

Appendix 1

Zanzibar fisher interview

Unique interview Code No.....

Date..... Location /Study

Site.....

Country.....Data Collector.....

Fishery Type: Small Mixed Reef Fish Small Pelagics Octopus

Notes on the respondent? (Interviewed before?)Sex: Male Female Age:

.....

SECTION 1: Fishing and Trade Characteristics

1a) Name the top species you most commonly land

1b) What gear and boat (if you use one) do you use to catch each species?

1c) Boat propulsion method (if boat used) for each species

1d) What species do you most want to land?

If using a boat:

2a. Do you own the boat you use? Yes No

b. If NO explain who does

3a. Do you own the gear you use? Yes No

b. If NO explain who does

4a. Do you always use a boat? Yes No

b. If NO explain

5. How long have you been fishing in this area? Explain your history and connection to this site

6. Fishing Effort Table KUSI

a. Time Spent Fishing

1. Hours per day:

(From leaving the beach till returning to the beach)

2. Days per week:

3. Weeks per month:

4. Months per year Kusi/Kaskazi is:

b. Number of hours gear is in the water per day?

Write down the gear they mentioned above in Q1

c. IF using a boat how many PEOPLE usually on board?

(This is to know how many fishers per piece of active gear)

d. IF USING a boat how many pieces of gear usually used on board?

(This is to know how many fishers per piece of active gear)

e. IF NOT USING a boat how many pieces of gear do you use?

(This is to know how many fishers to the different passive gears)

-IF THEY USE MORE THAN ONE GEAR TYPE: when do they use each gear? The same day? Different days? How many times a week in Kusi do they use each?

7f. How many months a year do you spend fishing?

8a. SINCE YOU STARTED FISHING Has the types of species that you land changed over time? (NOT QUANTITY)

Yes No

b. If YES how have they changed?

c. Approximately when did this change occur?

9. What did you do before you were a fisher?

SECTION 2: Rent distribution (to be completed for each segment of the VC)

1. In regards to the most commonly landed species you mentioned earlier, what quantities ON AVERAGE do you land and how much do you sell the products for in KUSI and KASKAZI?

a. Species

Average size in Kusi:

Small Medium Large

Average size in Kaskazi:

Small Medium Large

b. Average Quantities PER TRIP KUSI:

Bucket: Equivalent in Kg=

Basin: Equivalent in Kg=

Bunch: Equivalent in Kg=

Individuals: Equivalent in Kg=

How much money do YOU get?

Per quantity mentioned Per Bucket Per Basin

c. Average Quantities PER TRIP KASKAZI:

Bucket: Equivalent in Kg=

Basin: Equivalent in Kg=

Bunch: Equivalent in Kg=

Individuals: Equivalent in Kg=

How much money do YOU get?

Per quantity mentioned Per Bucket Per Basin

**UNITS used above need to be recorded and Translated into Measurable Units (Kg)

2a. Do you sell ALL of your catch in Kusi? Yes No

[Probe: Do you give it away? Do you take some for home consumption? Do you store it in your freezer? What do you do with this unsold fish?]

2b. If NO what do you do with it?

-IF home consumption How MUCH on average in Kusi?

Which Species usually?

they give it away TO WHO

-IF they put in freezer HOW MUCH on average in Kusi?

-Other uses?

3a. Do you sell ALL of your catch in Kaskazi? Yes No

[Probe: Do you give it away? Do you take some for home consumption? Do you store it in your freezer? What do you do with this unsold fish?]

3b. If NO what do you do with it?

-IF home consumption How MUCH on average in Kaskazi?

Which Species usually?

-IF they give it away TO WHO?

-IF they put in freezer HOW MUCH on average in Kaskazi?

-Other uses?

4a. What costs are involved for you to go fishing?

4b. If you received a loan, credit or a gift for any of the above please explain under what conditions

SECTION 3: Barriers to entry and upgrading opportunities

1. What are the KEY THINGS that you needed to become a fisher and start fishing?

[Probe: Social or material i.e. understand how they got into fishing.

If they mention an item different from above input costs ask them the cost]

2. What do you do to the fish/seafood before you sell it?

If you do anything explain when you started doing this and why

3. Would you like to engage in any other activity or job related to fishing or fish trade/processing activities?

4. What skills, assets, etc. do you think you would need to be able to do this?

5. Is there anything preventing you from doing this? Please explain

SECTION 4: Market conduct

1a. To whom or where do you sell your catch?

1b. How do you decide in WHERE or TO WHO you sell? Please elaborate. If they say market demand/good prices/good profit ask them HOW THEY KNOW about it

2a. If you ever sold to a customer or trader or hotel MORE THAN ONCE do you have an understanding with them? Yes No

2b If YES what does it look like?

[Probe: We have an agreement or contract? They own the boat? I owe them money?]
Explain what the agreement is like

2c. Why or how did the relationship start?

2d. Can you stop selling to this person anytime? Yes No

2e. What would happen if you stopped selling to this person?

3. How do you decide where and what to fish? If they say because customers want ask them how do they find out this information [Probe: Do customers make specific requests for species?]

4a. Do you have any understandings or informal/unofficial agreements or deals with other FISHERS? Yes No

[Probe: Do fishers call each other with information? What information? Do they share fish?]

4b. If YES please elaborate

5a. Do YOU ever bring the fish and sell the fish yourself at market? (IF its an auction do they BRING the fish there themselves?) Yes No

5b. If yes explain how it works e.g. how do you get there, which market, do you go alone, how often do you do it?

