Karnataka Dried Fish Matters: Scoping, Sampling Framework, and Designing of the Survey of Processors of Dried Fish

## Introduction

This report describes the methodology used in the analysis of dried fish supply chain of Karnataka as part of the Dried Fish Matters (DFM) project. The Karnataka team of DFM, upon literature search, found a severe lack of quantitative data on the dried fish supply chain in the state, its characteristics, and scale of operations. Hence the team decided to collect primary data related to dried fish production and marketing in the state. Upon exploring options to collect data, an organization namely the Network for Fish Quality Management \& Sustainable Fishing (NETFISH), was found to be suitable with extensive field expertise in collecting data from the fishing industry of coastal Karnataka. NETFISH is a society registered under the Marine Products Export Development Authority (MPEDA) of the Ministry of Commerce \& Industry, Government of India. There are NETFISH staff in all major fishing harbors of Karnataka, collecting data related to fish landings and other fisheries-related activities. Initial interactions with Mr. Narayana KA, the state supervisor of NETFISH-Karnataka, provided the team with valuable inputs useful in data collection from along the Karnataka coast. An agreement was signed between NETFISH and the DFMKarnataka team in which the responsibility of collecting primary data on dried fish production was entrusted with NETFISH. Partnership with NETFISH helped the Karnataka DFM team conduct surveys even when severe limitations were imposed on movement of people and goods during the novel coronavirus (COVID-19) pandemic. Three rounds of structured survey were conducted using Google® Forms® to gather information from 30 producers of dried fish each located in the nine major fishing harbors. Thus, the team was able to collect primary data during challenging times by improvising on the methodology.

## Chronology of methodology development

## Stakeholder Meetings

Two focus group discussions (FGD) were held at the premises of the Snehakunja Trust in Honnavara of Uttara Kannada district in June 2020. Snehakunja Trust is a nongovernmental organization (NGO) working on rural welfare issues such as community health, rural development and environmental advocacy, with a particular focus on fisherwomen. The FGDs brought together nearby women processors and traders. The FGDs focused on topics including dried fish processing, procurement of raw materials, trading, species characteristics, processing typologies, characteristics of the households engaged in drying and the intricacies of transaction and other relational aspects. These meetings were organized during the peak of COVID-19 pandemic and in the backdrop of lockdown that had brought in hardship to many activities including fisheries and fish processing. Planning for FGDs carefully identified appropriate space, strict pursuing of physical distancing norms and other important protocols associated with group interactions. The first meeting was aimed at understanding the challenges and issues in
dried fish business, which was participated by around 30 women dried fish processors. The discussion with these women helped in development of questionnaire. The meeting was organized on $16^{\text {th }}$ of June 2020.


Figure 1. Group discussion with women dried fish processors and traders on 16/06/2020.

## Sampling Plan and Data Collection

With insights that we gathered form our stakeholder meeting, we moved on to form sampling design for our research. We followed stratified random sampling plan for data collection from primary processors. The 300 km Karnataka coast is divided into nine fishing harbors which are the first stage of stratification. The nine harbors selected for data collection are: Karwar-Baithkhol, Amadalli, Belekeri, Tadadi, Kasarakode/Honnavara, and Mavinakurve/Bhatkala (in Uttara Kannada district); Gangolli and Malpe (in Udupi district); and Mangaluru in Dakshina Kannada district. Figure 2 shows the location of nine major fishing harbors sampled on the map of Karnataka. Each harbor has a number of producer groups which are promoted under the National Rural Livelihood Mission Scheme attached to the Zilla Panchayats (local/district-level administrations). There are also a number of fisherwomen cooperative societies and the members are involved in small scale fish processing. Thus, our samples are drawn from either independent producer groups and/or members of the fisherwomen cooperative societies.

NETFISH assigns one Harbor Data Collector (HDC) to each fishing harbor, and it was the HDCs who conducted the actual surveys of dried fish producers for the DFM Karnataka team. HDCs live close to their assigned harbor and are usually members from the local community. They collect fish catch data from fish landing sites on a daily basis, and hence are knowledgeable about fishing and related activities taking place in their harbor. They are also acquaintances of dried fish processors, who are mostly small-scale fishers operating
around harbors or nearby beach landing centers. Thus, HDCs immensely helped in collecting data. Each HDC has a tablet-phone for collecting data through online survey forms such as the Google ${ }^{\circledR}$ Forms $®$. This helped in automating data syndication from different harbors, minimizing the time required for data collection, as well as reducing errors in data entry. In addition, HDCs facilitated interviews and meeting of Karnataka DFM team with dried fish processors and traders around their assigned harbors.


Figure 2. The Nine Major Fishing Harbors of Coastal Karnataka.
As part of the DFM project, each HDC would collect data from 30 samples/households from their respective fisheries harbor, out of which 3 to 4 samples would be from neighboring beach landing centers. Surveys would be conducted thrice: once each in the monsoon, pre-monsoon, and post-monsoon seasons. This would provide panel data (repeated questions over time) capturing seasonal dynamics in terms of species diversity,
quantity of fish processed, and prices received. Such variables indicate the supply and demand drivers of dried fish market, understanding of which is one of the core objectives of DFM Karnataka project. The first round of data collection was planned during July 10, 2020 and to be completed by August 30, 2020 that would correspond with the monsoon season. Similarly, the second round of survey was carried out in December-January 2020-21 and third round of survey in April-May 2021 (extended up to June because of COVID19 related lockdown). Thus, a total of $9 * 30 * 3=810$ observations (with some expected standard omission due to nonavailability of the respondents or panel attrition) would be available at the end of the three rounds of survey by the end of March 2021. Prior to that expert validation and piloting were planned to finalize the survey questionnaire being rolled out. Apart from questions that repeated in every round of the survey, there were also some unique questions in individual rounds that were designed to capture specific constructs. For example, in the third round there were questions aimed at capturing the entrepreneurial motivations of the dried fish processors.

## Questionnaire development:

Questionnaires were developed based on goals of the DFM project and the underlying research questions. Draft/preliminary questionnaires were prepared in Microsoft Word, handed over to HDCs for field trials, and were reviewed and revised from the field trials. Subsequently, the survey questionnaire was transformed from Word format to Google Forms. The Project Investigators reviewed the online format over several iterations.

Google Forms does not support tabular-structured text entry responses. Each question (row) in the table format (in Microsoft Word) was converted into distinct questions. Use of Google Forms has an added advantage that responses to surveys can be downloaded as comma separated values (CSV) files for further analysis through statistical software. The final version of the questionnaire was shared with the Project Head Prof. Derek Johnson Project Lead, University of Manitoba for his review comments and for use by other research partners working in different sites in 6 countries as part of the larger DFM project. The questionnaire was also reviewed by Azim Premji University, Institutional Review Board (IRB) responsible to oversee ethics in human research.

## Training of the enumerators

The second meeting with 9 HDCs and all the four members of the project team was held on July $4^{\text {th }} 2020$ to train the HDCs in administering the questionnaire and data entry process in tabs. Training also included the ethical protocol of the data collection and safety issues during the pandemic period. After the training and discussion on ethical protocol, the HDCs did a mock interview among each other. Following this, the questionnaire was revised again and shared with the enumerators. Each enumerator was asked to do no more than 2 pilot surveys using the Google Forms and write a feedback note with any
suggestions to the questionnaire. A few errors were identified and corrected before starting the actual survey.


Figure 3. Training of NETFISH Enumerators on data collection, sampling methods, ethics protocol on 4th July 2020.

## The three phases of Data Collection

The first phase of data collection was carried out between July and August 2020 as planned. After the first phase data collection, a few errors relating to the double entry, coding and other minor details were identified. The project team then planned a meeting with the HDCs at Gangolli Harbor, $26^{\text {th }}$ September 2020. The purpose of this meeting was not only to clarify the doubts relating to first phase data collection and entries, but also to get a reflection from each of the enumerators on their experience of conducting fieldwork, clarify some of their doubts, and incorporate some important questions (or modify those) in the second phase of data collection, a training around second phase questionnaire and thanking them for taking up the data collection diligently.

The second phase data collection which was planned during November-December (postmonsoon phase) was discussed with the HDCs. A separate questionnaire was developed using Google Forms for the second round survey. In the second phase, most of the profile and socio-economic background questions from the first round were eliminated. A few nuanced questions were added. Since no names or identification were to be collected, survey code alone is a vital link between the three phases of data collection. The second phase data collection was over by first week of January.
The third phase of survey though was initiated in March 2021 could only be executed in April-June period (corresponding with the pre-monsoon period). A new questionnaire/schedule was developed for this round as well, and a training was conducted for the HDCs on April $6^{\text {th }}$, 2021, at the premises of Snehakunja Trust, Honnavara. The HDCs were informed about the safety protocols in times of COVID19 as well as ethics in survey interviews. The HDCs were asked about any difficulties that they faced in the first two rounds of the survey, and there were no major difficulties. The new questionnaire was presented to the HDCs and they were explained about the repeated questions and the new set of questions. The third round of the survey was completed in the months of April, May and June 2021.
All three survey instruments are provided as appendices.

