

100% Fish Resource Kit Instructions

This short guide is designed to help you use the **Resource Kit Excel file** that accompanies this document. Please note that the results generated by the tool are preliminary estimates and **do not constitute guarantees**. Value chains shown in the toolkit require further discussion and coordination between processors and potential buyers to become operational.

Calculation Page

1. **Select byproduct type** from dropdown menu.
2. **Select whether you have chilling or freezing capacity** in your facility from the dropdown menu.
3. **Enter the amount of this byproduct** (in pounds) that you produce each month.
4. **Click any industry widget** next to a green **Accessible** indicator box. This will take you to the relevant **Industry Page**. You may also click the green **Accessible** box to navigate to the associated page.

Example Widget:

Pet Food

Industry Page

1. In the **teal box**, select a byproduct sell price from the drop-down menu. These prices reflect a range based on industry research.
2. Review the calculated Monthly Revenue, which is automatically generated based on the volume you entered on the Calculation Page. You do not need to change anything here. In the **light blue** box, enter the estimated additional labor hours per month needed to sort and store the byproduct (if any).
3. In the **light green** box, enter the hourly pay rate for employees handling the byproduct (if any).
4. In the **violet box**, enter the estimated monthly power cost required to store the byproduct (if any).
5. In the **orange box**, enter the estimated monthly transportation cost for moving the byproduct (if any).
6. In the **salmon box**, enter your current monthly waste disposal cost.
7. Review your estimated revenues and the cost difference between current disposal and potential byproduct sales in the **tan boxes**.