6. Are you a member of any organization or group related to fisheries? Explain your involvement briefly

7. How are the prices that you sell for determined? NOT INCLUDING AUCTION

[Probe: Do you set prices with the traders? Do you agree on the day? Do you have a customer that wants a certain price?] USE PROBES

SECTION 5: Relations affecting fisher and trader behaviour

1a. How many traders do you usually sell to in Kusi?

1b. How many traders do you usually sell to in Kaskazi

2a. Do you have any understandings or unofficial deals with anyone related to fishing NOT a trader or fisher? e.g. someone carries your fish? Someone fixes your nets? Someone prepares your vessel and gear to go fishing? Yes No

2b. If YES explain

THE NEXT FEW QUESTIONS ARE ABOUT RECEIVING HELP

3a. 1. Do you RECEIVE any continuous or frequent ASSISTANCE/HELP from any FISHERS?

[Probe: Do you they give you money? Do they give you fish? Do you call them for help at sea?]
TRANSLATE PROBES Yes No

3a. 2. If YES

What do they help you with?

3a. 3. How do you pay back?

3b.1. Do you RECEIVE any continuous or frequent ASSISTANCE/HELP from any TRADERS?
[Probe: Do you they give you money? Do they give you fish? Do they give you fuel? Do they give you bait?] Yes No

3b.2. If YES
What do they help you with?

3b. 3. How do you pay back?

3c. 1. Do you RECEIVE any continuous or frequent ASSISTANCE/HELP from anyone else related to fishing NOT FISHERS OR TRADERS [Probe: Do you borrow money from the fishing association? Do the people who carry your fish help you? Do the people who fix your nets help you} Yes No

3c. 2. If YES
What do they help you with?

3c. 3. How do you pay back?

THE NEXT FEW QUESTIONS ARE ABOUT PROVIDING HELP

4a. 1. Do you PROVIDE any continuous or frequent ASSISTANCE/HELP to any traders?
[Probe: Do you lend them money? Do you give them products? Do you give cheaper prices?
TRANSLATE PROBES Yes No

4a. 2. If YES
What do you help them with?

4a. 3. How do they pay you back?

4b. 1. Do you PROVIDE any continuous or frequent assistance to any fishers?
[Probe: Do you lend you money for damaged nets etc.? Do you give food for going fishing? Do you give you bait? Or petrol?] Yes No

4b. 2. If YES
What do you help them with?

4b. 3. How do they pay you back?

4c.1. Do you PROVIDE any continuous or frequent assistance to people related to fishing?
[Probe: Do you who help people who carry your products? Who clean/cut your products? Who transport your products to markets or customers?] Yes No

4c.2. If YES
What do you help them with?

4c.3. How do they pay you back?

4a. Who would you ask for help in you had a fishing-related difficulty or needed something fishing-related? Please elaborate

4b. Who would you ask for help in you had a non-fishing-related difficulty or needed something not related to fishing? e.g. in the home, with family, medical etc. Please elaborate

SECTION 6: Household material style of life indicators

1. Housing/room characteristics
2. Dwelling type
3. Wall material
4. Roof material
5. Floor
6. Do you own or rent this house / room?
7. In your house do you have any of the following..... Tick the box/circle alternative
Radio
Freezer
TV
VCR/DVD
Clock
Refrigerator
Electric fan
Satellite dish/Digital TV
Laptop/Computer
Land
8. Do you power your house in any way? (Electricity) Yes No
If YES what is your main source of power?
9. What is your main source of lighting (if any)?
10. Do you own a vehicle of any kind?
11. How do you normally cook food in the house?
12. Do you own any animals/livestock? Yes No
Types.....

SECTION 7: Demographics

1. Please state your occupations and rank how much each contributes to your CASH and NON-CASH income
Non-cash income can include for example provisioning services like food, building materials, household items or services they could receive for working at a or b
[Probe related to their fishing activities: Do they make dema's for cash? Do they build boats for cash? Do they make nets cash?]
2. Please state the different occupations of your household (including yourself) and rank how much each contributes to the household CASH and NON-CASH income
Non-cash income can include for example provisioning services like food, building materials, household items or services they could receive for working at a or b
3. Nationality
4. How many years have you lived/worked at this site?
5. Number of people in the household?.....
6. What is your highest level of education?

Never gone to school, Primary, Secondary, University, Training College, Madrassa,
Other? Specify.....

2. Zanzibar trader interview

Unique interview Code No.....

Date..... Location /Study

Site.....

Country.....Data Collector.....

Fishery Type: Small Mixed Reef Fish Small Pelagics Octopus

Notes on the respondent? (Interviewed before?)Sex: Male Female Age:

SECTION 1: Fishing and Trade Characteristics

1a. Name the top species you trade

[Probe: What they actually trade]

1b. What species do you most want to trade

2a. Has the types of species that you trade changed over time? Yes No

2b. If YES how have they changed?

2c. Approximately when did this change occur?

3. How do you transport your product?

4. How long have you been trading in this area? Explain your history and connection to this site

5. Do you trade alone or with a business partner(s)? Explain

6. What did you do before you were a trader?

SECTION 2: Rent distribution

1a. In regards to the most commonly traded species you mentioned earlier, what quantities on AVERAGE do you trade and what prices do you BUY and SELL the products for in KUSI?

