

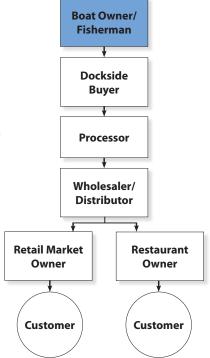
Income/Expense Worksheet Answer Key - Cover Sheet

## **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

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





Name: Date:

> Boat Owner/ Fisherman

> > Dockside

Buyer

Processor

Wholesaler/ Distributor

Restaurant

Owner

Customer

Retail Market

Owner

Customer

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- 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: Purse Seiner Boat Type: Fate Card Instructions (if drawn): 40,000 lbs 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 = Season Length x Boat Gallons/Day x \$4/gallon

\$36,000

How many pounds of fish did you catch in the season?

#2 = Season Length x Daily Catch

,200,000 lbs

3. How much money did you make from selling your catch?

#3 = Pounds of fish you caught (lbs) x Boat Owner/Fisherman SELL price/lb \$9(6,000

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)	\$ 36,000
B.	Gear & Supplies?	\$ 8,000
C.	Licenses & Registrations?	\$ 2,500
D.	Seasonal Moorage?	\$ 1,500
E.	Insurance?	\$ 2,000
F.	Loan Payments?	\$ 3,000
G.	Other Direct Costs (utilities, ice, etc.)?	\$ 2,000

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

I. How much money do you have after paying these expenses? #3 above - H

J. How much did you pay your crew? # of Crew x l x (Crew Wage % of profit /100) 5 × I × 10% / 100 \$ 20,50

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

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

+ or -

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



\* will depend

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



Date:_			

Name:

From (	<b>J</b> cean to 1	lable '
Dockside Buyer I	ncome/Expe	nse Worksheet

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١.	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.

Dockside Buyer Income/Expense Worksheet	Boat O	0.000,000
1. Use the Background Data Tables as a resource for completing this worksheet.	<u> </u>	
<ol> <li>Remember to accommodate any Fate Card adjustments that impact you directly.</li> <li>Find the Baseline Data and complete the Initial Calculations first.</li> <li>Complete all Income/Expense Calculations and share your results with your team.</li> </ol>	Docks Buy	TATOMIC ACCUSED A SECOND
	Proce	ssor
Baseline Data: [Use team mate calculations and Background Data Table B] Fishery:	Wholes Distrib	2707000
How many pounds of fish did the Boat Owner/Fisherman catch?: 1,200,000 ll Dockside Buyer BUY price/lb: \$0.08/lb	Retail Market Owner	Restaurant Owner
Dockside Buyer SELL price/lb: \$0.12/lb	↓ Viller	- Wilei
Fate Card Instructions (if drawn): * Will do pend	Customer	Customer
nitial Calculations:		
. 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 =	? s 96,000	

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

- 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): \$\frac{144.600}{} Expenses - How much did you pay for:

Licenses & Registrations?	\$ 1,500
Dock/Building Lease?	\$ 1,000
Insurance?	\$ 100
Loan Payments?	\$ 1,000
Marketing/Advertising?	\$ 1,000
Shipping/Trucking Expenses?	\$ 1,500
Employee Wages?	\$ 2,000
Other Direct Costs (supplies, ice, etc.)?	\$ 1,000
	Dock/Building Lease? Insurance? Loan Payments? Marketing/Advertising? Shipping/Trucking Expenses? Employee Wages?

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

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

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

100			
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7			

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



	Name:	_
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# E.,

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	Proce	ssor Income/Expense Worksheet	Boat O Fisher	
1	J		*	
2			Dock	side
3	The same and a same and a same present the same and a		Buy	
4	. Complete all Income/Expense Calculations and	d share your results with your team.	*	
			Proce	ssor
	aseline Data: [Use team mate calculations,	Background Data Tables A & B	L HE STATE OF THE	
F	Fishery: Sardinos		Wholes	saler/
ŀ	How many pounds of fish did the Boat Owner	r/Fisherman catch?: 1,200,000 lbs	Distrib	utor
F	Processor BUY price/lb:		<b></b>	_
F	Percentage Yield: 50%	*	Retail Market Owner	Restaurant Owner
	Processor SELL price/lb: \$0,35/l	b		<u> </u>
F	ate Card Instructions (if drawn):	1) depend		
			(Customer)	(Customer)
	itial Calculations:			
1.	How much money do you need to buy the f		11111	
	#1 = Pounds of fish caught by Boat Owner/Fi	sherman x Processor BUY price/lb	\$ 144,000	*
2.	How many pounds of processed fish did you	i produce?		
	#2 = Pounds of fish caught by Boat Owner/Fi		600,000	lbs
3.	How much money did you make from selling	g the fish to the Wholesaler/Distributor	?	
	#3 = Pounds of processed fish x Processor S	ELL price/lb =	\$ 810,000	
Pr	ofit/Loss Calculations: [Use calculations at	pove and Background Data Table C]		
Н	ow much money did you make from selling	the fish to the Wholesaler/Distribut	or? (#3 above):	\$210,000
Ex	penses - 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.)?	\$ 5,600		
I.	How much money do you need to buy the f	ish from the Dockside Buver? (#1 abov	e)	5144.000
J.	How much did you spend on all these exper		-,	\$ 37.000
K.			9	\$178,000
L.	Did the Fate Card tell you to adjust the Seaso		+ or -	
N A	How much money do you have left at the a			

M. How much money do you have left at the end?  $\mathbf{K} + \mathbf{L}$ (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



Date:				
Dute.			 	

Name:

Wholesaler	·/Diel	tributor	Income	Expense	Worksh

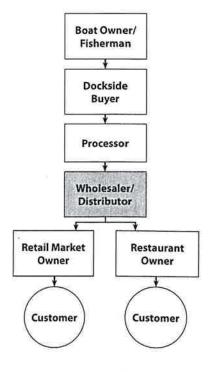
- 1. Use the Background Data Tables as a resource for completing this worksheet.
- 2. Remember to accommodate any Fate Card adjustments that impact you directly.
- 3. Find the Baseline Data and complete the Initial Calculations first.
- 4. Complete all Income/Expense Calculations and share your results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

Baseline D	<u>ata:</u> [Use team	mate calculations	and Background	Data Table B]

Fishery: Sardines How many pounds of processed fished were producted?: 600,000 Wholesaler/Distributor BUY price/lb: \_\_\_\_\_

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

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



\$ 210 MO

#### **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 \$ 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):

## Expenses - How much did you pay for:

A.	Licenses & Registrations?	\$1,500
В.	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

How much money do you need to buy the fish from the Processor? (#1 above) ١.

