

On average, it was estimated that 71 percent of the value of New England shellfish was delivered to consumers by restaurants and 29 percent was purchased in retail fish markets for at-home consumption. This distribution pattern differs only slightly for New England shellfish products. Domestic retailing operations marked-up their purchased shellfish products by an estimated \$1,644 million. The foodservice industry purchased \$889 million of shellfish products and added an additional \$1,552 worth of mark-up. Retail markets purchased \$358 worth of shellfish products and added \$92 million in mark-up. Total expenditures for New England shellfish products in the United States were estimated to total \$2,891 million. There were no industrial products based on New England shellfish. When the dockside value of shellfish exports is included (\$14.8 million), total shellfish sales of New England products totaled \$2,906 million.

ECONOMICS OF NEW ENGLAND SHELLFISH PRODUCTS ENTERING
RETAIL SECTOR OF THE UNITED STATES

	<u>Direct</u>	<u>Direct & Indirect</u>	<u>Direct & Induced</u>
Output (\$ million):	\$1,684	\$2,563	\$5,136
Income (\$ million):	\$916	\$1,193	\$1,911
Employment (person years):	126,919	140, 159	179,657