1. Species

Average size:

Small Medium Large

2. Average Quantities Traded in KUSI PER DAY

Bucket:Equivalent in Kg=

Basin:Equivalent in Kg=

Bunch:Equivalent in Kg=

Individuals:Equivalent in Kg=

3. Purchase and Selling Prices in KUSI PER DAY

Purchase Price:

Per quantity mentioned Per Bucket Per Basin

Per Bunch Per fish?

Selling Price:

Per quantity mentioned Per Bucket Per Basin

Per Bunch Per fish?

**UNITS used above need to be recorded and Translated into Measurable Units (Kg)

1b. In regards to the most commonly traded species you mentioned earlier, what quantities on AVERAGE do you trade and what prices do you BUY and SELL the products for in KASKAZI?

1. Species

Average size:

Small Medium Large

2. Average Quantities Traded in KASKAZI PER DAY

Bucket: Equivalent in Kg=

Basin: Equivalent in Kg=

Bunch: Equivalent in Kg=

Individuals: Equivalent in Kg=

3. Purchase and Selling Prices in KASKAZI PER DAY

Purchase Price:

Per quantity mentioned Per Bucket Per Basin

Per Bunch Per fish?

Selling Price:

Per quantity mentioned Per Bucket Per Basin

Per Bunch Per fish?

**UNITS used above need to be recorded and Translated into Measurable Units (Kg)

2a. How many days a week do you trade in Kusi?

2b. How many days a week do you trade in Kaskazi?

3a. Do you sell ALL of your products in Kusi?

[Probe: Do you give it away? Do you take some for home consumption? Do you store it in your freezer? What do you do with this unsold fish?] Yes No

3b. If NO what do you do with it?

-IF home consumption How MUCH on average in Kusi?

Which Species usually

IF they give it away TO WHO?

-IF they put in freezer HOW MUCH on average in Kusi?

-Other uses?

4a. Do you sell ALL of your products in Kaskazi?

[Probe: Do you give it away? Do you take some for home consumption? Do you store it in your freezer? What do you do with this unsold fish?] Yes No

4b. If NO what do you do with it?

-IF home consumption How MUCH on average in Kaskazi?

Which Species usually?

IF they give it away TO WHO?

-IF they put in freezer HOW MUCH on average in Kaskazi?

-Other uses?

5a. What costs are involved for you to be able to trade?

5b. If you received a loan, credit or a gift for any of the above please explain under what conditions

SECTION 3: Barriers to entry and upgrading opportunities

1. What did YOU need to become a trader and start trading? Understand how they got into trade. If they mention an item different from above input costs ask them the cost and how long the item lasts. [Probes: Materials? Social Connections? Skills?]

2. What do you do to the fish/seafood before you sell it?
If you do anything explain when you started doing this and why

3. Would you like to engage in any other activity or job related to fishing or fish trade/processing activities?

4. What skills, assets, etc. do you think you would need to be able to do this?

5. Is there anything preventing you from doing this? Please explain

SECTION 4: Market conduct

1. From Whom/Where do you a) buy your product and b) To whom or where do you sell your product?

1c. How do you decide in WHERE or FROM WHOM you buy? Please elaborate. If they say market demand/good prices/good profit ask them HOW THEY KNOW about it

1d. How do you decide in WHERE or TO WHO you sell? Please elaborate. If they say market demand/good prices/good profit ask them HOW THEY KNOW about it

2a. If you ever sold to a customer or trader or hotel MORE THAN ONCE do you have an understanding with them? Yes No

2b. If YES what does it look like?

[Probe: We have an agreement or contract? They own the boat? I owe them money?]

Explain what the agreement is like

2c. Why or how did the relationship start?

2d. Can you stop selling to this person anytime? Yes No

2e. What would happen if you did?

3. How do you decide which fishes/seafood to buy? If they say because customers want ask them how do they find out this information [Probe: Do customers make specific requests for species?]

4. How do you know when to come and buy your products at the landings sites, markets or auctions?

5a. Do you have any understandings or informal/unofficial agreements or deals with other TRADERS? Yes No

[Probe: Do traders discuss prices with each other? Do you pool products to sell together? Do you Transport to market together?]

5b. If YES please elaborate

6. Are you a member of any organization or group related to fisheries? Explain your involvement briefly

7a. How are the prices that you buy your product for determined? NOT INCLUDING AUCTION Explain [Probe: Do you set prices with the fisher? Do you agree on the day? Do you have a customer that wants a certain price?]

7b. How are the prices that you sell for determined? NOT INCLUDING AUCTION Explain [Probe: Do you set prices with the fisher? Do you agree on the day? Do you have a customer that wants a certain price?]

SECTION 5: Relations affecting fisher and trader behaviour

1a. How many fishers do you usually buy from in Kusi?

1b. How many fishers do you usually buy from in Kaskazi?

2a. Do you have any understandings or unofficial deals with anyone related to fishing NOT a trader or fisher? [Probe: e.g. someone carries your fish? Someone sells it for you? Someone descales/cleans/cuts it for you?] Yes No

2b. If YES explain

3a. Do you have any fishers linked or tied to you? [Probe: are certain fishers obliged to sell to them for a certain reason? a favour? to repay a loan? We are trying to understand whom they buy from]

Yes No

3b. If YES what does this arrangement look like?

3c. How many fishers are linked or tied to you?

THE NEXT FEW QUESTIONS ARE ABOUT RECEIVING HELP

4a. 1. Do you RECEIVE any continuous or frequent ASSISTANCE/HELP from any FISHERS? [Probe: Do they give you money? Do you pay them later for products? Do they give you cheap prices for some reason? Do they give you fish? Do they let you know what they have at sea?] Yes No

4a.2. If YES what do they help you with?