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 =



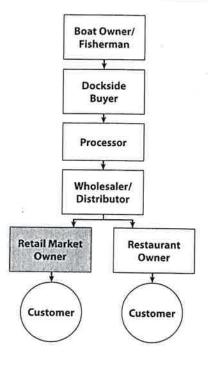
Name:	
Date	

## Retail Market Owner Income/Expense Worksheet

1.	Use the Background Data Tab	as a resource for co	empleting this worksheet.
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- 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.
- Complete all Income/Evpense Calculations and charavour results.

	culations and Background Data TableB]
Fishery: Sardines	
Amount Purchased Seasonally:	275 lbs .
Retail Market Owner BUY price/lb: _	40.45/lb
Retail Market Owner SELL price/lb:_	\$12.00/lb
Fate Card Instructions (if drawn):	* will depend
	1



#### **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): \$ 3,300 Expenses - How much did you pay for:

A.	Licenses & Registrations?	\$5	500				
В.	Building Lease?	\$	200			×	
C.	Insurance?	\$	250				
D.	Loan Payments?	\$	500				
E.	Marketing/Advertising?	\$	200				
F.	Employee Wages?	\$ 1	600				
G.	Other Direct Costs (supplies, ice, etc.)?	\$	300			3	
Н.	How much money do you need to buy the fish	from	the Wholesale	er/Distributor? (#1 above)		\$ 123.75	
I.	How much did you spend on all these expense	es? <b>A</b> +	B + C + D + E	+F+G+H		\$ 2990	
J.	How much money did you make as the Retail I	Market	Owner (Seaso	on Profit)? <b>(#2 above) - I</b>		\$ 350	
K.	Did the Fate Card tell you to adjust the Season	Profit?	If yes, what w	vas 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)

lliw x	depend
	,

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

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



_	I OIII	occun	LU	LUUI	.0
Restaurant	t Owner	Income	/Exi	pense	Worksheet

Name:

	-	

- 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]
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Fishery: Sardines Amount Purchased Seasonally: Restaurant Owner BUY price/lb: Restaurant Owner SELL price/lb: Fate Card Instructions (if drawn):

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Proc	essor
0.0000000	esaler/ butor
_ <del></del>	Tarresult/Services
Retail Market Owner	Restaurant Owner
Customer	Customer

#### 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): \$ 5400

Expenses - How much did you pay for:

A.	Licenses & Registrations?	\$_	SDO
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.)?	\$_	008
	11		

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

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:

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 =

How much do your customers pay for the fish?: Restour out Owner SELL price/lb =



Boat Owner/Fisherman Income/Expense Worksheet

varrie			
Date:			
Jate.			

Boat Owner/ **Fisherman** 

Dockside

Buyer

Processor

Wholesaler/

Distributor

Restaurant

Owner

Customer

**Retail Market** 

Owner

Customer

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Uso the Packground Date Tables as a massives for assembly with a 111 or
Use the Background Data Tables as a resource for completing this worksheet.

- 2. Remember to accommodate any Fate Card adjustments that impact you directly.
- 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: [U	se Background Dat	a Table A & B]
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Fishery: Promotes Boat Type: Fate Card Instructions (if drawn): Daily Catch: QOO. 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 = Season Length x Boat Gallons/Day x \$4/gallon

\$ 36,000

2. How many pounds of fish did you catch in the season?

#2 = Season Length x Daily Catch

000 lbs

3. How much money did you make from selling your catch?

#3 = Pounds of fish you caught (lbs) x Boat Owner/Fisherman SELL price/lb \$ 271

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)	\$ 36,000
B.	Gear & Supplies?	\$ 12,000
C.	Licenses & Registrations?	\$ 2,500
D.	Seasonal Moorage?	\$ 1,000
E.	Insurance?	\$ 1,000
F.	Loan Payments?	\$ 3,000
G.	Other Direct Costs (utilities, ice, etc.)?	\$ 2,000

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

I. How much money do you have after paying these expenses? #3 above - H

J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit /100) 3×I x 15%/100 \$

K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

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



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



# Evam Aggan to Table

· vaine			_
Date: _			

Name

FIUIII	ocean u	j lau	16
Dockside Buyer	Income/Ex	pense	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.

Dockside Buyer BUY price/lb: \$15.55/26

4. Complete all Income/Expense Calculations and share your results with your team.

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

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

Prawns

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Proce	essor	
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ket	5.55	aurant vner
er	Cust	omer
	Proce Whole Distril	Resta Ov

Initial Calculations:

Dockside Buyer SELL price/lb:\_\_\_\_ Fate Card Instructions (if drawn):\_\_

Fishery:\_\_\_\_

- 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): \$ 297,000 Expenses - How much did you pay for:

A.	Licenses & Registrations?	\$ 1,500
В.	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
Н.	Other Direct Costs (supplies, ice, etc.)?	\$ 1,000

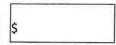
I. How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above)

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:

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 = \$



Name:	

Tom Ocean to Table	
Processor Income/Expense Worksheet	Boat Owner/
Use the Background Data Tables as a resource for completing this worksheet.	Fisherman
Remember to accommodate any Fate Card adjustments that impact you directly.	D-distant.
3. Find the Baseline Data and complete the Initial Calculations first.	Dockside Buyer
4. Complete all Income/Expense Calculations and share your results with your team.	
Baseline Data: [Use team mate calculations, Background Data Tables A & B]	Processor
Fishery: Prowns	Wholesaler/
How many pounds of fish did the Boat Owner/Fisherman catch?: 27,000 . Lt	Distributor
Processor BUY price/lb: 4 16 00/26	
Percentage Yield:	Retail Market Restaurant Owner Owner
Processor SELL price/lb: 417.60/lb	
Fate Card Instructions (if drawn): * will depend	(Customer ) (Customer
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	\$ 297,600
2. How many pounds of processed fish did you produce? #2 = Pounds of fish caught by Boat Owner/Fisherman x (Percentage Yield /100)  ``	21,600 lbs
<ol> <li>How much money did you make from selling the fish to the Wholesaler/Distribution</li> <li>#3 = Pounds of processed fish x Processor SELL price/lb =</li> </ol>	s 367,200
Profit/Loss Calculations: [Use calculations above and Background Data Table (	<b>c</b> ]
How much money did you make from selling the fish to the Wholesaler/Distril	outor? (#3 above): \$367.700
Expenses - How much did you pay for:	
A. Licenses & Registrations? \$ \.\500	
B. Dock/Building Lease? \$ 3,500	
C. Insurance? \$ 1.500	
D. Loan Payments? \$ 5.500	
E. Marketing/Advertising? \$_\\\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\	
F. Shipping/Trucking Expenses? \$ 5,000	
5. Employee Wages? \$ 9,000	
H. Other Direct Costs (supplies, ice, etc.)?	
How much money do you need to buy the fish from the Dockside Buyer? (#1 ak	pove) \$297,000
. How much did you spend on all these expenses? $A + B + C + D + E + F + G + H + C + D + C + C + C + C + C + C + C + C$	
K. How much money did you make as the Processor (Season Profit)? (#3 above)	
. 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

