



## **Covid-19 Effects on Artisanal Fisheries and Seafood Vendors at Local Fish Markets in Chile**

## Chile, September 23, 2020

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## Background

In March 2020 Chile entered phase 4 of COVID-19, which refers to the existence of viral circulation and community spread of the disease. Since then, a series of measures have been implemented such as physical distancing, border closures, school or university closures, curfews, quarantines, and others. As of September 17, 2020, according to the Chilean government<sup>1</sup>, the number of people infected reached 441,150, with a total of 12,142 deaths. This ranks Chile in sixth position in South America<sup>2</sup> after Brazil, Peru, Colombia, Mexico and Argentina in terms of total cases and deaths, and fourth in terms of deaths per million inhabitants in the region after Peru, Bolivia and Ecuador<sup>3</sup>.

According to the FAO<sup>4</sup>, the fishing sector has been affected by changes in consumer demand, market access, and logistical problems related to transportation and border restrictions. Similarly, the FAO indicates that COVID-19 impacts will have a detrimental effect on the livelihoods of fishers, as well as on the food security of populations that are highly dependent on seafood.

To better understand the different impacts of the pandemic on sectors linked to small-scale fishing and the commercialization of products, the organization Comunidad y Biodiversidad A. C. (COBI)<sup>5</sup> in Mexico, produced a series of reports to learn about the economic and social impacts of the pandemic on fishing organizations in the country. Adding to this body of knowledge for Latin American impacts of COVID on fisheries, consultants from the Federación Interregional de Pescadores Artesanales del Sur (FIPASUR) and the organization Future of Fish joined forces to conduct a survey among participants in the artisanal fishing sector in multiple regions of Chile. This work also included a poll of fish vendors in the Metropolitan Region, who are major participants in the marketing of fresh products from the small artisanal sector in Chile<sup>6</sup>.

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<sup>1</sup> <https://www.gob.cl/coronavirus/cifrasoficiales/>

<sup>2</sup> <https://paho-covid19-response-who.hub.arcgis.com/>

<sup>3</sup> <https://datosmacro.expansion.com/otros/coronavirus>

<sup>4</sup> FAO 2020. How is COVID-19 affecting the fisheries and aquaculture food systems

<sup>5</sup> COBI. 2020. Mexican fishing communities' resilience COVID-19. Social and economic impacts.

<sup>6</sup> Technical Cooperation Programme of the FAO – ODEPA – ASOF TCP CHI/3303, 2013

## Methodological considerations

A total of 183 surveys were conducted in nine regions of Chile. The study began with 63 telephone surveys of fishermen and fisherwomen in the Los Rios region, which were conducted between July 13 and August 3, 2020 by FIPASUR collaborators. Subsequently, between August 10 and September 10, 96 additional surveys were conducted through telephone calls and the Google Form system with fishermen and fisherwomen distributed using WhatsApp messaging in the regions of Coquimbo, Valparaiso, Maule, BioBio, La Araucanía, Los Lagos and Aysén. Similarly, 23 fish vendors from the Metropolitan region and one from Maule participated by telephone and Google Form. Networking with people from the ten organizations<sup>7</sup> linked to the fishing sector was essential for distributing the survey, which enabled significant reach in terms of responses at a time when fieldwork is strongly limited by pandemic health restrictions.

### Collaborators

Natalia Rojas (Independent Consultant ), Fernando Goyeneche (Independent Consultant), Iván Greco (Future of Fish), and Claudio Barrientos (FIPASUR / Future of Fish) designed and distributed the telephone and Google Form surveys.