4a.3. How do you pay back?

4b.1. Do you RECEIVE any continuous or frequent ASSISTANCE/HELP from any TRADERS? [Probe: Do they give you money? Do you pay them later for products? Do they give you fish?]

Yes No

4b.2. If YES what do they help you with?

4b.3. How do you pay back?

4c.1. Do you RECEIVE any continuous or frequent ASSISTANCE/HELP from anyone else related to fishing NOT FISHERS OR TRADERS? [Probe: Do you borrow money from the fishing association? Do the people who carry your fish or cut/clean it help you?] Yes No

4c.2. If YES what do they help you with?

4c.3. How do you pay back?

THE NEXT FEW QUESTIONS ARE ABOUT PROVIDING HELP

4d. 1. Do you PROVIDE any continuous or frequent ASSISTANCE/HELP to any traders?
[Probe: Do you lend them money? Do you give them products? Do you give cheaper prices? Yes No

4d. 2. If YES
What do you help them with?

4d. 3. How do they pay you back?

4e. 1. Do you PROVIDE any continuous or frequent assistance to any fishers?
[Probe: Do you lend you money for damaged nets etc.? Do you give food for going fishing? Do you give you bait? Or petrol?] Yes No

4e. 2. If YES
What do you help them with?

4e. 3. How do they pay you back?

4f.1. Do you PROVIDE any continuous or frequent assistance to people related to fishing?
[Probe: Do you who help people who carry your products? Who clean/cut your products? Who transport your products to markets or customers?] Yes No

4f.2. If YES
What do you help them with?

4f.3. How do they pay you back?

5a. Who would you ask for help in you had a fishing-related difficulty or needed something fishing-related? Please elaborate

5b. Who would you ask for help in you had a non-fishing-related difficulty or needed something not related to fishing? e.g. in the home, with family, medical etc. Please elaborate

SECTION 6: Household/individual wealth

Tick the box/circle for each alternative

1. Housing/room characteristics
2. Dwelling type
3. Wall material
4. Roof material
5. Floor
6. Do you own or rent this house / room?
7. In your house do you have any of the following.....

Radio

Freezer

TV

VCR/DVD

Clock

Refrigerator

Electric fan

Satellite dish/Digital TV

Laptop/Computer

Land

8. Do you power your house in any way? (Electricity) Yes No
If YES what is your main source of power?

9. What is your main source of lighting (if any)?

10. Do you own a vehicle of any kind?

11. How do you normally cook food in the house?

12. Do you own any animals/livestock? Yes No
Types

SECTION 7: Demographics

1. Please state your occupations and rank how much each contributes to YOUR CASH and NON-CASH income

Non-cash income can include for example provisioning services like food, building materials, household items or services they could receive for working at a or b

[Probe: related to their fishing activities: Do they make dema's for cash? Do they build boats for cash? Do they make nets cash?]

2. Please state the different occupations of your household INCLUDING YOURSELF AND YOUR OCCUPATIONS and rank how much each contributes to the household CASH and NON-CASH income

Non-cash income can include for example provisioning services like food, building materials, household items or services they could receive for working at a or b

3. Nationality.....

4. How many years have you lived/worked at this site?

5. Number of people in the household?.....

6. What is your highest level of education?

Never gone to school, Primary, Secondary, University, Training College, Madrassa,

Other? Specify.....

3. Philippines fisher interview

INTERVIEW IDENTIFICATION

Interview ID

Municipality

Barangay

Name of Survey Participant (optional)

Name of Data Collector

Date of Interview

Interviewed before? Yes No Fishery Type: Small Mixed Reef Fish Small Pelagics Octopus

Boat owner Women Fryer Hotel/Restaurant Trader Exporter

Boat owner: Yes / No; Captain: Yes / No Group size: 1 / 2-4 / 5+ Migrant: Yes / No Male / Female

Main Boat: _____ Main Gear _____ Also trades: Yes / No

SECTION 1: DEMOGRAPHIC CHARACTERISTICS

1 Sex: 1 – Male 2- Female

2 Age:

3 Education : 1- primary ___ 2- secondary ___ 3- tertiary ___ 4- other ___

4a How many years have you lived in this community? : Native ___ or years _____

4b If not a native of this barangay, why did you move to this barangay? (Multiple Responses)

1- Got married from someone in this barangay

2- Found work in this barangay.

3- Others, specify _____

5 How many people live in your household? : _____

SECTION 2: FISHING EXPERIENCE AND CHARACTERISTICS

1 At what age did you start to fish?

2 Were your parents into fishing also at the time you started fishing? 1=yes 0 –no

3 What did you do before you were a fisher/When you weren't fishing what were you doing?

4 What are the main spp. you catch and the gear and vessels used for each? Please provide details below. Additionally what species do you most want to catch?

a) Top species most commonly landed

b) Gear used for each spp.?

c) Vessel (if you use one) used for each spp.?

d) What species do you most want to land?

