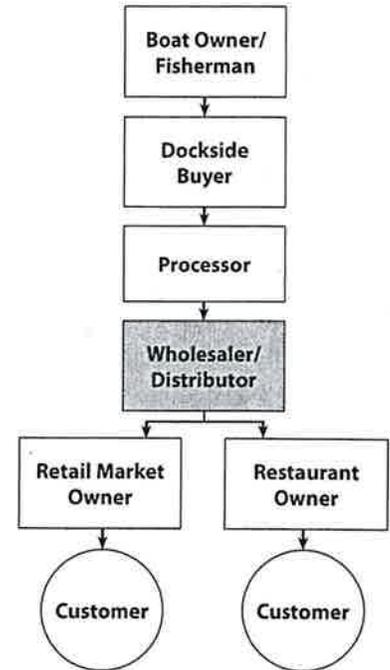
Fishery: Squid

How many pounds of processed fish were produced?: 682,500 lbs

Wholesaler/Distributor BUY price/lb: \$1.00/lb

Wholesaler/Distributor SELL price/lb: \$1.20/lb

Fate Card Instructions (if drawn): \*will depend



\$ 682,500

### Initial Calculations

1. How much money do you need to buy the fish from the Processor?

#1 = Pounds of processed fish x Wholesaler/Distributor BUY price/lb

2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?

#2 = Pounds of processed fish x Wholesaler/Distributor SELL price/lb

\$ 819,000

**Profit/Loss Calculations:** [Use calculations above and Background Data Table C]

How much money did you make from selling the fish? (#2 above): \$ 819,000

### Expenses - How much did you pay for:

- A. Licenses & Registrations? \$ 1,500
- B. Building Lease? \$ 2,000
- C. Insurance? \$ 1,500
- D. Loan Payments? \$ 5,000
- E. Marketing/Advertising? \$ 1,000
- F. Shipping/Trucking Expenses? \$ 10,000
- G. Employee Wages? \$ 7,000
- H. Other Direct Costs (supplies, ice, etc.)? \$ 3,000

- I. How much money do you need to buy the fish from the Processor? (#1 above) \$ 682,500
- J. How much did you spend on all these expenses? **A + B + C + D + E + F + G + H + I** \$ 713,500
- K. How much money did you make as the Wholesaler/Distributor (Season Profit)? (#2 above) - J \$ 105,500
- L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

- M. How much money do you have left at the end? **K + L**

(If M is positive you made a Profit, if M is negative you had Losses)

\$

\*will depend

How much money did you make as price/lb? M / pounds of processed fish produced = \$ \_\_\_\_\_ /lb



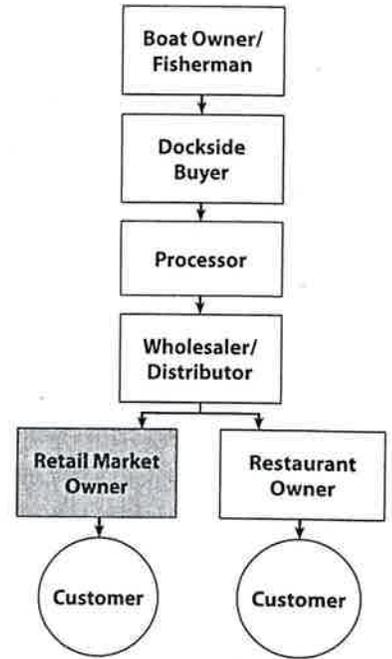
Name: \_\_\_\_\_

Date: \_\_\_\_\_

# From Ocean to Table

## Retail Market Owner Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. In a single season (30 days) a Retail Market Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
5. Complete all Income/Expense Calculations and share your results with your team.



### Baseline Data: [Use team mate calculations and Background Data Table B]

Fishery: Squid

Amount Purchased Seasonally: 1,200 lbs

Retail Market Owner BUY price/lb: \$1.20/lb

Retail Market Owner SELL price/lb: \$8.00/lb

Fate Card Instructions (if drawn): \* will depend

### Initial Calculations

1. How much money do you need to buy the fish from the Wholesaler/Distributor?

#1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb

\$ 1,440

2. How much money did you make from selling the fish to the Retail Market Customer?

#2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb

\$ 9,600

### Profit/Loss Calculations: [Use calculations and data above & Background Data Table C]

How much money did you make from selling the fish to the Retail Market Customer? (#2 above): \$ 9,600

### Expenses - How much did you pay for:

- A. Licenses & Registrations? \$ 500
- B. Building Lease? \$ 200
- C. Insurance? \$ 250
- D. Loan Payments? \$ 500
- E. Marketing/Advertising? \$ 200
- F. Employee Wages? \$ 1,000
- G. Other Direct Costs (supplies, ice, etc.)? \$ 300

H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) \$ 1,440

I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H \$ 4,390

J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) - I \$ 5,210

K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it: + or - \_\_\_\_\_

L. How much money do you have left at the end? J + K  
(If L is positive you made a Profit, if L is negative you had Losses)

\$            \* will depend

How much money did you make as price/lb? L / Amount Purchased Seasonally = \$ \_\_\_\_\_ /lb

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb) = \$ 8.00 /lb



Name: \_\_\_\_\_

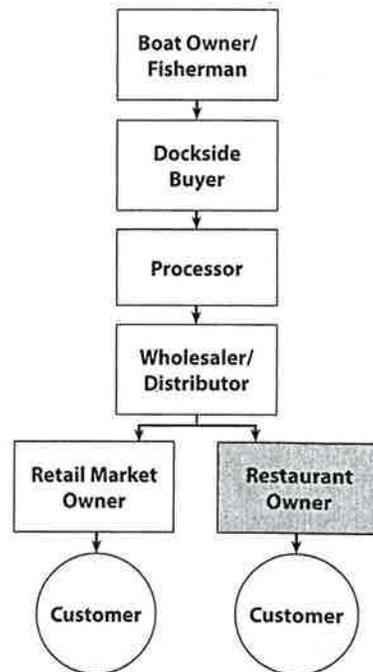
Date: \_\_\_\_\_

## From Ocean to Table Restaurant Owner Income/Expense Worksheet

1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. In a single season (30 days) a Restaurant Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
5. Complete all Income/Expense Calculations and share your results with your team.