## Appendices

## Appendix 1. Questionnaire used in the first round of the survey of dried fish

 producers.Understanding the Supply and Demand drivers of Dried fish value chain: A study in Karnataka Coast As part of a larger project on Dried Fish Matters
Brief statement of purpose of the work
You are invited to participate in a survey conducted as part of a SSHRC, Canada funded study titled "Dried Fish Matter". As part of it we intend to understand the challenges faced by dried fish producers in Karnataka coast. This survey aims to identify the current dried fish production system, its challenges in procurement of raw materials, processing and marketing. An understanding of these challenges would help suggesting and designing policies and operations which is sustainable for marine ecosystem, livelihood of people (especially women) engaged in the processing and trading as well as an affordable and important source of food and nutrition for the masses. The study attempts to understand some of these aspects. The credentials and responses will be confidential, anonymized and will be used for research and research related dissemination purpose in some form of aggregated response.
Participation in this interview is completely voluntary and you have the right to withdraw at any point of time during the interview. We also envision repeat of this survey additional two times around November 2020 and March 2021 which will be much shorter than this in order to understand the seasonal characteristics of dried fish procurement, processing and trading. In those interviews also the participation would be voluntary where you have the rights to withdraw at any point of time during or before the interview.
The objectives of this research have been explained to me.
I understand that I am free to withdraw from the research at any stage.
I understand that my anonymity is guaranteed. I agree that interview will be recorded.
May you have any doubt or clarifications, you can contact any one the following individuals responsible for the survey:
Amalendu Jyotishi, Azim Premji University, Principal Investigator, Mob:9900213825
Ramchandra Bhat, Co- Principal Investigator, Mob: 9740022668
Priya Gupta, Amrita Vishwa Vidyapeetham, Co-Principal Investigator, Mob:9611924421
Narayana KA, Netfish, mob: $9448530798 / 9148533037$

## *Required

1. CONSENT TO PARTICIPATE IN RESEARCH

Tick all that apply.
$\square \quad$ YES
$\square \quad$ NO
2. Name of the enumerator
3. Survey code
4. 1. Select the Dried fish raw materials procurement methods/sources.

Tick all that apply.
$\square \quad$ Landing centres directly from the boat owners
$\square \quad$ Participating in the auction market
$\square \quad$ Procurement from the agents
$\square \quad$ Harvested by the family members
$\square \quad$ Buy back arrangements with the traders with fixed price
5. 2.1.a. Name of the fish -option 1
6. 2.1.b. Season (month) of procuring fish variety-option 1
7. 2.1.c. Quantity procured during your last two months (No. Baskets) of fish-option 1
8. 2.1.d. Drying period of fish- (Days) option 1
9. 2.2.a. Name of the fish -option 2
10. 2.2.b. Season (month) of procuring fish variety-option 2
11. 2.2.c. Quantity procured during your last two months (No. Baskets) of fish-option 2
12. 2.2.d. Drying period of fish- (Days) option 2
13. 2.3.a. Name of the fish -option 3
14. 2.3.b. Season (month) of procuring fish variety-option 3
15. 2.3.c. Quantity procured during your last two months (No. Baskets) of fish-option 3
16. 2.3.d. Drying period of fish- (Days) option 3 Mark only one oval.Option 1
17. 2.4.a. Name of the fish -option 4
18. 2.4.b. Season (month) of procuring fish variety-option 4 Mark only one oval.
$\square$ Option 1
19. 2.4.c. Quantity procured during your last two months (No. Baskets) of fish-option 4
20. 2.4.d. Drying period of fish- (Days) option 4
21. 2.5.a. Name of the fish -option 5
22. 2.5.b. Season (month) of procuring fish variety-option 5
23. 2.5.c. Quantity procured during your last two months (No. Baskets) of fish-option 5
24. 2.5.d. Drying period of fish- (Days) option 5
25. 2.6.a. Name of the fish -option 6
26. 2.6.b. Season (month) of procuring fish variety-option 6
27. 2.6.c. Quantity procured during your last two months (No. Baskets) of fish-option 6
28. 2.6.d. Drying period of fish- (Days) option 6

Mark only one oval.Option 1
29. 3.1.a. Please mention the number of units procured by you of the Capital item Mats/nets/rack
30. 3.1.b. Please mention the price paid by you for the Capital item -Mats/nets/racks
31. 3.2.a. Please mention the number of units procured by you of the Capital item Baskets
32. 3.2.b. Please mention the price paid by you for the Capital item -Baskets
33. 3.3.a. Please mention the number of units procured by you of the Capital item Tarpaulins
34. 3.3.b. Please mention the price paid by you for the Capital item -Tarpauls
35. 3.4.a. Please mention the number of units procured by you of the Capital item Cisterns
36. 3.4.b. Please mention the price paid by you for the Capital item -Cisterns
37. 3.5.a. Please mention the number of units procured by you of the Capital item Baskets box
38. 3.5.b. Please mention the price paid by you for the Capital item -Baskets box
39. 3.6.a. Please mention the number of units procured by you of the Capital item Knives
40. 3.6.b. Please mention the price paid by you for the Capital item -Knives
41. 3.7.a. Please mention the number of units procured by you of the Capital item scale to weigh
42. 3.7.b. Please mention the price paid by you for the Capital item -Scale to weigh
43. 3.8.a. Please mention the number of units procured by you of the Capital item storage room
44. 3.8.b. Please mention the price paid by you for the Capital item -storage room
45. 3.9.a. Please mention the number of units procured by you of the Capital item Packaging
46. 3.9.b. Please mention the price paid by you for the Capital item -Packaging
47. 3.10.a. Please mention the number of units procured by you of the Capital item others
48. 3.10.b. Please mention the price paid by you for the Capital item -others.
49. 3.11. Please mention the price paid by you for Working capital- Raw material (dried fish) per day
50. 3.12. Please mention the price paid by you for Working capital- Salt (per day)
51. 3.13. Please mention the price paid by you for Working capital- Transportation (per day)
52. 3.14. Please mention the price paid by you for Working capital- Ice (per day)
53. 3.15. Please mention the price paid by you for Working capital- Labour days/cycle
54. 4.1.a. Which dried fish varieties did you sell to consumers (retail) in last two months? mention the names
55. 4.1.b. What was the average price you got for the dried fish you sold to consumers?
56. 4.1.c. Choose the locations where you sold dried fish.

Tick all that apply.
Around residence
Adjacent street
Market place
Weekly market
Others
57. 4.1.d. While selling dried fish in last to months what kind of credit deals did you do with consumers? Please select appropriate option.
Mark only one oval.
Gave credit to sell fish
$\square$
$\square$
took credit and sold fish
Neither of above
58. 4.2.a. Which dried fish varieties did you sell to Up-ghat traders in last two months? mention the names
59. 4.2.b. What was the average price you got for the dried fish you sold to up-ghat traders?
60. 4.2.c. Choose the locations where you sold dried fish. Tick all that apply.
$\square \quad$ Around residence
Adjacent street
Market place
Weekly market
Others
61. 4.2.d. While selling dried fish in last two months what kind of credit deals did you do with up-ghat traders? Please select appropriate option.
Mark only one oval.
Gave credit to sell fish
took credit and sold fish
62. 4.3.a. Which dried fish varieties did you sell to local traders in last two months? mention the names
63. 4.3.b. What was the average price you got for the dried fish you sold to local traders?
64. 4.3.c. Choose the locations where you sold dried fish.

Tick all that apply.
$\square \quad$ Around residence
Adjacent street
Market place
Weekly market
Others
65. 4.3.d. While selling dried fish in last two months what kind of credit deals did you do with local traders? Please select appropriate option. Mark only one oval.

Gave credit to sell fish
took credit and sold fish
Neither of above
66. 4.4.a. Which dried fish varieties did you sell to the hotels and restaurants in last two months? mention the names
67. 4.4.b. What was the average price you got for the dried fish you sold to hotels and restaurants?
68. 4.4.c. Choose the locations where you sold dried fish.

