

| REVENUES | | | | | |
|-----------------------------|-------------|---------------|------------------|------------------|------------------------|
| Item | Unit | Number | Price Per | % Revenue | Total |
| Groundfish Fillet | pounds | 42,857 | \$ 14.00 | | \$ 600,000.00 |
| Sea Scallop | pounds | 17,391 | \$ 23.00 | | \$ 400,000.00 |
| Local Fresh Tuna Fillet | pounds | 4,792 | \$ 24.00 | | \$ 115,000.00 |
| Whole Groundfish | pounds | 3,000 | \$ 5.00 | | \$ 15,000.00 |
| Value Added Smoked Products | pounds | 1,481 | \$ 27.00 | | \$ 40,000.00 |
| Cape Cod Trap Fisheries | pounds | 2,000 | \$ 5.00 | | \$ 10,000.00 |
| Alaskan Fisheries | pounds | 12,083 | \$ 24.00 | | \$ 290,000.00 |
| Anna Marie Shrimp Co | pounds | 9,000 | \$ 24.00 | | \$ 216,000.00 |
| Value Added - Chowder | pounds | 250 | \$ 20.00 | | \$ 5,000.00 |
| Total Revenue | | | | | \$ 1,691,000.00 |

| COST OF GOODS | | | | | |
|-------------------------------------|-------------|---------------|------------------|--|----------------------|
| Item | Unit | Number | Price Per | | Total |
| Purchase of Supplemental Groundfish | pounds | 25,000 | \$ 7.50 | | \$ 187,500.00 |
| Purchase of Supplemental Scallops | pounds | 7,000 | \$ 12.00 | | \$ 84,000.00 |
| Purchases of Tuna | pounds | 4,792 | \$ 12.00 | | \$ 57,504.00 |
| Purchases of Smoked Products | pounds | 1,481 | \$ 14.00 | | \$ 20,734.00 |
| Purchases of Cape Cod Trap Fish | pounds | 2,000 | \$ 2.50 | | \$ 5,000.00 |
| Purchases of Alaskan Fish | pounds | 12,083 | \$ 14.00 | | \$ 169,166.67 |
| Purchases of Anna Marie Shrimp | pounds | 9,000 | \$ 14.00 | | \$ 126,000.00 |
| Total COG | | | | | \$ 649,904.67 |

| EXPENSES | |
|----------------------------------|--------------|
| <i>Processing Plant</i> | Total |
| Equipment and Packaging Supplies | \$ 30,000.00 |
| Lease | \$ 36,000.00 |
| Utilities | \$ 12,000.00 |
| Other Processing Plant | \$ 1,000.00 |
| | |
| <i>Sales & Marketing</i> | Total |
| Website | \$ 1,400.00 |
| Farmers Market Materials | \$ 4,000.00 |
| Advertising | \$ 4,000.00 |
| | |
| <i>Operations</i> | Total |
| Vehicle payments | \$ 33,600.00 |
| Fuel | \$ 6,000.00 |
| Repairs & Maintenance | \$ 2,400.00 |
| Other Operations | \$ 1,500.00 |
| | |
| <i>Vessel</i> | Total |
| Vessel Loan Payment | \$ 26,400.00 |
| Fuel - Vessel | \$ 26,000.00 |
| Repairs & Maintenance | \$ 20,000.00 |

| | |
|---------------------------|----------------------|
| Insurance | \$ 10,000.00 |
| License & Permitting | \$ 1,500.00 |
| Commercial Pier Permit | \$ 552.00 |
| Dockage | \$ 7,500.00 |
| Supplies & Equipment | \$ 40,000.00 |
| Fishing Gear | \$ 10,000.00 |
| | |
| <i>Overhead</i> | Total |
| Licenses & Dealer Permits | \$ 5,000.00 |
| Professional Services | \$ 5,000.00 |
| NH Community Loan Fund | \$ 600.00 |
| Quickbooks License | \$ 2,300.00 |
| | |
| <i>Payroll Expenses</i> | Total |
| Taxes | \$ 40,000.00 |
| Wages | \$ 250,000.00 |
| Independent Contractor | \$ 100,000.00 |
| Payroll Service | \$ 2,600.00 |
| Other | \$ 1,500.00 |
| | |
| Expense Summary | Total |
| Total Processing Plant | \$ 79,000.00 |
| Total Sales and Marketing | \$ 9,400.00 |
| Total Operations | \$ 43,500.00 |
| Total Vessel | \$ 141,952.00 |
| Total Overhead | \$ 12,900.00 |
| Total Payroll Expenses | \$ 394,100.00 |
| Total Expenses | \$ 680,852.00 |

| | |
|-----------------------|-----------------|
| SUMMARY | |
| <i>Total Revenue</i> | \$ 1,691,000.00 |
| <i>Total COG</i> | \$ 649,904.67 |
| <i>Gross Revenue</i> | \$ 1,041,095.33 |
| <i>Total Expenses</i> | \$ 680,852.00 |
| <i>Net Income</i> | \$ 360,243.33 |