**Baseline Data:** [Use team mate calculations and Background Data Table B]

Fishery: Squid  
 Amount Purchased Seasonally: 475 lbs  
 Restaurant Owner BUY price/lb: \$1.20/lb  
 Restaurant Owner SELL price/lb: \$20.00/lb  
 Fate Card Instructions (if drawn): \*will depend



**Initial Calculations:**

1. How much money do you need to buy the fish from the Wholesaler/Distributor?  
 #1 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb  
 \$ 570
2. How much money did you make from selling the fish to the Restaurant Customer?  
 #2 = Amount Purchased Seasonally x Restaurant Owner SELL price/lb  
 \$ 9,500

**Profit/Loss Calculations:** [Use calculations and data above & Background Data Table C]

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$ 9,500

**Expenses - How much did you pay for:**

- |   |                 |                 |
|---|-----------------|-----------------|
| A. Licenses & Registrations?  | \$ <u>500</u>   |                 |
| B. Building Lease?  | \$ <u>300</u>   |                 |
| C. Insurance?   | \$ <u>300</u>   |                 |
| D. Loan Payments?   | \$ <u>750</u>   |                 |
| E. Marketing/Advertising?   | \$ <u>200</u>   |                 |
| F. Employee Wages?  | \$ <u>2,000</u> |                 |
| G. Other Direct Costs (supplies, ice, etc.)?  | \$ <u>800</u>   |                 |
| H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above) |                 | \$ <u>570</u>   |
| I. How much did you spend on all these expenses? A + B + C + D + E + F + G + H            |                 | \$ <u>4,850</u> |
| J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) - I    |                 | \$ <u>4,650</u> |
| K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:           |                 | + or - _____    |

L. How much money do you have left at the end? J + K  
 (If L is positive you made a Profit, if L is negative you had Losses) \$   \*will depend

How much money did you make as price/lb? L / Amount Purchased Seasonally = \$ \_\_\_\_\_ /lb

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb) = \$ 20.00 /lb



# From Ocean to Table

## Post-Activity Student Worksheet

Name: \_\_\_\_\_

Date: \_\_\_\_\_

Answer the following questions after completing one or more rounds of "ocean to table" calculations.

What was your role? \_\_\_\_\_

What type of seafood (fishery) did your group catch, process, and sell? \_\_\_\_\_

1. Which member of your group (stakeholder) had the highest expenses associated with this fishery?
2. Which stakeholder in your group made the most money?
3. How did the Fate Card affect the journey from ocean to table?
4. How did the Fate Card affect the final price paid by a retail market or restaurant customer?
5. What strategies might your group use to bring the final cost to the retail market or restaurant customer down?
6. Which stakeholder faces the greatest economical risk?
7. Which stakeholder role is most attractive in terms of profit?
8. Which stakeholder role are you most attracted to regardless of profit? Why?

# Voices of the Bay Fisheries Education – From Ocean to Table

## PowerPoint Notes

### Slide 1: From Ocean to Table

Commercial fishing is an integral part of the rich culture and history of Monterey Bay. This lesson introduces the process and the people involved in bringing seafood from the waters of Monterey Bay to your dinner plate.

### Slide 2: California Commercial Fisheries

Here we have highlighted seven common fisheries in California. Below we have provided some information about the different fisheries, more information is available about our website under the Fish & Fishery Fact pages (<http://sanctuaries.noaa.gov/education/voicesofthebay.html>).

1. *Albacore Tuna*- Albacore are a highly migratory species that are found in tropical, subtropical, and temperate zones of the Pacific, Atlantic, and Indian Oceans as well as the Mediterranean Sea. The North Pacific stock extends from the central Pacific coast of Mexico to the Gulf of Alaska and across the Pacific to the north east coast of Japan down to the equator. Juvenile Albacore (2-5 years old) complete extensive annual migrations, while spawning adults (5-6 years and older) make shorter migrations.

Juvenile migrations typically begin in the late spring and early summer off the coast of Japan. By late summer, Albacore have migrated across the Pacific Ocean to the inshore waters of the U.S. west coast and by year-end they have returned to the western Pacific Ocean. It is generally believed that oceanic conditions, like sea surface temperatures and water clarity, have a strong influence on the timing and geographical extent of these migrations. When migrating, Albacore of similar size travel in large aggregations, which sometimes may extend to 19 miles in width. Albacore generally follow water temperature gradients ranging between 15-19.5°C (59-67°F) when migrating. Albacore may live up to 12 years, growing to 140 cm (55 in), and weighing over 45 kg (100 lbs).

In 1903 a packing plant in San Pedro, CA began canning Albacore as an experiment to keep the plant operating due to a lack of Pacific Sardines. The 700 experimental cases were only labeled as “Tuna.” The canned Albacore was a success, because it had a long shelf life and the tastiness of the white meat. In 1925, Japan and other Asian countries entered the global tuna market. High seas fishing for Albacore continued from the mid 1970s through 2000. Since 2000, most vessels have operated no more than 1,000 miles from the west coast due to high fuel costs and market uncertainty.

The U.S. west coast Albacore fishery is an open access fishery, but vessels participating in it must apply for a Highly Migratory Species permit from the Pacific Fishery Management Council (PFMC). Trolling is the primary method of

catching Albacore by U.S. vessels, however foreign vessels use purse seines and longlines. Pelagic longline fishing for Albacore is prohibited within the U.S. Exclusive Economic Zone (EEZ) and shallow-set longline fishing is prohibited both inside and outside of the EEZ.

2. *Sole*- Soles are right-eyed flatfish that are found in general on soft sediment seafloors from Baja California to Alaska. Four species of sole comprise the majority of species landed in California: Dover Sole (*Microstomus pacificus*), English Sole (*Parophrys vetulus*), Petrale Sole (*Eopsetta jordani*), and Rex Sole (*Errex zachirus*). Dover Sole are the longest living of the four species reaching 50 years of age and a body length of 76.2 cm (30 in). Spawning generally occurs in deeper waters during the fall and winter months, with the peak occurring between December and March.