Tick all that apply.
Around residence
Adjacent street
Market place
Weekly market
Others
69. 4.4.d. While selling dried fish in last two months what kind of credit deals did you do with hotel and restaurants? please select appropriate option.
Mark only one oval.
Gave credit to sell fish
took credit and sold fish
Neither of above
70. 4.6. Any other information on sale of dried fish to any other place. please mention.
71. 5.1. Does the price of the product stand as a barrier to demand for dried fish? (Please select appropriate response from following 5 point scale, 1-not a barrier 2low 3-Medium 4-high, and 5-very high barrier) Mark only one oval

| 1 | 23 | 4 | 5 |
| :--- | :--- | :--- | :--- |

Not a barrier

$\square$ Very high barrier
72. 5.2. Does the smell stand as a barrier to demand for dried fish?

Mark only one oval.

| 1 | 23 | 4 | 5 |
| :--- | :--- | :--- | :--- |

73. 5.3. Do the bones in dried fish stand as a barrier to demand for it?

Mark only one oval.

| 1 | 23 | 4 | 5 |
| :--- | :--- | :--- | :--- |
| Not a barrier |  |  |  |

74. 5.4. Does the bad taste stand as a barrier to demand for dried fish? Mark only one oval.

|  | 1 | 23 | 4 |
| :--- | :--- | :--- | :--- |

75. 5.5.Does unavailability of suitable dried fish act as a barrier to demand for dried fish?

Mark only one oval.

|  | 1 | 2 | 3 | 4 |
| :--- | :--- | :--- | :--- | :--- |
| not a barrier |  |  |  |  |

76. 5.6.Does difficulty in preparation act as a barrier to demand for dried fish?

Mark only one oval.


Not a barrier

$\square$
$\square$
$\square$
$\square$ Very high Barrier
77. 5.7.Does preparation time act as a barrier to demand for dried fish?

Mark only one oval.

| 1 | 23 | 4 | 5 |
| :--- | :--- | :--- | :--- |
| Not a barrier |  |  |  |

78. 5.8.Does availability of substitutes such as fish or chicken act as a barrier to demand for dried fish?

Mark only one oval.

| 1 | 23 | 4 | 5 |
| :--- | :--- | :--- | :--- |
| Not a barrier |  |  |  |

79. 5.9.Does shellf-life act as a barrier to demand for dried fish?

Mark only one oval.

| 1 | 23 | 4 | 5 |
| :--- | :--- | :--- | :--- |

Not a barrier
80. 5.10.Does difficulties in evaluating the quality act as a barrier to demand for dried fish?

Mark only one oval.

|  | 1 | 2 | 3 | 4 |
| :--- | :--- | :--- | :--- | :--- |
| Not a barrier | $\square$ | 5 |  |  |

81. 6.1. How frequently did you eat dried fish in last 3 months: *

Mark only one oval.
$\square \quad$ Daily
$\square \quad$ Weekly 3 to 5 times
Once a week
Infrequently
82. 6.2. How much quantity of dried fish do you generally consume in a day?
83. 7. What are the common varieties of fish that you ate in last 3 months?
84. 8.1.a. How much loss did you suffer in dried fish business due to unexpected rain? mention quantity
85. 8.1.b.How much loss did you suffer in dried fish business due to unexpected rain? mention monetary damage
87. 8.2.b.How much loss did you suffer in dried fish business due to lack of supplies of inputs? mention monetary loss
8.3.a. How much loss did you suffer in dried fish business due to storage and transportation loss? mention quantity
9.1. In your opinion how important is Quality of water used for washing of fish in determining the dried fish quality? (Please choose your response from the given five point scale: 5-most important, 4-important, 3-moderate important, 2-less important, 1. Not important)
Mark only one oval.

$$
\begin{array}{llll}
1 & 2 & 3 & 4
\end{array}
$$

5

| 1 | 2 | 3 | 4 | 5 |
| :--- | :--- | :--- | :--- | :--- |

## Not important



## Most important

9.2. In your opinion how important is Duration (i.e., number of hours for procurement and transportation duration before fish is kept in salt water)in determining the dried fish quality?
Mark only one oval.

$$
\begin{array}{lllll}
1 & 2 & 3 & 4 & 5
\end{array}
$$

| 1 | 2 | 3 | 4 | 5 |
| :--- | :--- | :--- | :--- | :--- |

## Not important

$\square$
$\square$
$\square$
$\square$

## Most important

9.3. In your opinion how important is hygiene and sanitation at the drying place (sand and animal excreta etc.) in determining the dried fish quality?
Mark only one oval.
123
4
5

Not important


## Most important

96. 9.4. Please rate how important is methods of storage, packaging, transportation in hygienic conditions, in determining the dried fish quality.

Mark only one oval.
$\begin{array}{lllll}1 & 2 & 3 & 4 & 5\end{array}$

Not important


## Most important

97. 9.5. Please rate how importantly is Infestation by bacteria and other maggots of dried fish perceived in determining quality of dried fish?
Mark only one oval.
$\begin{array}{lllll}1 & 2 & 3 & 4 & 5\end{array}$

Not important

$\square$ Most important
98. 9.6. Please rate how important duration of sun-drying and method of drying is in determining the dried fish quality Mark only one oval.

| 1 | 2 | 3 | 4 | 5 |
| :--- | :--- | :--- | :--- | :--- |

Not important


## Most important

9.7. Please rate how important temperature is in determining the dried fish quality.

Mark only one oval.

|  | 1 | 2 | 3 | 4 |
| :--- | :--- | :--- | :--- | :--- |

100. 9.8. What parameters are normally used by your buyers when you sell dried fish? [Note all the attributes they respond]
$\qquad$
$\qquad$
$\qquad$
101. 10. How many baskets of dried fish would you expect to procure in a week?

Tick all that apply.
$<5$
5-9
10-14
15-19
20 or above
11. What is the method of drying process you normally adopt?

Tick all that apply.
Mat drying
Rack drying
Solar drying
104. 12.1. Are you or any member of your household is a member in any of the following? Fisher or Farmer or Producers Cooperatives/Unions/Associations Mark only one oval.

## Group leader

Active member
Inactive as a member
Not a member
105. 12.2. Are you or any member of your household is a member in any of the following? Credit/microfinance/lending group.

Mark only one oval.
$\square \quad$ Group leader
$\square \quad$ Active member
Inactive as a member
Not a member
106. 12.3. Are you or any member of your household is a member in any of the following? Panchayat or elected body.

Mark only one oval.

## $\square \quad$ Group leader

$\square \quad$ Active member
$\square$
Inactive as a member
Not a member
107. 12.4. Are you or any member of your household is a member in any of the following? Religious group

Mark only one oval.
Group leader
Active member
Inactive as a member
Not a member
108. 12.5. Are you or any member of your household is a member in any of the following? Caste/social community-based organization Mark only one oval.

Group leader
Active member
Inactive as a member
Not a member
109. 12.6. Are you or any member of your household is a member in any of the following? Other group/organization, mention the role.
114. 17. If you are involved in both fresh and dried fish marketing which earns you most money? Choose any one.

Mark only one oval.
$\square \quad$ Fresh fish
$\square \quad$ Dried fish
115. 18.1. Whether you had any training on processing dried fish?

Mark only one oval.
116. 18.2.1. If 'yes' provide details on training received on dried fish processing, number of days of training and place of training.
117. 18.2.2. If 'yes' provide details on training received on hygiene and sanitation in fish handling, number of days of training and place of training
$\qquad$
118. 18.2.3. If 'yes' provide details on training received on any other aspect, number of days of training and place of training.
119. 19. Are you interested in participating in training program on dried fish processing? Mark only one oval.
$\square \quad$ Yes
$\square \quad$ No
120. 20.1. Do you find enough space for drying and processing your fish? Mark only one oval.
$\square \quad$ Yes
$\square \quad$ No
121. 20.2. How much space you normally require?Mention the sq. meters and the place.
$\qquad$
$\qquad$
1.1.At any points of time did you have any conflict relating to the drying space?

Mark only one oval.
$\square \quad$ Yes
123. 21.2.If yes, what was the nature of conflict?
124. 22.Apart from salting and drying what other kinds of fish products you make?

Fish chutney powder
Fish pickle
Other
Nothing
125. 23. What are the new products you have started making which was not done before? (Mention "NA" if there is no response)
$\qquad$
$\qquad$
126. 24.What are the products that you were making earlier and now you don't make? (Mention "NA" if there is no response)
$\qquad$
$\qquad$
127. 25. Do you give credit to the fishers for procuring fish? Mark only one oval.OftenSometimes
Rarely
$\square \quad$ Never
128. 26. Do you get credit from the traders/final consumers to supply dried fish? Mark only one oval.