5 Can you please tell me more details about these gears?

a) Gear

b) Details [net type, mesh size, number of traps etc.

c) Who owns the gear? [e.g. 1-Respondent || 2-Respondent and someone else (record who) 3 – someone else (record who)]

d) How often do you use this gear? [1-Rarely || 2-Some trips || 3-Half of trips || 4-Most trips || 5-All trips]

e) Which times do you use each of these gears? [e.g. during a certain season; when I can borrow it; when I want to catch a special fish type; when it is rough weather] [IF no detailed response, ask: Why do you use gear A on some days and gear B on others? How do you decide whether to use gear A or B]

6 Do you use a fishing boat? 1- Yes 0 – No

If yes, please provide details below

a) Type (or 'None')

b) How is it powered? [1-Paddle || 2-Sail || 3-Inboard engine || 4-Outboard engine || 5-Other-describe]

c) Who owns the boat? [e.g. 1-Respondent || 2-Respondent and someone else (record who) 3 – someone else (record who)]

d) How often do you use this boat? [1-Rarely || 2-Some trips || 3-Half of trips || 4-Most trips || 5-All trips]

e) Typically how many people fish together on this this boat?

f) What is your role on this boat? [e.g. Captain, crew]

7a Where do you usually fish? (See Map)

7b How long have you been fishing in this area?

7c Where are your main landing sites/ places where you sell your catch? (multiple response allowed) e.g. Concepcion market, at sea, estancia etc.

7d Why do you choose to land/sell in these places?

7e 1) What months of the year is HABAGAT? Please circle

8 2) What months of the year is AMIHAN? Please circle

SEASON 1 HABAGAT (South West Monsoon) May-Sept

a) Time Spent Fishing (From leaving the beach till return)

1. Hours per day:

2. Days per week:

3. Weeks per month:

4. Months per Season 1

b) Number of hours gear is in the water per trip?

c) IF USING a boat how many pieces of gear usually used on board?

d) IF NOT USING a boat how many pieces of gear do you use?

9 SEASON 2 AMIHAN- (North East Monsoon) Oct-Jan

a) Time Spent Fishing (From leaving the beach till return)

1. Hours per day:

2. Days per week:

3. Weeks per month:

4. Months per Season 2

b) Number of hours gear is in the water per trip?

c) IF USING a boat how many pieces of gear usually used on board?

d) IF NOT USING a boat how many pieces of gear do you use?

10 How many Months a year do you fish?

11

a) Do you transport your fish to sell it? Yes / No?

b) How do you transport your product?

On-foot Bicycle Local Bus Van Motorbike Other?

SECTION 3: RENT DISTRIBUTION

1 Referring to the most commonly caught species you mentioned earlier, what quantities ON AVERAGE do you land and how much do you sell the products in SEASON 1?

- a. Name of Species
- Total Volume Caught
- b. In local units
- c. Equivalent in kg
- d. Qty consumed
- e. Qty given away
- f. Qty Stored/ Preserved
- Sold
- g. Quantity
- h. Price /kg

2 Referring to the most commonly caught species you mentioned earlier, what quantities ON AVERAGE do you land and how much do you sell the products in SEASON 2?

- a. Name of Species
- Total Volume Caught
- b. In local units
- c. Equivalent in kg
- d. Qty consumed
- e. Qty given away
- f. Qty Stored/ Preserved
- Sold
- g. Quantity
- h. Price /kg

3 Input/Initial Costs

- a) Can you tell me what fishing, storage, transport or marketing equipment you own or use?
- b) How many do you have/use?
- c) Who owns these? [e.g. 1-Respondent || 2-Respondent shares ownership (describe) 3 – someone else (describe who)]
- d), e) + f) For the items you own, please tell me how much they cost, when you bought them and how long they typically last for.

4 Running Costs

What running costs are involved in your fishing activities?

- a. Item
- b. Individual/ Whole boat
- 1 – Individual
- 2- Whole boat
- c. How frequent do you spend for this?
- 1- Per trip
- 2- Daily
- 3- monthly
- 4- yearly
- d. If you pay, costs?
- e. If others pay, who pays?
- f. Type of funds used (P)
- 1-saving, 2- loan 3- revolving fund 4- others, specify
- g. What is the source of funds? 1-own 2 – trader 3 – others, specify

SECTION 4: BARRIERS TO ENTRY AND UPGRADING OPPORTUNITIES

- 1 What are the KEY THINGS that you needed to become a fisher and start fishing?
[Probe: Social or material i.e. understand how they got into fishing; if they mention an item different from above input costs ask them the cost]
- 2 Could you give an estimate of the total cost of acquiring what you have mentioned?
a) Requirements b) Cost (if any)

- 3 What do you do to the fish/seafood before you sell it?
a. Do you do this to the fish before you sell them? 1-, 0-no
b. In what year did you start?

- 4 Would you like to engage in any other activity or job related to fishing or fish trade/processing activities? Multiple Responses Allowed [Probe: For example how would you like to see yourself working with fish in 10 years time?] 1=yes, 0- no

- a. Please identify these activities in the cells below.
b. What skills, assets, etc. do you think you would need to be able to do this?
[If they say money ask how much]
c. Is there anything preventing you from doing this? Please explain

SECTION 5: MARKET CONDUCT

- 1 a. To whom or where do you sell your catch?
b. How many of these kinds of buyers do you sell to in Season 1? In Season 2?
c. Do they regularly buy fish from you?
d. Are there particular types of fish that you sell to this buyer? Which ones?
e. Where do you sell to them?
f. Do you know who they sell fish to?
g. Which buyer is most important for you in Season 1/ Season 2 [Circulate most important buyer].

- 2 Question
a. Of the people you sell to regularly (details needed),
b. What arrangement do you have with them? Do you help one another [e.g. set price / credit / quantity / frequency / other / use their equipment]
c. How did you start that relationship?
d. What species do they want?
e. Could you stop selling to them? f. Why / why not

- 3 How do you decide WHERE or TO WHO you sell? Please elaborate. If they say market demand/good prices/good profit ask them HOW THEY KNOW about it

- 4 How do you decide where to fish?