With the introduction of the first trawl net in San Francisco in 1876, flatfish became one of the leading categories of fish landed in California. At first, many sole species were only caught as bycatch and thus they were disregarded. But, advancements in trawl technologies, developed after the war, resulted in directed fisheries for some species of sole. With increased pressures, from larger fleets and more efficient gears, populations of sole declined over the next 30 years. In 1982, the Pacific Fishery Management Council (PFMC) implemented the first Pacific Coast Groundfish Fishery Management Plan (PCGFMP). The PCGFMP includes over 90 species that live on or near the seafloor, including rockfish, flatfish, roundfish, sharks, and skates.

3. *Sardines*- Sardines are a small schooling fish that are found along the west coast of North America from the southern tip of Baja California to southeastern Alaska. Pacific Sardines are highly mobile and move seasonally along the coast. Pacific Sardines may live to 13 years and reach a maximum size of 41 cm (16 in), but most live 5-6 years reaching a size of 23 cm (9 in). Locally in California, the peak of the spawning season occurs between April and August.

The west coast fishery for Pacific Sardines began in 1916, as the demand for new food sources increased during World War I. During the 1930s and 1940s, the Pacific Sardine fishery was the largest fishery in the western hemisphere, accounting for almost 25% of all the fish landed in the United States. At its peak in 1936-37, more than 100 canneries existed between San Diego and San Francisco. The Pacific Sardine stocks began to disappear in the late 1940s due to the compounding impacts of natural oceanographic cycles and fishing pressures. Fossil evidence going back 1,700 years suggests that Pacific Sardine abundance naturally fluctuates over time. These cycles average about 60 years, with a period of recovery lasting on average 30 years. The most recent period of abundance began in the late 1970s.

The most commonly used method of catching Pacific Sardines in California waters is the use of purse seines. Seiners are typically 15-25 m (49-82 ft) in

length. The typical crew size is 5-7 members, and the vessels can hold 18-36 t (40,000-80,000 lbs) of fish. The Pacific Sardine fishery is federally managed by the Pacific Fishery Management Council (PFMC). The U.S west coast fleet that once had over 200 fishing vessels participating in the Pacific Sardine fishery has now been restricted to 61 vessels.

4. *Dungeness Crab*- The largest edible *Cancer* crab species is the Dungeness Crab, which can be found from the eastern Aleutian Islands, AK to Santa Barbara, CA. The range of the crab is temperature dependent; therefore they are rarely found in the waters south of Point Conception, CA. The species may be found on any substrate type on the seafloor from the intertidal zone to depths of 228 m (750 ft). However, they show a preference for sandy to sandy-mud substrates and seldom are found in large quantities beyond depths of 107 m (350 ft).

The first commercial take of Dungeness Crab in California occurred in 1848 off of San Francisco. Initially, hoop nets were used to capture the crabs, but in the early 1940s they were replaced with pots, which significantly increased the landings.

The Dungeness Crab fishery occurs in two areas of California: northern and central. The central California fishery is focused primarily in three areas: Avila-Morro Bay, Monterey, and San Francisco-Bodega Bay. The central California fleet reached a maximum of 230 vessels during the 1950s, but by 2001, the central California fleet consisted of approximately 100 vessels. The northern California fishery extends from Fort Bragg, CA to the Oregon border. From the early 1950s to the mid 1970s the northern California fishery followed a 10-11 year cycle, in which there would be 6 years of substantial landings followed by 4-5 years of poor or extremely poor landings. The northern California fleet peaked at 410 vessels during the 1976-77 season and by 2001 was approximately 33 vessels.

The California State Legislature regulates the commercial Dungeness Crab. The fishery operates from November 15 – June 30 in central California and from December 1- July 15 in northern California. The commercial fishery is managed on the “3-s” principles: sex, season, and size.

5. *Spot Prawns*- Spot Prawns are found along the west coast of North America from San Diego, CA to Alaska’s Aleutian Islands. Spot Prawns are characterized by four distinct white spots on their carapace, a pair of spots behind their head, and a pair of spots in front of the tail. Spot Prawns may live up to 6 years, reaching lengths of 25 cm (9.8 in). As juveniles grow older they migrate into deeper waters, spending most of their adult life between 195 and 235 m (640-770 ft). The species is a protandric hermaphrodite, meaning that they begin their lives as males and after reaching a certain age or size they change sex to be females.

The first commercial prawn trap fishery developed in British Columbia around 1914, but it did not become commercially significant until the mid 1970’s.

Similarly, a California Spot Prawn fishery was first established in Monterey in the 1930s when prawns were caught as incidental bycatch in octopus traps. The California Spot Prawn fishery existed as a minor fishery until the early 1970s. Increased market prices for live Spot Prawns, advancements in gear technologies, and increased fishing efforts by fishermen displaced from other fisheries all contributed to a decline in landings in the 1990s. Fishermen requested further regulations to address the decline in landings, which resulted in the implementation of a limited access plan, which limits the number of fishermen that can fish for Spot Prawns.

Spot Prawn trap vessels range from 6 to 23 m (20-75 ft) in length. Trap designs are limited either to oval or rectangular-shaped traps. Normally, a fisherman will set multiple trap strings, with 10 to 50 traps attached to a common groundline with anchors and a buoy at one end or both ends. The Spot Prawn fishery of California is managed by the state. CDFG has adopted a statewide closure between November and January, which is the peak egg-bearing months, for the Spot Prawn fishery and a May to August closure for the trap fishery north of Point Arguello (south of Lompoc, CA).

6. *Chinook Salmon*- The largest of these five species of Pacific Salmon is the Chinook Salmon, also known as King Salmon. Like other species of Pacific salmon, Chinook are anadromous, which means they begin their lives in freshwater streams and rivers, migrate to the ocean and spend the majority of their lives there, before they return to their natal waters where they spawn once before dying. Historically, Chinook were found as far south as the Ventura River in Southern California, but their current range is estimated to be from the Sacramento-San Joaquin delta north to the Bering Strait off Alaska. They are also in the western Pacific along the coast of Siberia south to Hokkaido Island, Japan.