## $\square \quad$ Often

SometimesRarelyNever
129. 27. List up to five important fish species for your business in the order of most important to less important
$\qquad$
$\qquad$
130. 28. Which are the best months for dried fish trading? Mention from which month to which month
131. 29. Which are the worst months for dried fish trading?Mention from which month to which month
$\qquad$
$\qquad$
132. 30. Which are the best months for fish procurement? Mention from which month to which month.
$\qquad$
$\qquad$
133. 31. Which are the worst months for fish procurement?Mention from which month to which month
$\qquad$
$\qquad$
134. 32. Do you like to continue in this profession?

Mark only one oval.
$\square \quad$ Yes
$\square \quad$ No
135. 33. If not, what other profession you feel is better for you?
$\qquad$
$\qquad$
$\qquad$
136. 34. Are your children interested and ready to take up this profession?

Mark only one oval.
$\square \quad$ Yes
$\square \quad$ No
$\square \quad$ Maybe
137. 35 . If No, what is the other profession they are doing or interested in? and why?
138. 36. Are younger generation interested in coming to this profession of fish processing and drying? Mark only one oval.

$\square \quad$ No
$\square \quad$ Maybe
139. 37. What was the impact of COVID-19 Pandemic on your business since March?
$\qquad$
$\qquad$

Socio-economic profile
140. 1. Please mention your Address: Street, Village, Taluk, District
141. 2. How old are you? (mention the age in years)
142. 3.Religion

Mark only one oval.Hindu
Muslim
Christian
$\square \quad$ Buddhist
$\square$ Other
143. 4.Caste

Mark only one oval.GeneralScheduled Caste (SC)
$\square \quad$ Scheduled Tribe (ST)
$\square \quad$ Other backward classother
144. 5.Ration Card

Mark only one oval.
$\square \quad$ APL
$\square \quad \mathrm{BPL}$
$\square \quad$ Other cardNo card
145. 6.1. How many adults male members are there in your family?
146. 6.2. How many adults female members are there in your family?
147. 6.3. How many male children do you have?
148. 6.3. How many female children do you have?
149. 6.4. How many earning members are there in your family?
150. 7. Number of years, household has been in dried fish processing/marketing?

Mark only one oval.
5 years or less
6-15 years
16-30 years
Above 30 years
151. 8. My family income "variations" in a year is Mark only one oval.
Unpredictable
Varies but predictable very little variation
Almost No variationUnpredictable
152. 9. Total monthly household income

Mark only one oval.
Less than 10,000
Rs. 10,001 to Rs. 20,000
Rs. 20,001 to Rs. 30,000
Rs. 30,001 to Rs. 40,000
Rs. 40,001 to Rs. 50,000
50,001 and above
Don't wish to say
153. 10.1. Do you own a house? If no mention the same, if yes mention the type of house.

Tick all that apply.

## Don't own a house

Thatched/make-shift
Tiled roof
Concrete roof
Others
154. 10.2.Do you own household assets? (tick multiple options where applicable)

Tick all that apply.

## Furniture

TV
Two-wheeler
BicycleOther
155. 10.That concludes our survey. We thank you greatly for your help and the time you've taken. COULD YOU PLEASE TELL US WHAT ARE YOUR REQUIREMENTS TO ENHANCE THE QUALITY AND QUANTITY OF DRIED FISH AND HOW WE COULD BE OF SOME HELP IN THIS EFFORT. ALSO MENTION THREE MOST IMPORTANT CHALLENGES IN DRIED FISH PROFESSION.

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Appendix 2. Questionnaire used in the second round of the survey of dried fish producers.

Understanding the Supply and Demand drivers of Dried fish value chain: A study in Karnataka Coast As pa of a larger project on Dried Fish Matters-Phase 2
Brief statement of purpose of the work
You are invited "again" to participate in this survey conducted as part of a SSHRC, Canada funded study titled "Dried Fish Matter". As part of it we intend to understand the challenges faced by dried fish producers in Karnataka coast. This survey aims to identify the current dried fish production system, its challenges in procurement of raw materials, processing and marketing. An understanding of these challenges would help suggesting and designing policies and operations which is sustainable for marine ecosystem, livelihood of people (especially women) engaged in the processing and trading as well as an affordable and important source of food and nutrition for the masses. The study attempts to understand some of these aspects. The credentials and responses will be confidential, anonymized and will be used for research and research related dissemination purpose in some form of aggregated response.
Participation in this follow-up survey is completely voluntary and you have the right to withdraw at any point of time during the interview. This survey is much shorter than the previous one. We also envision repeat of this survey another time in March 2021 which will be similar or shorter than this in order to understand the seasonal characteristics of dried fish procurement, processing and trading. In those interviews also the participation would be voluntary where you have the rights to withdraw at any point of time during or before the interview.
The objectives of this research have been explained to me.
I understand that I am free to withdraw from the research at any stage.
I understand that my anonymity is guaranteed. I agree that
interview will be recorded.
May you have any doubt or clarifications, you can contact any one the following individuals responsible for the survey:
Amalendu Jyotishi, Azim Premji University, Principal Investigator, Mob:9900213825
Ramchandra Bhat, Co-Principal Investigator, Mob: 9740022668
Priya Gupta, Amrita Vishwa Vidyapeetham, Co- Principal Investigator, Mob:9611924421
Narayana KA, NETFISH, mob: 9448530798/9148533037
*Required
Untitled title

1. CONSENT TO PARTICIPATE IN RESEARCH

Tick all that apply.
No
2. Name of the enumerator
3. Survey code *
4. 1a. Gender of the Respondent

Mark only one oval.
Female
Male
5. 1b. The respondent is same person surveyed in the fist phase Mark only one oval.YesNo
6. 1c. If NO, Gender of the respondent in FIRST phase Mark only one oval.Female
Male
7. 1d. Do you belong to a fishing community * Mark only one oval.Yes
No
8. 1e. Are you "first generation" to get into fishing and fish processing activities? * Mark only one oval.
$\square \quad$ Yes
My parents came into this professionMy grand-parents came into this professionWe have been in this profession since many generations
9. 2.1.a.Name of the fish-option 1
10. 2.1.b.Season (month) of procuring fish variety-option 1
11. 2.1.c.Quantity procured during your last two months (No. Baskets) of fish-option 1
12. 2.1.d.Drying period of fish- (Days) option 1
13. 2.2.a.Name of the fish -option 2
14. 2.2.b.Season (month) of procuring fish variety-option 2
15. 2.2.c.Quantity procured during your last two months (No. Baskets) of fish-option 2
16. 2.2.d.Drying period of fish- (Days) option 2
17. 2.3.a.Name of the fish -option 3
18. 2.3.b.Season (month) of procuring fish variety-option 3
19. 2.3.c.Quantity procured during your last two months (No. Baskets) of fish-option 3
20. 2.3.d.Drying period of fish- (Days) option 3
21. 2.4.a.Name of the fish -option 4
22. 2.4.b.Season (month) of procuring fish variety-option 4
23. 2.4.c.Quantity procured during your last two months (No. Baskets) of fish-option 4
24. 2.4.d.Drying period of fish- (Days) option 4
25. 2.5.a.Name of the fish -option 5
26. 2.5.b.Season (month) of procuring fish variety-option 5
27. 2.5.c.Quantity procured during your last two months (No. Baskets) of fish-option 5
28. 2.5.d.Drying period of fish- (Days) option 5
29. 2.6.a.Name of the fish -option 6
30. 2.6.b.Season (month) of procuring fish variety-option 6
31. 2.6.c.Quantity procured during your last two months (No. Baskets) of fish-option 6
32. 2.6.d.Drying period of fish- (Days) option 6
33. 3.11.Please mention the price paid by you for Working capital- Raw material (fresh fish) per day
34. 3.12.Please mention the price paid by you for Working capital- Salt (per day)
35. 3.13.Please mention the price paid by you for Working capital- Transportation (per day)
36. 3.14.Please mention the price paid by you for Working capital- Ice (per day)
37. 3.15.Please mention the price paid by you for Working capital- Labour days/cycle
38. 3.16. 1 Do the family members especially male members provide support in your work?

Tick all that apply.
$\square \quad$ No
39. 3.16. 2. If yes, list the activities relating to procurement, processing and marketing in which they support you *
40. 4.1.a. Which dried fish varieties did you sell to consumers (retail) in last two months? mention the names
41. 4.1.b. What was the average price you got for the dried fish you sold to consumers?
42. .1.c. Choose the locations where you sold dried fish.

