**Fish Trade-African corridor research questionnaire**

Code:

Name of Enumerator:

Date of interview:

Checked by:

Dear correspondent (Ethics statement),

I/We am/are doing a survey on fish value chains under the Africa Fish Trade Program. . The data we collect will be only used for research purposes and will help come up with policy recommendations to improve benefits from fish trade in the country, region and Africa as a whole. We hope that you will be free to provide me/us with true and accurate data and information. Please feel free to ask any questions or raise any issues you might have. You can terminate this interview at any point should you wish so. I/We hope that I/we can come back to give the results of these surveys to your group, both for your information and your further inputs. Thank you for your participation.

**Section 1: Interviewee details** (you do not have to give me/us your name if you wish to remain anonymous)

Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Sex (M/F) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Marital status\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Household head?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Household size\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Highest Education\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

VC actor level/position (E.g. fisher, trader, etc.) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Who controls the business? (Men/Women**) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Section 2: Demographics**

1. Country \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. Region/province \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. Extension Planning Area (if applicable) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
4. Traditional authority/chieftainship (if applicable) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
5. Village (if applicable) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
6. Water body (if applicable)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Instruction to interviewer:** Please clearly define and explain the terms to the interviewee for which you are collecting data. Thatis; ‘Capital costs’, ‘operational costs’ and ‘revenue’ before undertaking the interview on each.

**Section 3. Capital Costs1 3**

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| **Item** | **Quantity** | **Year & month of purchase** | **Expected lifespan (years)** | **Cost (at time of purchase)** | | **Source of capital** | | | |
| **Local currency** | **US $ equivalent** | **Government** | **Private sector (E.g. bank)** | **Self (E.g. savings)** | **Other (mention)** |
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| **Total** |  |  |  |  |  |  |  |  |  |

1**Capital costs** are fixed, one-off expenses incurred to purchase equipment required to bring a project to commercially operational status.

3.1 Who determines the price of capital inputs? (E.g. fixed by government, free market, etc.) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3.2 What are the main problems you encounter around the issue of capital investment? (E.g. lack of credit, cost of equipment, import duties, availability of equipment, etc.)

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**Section 4. Operational/ Variable costs2**

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| **Item e.g Fingerlings, casual labour** | **Source** | **Cost for current transaction (business cycle)** | | **Cost for last transaction (business cycle)** | | **Cost per month** | | **Length of time** |
|  |  | **Local currency** | **US $ equivalent** | **Local currency** | **US $ equivalent** | **Local currency** | **US $ equivalent** |  |
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| **Total** |  |  |  |  |  |  |  |  |

2**Operational costs** are the day-to-day expenses required to run a business

**Notes**

* For fishers, table could be adapted to add a column on length of fishing time for current/last fishing trip/cycle
* For Fish farmers, table could be adapted to add a column on length of time for current/last production cycle
* For Traders/processors, table could be adapted to include length of time it took to gather enough fish to take to the market, length of time for transportation of consignment, and length of time to sell consignment for current/last transaction/cycle.
* For Retailers, table could be adapted to add a column record length of time it took to sell current/last consignment

4.1 Who determines the price of operational inputs? (E.g. fixed by government, free market, etc.)

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4.2 What are the main problems you encounter around the issue of operational costs? (e.g. for fishers it could be variability in fuel price, for traders it be accommodation while waiting for fish, for retailers it could cost of storage, etc.)

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**5.0 Revenue3** (for all chain actors at different nodes)

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| **Revenue Stream (Fish type)** | **Source** | **Price/Unit (Kg, pails or Buckets)** | | **Revenue from current transaction (business cycle)** | | **Revenue from last transaction (business cycle)** | | **Number of months in operation (Specify below)** | **Total revenue for**  **month** |
| **Buying** | **Selling** | **Volume** | **Value** | **Volume** | **Value** |
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3 **Revenue** is the total amount of money a business receives from conducting business. Revenue is the ‘gross income’ from which costs (operational and Capital equipment depreciation) are subtracted to determine net income (profit).

5.1 Which months are you in operation? Please tick on the month in operation?

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| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 |

5.2 Who is the main purchaser?

5.3 Where do you usually source your fish (Main Suppliers)?

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5.4 Where do you usually sell your fish to (Main Buyers)?

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5.5 How is fish price determined (fixed, negotiated, controlled be some VC actors, etc.) a. demand and supply b. buyer c. government d. supplier e. Others

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5.6 If controlled by some VC actors, who are these and how do they do this? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

5.7 Are there any problems around the issue of revenue from your business that you encounter? (E.g. lack of banks and thus dangers of being robbed, variability in selling price, lack of savings culture, etc.)

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**Section 6. Production and marketing**

6.1 Production and marketing

6.1.1 The farming species:

**Section 7. Management and plan**

7.1 Do you have balance sheet or annual report? a. Yes b. No

7.1.1 If yes, can you provide us a copy of your annual report or balance sheet?

7.1.2 If no, what kind of data do you usually record?- (E.g Maize bran, bags used, cost and frequency of recording)

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| --- | --- | --- | --- |
| Type of Data | Unit | Currency (Local or USD) | Frequency of recording |
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7.2 Do you get any technical advice?

a. Yes b. No

7.3 If Yes, what is the source of the technical advice?

a. dissemination station b. companies c. association d. college or research institute e. learn by yourself f. through the internet g. learn from other hatcheries h. Other, specify \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

7.3 What aspect do you wish to be improved in the next 5 years? (Multiple choice)

a. Introduce new formula

b. More technology support

c. Government policy support

d. Management mode

e. Diversity market channel

f. Introduce new species

g.Other, specify \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

7.4 Are there any other problems/issues you encounter in your business operations, what suggestions do you have for resolving these?

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| **Problems/issues** | **Suggested possible solutions** |
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**THANK YOU FOR YOUR TIME**

Name of the correspondent: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Contact information: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Duration of answering the questionnaire: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

This is the end of the questionnaire. Thank you for your time and wish you a very nice day.