The ocean stage of a Chinook may last from 2 to 5 years. Some central California fish have been tracked to Alaska, whereas others remain closer to their natal streams. Chinook Salmon may grow up to 147 cm (58 in) and weigh 57.5 kg (127 lbs), but on average they are 91.4 cm (36 in) and 13.6 kg (30 lbs).

The first commercial salmon fishery began in the early 1850s. By 1860, gillnet salmon fisheries had been established in the lower Sacramento and San Joaquin Rivers and the surrounding bays. The first cannery opened along the Sacramento River in 1864. The inland fishery soon collapsed due to increased fishing efforts, pollution, and the degradation of the rivers due to mining, agriculture, and logging operations. As the inland cannery industry for salmon was declining, a commercial ocean troll fishery for salmon also was developing in Monterey Bay in the 1880s. Initially small sailboats using two rods deployed off of each side of the boat, with one hook per rod were used to catch the fish, were used but around 1908, fishermen began using small powered boats.

Landings remained relatively high and consistent throughout the 1960s and 1970s in California. However, in the following decades landings varied considerably. The consistently lower numbers of landings throughout the remainder of the century and the beginning of the 2000s lead to increased management efforts of the Chinook Salmon fishery in the last half of the decade. Drought conditions, which caused poor water flow in the Klamath River, lead to a decline in the Klamath River fall Chinook (KRFC) populations from 2001 to 2005. Continued low landings as well as the failure of the Sacramento-San Joaquin River fall-run Chinook Salmon to meet the Fishery Management Plan conservation objective lead to a statewide closure of the California ocean salmon fisheries in 2008 and 2009 and an 8-day season in 2010.

Salmon are currently managed by three agencies in California. Trolling is the primary method of catching salmon in the commercial fisheries. Vessels are limited to use a maximum of 6 lines when trolling for salmon and are required to use barbless hooks.

7. *Market Squid*- California Market Squid are small pelagic mollusks that inhabit the waters of the eastern Pacific Ocean from the southern tip of Baja California to southeastern Alaska. The highest abundance of squid occurs between Punta Eugenia, Baja California and Monterey Bay, California.

Squid can be found in open waters above the continental shelf from the surface to depths of at least 700 m (2,300 ft). Market Squid have a life span of approximately one year and reach a maximum total length of 30 cm (12 in). When adults reach maturity they move into shallow waters, usually semi-protected bays, where they congregate in dense schools over sandy bottoms. Spawning seasons are dependent on environmental conditions, like water temperature and water clarity. In Monterey Bay, mass spawning during the night usually occurs in April through November, while in southern California it occurs in October through April or May.

The California Market Squid fishery began in 1863, when Chinese immigrants began to harvest small quantities of Market Squid from Monterey Bay. Using simple surrounding nets, torches (as a light attractants), and small skiffs, the Chinese would harvest the squid, dry it, and export most of the catch to China. By 1905, Italian immigrants began fishing for squid using lampara nets and soon after surpassed the Chinese in landings. In the late 1970s, purse seines were introduced in the southern California fishery and annual landings increased, however they were not introduced in Monterey Bay until 1989. The purse seine was a more efficient gear for high volume catches, thus fishermen stopped using lampara nets. In 1993, the Market Squid fishery became the largest California commercial fishery by volume and by 1996 it was the most valuable fishery resource in the state. The Market Squid fishery is managed by the California Fish and Game Commission.

### **Slide 3: Seafood**

Use these prompting questions and others to have a discussion about what kind of seafood the students eat and what they know about it.

What types of seafood have you eaten?

Where did it come from?

How was it caught? Who caught it?

How long was its journey from ocean to table?

### **Slide 4: Commercial Fishery Stakeholders**

How does it get from a fisherman's net to your dining table? There are many people and businesses involved...fisherman and their crew bring their catch into the harbor where it is processed (filleted, packaged, iced), then distributors send their trucks to come pick up the seafood and take it to retail markets and restaurants.

There are many markets for Monterey's fisheries. Sometimes the catch may only travel a few miles to a local store or restaurant, and sometimes it may travel across the world to other countries like China, Europe, and Japan. How can you tell if the seafood you are eating was caught locally?

### **Slide 5: Boat Owner/Fisherman**

A person who depends on natural resources from the ocean to make a living. They bring their catch to the harbor to be sold to a dockside buyer.

Commercial fishing is a business! In addition to the income made from fishing, there are also a large number of expenses. What do you think some of the expenses might be?

Some of the expenses include: fuel, gear and supplies, licenses & registrations, moorage fees, insurance, loan payments, wages for your crew, etc.

### **Slide 6: Dockside Buyer**

A person or company, located on a popular fishing dock or wharf, which buys fish and seafood directly from fishermen.

The price that the dockside buyer pays for the fish depends on the market demand for that fish and on the availability of the fish. For example, in the 1997-98 squid season dockside buyers paid more than \$500 per ton of squid, because there were not many squid as it was an El Nino year. However, in the 2000-2001 season when there were a lot of squid the dockside buyer only paid \$100 per ton of squid. Also, the time in the season affects the price that a dockside buyer will pay for the fish. The dockside buyer often pays more at the start of the season, again when the supply is low, but will pay less as the season progresses.

### **Slide 7: Processor**

A company that buys fish from a dockside buyer, processes the catch, and sells to a wholesaler/distributor. There are two types of processors:

**Primary processors:** clean, fillet, and freeze fresh fish.

**Secondary processors:** take product from the primary processor and further process by cutting into smaller pieces, further freezing, and/or canning fish for retail markets.

Processors usually purchase their fish from dockside buyers who serve as intermediate brokers but they may also purchase fish directly from fishermen, especially if large quantities are involved.

Because processing of fish involves cleaning and removing of unwanted parts, the edible or marketable product that remains for sale is referred to as the yield. Yield is the percent of original product available for sale after processing.