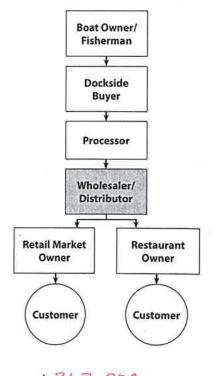


Name:	 	
Date:		

# 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] Prawns How many pounds of processed fished were producted?: 21,600 Wholesaler/Distributor BUY price/lb: \$\frac{1}{2} \tag{1} \tag{1} \tag{1} Wholesaler/Distributor SELL price/lb: \$20,00/26 Fate Card Instructions (if drawn): X



#### **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 \$ 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):

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

A.	Licenses & Registrations?	\$ 15	500	*1
В.	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	e
H.	Other Direct Costs (supplies, ice, etc.)?	\$_3	000	
	Harrison harries and the second secon			_

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)

\* Will depend

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



Name:	
Date:	

From	Ucean	to.	lable	

# 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.
- 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: Prawns
Amount Purchased Seasonally: 2,000 lbs
Retail Market Owner BUY price/lb: \$20,00/26
Retail Market Owner SELL price/lb: \$23,00/eb
Fate Card Instructions (if drawn): X will depend

Boat O Fisher	IOW E-POPERSON	
<u> </u>		
Dock Buy		
<b>+</b>		
Proce	ssor	
¥		
Whole: Distrib		
Retail Market Owner	(C)	urant /ner
Customer	Cust	omer

#### **Initial Calculations**

A. Licenses & Registrations?

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): \$\frac{46}{26} \to \to \to \to Expenses - How much did you pay for:

В.	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		
Н.	How much money do you need to buy the fish	from	the Wholesaler/Distributor? (#1 above)	)	\$40,600
					5 42 950
J.	How much money did you make as the Retail N	Marke	et Owner (Season Profit)? (#2 above) - I	!	3,050
K.	Did the Fate Card tell you to adjust the Season	Profit	t? 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)

lliw x	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 =



Name:

# Restaurant Owner Income/Expense Worksheet

1.	Use the Background Data	Tables as a reso	ource for completing	this worksheet.
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- 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.

Fishery: Prouvns	5
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

		7
	Boat Owner/	1
	Fisherman	
		7
	Dockside	
	Buyer	
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		7
	Processor	
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		7
	Wholesaler/	
	Distributor	
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FU 140000	14	
Retail Ma	100000	estaurant
Owne	er Sing	Owner
	AT 198	¥
	\ /	
	\ /	1
Custor	ner) (C	ustomer )
	,	

#### 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): \$ \( \lambda \) \( \lambda \) \( \lambda \) Expenses - How much did you nay for:

EX	penses - now much did you pay for:		
A.	Licenses & Registrations?	\$ 500	
В.	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	
Н.	How much money do you need to buy the fish	from the Wholesaler/Distributor? (#1 above)	\$ 8,000
l.	How much did you spend on all these expense	es? <b>A</b> + <b>B</b> + <b>C</b> + <b>D</b> + <b>E</b> + <b>F</b> + <b>G</b> + <b>H</b>	\$ 12,850
J.	How much money did you make as the Restau	rant Owner (Season Profit)? (#2 above) - I	\$ 3,150
K.	Did the Fate Card tell you to adjust the Season	Profit? If yes, what was it:	+ or

11: x 1	donon

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)

\$ Xwill	depend

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

٧_			_/10
	110	20	200

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



Boat Owner/Fisherman Income/Expense Worksheet

varrie.	
Date:	

Boat Owner/ **Fisherman** 

Dockside

Buyer

Processor

Wholesaler/

Distributor

Restaurant

Owner

Customer

**Retail Market** 

Owner

Customer

- 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.

<u>Baseline Data</u> : [L	se 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 = Season Length x Boat Gallons/Day x \$4/qallon

\$ 30,000

2. How many pounds of fish did you catch in the season?

#2 = Season Length x Daily Catch

24 000 lbs

3. How much money did you make from selling your catch?

#3 = Pounds of fish you caught (lbs) x Boat Owner/Fisherman SELL price/lb \$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):

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

A.	Fuel? (#1 above)	\$ 30,000
B.	Gear & Supplies?	\$ 17,000
C.	Licenses & Registrations?	\$ 2,500
D.	Seasonal Moorage?	\$ 1,000
E.	Insurance?	\$ 1,000
F.	Loan Payments?	\$ 3,000
G.	Other Direct Costs (utilities, ice, etc.)?	\$ 2,000

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

I. How much money do you have after paying these expenses? #3 above - H

J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit /100) 3 × 1 × 15%/1 ∞ \$ K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J

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

+ or -

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

1.			
¢			
12			

Xwill depend

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



	Name:
From Ocean to Table	Date:

# **Dockside Buyer Income/Expense Worksheet**

1.	Use the Background Data	Tables as a resource	for completing this worksheet
		ianico as a icsoaice	ior completing this trombine

- 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]

How many pounds of fish did the Boat Owner/Fisherman catch?: 84000 lbs

	t Owner/ herman
	<b>.</b>
200000000000000000000000000000000000000	ockside Buyer
Ullianos	¥
Pro	ocessor
<u> </u>	*
	olesaler/ tributor
Retail Market Owner	Restaurant Owner
(- )	
Customer	Customer
5 97 .41	50
7 16 1	

## Initial Calculations:

Fishery:

Dockside Buyer SELL price/lb:\_\_\_\_ Fate Card Instructions (if drawn):\_\_\_\_

- 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 =

\$ 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): \$\frac{100.680}{0.680} 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
l.	How much money do you need to buy the fish from the	ne Boat Owner/Fisherman? (#1 above)
J.	How much did you spend on all these expenses? A + 1	3+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:

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)

- CE		
\$	1	12
-		

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:		

Boat Owner/

	-				
ate:_					

	F	Fisherman
1. Use the Background Data Tables as a resource for completing this worksheet.		*
<ol> <li>Remember to accommodate any Fate Card adjustments that impact you directly.</li> <li>Find the Baseline Data and complete the Initial Calculations first.</li> <li>Complete all Income/Expense Calculations and share your results with your team.</li> </ol>		Dockside Buyer
Baseline Data: [Use team mate calculations, Background Data Tables A & B]  Fishery:	w	Processor † /holesaler/
How many pounds of fish did the Boat Owner/Fisherman catch?: 84,000 . Lbs	D	Distributor
Processor BUY price/lb: 31.27/16	<b>F</b>	<b>—</b>
Percentage Yield: 80%	Retail Market Owner	t Restaurant Owner
Processor SELL price/lb: \$2.75/lb		J . L
Fate Card Instructions (if drawn): ** will de pend	Customer	Customer
nitial 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	5 106,1	680
<ol> <li>How many pounds of proccesed fish did you produce?</li> <li>#2 = Pounds of fish caught by Boat Owner/Fisherman x (Percentage Yield /100)</li> </ol>	67,2	<u>oo</u> lbs
How much manay did you make from calling the Sab to the 18/6-1	2	

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 =

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

Expenses - How much did you pay for: A. Licenses & Registrations?

В.	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	
l.	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 expe	enses? <b>A + B + C + D + E + F + G + H + I</b>	\$ 138,680
K.	How much money did you make as the Pro	cessor (Season Profit)? (#3 above) - J	\$ 12,520
L.	Did the Fate Card tell you to adjust the Sea	son 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 =



Wholesaler/Distributor Income/Expense Worksheet

iame,			
ate:			

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

Boat O	wner/
Fishe	rman
Dock	side
Buy	yer
Proce	essor
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Whole	salor/
Distril	A CONTRACTOR OF THE PARTY OF TH
200 100 100 100	
Retail Market Owner	Restaurant Owner
T.	L .
(	/
Customer	Customer
Customer	Customer

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

Fishery:

How many pounds of processed fished were producted?: 67, 200 lbs

Wholesaler/Distributor BUY price/lb: \$2.75

#### 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): \$ 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)

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

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

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

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



## From Oce

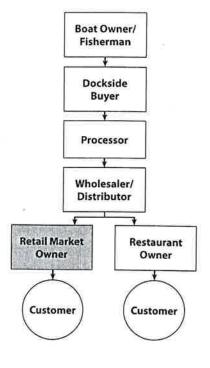
From	Ucean to	lable	Du
Retail Market Own	er Income/Ex	pense Wor	ksheet

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. 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.
- Complete all Income/Expense Calculations and share your results with your team.

Baseline Data: [Use team mate cal-	culations and Background Data TableB]
Fishery: Sole	
Amount Purchased Seasonally:	Lan 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

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): \$ 1000 Expenses - How much did you pay for:

A. Licenses & Registrations?

В.	Building Lease?	\$ 200	
C.	Insurance?	\$ 250	
D.	Loan Payments?	\$ 900	
E.	Marketing/Advertising?	\$ 200	
F.	Employee Wages?	\$ 1,000	
G.	Other Direct Costs (supplies, ice, etc.)?	\$ 300	
H.	How much money do you need to buy the fish	from the Wholesaler/Distributor? (#1 above)	\$ 4,000
	How much did you spend on all these expense		\$ 6,950
J,	How much money did you make as the Retail I	Market Owner (Season Profit)? (#2 above) - I	\$ 2,050
	Did the Fate Card tell you to adjust the Season		+ 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 =

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



Date:

Name:

From	Ucean	to.	lable	e
Restaurant Owner	r Income/	Exp/Exp	ense '	Workshee

- 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 calculati	ions and Backgro	und Data Table B
---------------------	---------------------	------------------	------------------

Fishery: 501e Amount Purchased Seasonally: Restaurant Owner BUY price/lb: Restaurant Owner SELL price/lb: Fate Card Instructions (if drawn): \* will

	t Owner/ herman
	+
1,000	ockside Buyer
	*
Pro	ocessor
_	•
1000000	olesaler/ tributor
Retail Market Owner	Restaurant Owner
Customer	Customer

## 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

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\$_		1000	

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?	\$ 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)

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:

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 =

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

\$ 30.00 /lb



Boat Owner/Fisherman Income/Expense Worksheet

Name:		_
Date:	19	

Boat Owner/ **Fisherman** 

Dockside

Buyer

Processor

Wholesaler/

Distributor

Restaurant

Owner

Customer

**Retail Market** 

Owner

Customer

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: [L	Jse Background Data	Table A & B]
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Fishery:\_ Boat Type:\_ Fate Card Instructions (if drawn): Daily Catch: 1.500 Season Length: Boat Gallons/Day: Boat Owner/Fisherman SELL price/Ib:

## Initial Calculations: [Use data above]

1. How much did you pay for fuel?

#1 = Season Length x Boat Gallons/Day x \$4/gallon

2. How many pounds of fish did you catch in the season?

#2 = Season Length x Daily Catch

3. How much money did you make from selling your catch?

#3 = Pounds of fish you caught (lbs) x Boat Owner/Fisherman SELL price/lb \$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):

## Expenses - How much did you pay for:

Fuel? (#1 above)	\$ 12,000
Gear & Supplies?	\$ 3,000
Licenses & Registrations?	\$ 2,500
Seasonal Moorage?	\$ 1.500
Insurance?	\$ 1,000
Loan Payments?	\$ 3,000
Other Direct Costs (utilities, ice, etc.)?	\$ 2,000
	Fuel? (#1 above) Gear & Supplies? Licenses & Registrations? Seasonal Moorage? Insurance? Loan Payments? Other Direct Costs (utilities, ice, etc.)?