Tick all that apply.
$\square \quad$ Around residence
$\square \quad$ Adjacent street
Market place
Weekly market
Others
43. 4.1.d. While selling dried fish in last to months what kind of credit deals did you do with consumers? please select appropriate option.
Mark only one oval.
$\square \quad$ Gave credit to sell fish
Took credit and sold fish
Neither of above
44. 4.2.a. Which dried fish varieties did you sell to Up-ghat traders in last two months? mention the names
45. 4.2.b. What was the average price you got for the dried fish you sold to up-ghat traders?
46. 4.2.c. Choose the locations where you sold dried fish.

Tick all that apply.
$\square \quad$ Around residence
$\square \quad$ Adjacent street
Market place
Weekly market
Others
47. 4.2.d. While selling dried fish in last two months what kind of credit deals did you do with up-ghat traders? please select appropriate option.
Mark only one oval.


Took credit and sold fish
Neither of above
48. 4.3.a. Which dried fish varieties did you sell to local traders in last two months? mention the names
49. 4.3.b. What was the average price you got for the dried fish you sold to localtraders?
50. 4.3.c. Choose the locations where you sold dried fish.

Tick all that apply.
$\square \quad$ Around residence
Adjacent street
Market place
Weekly market
Others
51. 4.3.d. While selling dried fish in last two months what kind of credit deals did you do with local traders? please select appropriate option.
Mark only one oval.
$\square \quad$ Gave credit to sell fish
Took credit and sold fish
Neither of above
52. 4.4.a. Which dried fish varieties did you sell to the hotels and restaurants in last two months? mention the names
53. 4.4.b. What was the average price you got for the dried fish you sold to hotels and restaurants?
54. 4.4.c. Choose the locations where you sold dried fish.

Tick all that apply.
$\square \quad$ Around residence
Adjacent street
Market place
Weekly market
Others
55. 4.4.d. While selling dried fish in last two months what kind of credit deals did you do with hotel and restaurants? please select appropriate option.
Mark only one oval.
$\square \quad$ Gave credit to sell fish
$\square \quad$ Took credit and sold fish
$\square \quad$ Neither of above
56. 4.5.a. Which dried fish varieties you sold to the poultry feed or other feed industry in last two months?
57. 4.5.b. What is the average price you got for selling dried fish to the poultry feed or other feed industry?
58. 4.5.c. What is the quantity of dried fish you sold to the poultry feed or other feed industry?
59. 4.5.d. Do you directly sell to the owner of poultry feed company or through traders?

Tick all that apply.
$\square \quad$ Directly to the owners
$\square \quad$ Through the traders
$\square \quad$ Both
$\square \quad$ Other
60. 4.5.e Name the location (if you know) where your dried fish goes for poultry or other feed
61. 4.6. Any other information on sale of dried fish to any other place. please mention.
62. 6.1. How frequently did you eat dried fish in last 2 months? *

Mark only one oval.
$\square \quad$ Daily
$\square \quad$ Weekly 3 to 5 times
$\square \quad$ Once a week
Infrequently
63. 6.2. How much quantity of dried fish do you generally consume in a day (in gms)?
64. 7. What are the common varieties of fish that you ate in last 2 months?
65. 8.1.a. How much loss did you suffer in dried fish business due to unexpected rain? mention quantity (in kg )
66. 8.1.b. How much loss did you suffer in dried fish business due to unexpected rain? mention monetary damage (in Rupees)
67. 8.2.a. How much loss did you suffer in dried fish business due to lack of supplies of inputs? mention quantity (in kg )
68. 8.2.b. How much loss did you suffer in dried fish business due to lack of supplies of inputs? mention monetary loss (in Rupees)
69. 8.3.a. How much loss did you suffer in dried fish business due to storage and transportation loss? mention quantity (in kg )
70. 8.3.b. How much loss did you suffer in dried fish business due to storage and transportation loss? mention monetary loss (in Rupees)
71. 8.4.b. How much loss did you suffer in dried fish business due to Loss of fishing /production ? mention monetary loss.
72. 8.5 . How much loss did you suffer in dried fish business due to any other reason?
73. 9. In your opinion what were the most important quality attributes that acted as a constraint in the maintaining the dry fish quality during the last two months. Least important-1, Most important-5
Mark only one oval.
74. 9.1 Quality of water used for washing of fish

75. 9.2 Duration (number of hours Procurement and transportation duration before fish is kept in salt water)

| 1 | 2 | 3 | 4 | 5 |
| :--- | :--- | :--- | :--- | :--- | :--- |

76. $\quad 9.3$ Hygiene and sanitation at the drying place (sand and animal excreta etc)

Mark only one oval.

77. 9.4 Methods of storage, packaging, transportation in hygienic conditions

Mark only one oval.

78. 9.5 Infestation by bacteria and other maggots

Mark only one oval.

79. 9.6 Duration of sun-drying and method of drying

Mark only one oval.

9.7 Temperature

Mark only one oval.

81. 9.8 Skilled labour/Expertise

Mark only one oval.

| 1 | 2 | 3 | 4 | 5 |
| :--- | :--- | :--- | :--- | :--- |
| $\square$ | $\square$ | $\square$ | $\square$ | $\square$ |

82. 10. How many baskets of dried fish would you expect to procure in a week?

Tick all that apply.
$\square \quad<5$
$\square \quad 10-14$
$\square \quad 20$ and above
83. 15.Who/what are the greatest threats to raw material procurement for fish drying in your area today? Please select up to THREE.
Tick all that apply.

| $\square$ | inter-state traders |
| :--- | :--- |
| $\square$ | fish meal procuring agents |
| $\square$ | freezing company agents |

## Overall decline of fish availability

Climate change (changing rainfall pattern and fish harvesting season)
Don't know
84. 16. Among the following options which is most important for your livelihoods and survival .

Mark only one oval.Fishing
Dried fish processing
Fresh fish marketing
Household work
Others
85. 17. If you are involved in both fresh and dried fish marketing which earns you most money? Choose any one.

Mark only one oval.Fresh fish
$\square \quad$ Dried fish
86. 25. Do you give credit to the fishers for procuring fish?

Mark only one oval.Often
Sometimes
Rarely
Never
87. 26. Do you get credit from the traders/final consumers to supply dried fish?

Mark only one oval.
$\square \quad$ Often
Sometimes
Rarely
Never
88. 27. List up to five important fish species for your business in the order of most important to less important
$\qquad$
$\qquad$
89. 32. Do you like to continue in this profession?

Mark only one oval.

## Yes

$\square \quad$ No
90. 34. Are your children interested and ready to take up this profession?

Mark only one oval.
$\square \quad$ Yes
$\square \quad$ No
Maybe
91. 36. Are younger generation interested in coming to this profession of fish processing and drying?

Mark only one oval.
$\square \quad$ Yes
$\square \quad$ No
Maybe
92. 37. What was the impact of COVID-19 Pandemic on your business since September?
93. 38. Whether any member of your family has been admitted to hospital for Covid19?

Tick all that apply.
$\square \quad$ YES
$\square \quad$ NO
94. 39. If yes, how many from your family were affected by this?
95. 40. What was your total expense for Covid19 related illness?
96. 41. How many man-days you lost due to covid related illness in your family?

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Appendix 3. Questionnaire used in the third round of the survey of dried fish producers.

Understanding the Supply and Demand drivers of Dried fish value chain: A study in Karnataka Coast As part of a larger project on Dried Fish Matters-Phase 3
Brief statement of purpose of the work
We thank you for your participation in the first two rounds of the survey. You are invited "again" to participate in this survey conducted as part of a SSHRC, Canada funded study titled "Dried Fish Matter". As part of it we intend to understand the challenges faced by dried fish producers in Karnataka coast. This survey aims to identify the current dried fish production system, its challenges in procurement of raw materials, processing and marketing. An understanding of these challenges would help suggesting and designing policies and operations which is sustainable for marine ecosystem, livelihood of people (especially women) engaged in the processing and trading as well as an affordable and important source of food and nutrition for the masses. The study attempts to understand some of these aspects. The credentials and responses will be confidential, anonymized and will be used for research and research related dissemination purpose in some form of aggregated response.
Participation in this follow-up survey is completely voluntary and you have the right to withdraw at any point of time during the interview. This survey is a continuation of the previous one. In this interviews also the participation would be voluntary where you have the rights to withdraw at any point of time during or before the interview.
The objectives of this research have been explained to me.
I understand that I am free to withdraw from the research at any stage.
I understand that my anonymity is guaranteed. I
agree that interview will be recorded.
May you have any doubt or clarifications, you can contact any one the following individuals responsible for the survey:
Amalendu Jyotishi, Azim Premji University, Principal Investigator, Mob:9900213825
Ramchandra Bhat, Co-Principal Investigator, Mob: 9740022668
Priya Gupta, Amrita Vishwa Vidyapeetham, Co- Principal Investigator, Mob:9611924421
Narayana KA, Netfish, mob: 9448530798/9148533037
*Required

1. Email address *

Dried Fish Matters: Phase-3 Survey
2. CONSENT TO PARTICIPATE IN RESEARCH *

Mark only one oval.YesNo
3. Name of the enumerator
4. Survey code *

Preliminary/Sociodemographic information
5. 1.a. Gender of the Respondent.