### **Slide 8: Wholesaler/Distributor**

A business that sells, transports, and delivers goods to a retailer or other entity that then sells to the end customer or consumer. Price conscious consumers often try to avoid further retail mark-ups by purchasing directly from a wholesaler.

Wholesalers and distributors may distribute their products locally, regionally, nationally, or globally.

### **Slide 9: Retail Market Owner**

A person or business that purchases fish products from a wholesaler/distributor and sells directly to the consumer. This is how we go buy fish.

### **Slide 10: Restaurant Owner**

A person or business that purchases fish products from a wholesaler/distributor and sells directly to the consumer.

### **Slide 11: Customer**

The ultimate buyer and user of a product, this could be an organization or an individual like you!

### **Slide 12: From Ocean to Table Activity**

Now that you are familiar with the various stakeholder roles involved in a commercial fishery, it is time to learn more about the many factors influencing a fish product's journey from ocean to table.

Each of you will be one of the different stakeholders we just talked about.

### **Slide 13: Fishery Calculations**

Break the class into groups of six students. Have the groups choose a fishery that they would like to do the calculations for, then have the students choose a Role Card.

Explain how they will use the Background Data Tables to complete the Income/Expense worksheets for each role (make sure they have the correct Income/Expense

worksheet). Stress the importance of working together to determine the calculations; they need information from each other.

**Slide 14: Final Season Profit**

Did you make a profit or did you lose money?

Which stakeholder made the most profit?

Do you think these patterns are the same for every fishery? At every time of the season?

Every year?

**Slide 15: Fate Cards**

No two fishing seasons are the same. Fate can impact any and all stakeholders in a given fishery at any time.

What factors might affect your expenses or income?

What step from the ocean to the table might these factors affect your job?

After a discussion, have someone from each team choose a card from you. They will use this in the next round of calculations.

**Slide 16: Acknowledgements**

# Boat Owner/Fisherman



# Wholesaler/Distributor



# Dockside Buyer



# Retail Market Owner



# Processor



# Restaurant Owner



## **Wholesaler/Distributor**

You buy whole and processed seafood from a processor and then sell and deliver, usually in bulk, to retail markets or restaurants.

## **Boat Owner/Fisherman**

You are a fisherman based out of Monterey Bay. You are fishing for sardines, prawns, sole, albacore tuna, salmon, crab, or squid. You bring your catch to the harbor to be sold to a dockside buyer.

## **Retail Market Owner**

You buy seafood, usually at bulk prices, from wholesalers/distributors. You then sell this seafood to retail market customers.

## **Dockside Buyer**

Your business is on the dock in the harbor. You buy seafood directly from the fisherman and then sell it to a processor.

## **Restaurant Owner**

You buy seafood, usually at bulk prices, from wholesalers/distributors. You then sell this seafood to restaurant customers.

## **Processor**

You are a processor buying whole fish and seafood from a dockside buyer. After processing (cleaning, removing unwanted parts, etc.) you sell the remaining product (yield) to a wholesaler/distributor.

# VOICES of the BAY



## From Ocean to Table

Commercial fishing is an integral part of the rich culture and history of Monterey Bay. This lesson introduces the process and the people involved in bringing seafood from the waters of Monterey Bay to your dinner plate.



Original Artwork © Ray Troll & NOAA/2008

# California Commercial Fisheries



Albacore Tuna



Sole



Sardines



Dungeness Crab



Spot Prawns



Chinook Salmon



Market Squid

# Seafood

What types of seafood have you eaten?

Where did it come from?

How was it caught? Who caught it?

How long was its journey from ocean to table?