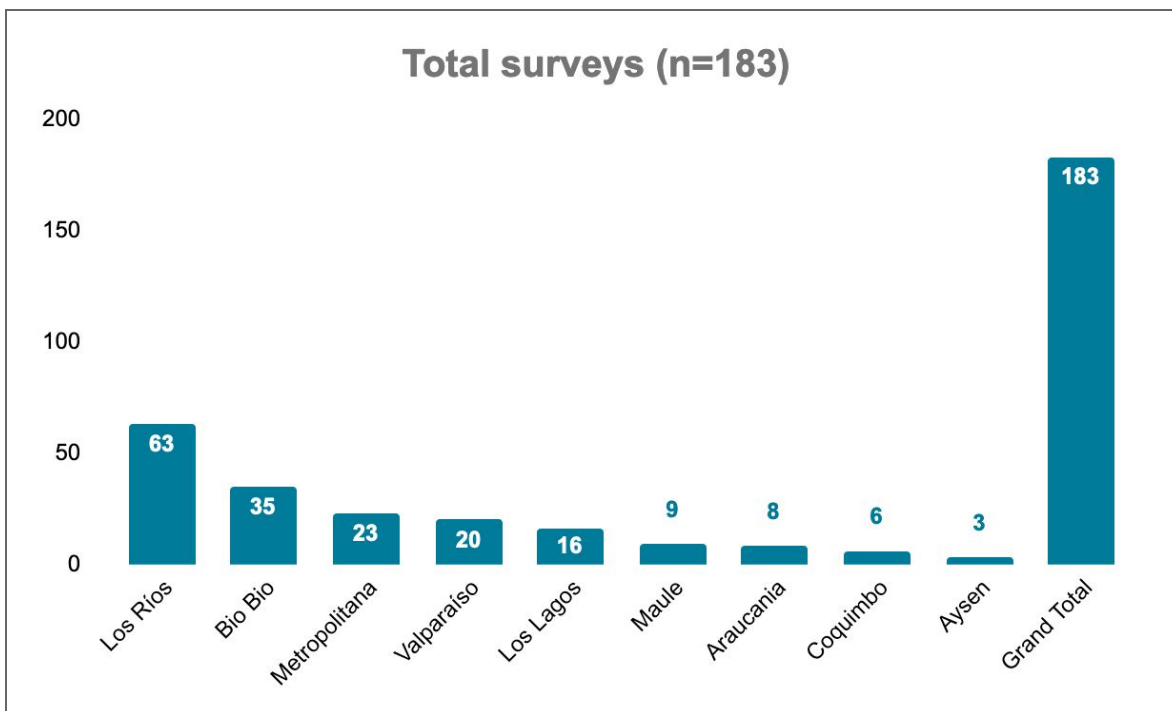
## Results

### General: distribution, age and gender representation

The 183 surveys were conducted in 9 regions and 32 municipalities in Chile, distributed from the Coquimbo region in the central north to the Aysén region in the south. The people who responded pertain to groups of traditional fishermen, fisherwomen, seafood divers, shore collectors and vendors.

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<sup>7</sup> Whatsapp survey distribution was aided by: Meyling Tang (Fundación Cocinamar); Rolando Labraña (Centro de Pesca Sustentable), Andrés Marín (Universidad de Los Lagos); Mario Montecinos (Indespa Araucanía); Francisco Santibáñez (Municipality of Maullin); Pablo Santibáñez (Municipality of Puerto Saavedra); Juan Farías (Independent Consultant); Armando Rosson (Bitecma).