Mark only one oval.
$\square \quad$ Female
$\square \quad$ Male
6. 1.b. The respondent is same person surveyed in the first phase Mark only one oval.

Yes
$\square \quad$ No
7. 1.c. If NO, Gender of the respondent in FIRST phase Mark only one oval.

Female
Male
8. 1.d. Do you belong to a fishing community * Mark only one oval.

Female
Male
9. 1.e. Which community/caste do you belong to? *

Mark only one oval.
Harikanthra
$\square \quad$ Mogaveera/Marakala/Moger
$\square \quad$ Kharvi
$\square \quad$ Ambiga
$\square \quad$ Mestha
$\begin{array}{ll}\square & \text { Daarji } \\ \square & \text { Bestha } \\ \square & \text { Gabit } \\ \square & \text { Other: }\end{array}$

## How do you usually travel from your house to fish drying location or landing center?

Mark only one oval.
Own vehicle
Bus
Walk
Other vehicles such as tempo, rickshaw etc.
Other: $\qquad$
47.1. Approximately what percentage of your household income is generated through DRIED FISH business? Mark only one oval.

Zero
1 to 10 percent
11 to 20 percent
21 to 30 percent
31 to 40 percent
41 to 50 percent
51 to 60 percent
61 to 70 percent
71 to 80 percent
81 to 90 percent
91 to 99 percent
100 percent
Other: DAIRY etc.?

These include only the value of production sold to outside market, and DO NOT INCLUDE the value of production that is consumed at your home.
Mark only one oval.
Zero
1 to 10 percent
11 to 20 percent
21 to 30 percent
31 to 40 percent
41 to 50 percent
51 to 60 percent
61 to 70 percent
71 to 80 percent
81 to 90 percent
91 to 99 percent
100 percent
Other:
7. 47.4. Approximately what percentage of your household income is generated through SALARIED JOBS? These include income from salaries or wages, pension etc.
Mark only one oval.
Zero
1 to 10 percent
11 to 20 percent
21 to 30 percent
31 to 40 percent

| $\square$ | 41 to 50 percent |
| :--- | :--- |
| $\square$ | 51 to 60 percent |
| $\square$ | 61 to 70 percent |
| $\square$ | 71 to 80 percent |
| $\square$ | 81 to 90 percent |
| $\square$ | 91 to 99 percent |
| $\square$ | 100 percent |
| $\square$ | Other: |

18. 47.4. Approximately what percentage of your household income is generated through ALL OTHER NON-FISH, NONAGRICULTURE, NON-SALARY sources? These include income from business sales, trade, rent, money received through family members from abroad or within India, etc.
Mark only one oval.
Zero
1 to 10 percent
11 to 20 percent
21 to 30 percent
31 to 40 percent
41 to 50 percent
51 to 60 percent
61 to 70 percent
71 to 80 percent
81 to 90 percent
91 to 99 percent
100 percent
Other:

COVID-19 Impacts on personal life and business.
19. 38. Whether any member of your family was infected with Covid-19?

Mark only one oval.

## Yes

$\square \quad$ No
20. 39. If yes, how many from your family were affected by this?
21. 40. What was your total expense for Covid-19 related illness?
22. 41. How many man-days you lost due to COVID-19 related illness in your family?
23. During COVID-19, have you experienced any change in availability of raw fish for dried fish production compared to normal times?
Mark only one oval.
24. During COVID-19, have you experienced shortage in labor availability for activities related to fish drying compared to normal times?
Mark only one oval.
Substantial decrease in labor availability
Some/moderate decrease in labor availability
No decrease in labor availability
Do not know/Cannot say
How has demand for DRIED FISH changed during the COVID-19 period, compared to normal times?

## Mark only one oval.

Demand has increased substantially
Demand has increased a little
No change in demand
Demand has decreased a little
Demand has decreased substantially
Do not know/Cannot say.
. How has PRICE of DRIED FISH changed during the COVID-19 period, compared to normal times?

## Mark only one oval.

Price has increased substantially
Price has increased a little
No change in price
Price has decreased a little
Price has decreased substantially
Do not know/Cannot say.
. How has demand for FRESH FISH changed during the COVID-19 period, compared to normal times?
Mark only one oval.

Demand has increased substantially
Demand has increased a little
No change in demand
Demand has decreased a little
Demand has decreased substantially
Do not know/Cannot say
. How has PRICE of FRESH FISH changed during the COVID-19 period, compared to normal times?
Mark only one oval.
Price has increased a little
No change in price
Price has decreased a little
$\square \quad$ Price has decreased substantially
Do not know/Cannot say.
Price has increased a little
29. On a scale of 0 to 3 how much your/family DAILY LIFE/ROUTINE changed during COVID-19, compared to normal times?

A scale of zero indicates no change. A scale of 1 indicates Mild impact with changes in only one area (e.g. work, education, social life, hobbies, religious activities). A scale of 2 indicates Moderate impact showing change in two areas (e.g. work, education, social life, hobbies, religious activities). A scale of 3 indicates severe impact on work, education, social life, hobbies, religious activities.
Mark only one oval.

$$
\begin{array}{llll}
0 & 1 & 2 & 3
\end{array}
$$


30. On a scale of 0 to 3 how much your HOUSEHOLD INCOME/ EMPLOYMENT changed during COVID-19, compared to normal times?
A scale of zero indicates no change. A scale of 1 indicates a mild impact and only a small change; able to meet all needs andpay bills. A scale of 2 indicates moderate impact such as Having to make cuts in expenditure but able to meet basic needs and pay bills. A scale of 3 indicates severe impact, unable to meet basic needs and/or pay for expenses.
Mark only one oval.
$\begin{array}{llll}0 & 1 & 2 & 3\end{array}$

No change.

31. On a scale of 0 to 3 how much your/family ACCESS TO FOOD changed during COVID-19, compared to normal times?

A scale of zero indicates no change. A scale of 1 indicates mild impact such that there was enough food, but difficulty ingoing to stores or finding required items. A scale of 2 indicates moderate impact such that occasionally there was not enough quantity of food or good quality food. A scale of 3 indicates Severe impact; Frequently without enough food and/or good quality/healthy foods.

Mark only one oval.
$\begin{array}{llll}0 & 1 & 2 & 3\end{array}$

No change.


Severe change.

## Dried fish marketing

32. Whom do you sell dried fish to? (Check all that apply)
$\square \quad$ Directly to consumers
$\square \quad$ Local or regional traders
$\square \quad$ Up-ghat traders
Hotels/Restaurants
Poultry feed or other feed industries
Other:
33. 4.1.a. Which dried fish varieties did you sell DIRECTLY TO CONSUMERS (retail) in last two months? Mention the fish names
34. 4.1.b. What was the average price you got for the dried fish you sold DIRECTLY TO CONSUMERS?
35. 4.1.c. Choose the locations where you sold dried fish DIRECTLY TO CONSUMERS.
$\square \quad$ Around residence
$\square \quad$ Adjacent street
$\square \quad$ Marketplace
Weekly market
Other: $\qquad$
36. 4.1.d. While selling dried fish in last two months what kind of credit deals did you do with CONSUMERS? please select appropriate option.
Tick all that apply.
Gave credit to sell fish
took credit and sold fish
Neither of above
37. 4.1.e. How many boxes/Kg of dried fish did you sell to consumers?
38. 4.1.f. Where are the majority of your dried fish consumers located?

Mark only one oval.
Town/City/Urban areas
$\square \quad$ Village/Rural areas
$\square \quad$ I have an equal mix of rural and urban consumers
$\square \quad$ I do not know/Cannot say
39. 4.1.f. How do you sell dried fish to consumers?

Tick all that apply.
I move around in nearby places to sell fish directly to consumers
I have a place in the market where I sell fish directly to consumers
Both the above
Other: $\qquad$
40. What is the maximum distance you travel from the drying location while selling dried fish to consumers? (in kilometers)
41. While selling dried fish to consumers, what are some of the fish species that you sell by the numbers or counts (not the weight)? Why do you sell these by the numbers and not by the weight?
42. 4.1.g. How do you usually transport dried fish from the drying location to the selling place/to consumers? Using own vehicle Using bus or other public transport By walk
Using hired vehicles
Other: $\qquad$
4.2.a. Which dried fish varieties did you sell to UP-GHAT TRADERS in last two months? Mention the fish names
4.2.b. What was the average price you got for the dried fish you sold to UP-GHAT TRADERS?
4.2.c. Choose the locations where you sold dried fish to UP-GHAT TRADERS.