Sushi

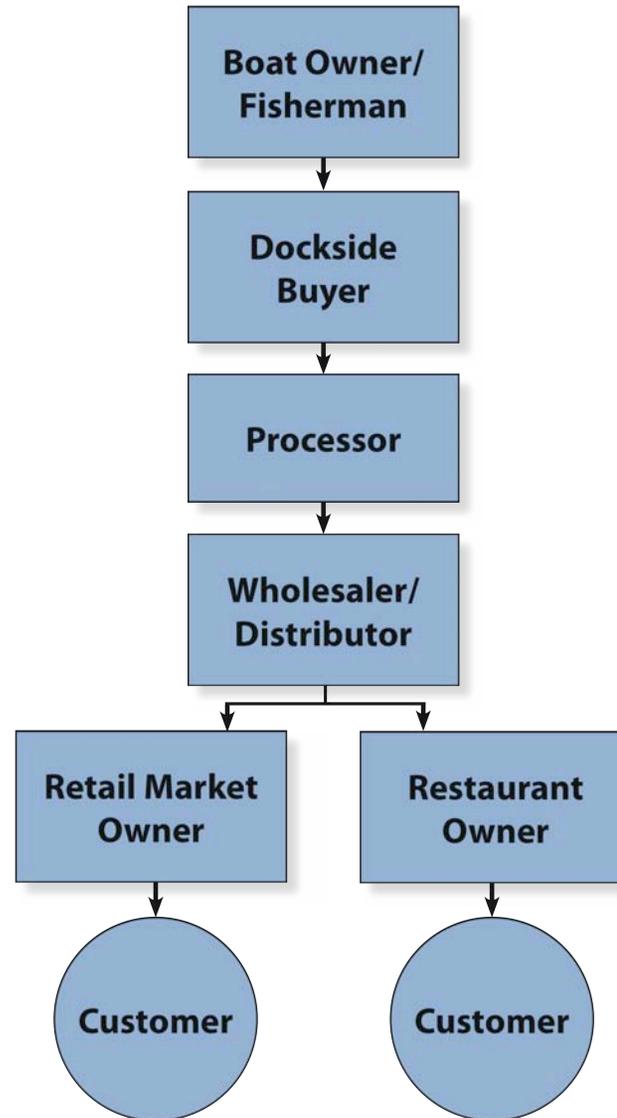


Fish and chips



Calamari

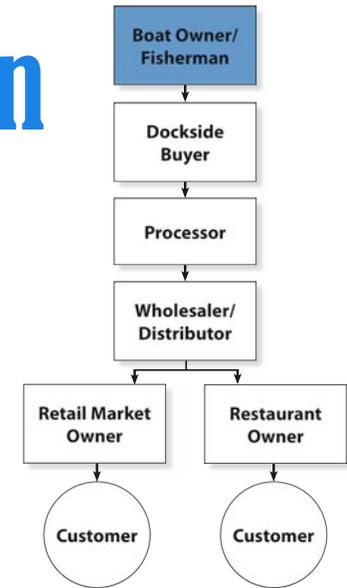
# Commercial Fishery Stakeholders



# Boat Owner/Fisherman

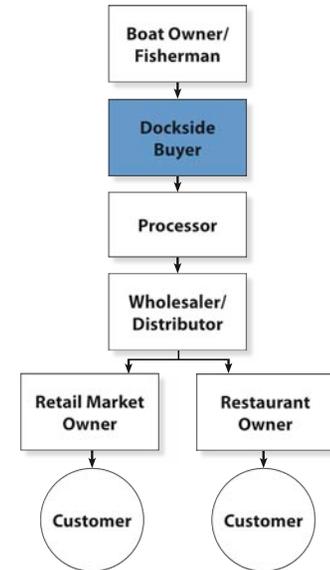
A person who depends on natural resources from the ocean to make a living. They bring their catch to the harbor to be sold to a dockside buyer.

Commercial fishing is a business!



# Dockside Buyer

A person or company, located on a popular fishing dock or wharf, which buys fish and seafood directly from fishermen.



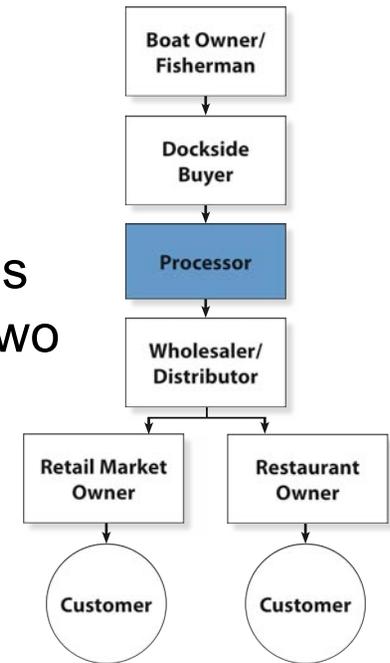
Commercial off-loading dock at Moss Landing Harbor, CA

# Processor

A company that buys fish from a dockside buyer, processes the catch, and sells to a wholesaler/distributor. There are two types of processors:

**Primary processors:** clean, fillet, and freeze fresh fish.

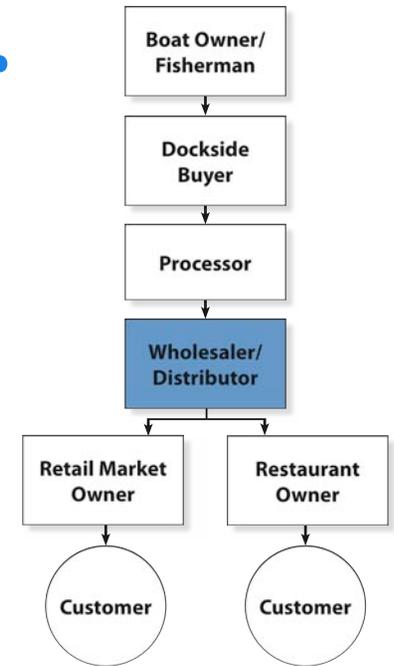
**Secondary processors:** take product from the primary processor and further process by cutting into smaller pieces, further freezing, and/or canning fish for retail markets.



Fish processor at Moss Landing Harbor, CA

# Wholesaler/Distributor

A business that sells, transports, and delivers goods to a retailer or other entity that then sells to the end customer or consumer. Price conscious consumers often try to avoid further retail mark-ups by purchasing directly from a wholesaler.

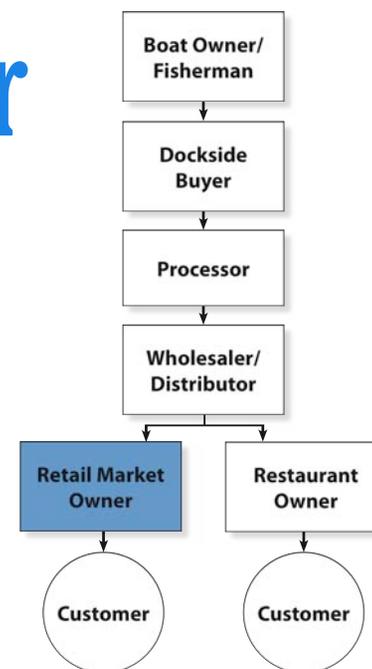


Processed and frozen fish ready for shipping.



# Retail Market Owner

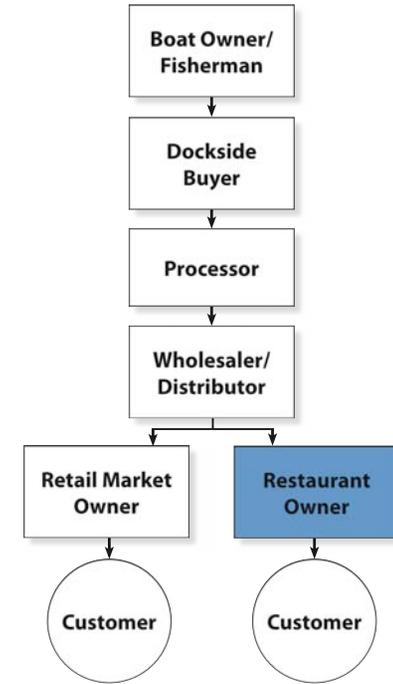
A person or business that purchases fish products from a wholesaler/distributor and sells directly to the consumer.