- 5 How do you decide what to fish? If they say because customers want ask them how do they find out this information [Probe: Do customers make specific requests for species?]

- 6 Are you a member of any organization or group related to fisheries? 1=yes, 0-No
a. IF YES Explain your involvement briefly

- 7 How are the prices for your fish catch sold determined?
(e.g. Open-bidding; Secret-bidding; negotiations; Seasons; fishers decide as crew etc.)
Change back?

- 8 Do fishers LIKE YOU discuss what price to sell fish among themselves: 1=yes, 0-No

- 9 Are prices influenced by the larger fishers? 1=yes, 0-No

- 10 Are prices influenced by the fish buyers? 1=yes, 0 –No
 11 What can make the price of your fish be higher or lower?
 12 What is the method of selling of your fish catch?
 1 - sold on First come first serve basis
 2 - Delivered to the commission house
 3 - Others _____

SECTION 6 : RELATIONS AFFECTING FISHER AND TRADER BEHAVIOR

- 1 Do you have any understandings or informal agreements with other fishers? [Probe: Do fishers call each other with information? What information? Do they share fish?]
 1-Yes, 0-No
 a. If yes, please elaborate on this

- 2 Do you have any understandings or unofficial deals with anyone related to fishing NOT a trader or fisher? e.g. commission man? someone carries your fish? Someone fixes your nets? Someone prepares your vessel and gear to go fishing?
 1-Yes, 0-No
 a. If yes, please elaborate on this. Don't forget to mention who.

RECEIVING HELP

- 3 a. Do you RECEIVE any continuous or frequent ASSISTANCE/HELP from any fishers? 1-Yes, 0-No
 b. If YES
 What do they help you with?
 c. How do you pay back?

- 4 a. Do you RECEIVE any continuous or frequent ASSISTANCE/HELP from any traders?
 1-Yes, 0-No
 b. If YES
 What do they help you with?
 c. How do you pay back?

- 5 a. Do you RECEIVE any continuous or frequent ASSISTANCE/HELP from anyone else related to fishing NOT a fisher or trader?
 1-Yes, 0-No
 b. If YES .
 What do they help you with?
 Don't forget to mention who.
 c. How do you pay back?

- 6 Who would you ask for help in you had a fishing-related difficulty or needed something that is related to your fishing activity?

a. Type of Relationship

- 1- Relative
 2- Predetermined buyer
 3- Friend
 4- Fellow fisher
 5- Crew member
 6- Fishing Association etc.
 7- Myself

b. Location

- 1 – in the barangay
 2 – next barangay
 3 – next municipality

4 – others _____

7 Who would you ask for help in you had a non-fishing-related difficulty or needed something not related to fishing? e.g. in the home, with family, medical etc.

a. Type of Relationship

- 1- Relative
- 2- Predetermined buyer
- 3- Friend
- 4- Fellow fisher
- 5- Crew member
- 6- Fishing Association etc.
- 7- Myself

b. Location

- 1 – in the barangay
- 2 – next barangay
- 3 – next municipality
- 4 – others _____

PROVIDING HELP

8 a. Do you PROVIDE any continuous or frequent ASSISTANCE/HELP to any fishers?

1-Yes, 0-No

b. If YES

What do you help them with?

c. How do they pay you back?

9 a. Do you PROVIDE any continuous or frequent ASSISTANCE/HELP to any traders?

1-Yes, 0-No

b. If YES

What do you help them with?

c. How do they pay you back?

10 a. Do you PROVIDE any continuous or frequent ASSISTANCE/HELP to anyone else related to fishing NOT a fisher or trader?

1-Yes, 0-No

b. If YES

What do you help them with?

Don't forget to mention who.

c. How do they pay you back?

SECTION 7: MATERIAL STYLE OF LIFE

1 What is the ownership status of the house/room where you currently reside?

2 Dwelling type

3 Wall material

4 Roof material

5 Floor

6 In your house do you have any of the following..... Tick the box/circle alternative

Radio

Freezer

TV

VCR/DVD

Clock

Refrigerator

Electric fan
Satellite dish/Digital TV
Laptop/Computer
Land

- 7 Do you power your house in any way? (Electricity) 1-Yes, 0-No
- 8 If YES what is your main source of power?
- 9 What is your main source of lighting (if any)?
- 10 Do you own a vehicle of any kind?
- 11 How do you normally cook food in the house?
- 12 Do you own any animals/livestock? 1-Yes, 0-No
a. If yes what types:

SECTION 8: INCOMES

1 Please state YOUR occupations and rank how much each contributes to your CASH and NON-CASH income

Non-cash income can include for example provisioning services like food, building materials, household items or services they could receive for working at a or b

2 Please state the different occupations of YOUR HOUSEHOLD (including yourself) and rank how much each contributes to the household CASH and NON-CASH income

Non-cash income can include for example provisioning services like food, building materials, household items or services they could receive for working at a or b

4. Philippines trader interview

INTERVIEW IDENTIFICATION

Interview ID

Municipality

Barangay

Name of Survey Participant (optional)

Name of Data Collector

Date of Interview

Interviewed before? Yes No Fishery Type: Small Mixed Reef Fish Small Pelagics Octopus
Boat owner Women Fryer Hotel/Restaurant Trader Exporter
Also fishes: Yes / No

SECTION 1: DEMOGRAPHIC CHARACTERISTICS

1 Sex: 1 – Male 2- Female

2 Age:

3 Education : 1- primary___ 2- secondary ___ 3- tertiary___ 4- other___

4 a. How many years have you lived in this community? : Native___ or
years_____

b. If not a native of this barangay, why did you move to this barangay? (Multiple
Response)

1- Got married from someone in this barangay

2- Found work in this barangay.

