

PERSONAL INTERVIEW WORKSHEETS

1. Processor Worksheet

Fishery	Purchase	Volume	Product Yield		Gross	<u>Product Form</u>	
	Share	Correct	Amount	Correct		Margin	<u>Form</u>
Groundfish							
Sablefish	4.5%		59.6%		87.0%	Whole	
Flatfish	1.9%		37.7%		15.4%	Fillet	
Other Groundfish	24.6%		41.8%		45.1%	Fillet	
Rockfish	2.3%		36.4%		44.8%	Fillet	
Other	0.3%		48.7%		5.8%	Whole	
Non-Groundfish							
Crab	6.0%		64.2%		81.8%	Cooked whole, sections	
Halibut	6.0%		79.3%		98.5%	Head-off	
Herring	2.9%		88.3%		36.9%	Whole	
Salmon	51.5%		73.0%		31.9%	Fillet	
Other finfish	0.1%		73.4%		51.4%	Whole	
Other							
invertebrates	0.0%		73.4%		51.4%	Whole	
Other shellfish	0.0%		73.4%		51.4%	Whole	
Total	100.0%		63.5%		56.0%		

Vessel Supply Sales	Amount
Fuel	\$
Other	\$
Total	\$

Inventory Expenses	Mark-up	Correct	SE Share
Fuel	10%		
Other	10%		

Processor Worksheet (cont.)

	Representative	Correct	SE Share
<u>Variable Expenses</u>			
Tendering cost	1.00%		
Other fish buying costs	8.00%		
Processing labor	26.32%		
Line workers			
Supervisors			
Management and observer	5.29%		
Packaging and other materials	5.00%		
Other manufacturing	8.00%		
Freight	6.00%		
Supplies	5.00%		
Fish and landing tariffs	0.10%		
Bad debt expense	<u>0.50%</u>		
Subtotal	65.21%		
 <u>Fixed Expenses</u>			
Admin salaries	7.00%		
Admin. supplies	1.80%		
Misc. administration.	1.20%		
Maintenance and repairs	2.50%		
Utilities	2.10%		
Insurance	1.70%		
Business/property taxes	0.35%		
Interest payments (short term)	<u>4.50%</u>		
Subtotal	21.15%		

2. Supplier Worksheet

1. Customer base (vessels, processors, other commercial fishing industry businesses, recreational fishing businesses, repair yards)?

Primary: _____

Secondary: _____

2. Proportion of sales:
- a. SE Alaska located businesses? ____%
 - b. Other Alaska located businesses? ____%
 - c. Out-of-state located businesses? ____%

3. Products and services offered

a. _____

b. _____

c. _____

4. Proportion of non-inventory expenditures

	SE Alaska businesses or residents	Other Alaska	Outside Alaska
a. Labor	_____	_____	_____
b. Utilities	_____	_____	_____
c. Accounting	_____	_____	_____
d. Other 1	_____	_____	_____
e. Other 2	_____	_____	_____
f. Other 2	_____	_____	_____

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