Fresh fish for sale at Phil's Fish Market in Moss Landing, CA

# Restaurant Owner

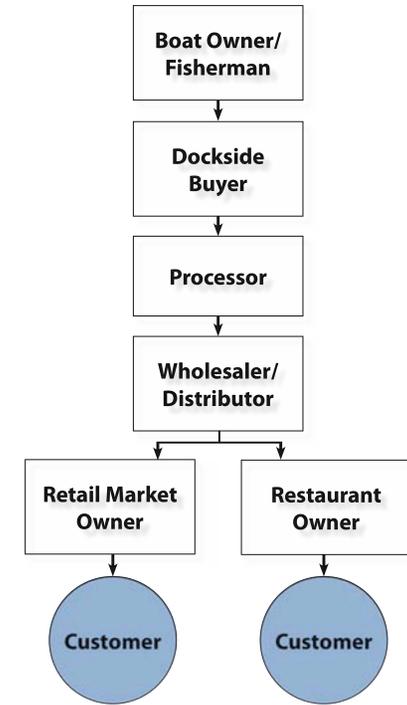
A person or business that purchases fish products from a wholesaler/distributor and sells prepared/cooked seafood to restaurant customers.



Phil's Fish Market and Eatery in Moss Landing, CA

# Customer

The ultimate buyer and user of a product, this could be an organization or an individual like you!



Sushi

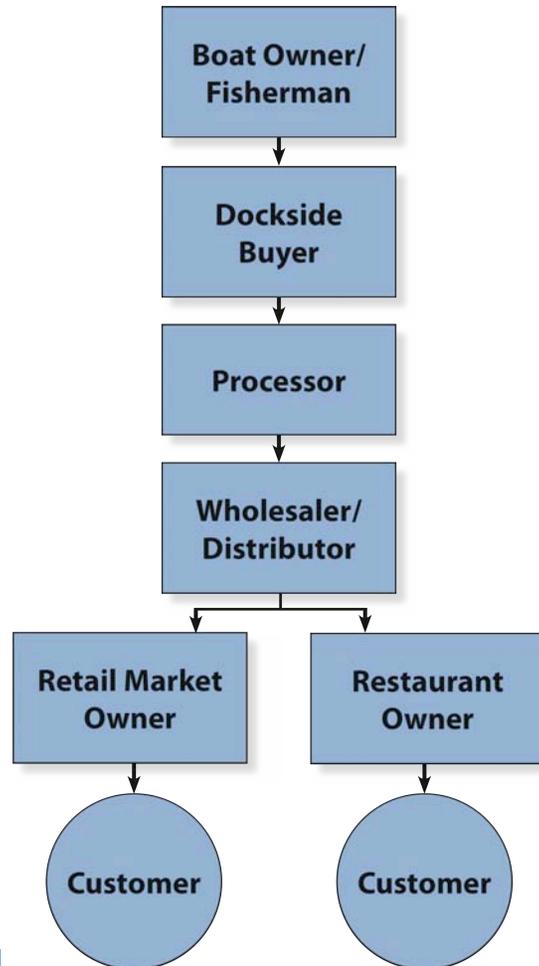


Fish and chips



Calamari

# From Ocean to Table Activity



Now that you are familiar with the various stakeholder roles involved in a commercial fishery, it is time to learn more about the many factors influencing a fish product's journey from ocean to table.

Each of you will be one of the different stakeholders we just talked about.

# Fishery Calculations

First, choose a fishery as a team.

You will calculate the income and expenses of each stakeholder for your fishery using the Background Data Tables and your teammates answers.



## From Ocean to Table

### Boat Owner/Fisherman Income/Expense Worksheet

Name: \_\_\_\_\_

Date: \_\_\_\_\_

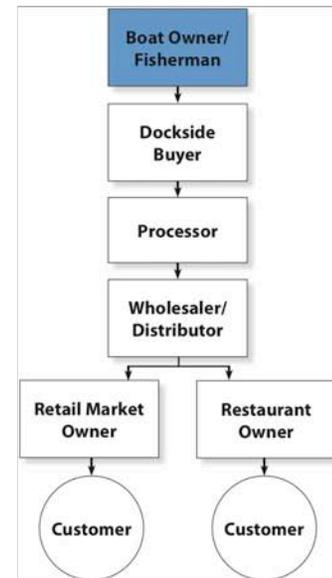
1. Use the Background Data Tables as a resource for completing this worksheet.
2. Remember to accommodate any Fate Card adjustments that impact you directly.
3. Find the Baseline Data and complete the Initial Calculations first.
4. Complete all Income/Expense Calculations and share your results with your team.

#### Baseline Data: [Use 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. Fuel costs for season  
 $\text{Season Length} \times \text{Boat Gallons/Day} \times \$4/\text{gallon} = \$$  \_\_\_\_\_



# Final Season Profit

Did you make a profit or did you lose money?

Which stakeholder made the most profit?

Do you think these patterns are the same for every fishery? At every time of the season? Every year?

# Fate Cards



Boat Owner/Fisherman

Stormy weather prevents  
you from fishing.  
Subtract 2 days of fishing from  
season length.

No two fishing seasons are the same. Fate can impact any and all stakeholders in a given fishery at any time.

What factors might affect your expenses or income?

What step from the ocean to the table might these factors effect your job?

# VOICES of the BAY

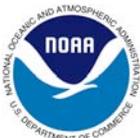


In Partnership with:

NOAA's Monterey Bay National Marine Sanctuary  
Monterey Maritime and History Museum  
David and Lucile Packard Foundation  
Friends of Moss Landing Marine Lab  
Monterey County Office of Education  
Community Foundation for Monterey County  
California Department of Fish and Game

Produced by:

David Heil & Associates, Inc.