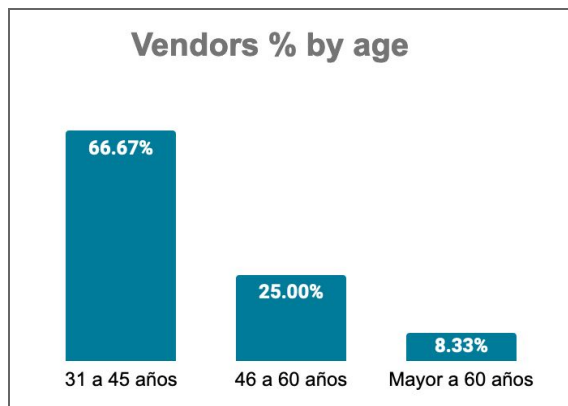
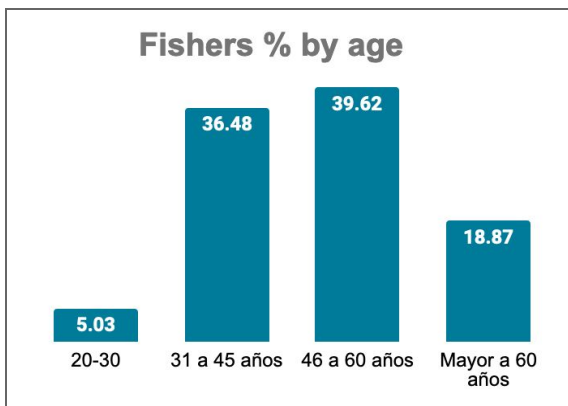
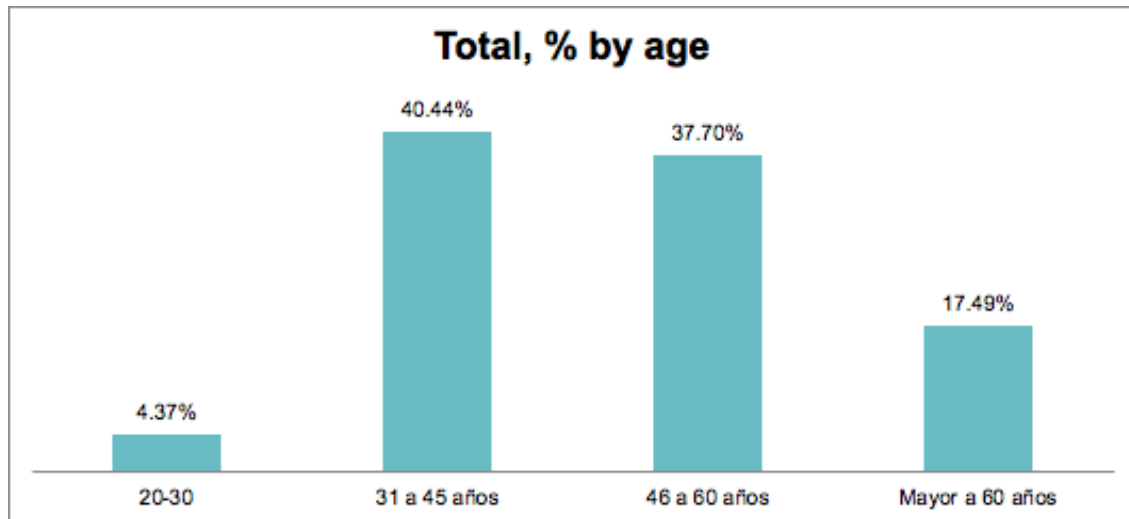
**Figure 1:** Total number of completed surveys by region

**Table 1:** Survey Coverage. Detail of municipalities by participants' regions

Region	Municipality
Coquimbo	Coquimbo, La Higuera
Valparaíso	San Antonio, Valparaíso, Concón,
Metropolitana	Macul, Maipú, Ñuñoa, Peñaflor, Pudahuel, Puente Alto, Santiago, La Florida
Maule	Pelluhue, Talca and Licanten
Biobío	Penco, San Vicente, Tomé, Arauco, Lebu
Araucanía	Puerto Saavedra
Los Ríos	San José de la Mariquina, Valdivia, Corral
Los Lagos	Puerto Montt, San Juan de la Costa, Ancud, Hualaihue, Los Muermos
Aysén	Aysén, Cisnes

The age range in the overall sample with the highest concentration is from 31 to 45 years, coming in at 40% of the total. In the artisanal fishing sector, the average age of