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

I. How much money do you have after paying these expenses? #3 above - H

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

J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit /100) 2 × 1 × 15%/100

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

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) =



12+0.				
ate:				

Name:\_

# **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.

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Lisi	ierman j
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¥	
Retail Market	Restaurant
Owner	Owner
Customer	Customer
ALLEND	^
3 72,00	U

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:\_\_\_\_\_\$\,\infty\)

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 =

\$ 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): \$ 1675 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
Ⅎ.	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)

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:

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 Oce Processor Income/Expense Worksheet

Name:			
Date:			

Boat Owner/ Fisherman

Dockside

Buyer

Processor

Wholesaler/ Distributor

Restaurant

Owner

Customer

Retail Market

Owner

Customer

ean	to	lab	le		
/E		TIT	1	1	

- 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 & BI
		_	•

Fishery: Albacore Tuna

How many pounds of fish did the Boat Owner/Fisherman catch?: US. 000 2005

Processor BUY price/lb: \$2.15/26

Percentage Yield: \_\_\_\_\_\_75%

Processor SELL price/lb: \$4 50 /21

Fate Card Instructions (if drawn): \* will

#### 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): \$151,875 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 5 500
E.	Marketing/Advertising?	\$ 1,000
_	Chinning/Trucking Company	

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

X will depend

+ or -

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



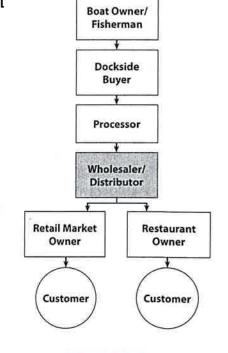
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Date:							
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1	/ID 1		/ICI	**

## 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 Tuno How many pounds of processed fished were producted?:\_53,750 lbs

Wholesaler/Distributor BUY price/lb: 34.50/26

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?	\$_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)

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

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 =



# Retail Market Owner Income/Expense Worksheet

Date:			
			-

Name:

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: Albacore Tuna
Amount Purchased Seasonally: 1,500 lbs
Retail Market Owner BUY price/lb: \$6.25 16
Potal Market Owner CELL winds (II)

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

_
_

#### **Initial Calculations**

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

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): \$

Expenses - How much did you pay for:

A.	Licenses & Registrations?	\$_500
В.	Building Lease?	\$ 200
C.	Insurance?	\$ 250
D.	Loan Payments?	\$ 500
E.	Marketing/Advertising?	\$
F.	Employee Wages?	\$ 1,000
G.	Other Direct Costs (supplies, ice, etc.)?	\$300

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

\$9,375

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

\$\_1,175

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 - \_\_\_\_

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)

5	lliw x	C

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 =

\$<u>9.00</u>/lb



Name:	
<u> </u>	

From	Ucean	to labi	e
Restaurant Owne	r 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.

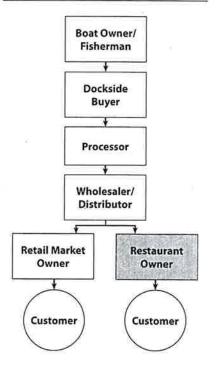
Baseline D	ata: [Use team mate calculations and Background Data Table B]
Fishery:	Albacore Tuna
	1100 01

Amount Purchased Seasonally: 450 405

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): \$ 9.900

Expenses - How much did	you pay for:
A Lineman O Destatuation of	•

G. Other Direct Costs (supplies, ice, etc.)?

A.	Licenses & Registrations?	\$
В.	Building Lease?	\$ 300
C.	Insurance?	\$ 300
D.	Loan Payments?	\$ 750
E.	Marketing/Advertising?	\$ 200
F.	Employee Wages?	\$ 2,000

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

1. 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:

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 =

\$ 22.00 /16

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



varne:	4/4	
Date:	- 2	

Boat Owner/ Fisherman

Dockside

Buyer

Processor

Wholesaler/

Distributor

Restaurant

Owner

Customer

**Retail Market** 

Owner

Customer

From	Ucean to	lable	
Boat Owner/Fishern	nan Income/	Expense	Worksheet

۱.	Use the Background Data	Tables as a r	esource for o	completing th	is 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.

<u>Baseline Data</u> : [Use Background Data Table A &	B]
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Fishery: Salmon Boat Type: Fate Card Instructions (if drawn): \* will depend 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 = Season Length x Boat Gallons/Day x \$4/gallon

2. How many pounds of fish did you catch in the season?

#2 = Season Length x Daily Catch

.000 lbs

3. How much money did you make from selling your catch?

#3 = Pounds of fish you caught (lbs) x Boat Owner/Fisherman SELL price/lb \$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):

## Expenses - How much did you pay for:

- A. Fuel? (#1 above) B. Gear & Supplies? C. Licenses & Registrations? D. Seasonal Moorage? E. Insurance? F. Loan Payments? G. Other Direct Costs (utilities, ice, etc.)?
- H. These are non-wage expenses, how much did you pay for them? A + B + C + D + E + F + G

I. How much money do you have after paying these expenses? #3 above - H

J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit /100) 2x 1x (5/100) K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I - J

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

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

\$	

\* will depend

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



Name

From (	Ucean to	lable	
Dockside Buyer	Income/Exp	ense Wor	ksheet

- 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.

Dockside Buyer	
*	
Processor	
Wholesaler/ Distributor	
Retail Market Restau Owner Own	
	_
(Customer ) Custon	ner
(Castonia)	
$\smile$	
5 90,000	

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

Fishery: Salmon

How many pounds of fish did the Boat Owner/Fisherman catch?: \\ \sum\_{\infty} \sum\_{\infty} \sum\_{\infty} \sum\_{\infty} \\ \tag{\infty} \sum\_{\infty} \\ \tag{\infty} \sum\_{\infty} \\ \tag{\infty} \sum\_{\infty} \\ \tag{\infty} \\ \tag{\inf

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?	\$ 1,500
В.	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.)?	5 1,000

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:

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 = \$



From Ocean t	to Tabl	e
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Processor l	ncome	/Expense	e Workshee

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Date:				
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er? <b>(#1 abov</b>	e)		101,25	
+G+H+I			133,25	50
above) - J		5	9,5	SD

- 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:

- 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
- 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): \$\_\frac{\text{\$\frac{1}{2}\

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
	Harrison I. I. I. J. C.		

