

The value of fishery products delivered to retail outlets and commercial buyers of industrial fishery products was \$3,507 million. Of this value, \$ 379 million represented the mark-up by distributors and brokers. The following is an estimate of the economic impacts associated with distribution of New England produced and imported fishery products.

ECONOMICS OF SECONDARY WHOLESALING AND
DISTRIBUTION OF NEW ENGLAND FISHERY PRODUCTS

	<u>Direct</u>	<u>Direct & Indirect</u>	<u>Direct & Induced</u>
Output (\$ million):	\$379	\$620	\$1,171
Income (\$ million):	\$182	\$255	\$409
Employment (person years):	8,780	11,917	20,139

On average, it was estimated that 47 percent of the value of the New England seafood harvest was purchased by consumers in restaurants and 53 percent was purchased via retail fish markets for at-home consumption. Domestic retailing operations marked-up their purchased fishery products by an estimated \$3,336 million. Of this total mark-up, \$2,899 million occurred within the food services industry and \$437 million accrued to retail markets. The following are the estimated economic impacts associated with the retailing of New England fishery products throughout the United States.

ECONOMICS OF NEW ENGLAND FISHERY PRODUCTS ENTERING
RETAIL SECTOR IN THE UNITED STATES

	<u>Direct</u>	<u>Direct & Indirect</u>	<u>Direct & Induced</u>
Output (\$ million):	\$3,336	\$5,196	\$10,382
Income (\$ million):	\$1,844	\$2,405	\$3,852
Employment (person years):	248,676	275,534	355,119

Retail consumer expenditures for New England fishery products in the United States were estimated at \$6,836 million. When the dockside value of exports (\$32 million) and the wholesale value of industrial products (\$3.6 million) are included, \$6,875 million was spent in the United States for New England produced or imported fishery products.