3- Others, specify _____

5 How many people live in your household? : _____

SECTION 2: BUSINESS OPERATION/ TRADING CHARACTERISTICS

1 How many years have you been trading fish in this area?

2 Do you trade alone or with a business partner(s)? 1- partnership___ 2- single___
3-other, specify _____

3 What did you do before you were a fish trader?

4 What are the main species that you currently trade and what species do you most
want to trade?

a) Name the top spp. you trade [Probe: What they actually trade]

b) What species do you most want to trade?

5

a) Do you transport your fish to sell it? Yes / No?

b) How do you transport your product? (tick all that apply)

On-foot Bicycle Local Bus Van Motorbike Air Other?

6

a. How many employees do you have: _____

b. Type Number

paid (full-time)

paid (part-time)

paid (family, full)

paid (family, part-time)

Not paid (family)

Others, specify _____

7

1) What months of the year is HABIGAT? Please circle

2) What months of the year is AMIHAN? Please circle

SECTION 3: RENT DISTRIBUTION

1 Referring to the most commonly trade species you mentioned earlier, what quantities ON AVERAGE do you trade and how much do you sell the products for in SEASON 1?

- a. Name of Species
Total Volume bought
- b. In local units
- c. Equivalent in kg
- d. Purchase price/KG
- e. Qty consumed
- f. Qty given away
- g. Qty Stored/ Preserved
Sold
- h. Quantity
- i. Price /kg

2 Referring to the most commonly trade species you mentioned earlier, what quantities ON AVERAGE do you trade and how much do you sell the products for in SEASON 2?

- a. Name of Species
Total Volume bought
- b. In local units
- c. Equivalent in kg
- d. Purchase price/KG
- e. Qty consumed
- f. Qty given away
- g. Qty Stored/ Preserved
Sold
- h. Quantity
- i. Price /kg

3 How many days a week do you trade in SEASON 1?

4 How many days a week do you trade in SEASON 2?

5

Input/Initial Costs

a) Can you tell me what fishing, storage, transport or marketing equipment you own or use?

b) How many do you have/use?

c) Who owns these? [e.g. 1-Respondent || 2-Respondent shares ownership (describe) 3 – someone else (describe who)]

d), e) + f) For the items you own, please tell me how much they cost, when you bought them and how long they typically last for.

6

Running Costs

What running costs are involved in your fishing activities?

a. Item

b. Individual/ Whole boat

- 1 –Individual
- 2- Whole boat
- c. How frequent do you spend for this?
 - 1- Per trip
 - 2- Daily
 - 3- monthly
 - 4- yearly
- d. If you pay, costs?
- e. If others pay, who pays?
- f. Type of funds used (PHP)
 - 1-saving, 2- loan 3- revolving fund 4- others, specify
- g. What is the source of funds?
 - 1-own
 - 2 – trader
 - 3 – others, specify

SECTION 4: BARRIERS TO ENTRY AND UPGRADING OPPORTUNITIES

- 1 What are the KEY THINGS that you needed to become a trader and start trading?
[Probe: Social or material i.e. understand how they got into trading; if they mention an item different from above input costs ask them the cost]
- 2 Could you give an estimate of the total cost of acquiring what you have mentioned?
a) Requirements b) Cost (if any)
- 3 In what form do you purchase the product?
1- gutted 2- whole 3- other processed (scaled, headed)_____
- 4 What do you do to the fish/seafood before you sell it?
a. Do you do this to the fish before you sell them? 1-Yes, 0-No
b. In what year did you start?
c. WHY?
- 5 Would you like to engage in any other activity or job related to fishing or fish trade/processing activities? [Probe: For example how would you like to see yourself working with fish in 10 years time?] 1-Yes, 0-No
- 6 a. Please identify these activities in the cells below.
b. What skills, assets, etc. do you think you would need to be able to do this? [If they say money ask how much]
c. Is there anything preventing you from doing this? Please explain

SECTION 5: MARKET CONDUCT BUYING

- 1
 - a. From whom do you buy your products?
 - b. How many of these kinds of sellers do you buy from to in Season 1? In Season 2?
 - c. Do they regularly sell fish to you?
 - d. Are there particular types of fish that you buy from this seller? Which ones?
 - e. Where do you buy from them?
 - f. Do you know where they buy from? [if relevant]
 - g. Which seller is most important for you in Season 1/ Season 2 [Circulate most important seller].
- 2 BUYING
 - a. Of the people you buy from regularly (details needed),
 - b. What arrangement do you have with them? Do you help one another [e.g. set price / credit / quantity / frequency / other / use their equipment]

- c. How did you start that relationship?
- d. What species do you want?
- e. Could you stop buying from them? f. Why / why not

SELLING

- 3
- a. To whom or where do you sell your products?
 - b. How many of these kinds of buyers do you sell to in Season 1? In Season 2?
 - c. Are there particular types of fish that you sell to this buyer? Which ones?
 - d. Do they regularly buy fish from you?
 - e. Where do you sell to them?
 - f. Do you know who they sell fish to?
 - g. Which buyer is most important for you in Season 1/ Season 2 [Circulate most important buyer].