VOICES  
of the  
BAY

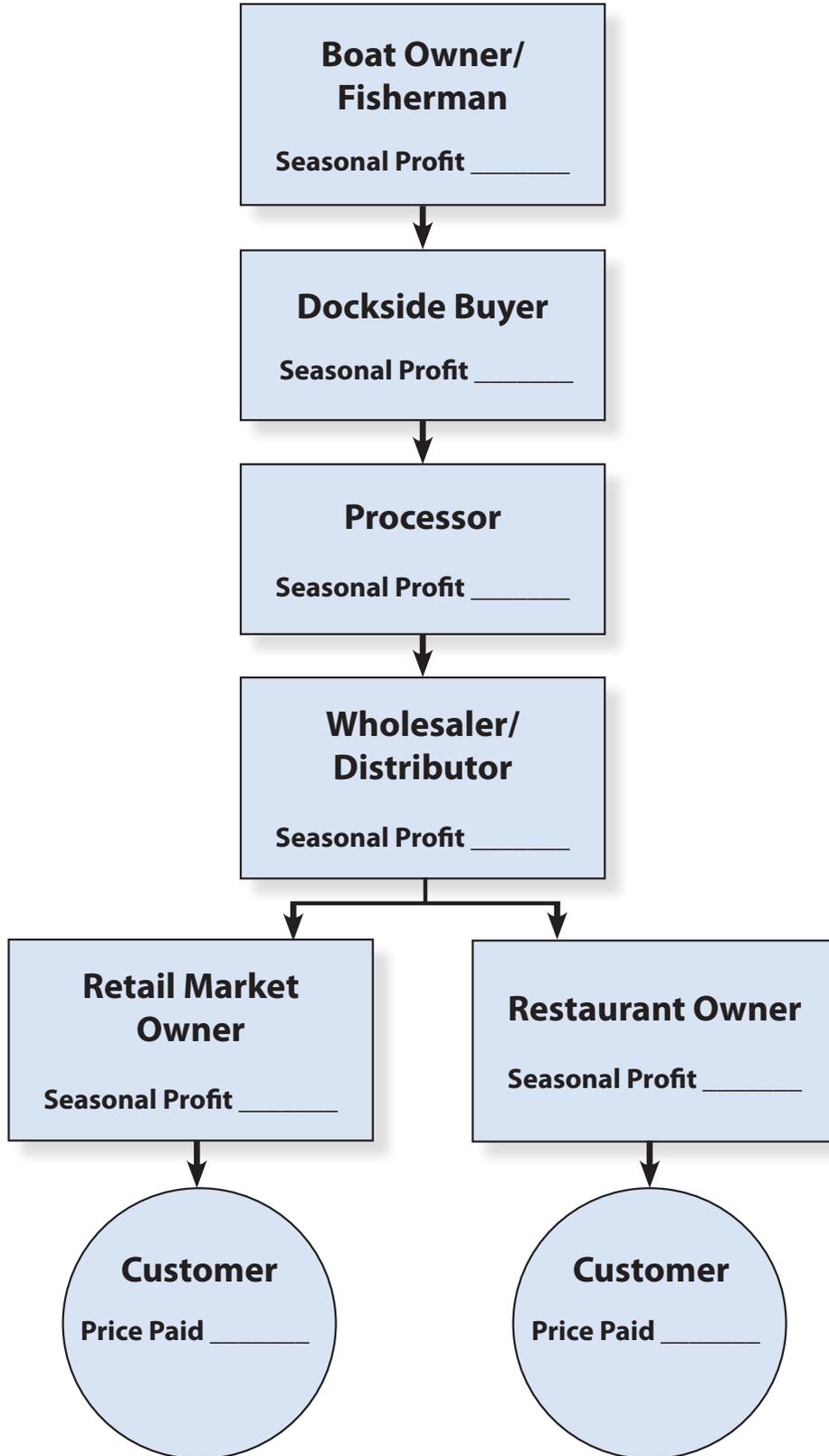
Original Artwork © Ray Troll & NOAA/2008



# From Ocean to Table

## Commercial Fishery Stakeholder Flowchart

Group Member Names: \_\_\_\_\_ Fishery: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



**VOICES OF THE BAY**  
**Activity Review Form**

**FROM OCEAN TO TABLE**

School Name: \_\_\_\_\_

Teacher Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Location: \_\_\_\_\_ Email: \_\_\_\_\_

Date of Implementation: \_\_\_\_\_

**Classroom Description**

Course Name: \_\_\_\_\_ O Elective or O Required Course

Number of Students: \_\_\_\_\_ Grade Level: \_\_\_\_\_

Amount of Time Spent on Preparing for Activity(ies): \_\_\_\_\_

Amount of Time Spent on Activity: \_\_\_\_\_

**Materials Used** – Please check all that apply.

- Role Cards
- Income/Expense Worksheets
- Fate Cards
- Commercial Fishery Stakeholder Flowchart (worksheet or transparency)
- Background Data Table sheet
- Post-Activity Student Worksheet

**Module Evaluation**

Please circle the response that best represents your opinions about the activity and provide an example or reason if possible.

“1” equals “Strongly disagree” and “5” equals “Strongly agree”

	Strongly disagree			Strongly agree	
	1	2	3	4	5
1. Activity effectively illustrated the “path” of fish from fisherman to consumer.	1	2	3	4	5
Please provide an example or reason:					
2. The data sheets were easy to read and understand by the students.	1	2	3	4	5
Please provide an example or reason:					

3. When included, student calculations made sense and students were able to connect their calculations to real-world events.	1	2	3	4	5
Please provide an example or reason:					
4. Students were able to apply critical thinking and problem-solving skills to their analyses.	1	2	3	4	5
Please provide an example or reason:					
5. Timeframe was suitable for middle/high school settings.	1	2	3	4	5
Please provide an example or reason:					
6. Teacher instructions were clear and preparation was manageable.	1	2	3	4	5
Please provide an example or reason:					
7. Background information section was adequate, accurate, and clear.	1	2	3	4	5
Please provide an example or reason:					
8. Activity appropriately addressed stated standards.	1	2	3	4	5
Please provide an example or reason:					
9. Activity effectively introduced students to concepts/topics important to marine fisheries.	1	2	3	4	5
Please provide an example or reason:					
10. Students were engaged and enjoyed the activity.	1	2	3	4	5
Please provide an example or reason:					
11. Activity effectively fostered student collaboration.	1	2	3	4	5
Please provide an example or reason:					
12. Other comments or suggested changes:					