- 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 +
- K. How much money did you make as the Processor (Season Profit)? (#3 above) J
- L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

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

xwill depend

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

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



Name:	
Date:	

# 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]

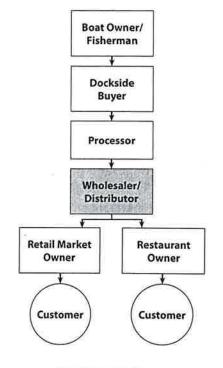
Fishery: Salmon

How many pounds of processed fished were producced?: 12.750 lbs

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

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

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

142,800

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

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

\$ 229,500

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

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

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

Licenses & Registrations?	\$_	1,500 :
Building Lease?	\$_	2,000
Insurance?	\$_	1,500
Loan Payments?	\$	5,000
Marketing/Advertising?	\$	1,000
Shipping/Trucking Expenses?	\$	10,000
Employee Wages?	\$_	7,000
Other Direct Costs (supplies, ice, etc.)?	\$_	3,000
	Building Lease? Insurance? Loan Payments? Marketing/Advertising? Shipping/Trucking Expenses? Employee Wages?	Building Lease? \$_ Insurance? \$_ Loan Payments? \$_ Marketing/Advertising? \$_ Shipping/Trucking Expenses? \$_ Employee Wages? \$_

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

5 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 =



Name:		
Date:		

## 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.

<u>Baseline Data: [Use team mate cal</u>	culations and Background Data TableB]
Fishery: Salmon	
Amount Purchased Seasonally:	2,500 lbs.
Potail Market Ourner DIIV miss ///s	\$10 m /11

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

Fate Card Instructions (if drawn): 💥 🔊 🚻

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	Proces  Wholesi Distribu	Res O

#### 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): \$53,950

Expenses - How much did you pay for:

A.	Licenses & Registrations?	\$ 500
В.	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)

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:

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 =

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



## From Ocean to Restaurant Owner Income/Expense Worksheet

Name:		
teresconding to the second		
Data		

וו יוי	Date:	
Table		

1. l	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.
- Complete all Income/Expense Calculations and share your results with your team

	alculations and Background Data Table B
Fishery: Salmon	
Amount Purchased Seasonally:	650 lbs
Restaurant Owner BUY price/lb: _	dl/00.81&
Restaurant Owner SELL price/lb:_	\$45.00/lb
Fate Card Instructions (if drawn):_	* will depend
	1

	Boat Ow Fisherm	
l	¥	
	Docksi Buye	
l.	+	
	Process	ior
L	*	
	Wholesa Distribu	
	+ ,	<b></b>
Retail Mar Owner	22220	Restaurant Owner
Custom	er	Customer

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

Chn

Expenses - How much did you pay for: A: Licenses & Registrations?

Elections a negistrations.	~_	300	
Building Lease?	\$_	300	
Insurance?	\$_	300	
Loan Payments?	\$_	790	
Marketing/Advertising?	\$_	200	
Employee Wages?	\$_	2,000	
Other Direct Costs (supplies, ice, etc.)?	\$_	003	
How much money do you need to buy the fish	fro	m the Wholesaler/Distributor? (#1 above)	\$11,70
How much did you spend on all these expense	es? I	A+B+C+D+E+F+G+H	\$ 16.5
How much money did you make as the Restau	ran	t Owner (Season Profit)? (#2 above) - I	\$ 12,7
	Building Lease? Insurance? Loan Payments? Marketing/Advertising? Employee Wages? Other Direct Costs (supplies, ice, etc.)? How much money do you need to buy the fish How much did you spend on all these expense	Building Lease?  Insurance?  Loan Payments?  Marketing/Advertising?  Employee Wages?  Other Direct Costs (supplies, ice, etc.)?  How much money do you need to buy the fish from the money did you spend on all these expenses?	Building Lease? \$ 300 Insurance? \$ 300 Loan Payments? \$ 150 Marketing/Advertising? \$ 200 Employee Wages? \$ 2,000

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

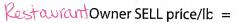
L. How much money do you have left at the end? J + K (If L is positive you made a Profit, if L is negative you had Losses)

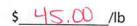


How much money did you make as price/lb? L / Amount Purchased Seasonally =

Ś	/lb

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







Name:		
Date:		

Boat Owner/ **Fisherman** 

Dockside

Buyer

Processor

Wholesaler/

Distributor

Restaurant

Owner

Customer

**Retail Market** 

Owner

Customer

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From	11	ncon	tΛ	п	ah.	เก
I LUHE	W	Jean	w	-1	au	ıc

## 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.
- Find the Baseline Data and complete the Initial Calculations first.
- 4. Complete all Income/Expense Calculations and share your results with your team.

<u>Baseline Data:</u> [Use	<b>Background Data</b>	Table A	& B)
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Fishery: Crab Boat Type:\_\_\_\_ Vanous Fate Card Instructions (if drawn): \_\_\_ \* will Daily Catch: 2,000 lb < 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 = Season Length x Boat Gallons/Day x \$4/gallon

2. How many pounds of fish did you catch in the season?

#2 = Season Length x Daily Catch

O DOO lbs

3. How much money did you make from selling your catch?

#3 = Pounds of fish you caught (lbs) x Boat Owner/Fisherman SELL price/lb 💲 🌂 💍 👝

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

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

## Expenses - How much did you pay for:

- A. Fuel? (#1 above) B. Gear & Supplies? C. Licenses & Registrations? D. Seasonal Moorage? E. Insurance? F. Loan Payments? G. Other Direct Costs (utilities, ice, etc.)?
- H. These are non-wage expenses, how much did you pay for them? A + B + C + D + E + F + G

I. How much money do you have after paying these expenses? #3 above - H

J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit /100) 3 XI X 100

K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I – J L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

+ or -

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

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

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



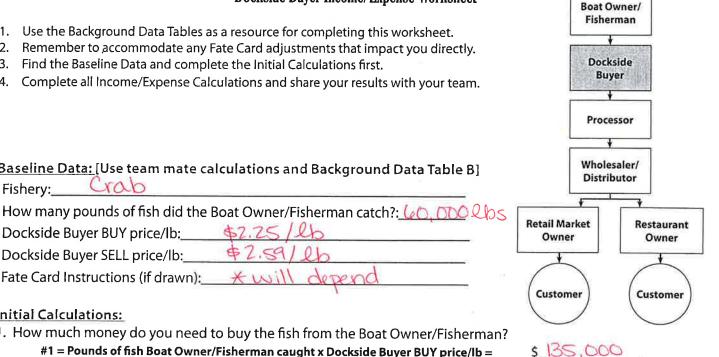
Name:			
Date: _			

**Dockside Buyer Income/Expense Worksheet** 

<ol> <li>Use the Background Data Tables as a resource for completing this worksh</li> </ol>	١.	Use the Background Data	Tables as a resource	e for completing	this workshe
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- 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]



Initial Calculations:

Fishery: Crab

Dockside Buyer BUY price/lb:

Dockside Buyer SELL price/lb: Fate Card Instructions (if drawn):\_

- 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/Ib = \$ 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): \$ \555.400 Expenses - How much did you pay for:

B. Dock/Building Lease? \$ \\(\lambda(\)	200
C. Insurance? \$	100
D. Loan Payments? \$\$	00C
E. Marketing/Advertising? \$	000
F. Shipping/Trucking Expenses? \$\$	OOE
G. Employee Wages? \$\$	000
H. Other Direct Costs (supplies, ice, etc.)?	000

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:

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 = \$

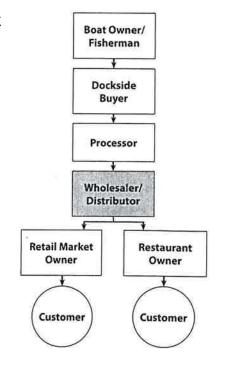


			_	
Date:				
Jacc	 	 		

Name:

Wholesaler/Distributor Income/Expense Worksheet

- 1. Use the Background Data Tables as a resource for completing this worksheet.
- 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 fished were producted?: 30,000 lbs

Wholesaler/Distributor BUY price/lb:

Wholesaler/Distributor SELL price/lb:

Fate Card Instructions (if drawn): \* will

#### **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 \$ 450,000

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

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

	-	
A.	Licenses & Registrations?	\$ 1,500
В.	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)
- 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
- Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

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

+ or -

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



Processor Income/Expense Wo	orksheet
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Name: \_ Date:

> Boat Owner/ Fisherman

> > Dockside

Buyer

Processor

Wholesaler/ Distributor

Restaurant

Owner

Customer

Retail Market

Owner

Customer

5 155,400

ackground Data	Tables as a reso	ource for comple	eting this workshee	F

- 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.

Fishery: Crob	ate calculations, Background Data Tables A & B]
How many pounds of fish di	d the Boat Owner/Fisherman catch?: <u>60,000</u> 46s
Processor BUY price/lb:	\$2.59/26
Percentage Yield:	50%
Processor SELL price/lb:	\$8.00/lb
Fate Card Instructions (if dra	wn): * will depend

#### Initial Calculations:

- 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 = \$ 240,000

<u>Profit/Loss Calculations:</u> [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
Н.	Other Direct Costs (supplies, ice, etc.)?	\$ 5,000
	How much money do you need to househa fel	fuena de a De alustal a D

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

M.	How much money do you have left at the end? <b>K + L</b>
	(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



		ı,
		_

Name:

Date:					
Jule.	 	 	 	 	

	HUI	Occum	10 10	DIC	
Retail Ma	rket Nw	ner Incon	a/Fynd	nce Work	chad

- 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 calcu	lations and I	Background D	ata TableBl
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	Boat Owner	
l r	¥	
	Dockside Buyer	•
ŗ	*	
	Processo	r
Ĺ	+	
	Wholesale Distribute	7020
	¥ ,	7
Retail Mar Owner	MANAGE STREET	Restaurant Owner
Custom	er	Customer

#### **Initial Calculations**

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): \$ 15000

Exp	oenses	- How	much	did	you	pay for:	•
_							

Α.	Licenses & Registrations?	\$ 500
В.	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
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)

Va ill les

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



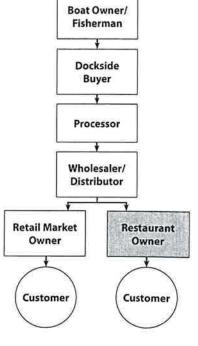
## Name: Date:

R

From Ucean t	o labl	le
estaurant Owner Income/I	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.
- Complete all Income/Expense Calculations and share your results with your team

Fishery: Crob	
Amount Purchased Seasonally:	600 ebs
Restaurant Owner BUY price/lb:	\$15.00/26
Restaurant Owner SELL price/lb:	\$60.00/lb
Fate Card Instructions (if drawn):	Emill 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

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): \$ 360,000 Expenses - How much did you pay for:

A.	Licenses & Registrations?	\$_	500
В.	Building Lease?	\$_	300
C.	Insurance?	\$_	300
D.	Loan Payments?	\$_	790
E.	Marketing/Advertising?	\$_	200
F.	Employee Wages?	\$_	2,000
G.	Other Direct Costs (supplies, ice, etc.)?	\$_	800
ш	How much money do you need to how the fah	£	

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

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:

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 =

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

\$ 600.00 /16



varne:	 	 	 
Sata.			
Date:			

Boat Owner/ Fisherman

Dockside

Buyer

Processor

Wholesaler/

Distributor

Restaurant

Owner

Customer

**Retail Market** 

Owner

Customer

Boat Owner/Fisherman Income/Expense Worksh
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- 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.

<u>Baseline Data</u> : [Use Background Data Table A & B]
--

## Initial Calculations: [Use data above]

1. How much did you pay for fuel?

#1 = Season Length x Boat Gallons/Day x \$4/gallon

\$42,000

2. How many pounds of fish did you catch in the season?

#2 = Season Length x Daily Catch

1,000,600lbs

3. How much money did you make from selling your catch?

#3 = Pounds of fish you caught (lbs) x Boat Owner/Fisherman SELL price/lb  $\frac{262}{262}$ 

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

How much money did you make from selling your catch? (#3 above): \$ 268,500

Expenses - How much did you pay for:

A.	Fuel? (#1 above)	\$ 42,000
B.	Gear & Supplies?	\$_11,000
C.	Licenses & Registrations?	\$ 2,500
D.	Seasonal Moorage?	\$ 1,500
E.	Insurance?	\$ 2,000
F.	Loan Payments?	\$ 3,000
G.	Other Direct Costs (utilities, ice, etc.)?	\$ 2,000

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

\$ 199 500

I. How much money do you have after paying these expenses? #3 above - H

100 E 90 750

J. How much did you pay your crew? # of Crew x I x (Crew Wage % of profit /100) \$ x \( \times \) x \( \times \) \( \times

00 0

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

\*\*\*

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

;
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\* will depend

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

5\_\_\_\_\_/lb



Name:		
Date:		