Around residence
Adjacent street
Marketplace
Weekly market
Other:
4.2.d. While selling dried fish in last two months what kind of credit deals did you do with UP-GHAT TRADERS? please select appropriate option.
Tick all that apply.
Gave credit to sell fish
took credit and sold fish
Neither of above
4.2.e. How many boxes/Kg of dried fish did you sell to UP-GHAT traders?
4.3.a. Which dried fish varieties did you sell to LOCAL TRADERS in last two months? Mention the fish names
4.3.b. What was the average price you got for the dried fish you sold to LOCAL TRADERS?
4.3.c. Choose the locations where you sold dried fish to LOCAL TRADERS.

Around residence
Adjacent street
Marketplace
Weekly market
Other: $\qquad$
51. 4.3.d. While selling dried fish in last two months what kind of credit deals did you do with LOCAL TRADERS? please select appropriate option.
Tick all that apply.
Gave credit to sell fish
took credit and sold fish
Neither of above
4.3.e. How many boxes/Kg of dried fish did you sell to LOCAL TRADERS?
53. 4.4.a. Which dried fish varieties did you sell to the HOTELS/ RESTAURANTS in last two months? Mention the fish names
54. 4.4.b. What was the average price you got for the dried fish you sold to HOTELS/RESTAURANTS?
55. 4.4.c. Choose the locations where you sold dried fish to HOTELS/RESTAURANTS
$\square \quad$ Around residence
$\square \quad$ Adjacent street
$\square \quad$ Marketplace
$\square \quad$ Weekly market
Other:
56. 4.4.d. While selling dried fish in last two months what kind of credit deals did you do with HOTELS/RESTAURANTS? please select appropriate option.
Tick all that apply.
Gave credit to sell fish
$\square \quad$ took credit and sold fish
$\square \quad$ Neither of above
57. 4.4.e. How many boxes/Kg of dried fish did you sell to HOTELS/RESTAURANTS?
58. 4.5.a. Which dried fish varieties you sold to the POULTRY OR OTHER FEED industry in last two months?
59. 4.5.b. What is the average price you got for selling dried fish to the POULTRY OR OTHER FEED industry?
60. 4.5.c. What is the quantity of dried fish you sold to the POULTRY OR OTHER FEED industry?
61. 4.5.d. Have you directly sold to the owner of POULTRY OR OTHER FEED companies or through traders?

Tick all that apply.
Directly to the owners
$\square \quad$ Through the traders
$\square \quad$ Both
$\square \quad$ Other:
62. 4.5.e Name the location (if you know) where your dried fish goes for POULTRY OR OTHER FEED.
63. 4.7.a. Which marketplaces (names of the places) do you go to sell fish on a DAILY basis? Please list all the markets. Please mention if they are VILLAGE markets or TOWNS. Please also mention the DISTANCE to the market from your residence.
64. 4.7.b. Which marketplaces (names of the places) do you go to sell fish on a WEEKLY basis? Please list all the markets. Please mention if they are VILLAGE markets or TOWNS. Please also mention the DISTANCE to the market from your residence.
$\qquad$
$\qquad$
$\qquad$
65. How much was the total amount spent on labor in marketing dried fish? What wage rate did you pay?

Hired labor used in marketing the dried fish.
66. How much time do you usually spend to market the fish (mention in hours)?
67. Have you observed any change in time spent in marketing fish over the years?

## Mark only one oval

It has increased
It has decreased
There is no change
68. How many hours per day of FAMILY LABOR did you use in MARKETING activities in this dry fish batch/cycle? How many days of labor? How many men and how many women?
Family labor used in marketing the dried fish.
69. How many hours per day of HIRED LABOR did you use in MARKETING activities in this dry fish batch/cycle? How many total days of labor? How many men and how many women?
Hired labor used in marketing the dried fish.

## Entrepreneurship/Business issues

70. 42.1. Which of the following best describes your motivation to enter the dried fish business?

## Mark only one oval.

This was my only option
$\square \quad$ My family expected me to inherit the business
$\square \quad$ have another job; I am seeking additional opportunities here
$\square \quad$ This business is a natural choice given my background
$\square \quad$ This appeared to be a good business opportunity Other:
$\qquad$
71. 42.2. Compared to the time you started the dry fish business, how has the size/scale of your business changed over the years?
For example, business scale/size expansion could mean you are buying and selling substantially more fish/covering more places to sell fish/using larger area for drying fish/employing more people in the business, etc. Business scale reduction could mean the opposite of these.
Mark only one oval.

|  | Mark only one oval. |
| :--- | :--- |
| $\square$ | Yes |
| $\square$ | No |
| $\square$ | do not know/Cannot say |
| $\square$ | Other: |

73. 42.4. Compared to the time you started the dry fish business, how do you think has the demand for dried fish changed over the years?
Mark only one oval.
1
Demand has definitely grown over the years
Demand has definitely decreased over the years
No change in demand over the years
I do not know/Cannot say
74. 42.5. Compared to the time you started the dry fish business, has it become difficult or easy to get raw fish for drying operations?

## Mark only one oval.

It is now more difficult to get raw fish than earlier times
It is now more easy to get raw fish than earlier times
It has remained almost the same
I do not know/Cannot say
42.7. Do you see any potential in selling dried fish online using platforms such as Amazon, Flipkart etc.?

Mark only one oval.
Yes
No
I do not know/Cannot say
. Are you willing to adopt solar drying of fish?
Mark only one oval.
Yes
No
Maybe
77. 43. On a scale of 1 to 5 where 1 indicates strong disagreement and 5 indicates strong agreement ( $\circlearrowleft \downarrow$ ), please state how much do you agree/disagree with the following statements regarding future of dried fish business.

| much do you agree/disagree with the following statements regarding future of dried fish business. |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| I expect the demand for <br> dried fish to increase over <br> the next five to ten years | $\square$ | Disagree | Neither agree <br> nor disagree | Agree | Strongly agree |
| I expect the price of dried | $\square$ | $\square$ | $\square$ | $\square$ | $\square$ |


| fish to increase over the next <br> five to ten years |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| I expect the availability of <br> raw fish for dried fish <br> production to increase over <br> the next five to ten years | $\square$ | $\square$ | $\square$ | $\square$ | $\square$ |
| I expect a bright future for <br> the dried fish business in the <br> next ten years or so | $\square$ | $\square$ | $\square$ | $\square$ | $\square$ |

78. 43. On a scale of 1 to 5 where 1 indicates strong disagreement and 5 indicates strong agreement please state how much do you agree/disagree with the following statements regarding threats to dried fish business.

|  | Strongly <br> disagree | Disagree | Neither agree <br> nor disagree | Agree | Strongly <br> agree |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Competition from inter-state fish buyers <br> is a threat to my dry fish business. | $\square$ | $\square$ | $\square$ | $\square$ | $\square$ |
| Competition from fishmeal factory agents <br> is a threat to my dry fish business. | $\square$ | $\square$ | $\square$ | $\square$ | $\square$ |
| Competition from fish processing <br> factories <br> (freezing plants, surimi factories) is a <br> threat to my dry fish business. | $\square$ | $\square$ | $\square$ | $\square$ | $\square$ |
| Declining fish availability is a threat to my <br> dry fish business. | $\square$ | $\square$ | $\square$ | $\square$ | $\square$ |
| Climate-related factors such as changing <br> pattern of rainfall, changing fish catch <br> seasons) is a threat to my fish drying <br> business. |  | $\square$ |  |  |  |

79. 44. Which of the following methods have you previously used to procure raw fish? Check all that apply.

Bargaining/Negotiation means bargaining with sellers, either before arriving at the landing center (through phone calls etc.), or at the landing center. A Contract means written or unwritten agreement with sellers before going for fishing; for example, may be as part of a loan repayment etc.

Auction
Bargaining/Negotiation
Contract agreement
Other:
. 45. In your experience, which buying mechanism gives you the best price for a given fish species? (Pick only one) Mark only one oval.

Auction
Bargaining/Negotiation
Contract agreement
I do not know/Cannot say
Other: $\qquad$

Fish consumption
81. 6.1. How frequently did you eat DRIED FISH in last 2 months: *

Mark only one oval.
Daily
weekly 3 to 5 times
once a week
infrequently
82. 6.2. How much quantity of DRIED FISH do you generally consume in a day (in gms)?
83. 7.1. What are the common varieties of fish that you ate in last 2 months?
84. 7.2. How frequently do you purchase fish for consumption at home?

