

2021 Budget

Revenue Inputs					
Opportunity Catch (Tons)	21.6				
1 additional longline boat (Tons)	5.6				
Co-Op Albacore Catch (Tons)	20				
Total Tons Caught	47.2				
Pounds of Whole Albacore	14,000				
Pounds of processed Albacore (45% yield)	25,200				
Pounds of Whole Groundfish	5,040				
Pounds of processed groundfish (45% yield)	8,784				
Price per Pound Whole Albacore	\$3.50				
Price per lb processed Albacore	\$11.50				
Price per lb Whole Groundfish	\$7.50				
Price per lb processed Groundfish	\$17.00				
Gross Revenue					
Revenues	Unit	Number	Price Per	% Revenue	Total
Whole Albacore Sales	Pounds	14,000	\$3.50	7.17%	\$49,000
Whole Groundfish Sales	Pounds	5,040	\$7.50	5.53%	\$37,800
Processed Albacore Sales	Pounds	25,200	\$11.50	42.31%	\$289,000
Processed Groundfish Sales	Pounds	8,784	\$17.00	21.86%	\$149,328
Value add revenue (pouch & smoked)				5.27%	\$36,000
Custom Processing & ice sales				6.59%	\$45,000
Grant income				10.98%	\$75,000
Other				0.29%	\$2,000
Total Revenue					\$683,128
Cost of Goods Sold	Unit	Number	Price Per	% Revenue	Total
Purchases of Albacore	Pounds	70,000	\$2.00	20.49%	\$140,000
Purchases of Groundfish	Pounds	24,400	\$3.50	12.50%	\$85,400
Co-packing				1.10%	\$7,500
Total COG					\$232,900
Gross Revenue					\$450,228
Expenses					
Processing				% Revenue	Total
Fish Processing Equipment				0.15%	\$1,000
Ice				0.00%	\$0
Supplies				1.76%	\$12,000
Maintenance				0.44%	\$3,000
Total Processing				2.34%	\$16,000
Building				% Revenue	Total
Lease+mortgage				5.09%	\$34,800
Utilities				1.76%	\$12,000
Other Building				0.15%	\$1,000
Total Building				7.00%	\$47,800
Sales and Marketing				% Revenue	Total