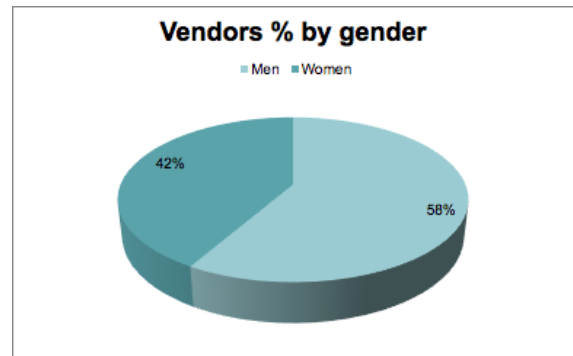
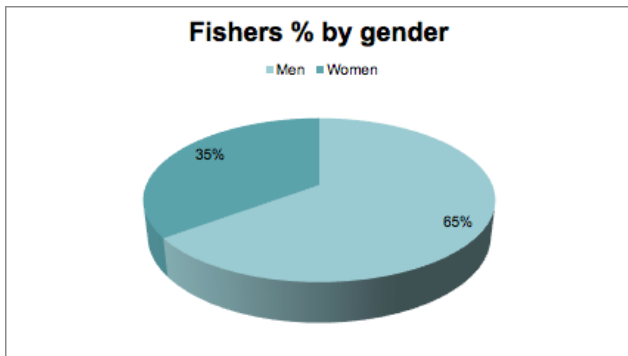
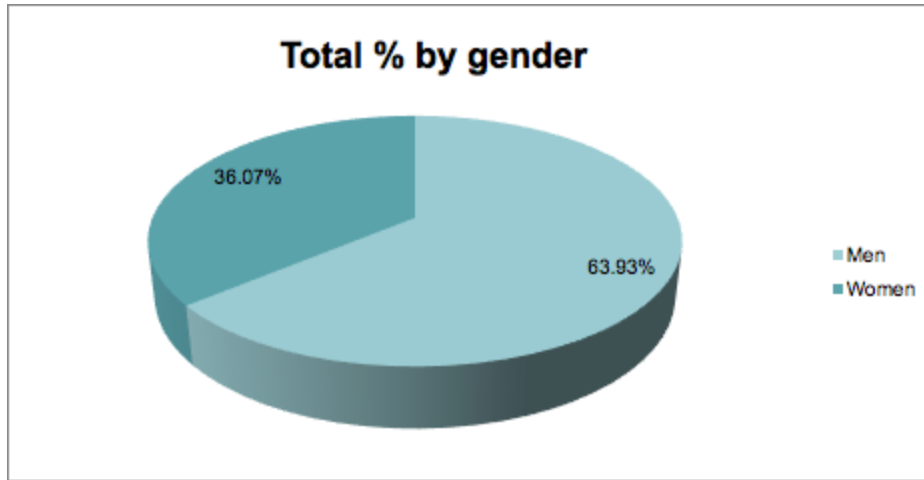
participants was mainly concentrated in the 46 to 60 year range (39%). The largest number of surveys for vendors is from 31 to 45 years of age (67%).



**Figures 2, 3 and 4:** Age range of respondents by sector

When looking at gender, two-thirds (64%) of the respondents were males, and one-third were females (36%). However, within the vendor category, the proportion of males and females is more evenly split (58% males, 42% females). These proportions of men and women within the vendor group are similar to industry figures at the national level; this is in contrast to the Metropolitan region and regions outside metro

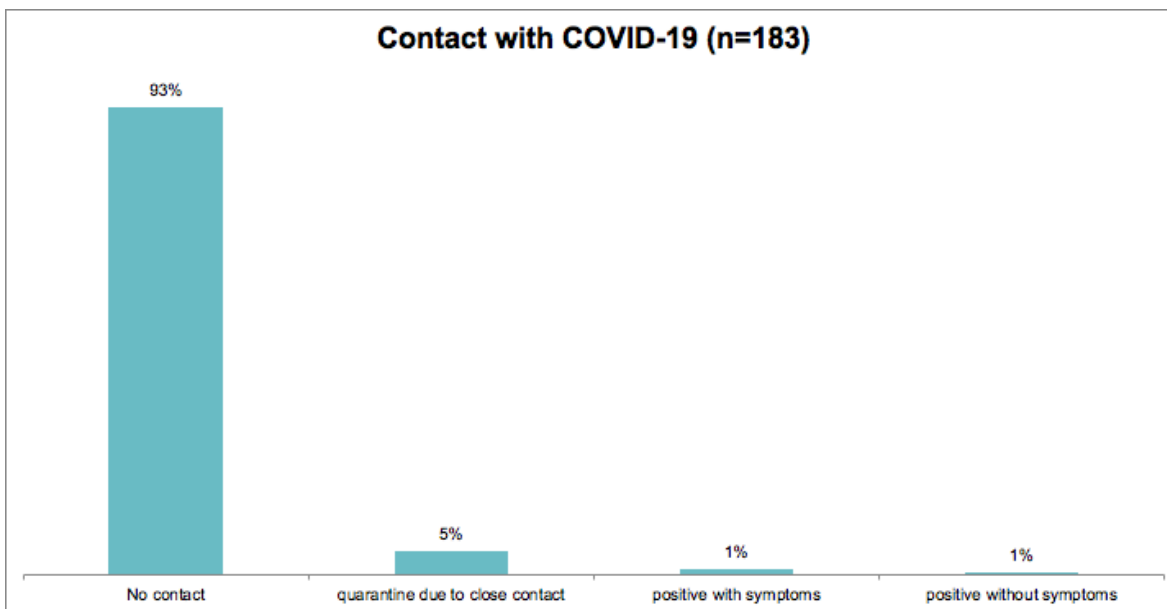
area where women are in the majority ( Metropolitan region 53% and outside metro area 61% )<sup>8</sup>.