Mark only one oval.
Daily
2-3 times a week
Once a week
1 to 3 times a month
Rarely
Never
85. 7.3. On an average, how much fish do you buy at a time? (Kg)
86. 7.4. Which are the three most preferred variety of fish you intend to buy?
87. 7.5. Where do you purchase most of your fish for home consumption from?
$\square \quad$ A nearby beach landing center
$\square \quad$ A nearby harbor landing center
$\square \quad$ A nearby fish market
Other: $\qquad$
88. 7.6. Where are these markets located? Please mention the names.
89. 7.8. Approximately what percentage of your fish is procured locally?

Dried fish production
90. Compared to previous years, how would you rate this season (2021 January to April) for fish drying in terms of the following factors? Please indicate your ratings in terms of Best/Average/Poor.
For rainfall obstruction, use a rating of Best to indicate no obstruction.

|  | Best | Average | Poor |
| :--- | :---: | :---: | :---: |
| Price paid for purchasing raw fish this season | $\square$ | $\square$ | $\square$ |
| Raw fish availability this season | $\square$ | $\square$ | $\square$ |
| Price received for dried fish this season | $\square$ | $\square$ | $\square$ |
| Obstruction to fish drying this season due to untimely <br> rainfall | $\square$ | $\square$ | $\square$ |
| Temperature this season for fish drying | $\square$ | $\square$ | $\square$ |

91. Where do you usually get/purchase raw fish from (for dried fish production)?

Mark only one oval.
A nearby beach landing center
A nearby harbor landing center
A nearby fish market
Other:
92. How much time do you usually spend to procure fish (please mention in hours)?
93. Have you observed any change in time spent in procuring fish over the years?

Mark only one oval.
It has increased
It has decreased
No change
94. How much time do you usually spend in processing (drying) fish (mention in hours)?
95. Have you observed any change in time spent in processing (drying) fish over the years?

Mark only one oval.
It has increased
It has decreased
No change
96. 10. How many baskets of dried fish would you expect to procure in a week?

Tick all that apply.
<5
5-9
10-14
15-19
20 and above
97. How far is the fish drying location from the fish landing center or the place of procuring raw fish? (in kilometers)
98. What do you usually do if you do not get the required raw fish (for dried fish production) at your usual place?

## Mark only one oval.

I will wait for some more days to get the raw fish
I will start looking for the raw material in nearby landing centers
$\square \quad$ It depends/Cannot say
Other:
99. How much rent do you pay for the fish drying and curing shed?
100. On a scale of 0 to 10 , how anxious (ఆ $ఆ$ ) are you about losing the land being used by you for fish drying/curing in the future?
Mark only one oval

101. How much total amount did you spend on labor in the PRODUCTION (fish loading, cleaning, salting, etc.) of dried fish for this batch/cycle? What wage rate did you pay?
102. How many hours per day of FAMILY LABOR did you use in dry fish production activities in this batch/cycle? How many days of labor? How many men and how many women?
Family labor used in the full cycle (from procuring raw fish to complete drying of fish)
103. How many hours per day of HIRED LABOR did you use in dry fish production activities in this batch/cycle? How many total days of labor? How many men and how many women?
Hired labor used in the full cycle (from procuring raw fish to complete drying of fish)
104. 2.1.a. Name of the most important fish for your business in the last two months (Fish Option-1). Please name only one fish species.
105. 2.1.b. Season (month) of procuring Fish option 1
106. 2.1.c. Quantity (No. of Baskets) procured during last two months of Fish Option 1
107. 2.1.d. Drying period (No. of Days) of Fish Option 1
108. 2.1.e. Whom did you buy raw fish from? Fish Option-1
109. 2.1.f. What was the buying price/cost of raw fish? Fish Option 1
110. 2.1.g. Quantity of dried fish sold: Fish Option 1
111. 2.1.h. Whom did you sell dried fish to? Fish Option-1
112. 2.1.i. At what price did you sell dried fish? Fish Option-1
113. 2.2.a. Name of the second most important fish for your business in the last two months (Fish Option-2). Please name only one fish species.
114. 2.2.b. Season (month) of procuring Fish Option-2
115. 2.2.c. Quantity (No. of Baskets) procured during last two months of Fish Option-2
116. 2.2.d. Drying period (No. of Days) of Fish Option-2
117. 2.2.e. Whom did you buy raw fish from? Fish Option-2
118. 2.2.f. What was the buying price/cost of raw fish? Fish Option-2
119. 2.2.g. Quantity of dried fish sold: Fish Option-2
120. 2.2.h. Whom did you sell dried fish to? Fish Option-2
121. 2.2.i. At what price did you sell dried fish? Fish Option-2
122. 2.3.a. Name of the third most important fish for your business in the last two months (Fish Option-3). Please name only one fish species.
123. 2.3.b. Season (month) of procuring Fish Option-3
124. 2.3.c. Quantity (No. of Baskets) procured during last two months of Fish Option-3
125. 2.3.d. Drying period (No. of Days) of Fish Option-3
126. 2.3.e. Whom did you buy raw fish from? Fish Option-3
127. 2.3.f. What was the buying price/cost of raw fish? Fish Option-3
128. 2.3.g. Quantity of dried fish sold: Fish Option-3
129. 2.3.h. Whom did you sell dried fish to? Fish Option-3
130. 2.3.i. At what price did you sell dried fish? Fish Option-3
131. 2.4.a. Name of the fourth most important fish for your business in the last two months (Fish Option-4). Please name only one fish species.
132. 2.4.b. Season (month) of procuring Fish Option-4
133. 2.4.c. Quantity (No. of Baskets) procured during last two months of Fish Option-4
134. 2.4.d. Drying period (No. of Days) of Fish Option-4
135. 2.4.e. Whom did you buy raw fish from? Fish Option-4
136. 2.4.f. What was the buying price/cost of raw fish? Fish Option-4
137. 2.4.g. Quantity of dried fish sold: Fish Option-4
138. 2.4.h. Whom did you sell dried fish to? Fish Option-4
139. 2.4.i. At what price did you sell dried fish? Fish Option-4
140. 2.5.a. Name of the fifth most important fish for your business in the last two months (Fish Option-4). Please name only one fish species.
141. 2.5.b. Season (month) of procuring Fish Option-5.
142. 2.5.c. Quantity (No. of Baskets) procured during last two months of Fish Option-5.
143. 2.5.d. Drying period (No. of Days) of Fish Option-5.
144. 2.5.e. Whom did you buy raw fish from? Fish Option-5.
145. 2.5.f. What was the buying price/cost of raw fish? Fish Option-5.
146. 2.5.g. Quantity of dried fish sold: Fish Option-5.
147. 2.5.h. Whom did you sell dried fish to? Fish Option-5
148. 2.5.i. At what price did you sell dried fish? Fish Option-5
149. 2.6.a. Name of the fourth most important fish for your business in the last two months (Fish Option-6). Please name only one fish species.
150. 2.6.b. Season (month) of procuring Fish Option-6
151. 2.6.c. Quantity (No. of Baskets) procured during last two months of Fish Option-6
152. 2.6.d. Drying period (No. of Days) of Fish Option-6.
153. 2.6.e. Whom did you buy raw fish from? Fish Option-6
154. 2.6.f. What was the buying price/cost of raw fish? Fish Option-6.
155. 2.6.g. Quantity of dried fish sold: Fish Option-6.
156. 2.6.h. Whom did you sell dried fish to? Fish Option-6
157. 2.6.i. At what price did you sell dried fish? Fish Option-6.
158. 8.1.a. How much loss did you suffer in dried fish business due to unexpected rain? mention quantity (in kg )
159. 8.1.b. How much loss did you suffer in dried fish business due to unexpected rain? mention monetary damage (in Rupees)
160. 8.2.a. How much loss did you suffer in dried fish business due to lack of supplies of inputs? mention quantity (in kg )
161. 8.2.b. How much loss did you suffer in dried fish business due to lack of supplies of inputs? mention monetary loss (in Rupees)
162. 8.3.a. How much loss did you suffer in dried fish business due to storage and transportation loss? mention quantity (in kg )
163. 8.3.b. How much loss did you suffer in dried fish business due to storage and transportation loss? mention monetary loss (in Rupees)
164. 8.4.a. How much loss did you suffer in dried fish business due to Loss of fishing /production ? mention quantity.
165. 8.4.b. How much loss did you suffer in dried fish business due to Loss of fishing /production ? mention monetary loss.
166. 8.5.a. How much loss did you suffer in dried fish business due to any other reason? (in Kgs)
167. 8.5.b. How much loss did you suffer in dried fish business due to any other reason? (in Rupees)

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