	Trum Ocean to table		
<ol> <li>Reme</li> <li>Find t</li> </ol>	Dockside Buyer Income/Expense Worksheet  he Background Data Tables as a resource for completing this worksheet.  ember to accommodate any Fate Card adjustments that impact you directly.  the Baseline Data and complete the Initial Calculations first.  plete all Income/Expense Calculations and share your results with your team.	Boat Ou Fisher Docks Buy	man side er
		Proces	ssor
	₩	*	1
	Data: [Use team mate calculations and Background Data Table B]	Wholes Distrib	311303F3X
•		¥	
Docksid	a Dinney DIIV and a All-	l Market wner	Restaurant Owner
	d Instructions (if drawn): * will depend	stomer	Customer
Initial Ca	elculations:		
	nuch money do you need to buy the fish from the Boat Owner/Fisherman?    = Pounds of fish Boat Owner/Fisherman caught x Dockside Buyer BUY price/lb = \$	262,500	2
	uch money did you make from selling the fish to the Processor?  = Pounds of fish Boat Owner/Fisherman caught x Dockside Buyer SELL price/lb = \$	367,50	<u>, ax</u>
Profit/Lo	ss Calculations: [Use calculations above and Background Data Table C]		
How muc	ch money did you make from selling the fish to the Processor? (#2 above): $\$$	367.5	00_
	s - How much did you pay for:	and the second	
	ses & Registrations? \$ \.\500		
	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		

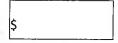
A.	Licenses & Registrations?	\$ 1,500
В.	Dock/Building Lease?	\$ 1,000
C.	Insurance?	\$
D.	Loan Payments?	\$ 1,000
E.	Marketing/Advertising?	\$ 1,000
F.	Shipping/Trucking Expenses?	\$ 1,500
G.	Employee Wages?	\$ 2,000
H.	Other Direct Costs (supplies, ice, etc.)?	\$ 1,000
	Harrist and the second	

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:

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:	
Language Table	Date:	

Boat Owner/ Fisherman

## From Ocean to Table

# Processor Income/Expense Worksheet

١.	Use the Background Data Tables as a resource for completing this worksheet.
•	Pamambar ta accommodate any Fata Candadisate anti-time at the time at

The same partial ratio as a resource for completing this worksheet.		¥
<ol> <li>Remember to accommodate any Fate Card adjustments that impact you directly.</li> <li>Find the Baseline Data and complete the Initial Calculations first.</li> </ol>	F-17-100	kside yer
4. Complete all Income/Expense Calculations and share your results with your team.		+
	Proc	essor
Baseline Data: [Use team mate calculations, Background Data Tables A & B]	U.Serrena	HIM COLDENS
Fishery: Squid	Whole	esaler/
How many pounds of fish did the Boat Owner/Fisherman catch?: 1.050.000 Q	Lbs Distri	butor
Processor BUY price/lb: \$0.35 / 26		<u> </u>
Percentage Yield:	Retail Market Owner	Restaurar Owner
Processor SELL price/lb: \$1.00/lb		<u> </u>
Fate Card Instructions (if drawn): * will depend		
	Customer	Custome
Initial Calculations:		
1. How much money do you need to buy the fish from the Dockside Buyer?		

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

A Licenses & Registrations?

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 =

s 687,500

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

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

How much money did you make from selling the fish to the Wholesaler/Distributor? (#3 above): \$\left(\frac{682}{500}\right)\$ Expenses - How much did you pay for:

1500

$\sim$	Licenses & negistrations:	\$ 1,000	
В	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	
ı.	How much money do you need to buy th	e fish from the Dockside Buyer? (#1 above)	\$ 367,500
J.	How much did you spend on all these ex		\$399,500
K.	How much money did you make as the P	rocessor (Season Profit)? (#3 above) - J	\$283,000
L.	Did the Fate Card tell you to adjust the Se	eason 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 deper b		x will depend
----------------	--	---------------

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



Name:	
Date:	

Boat Owner/ Fisherman

> Dockside Buyer

Processor

Wholesaler/

Distributor

Restaurant

Owner

Customer

**Retail Market** 

Owner

Customer

	rrom v	cean to	lable	
Wholesaler/	/Distribute	or 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 fished were producced?: [682, Stolles Wholesaler/Distributor BUY price/lb: \$1.00/lb Wholesaler/Distributor SELL price/lb: \$1.20/lb

#### **Initial Calculations**

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

- \$ 682,500
- 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

  \$ 6\ 9\ 6\ 9\ 600

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

How much money did you make from selling the fish? (#2 above): \$ 6\9,000

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

Fate Card Instructions (if drawn): \*\* \*\* Will

A.	Licenses & Registrations?	\$ 1,500
В.	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
		The state of the s

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

rocessor: (#1 above)

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

ove) - J \$ 105,500

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)

\$ Xwill depend

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

\_\_\_\_\_/I



Date:					
Dute.	_	_	 	 	

Name:

## 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.

<u>Baseline D</u>	<u>)ata: [Use team ma</u>	ate calculations and Background Data TableB]
	Squid	

Amount Purchased Seasonally: 1,200 lbs

Retail Market Owner BUY price/lb: \$1.70

Retail Market Owner SELL price/lb: \$\\phi\_0 \langle \l

	Boat Own	7.00
	Fisherma	n   -
	- +	
	Dockside Buyer	2
	Processo	r
	*	
	Wholesale Distribute	SASTELL
	F '	<b>+</b>
Retail Ma Owne	D01140200	Restaurant Owner
Custon	ner	Customer
	) '	

#### **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): \$ Evnances - How much did you nay for

CX	penses - now much did you pay for:	
A.	Licenses & Registrations?	\$ 500
B.	Building Lease?	\$ 200
C.	Insurance?	\$ 250
D.	Loan Payments?	\$ 500
E.	Marketing/Advertising?	\$ 200
F.	Employee Wages?	\$_1,000
G.	Other Direct Costs (supplies, ice, etc.)?	\$ 360

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

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:

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)

	$\overline{}$	
	- 1	
	- 1	
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\* will deper

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

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

\$ 8,00



Name:		
Date:		

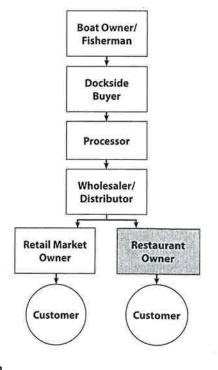
## Restaurant Owner Income/Expense Worksheet

١.	Use the Background Data	Tables as a resource for	r 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	a Tahle Ri
Dascinic Data.	LOSC LCGIII HIGIC	carculations and	Dackground Dati	a lable bj

Fishery: Source 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?	\$ 500
В.	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
	1	

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

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:

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 =

\$ 20.00 /lb

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