4 SELLING

- a. Of the people you sell to regularly (details needed),
- b. What arrangement do you have with them? Do you help one another [e.g. set price / credit / quantity / frequency / other / use their equipment]
- c. How did you start that relationship?
- d. What do they want?
- e. Could you stop selling to them? f. Why / why not

5 How do you decide WHERE or FROM WHO you buy? Please elaborate. If they say market demand/good prices/good profit ask them HOW THEY KNOW about it

6 How do you decide WHERE or to WHO you sell? Please elaborate. If they say market demand/good prices/good profit ask them HOW THEY KNOW about it

7 How do you decide what seafood to buy? If they say because customers want ask them how do they find out this information [Probe: Do customers make specific requests for species?]

8 Are you a member of any organization or group related to fisheries? 1-Yes, 0-No
a. IF YES Explain your involvement briefly

9 What is the usual method of payment when you purchase fish?:
1- cash and carry 2- credit 3- consignment 4-other, specify _____

10 How are the prices that you buy your product for determined? Explain [Probe: Do you set prices with the fisher? Do you agree on the day? Do you have a customer that wants a certain price?]

11 How are the prices that you sell for determined? Explain
[Probe: Do you set prices with the fisher? Do you agree on the day? Do you have a customer that wants a certain price?]

12 What can make the price of your fish be higher or lower?
Higher Lower

13 How do you get information on market prices? On supply?

SECTION 6: RELATIONS AFFECTING FISHER AND TRADER BEHAVIOR

1 Do you have any understandings or informal agreements with other traders? [Probe: Do traders discuss prices with each other? Do you pool products to sell together? Do you Transport to market together?]

1-Yes, 0-No

a. If yes, please elaborate on this

2 Do you have any understandings or unofficial deals with anyone related to fishing NOT a trader or fisher? [Probe: e.g. someone carries your fish? Someone sells it for you? Someone descales/cleans/cuts it for you?]

1-Yes, 0-No

a. If yes, please elaborate on this

3 Do you provide any support services to fishers? 1-Yes, 0-No

a. If yes, what is this support? (ex. credit, boat, gear)

RECEIVING HELP

4 a. Do you RECEIVE any continuous or frequent ASSISTANCE/HELP from any fishers? 1-Yes, 0-No

b. If YES

What do they help you with?

c. How do you pay back?

5 a. Do you RECEIVE any continuous or frequent ASSISTANCE/HELP from any traders? 1-Yes, 0-No

b. If YES

What do they help you with?

c. How do you pay back?

6 a. Do you RECEIVE any continuous or frequent ASSISTANCE/HELP from anyone else related to fishing NOT a fisher or trader?

1-Yes, 0-No

b. If YES

What do they help you with?

c. How do you pay back?

7 Who would you ask for help in you had a fishing-related difficulty or needed something that is related to your fishing activity?

a. Type of Relationship

1- Relative

2- Predetermined buyer

3- Friend

4- Fellow fisher

5- Other, _____

b. Location

1 – in the barangay

2 – next barangay

3 – next municipality

4 – others _____

8 Who would you ask for help in you had a non-fishing-related difficulty or needed something not related to fishing? e.g. in the home, with family, medical etc.

a. Type of Relationship

1- Relative

2- Predetermined buyer

- 3- Friend
- 4- Fellow fisher
- 5- Other, _____

- b. Location
- 1 – in the barangay
- 2 – next barangay
- 3 – next municipality
- 4 – others _____

PROVIDING HELP

- 9 a. Do you PROVIDE any continuous or frequent ASSISTANCE/HELP to any fishers?
1-Yes, 0-No
- b. If YES
- What do you help them with?
- c. How do they pay you back?

- 10 a. Do you PROVIDE any continuous or frequent ASSISTANCE/HELP to any traders?
1-Yes, 0-No
- b. If YES
- What do you help them with?
- c. How do they pay you back?

- 11 a. Do you PROVIDE any continuous or frequent ASSISTANCE/HELP to anyone else related to fishing NOT a fisher or trader?
1-Yes, 0-No
- b. If YES
- What do you help them with?
- c. How do they pay you back?

SECTION 7: MATERIAL STYLE OF LIFE

- 1 What is the ownership status of the house/room where you currently reside?
- 2 Dwelling type
- 3 Wall material
- 4 Roof material
- 5 Floor

6 In your house do you have any of the following..... Tick the box/circle alternative

- Radio
- Freezer
- TV
- VCR/DVD
- Clock
- Refrigerator
- Electric fan
- Satellite dish/Digital TV
- Laptop/Computer
- Land

- 7 Do you power your house in any way? (Electricity) 1-Yes, 0-No
- 8 If YES what is your main source of power?

- 9 What is your main source of lighting (if any)?
- 10 Do you own a vehicle of any kind?
- 11 How do you normally cook food in the house?
- 12 Do you own any animals/livestock? 1-Yes, 0-No
a. If yes what types:

SECTION 8: INCOMES

1 Please state YOUR occupations and rank how much each contributes to your CASH and NON-CASH income

Non-cash income can include for example provisioning services like food, building materials, household items or services they could receive for working at a or b

2 Please state the different occupations of YOUR HOUSEHOLD (including yourself) and rank how much each contributes to the household CASH and NON-CASH income

Non-cash income can include for example provisioning services like food, building materials, household items or services they could receive for working at a or b