**Figures 5, 6 and 7:** Surveys by gender, by sector

In terms of exposure, nine people surveyed had direct contact with infected persons and had to be quarantined. Three people contracted the virus. Of these, one person became infected and had no symptoms and two people had symptoms and had recovered by the time the survey was conducted. The remaining 93% of the participants indicated that they had not been infected or had no knowledge of direct exposure to the virus.

<sup>8</sup> Catastro ferias libres, SERCOTEC, 2016 [Open air market registry]



**Figure 8:** Contact with COVID-19

## COVID-19 effects on economic activity and income

The main impact on the activity<sup>9</sup> of artisanal fishermen and fisherwomen was the decreased presence of intermediate buyers on the coast, an impact that occurred in 71% of responses. The next most significant impact is a reduction in working days due to cove closures and/or as a precaution against the spread of infection (44%). A drop in seaside sale prices was noted in nearly a third (29%) of the cases. We believe this impact may be a response to a generalized drop in demand, since the drop in product supply does not seem to have been able to completely account for the drop in seaside prices. Fishing for other non-traditional resources (6.3%) was another one of the changes noted by respondents. Less than 3% of respondents from the fishing sector stated they had no change in activity.

One hundred percent of vendors surveyed say their activity has been impacted. Seventy-five percent of the respondents say the most significant effect was markets being shut down as a result of confinement and social isolation measures imposed by authorities and/or voluntarily adopted by the leadership of different organizations. As with the fishing sector, the reduced number of customers (when the market was

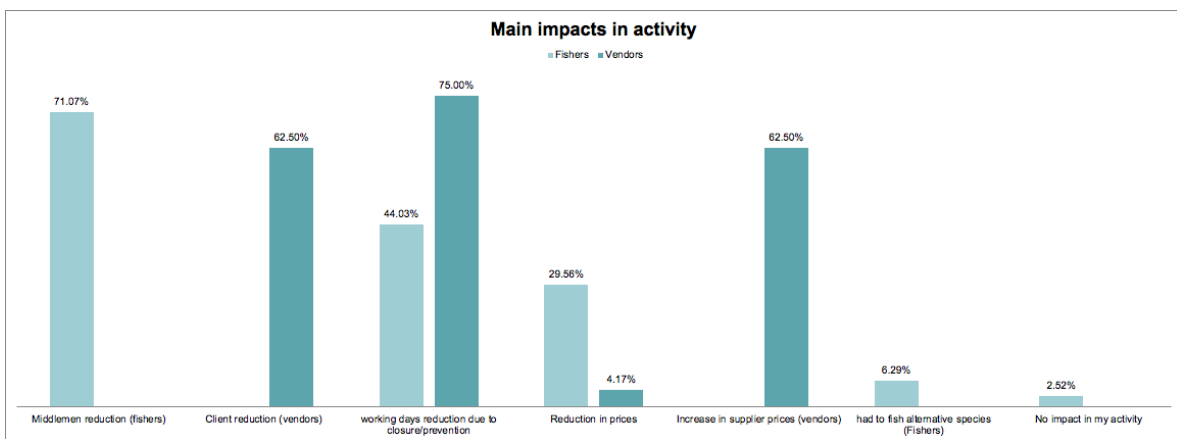
<sup>9</sup> Note that participants were permitted to choose more than one response as long as the respondent had indeed experienced multiple effects.



open) was a significant negative effect identified (62.5%). This effect was noted to be as important as the increase in the prices of the supplied products.

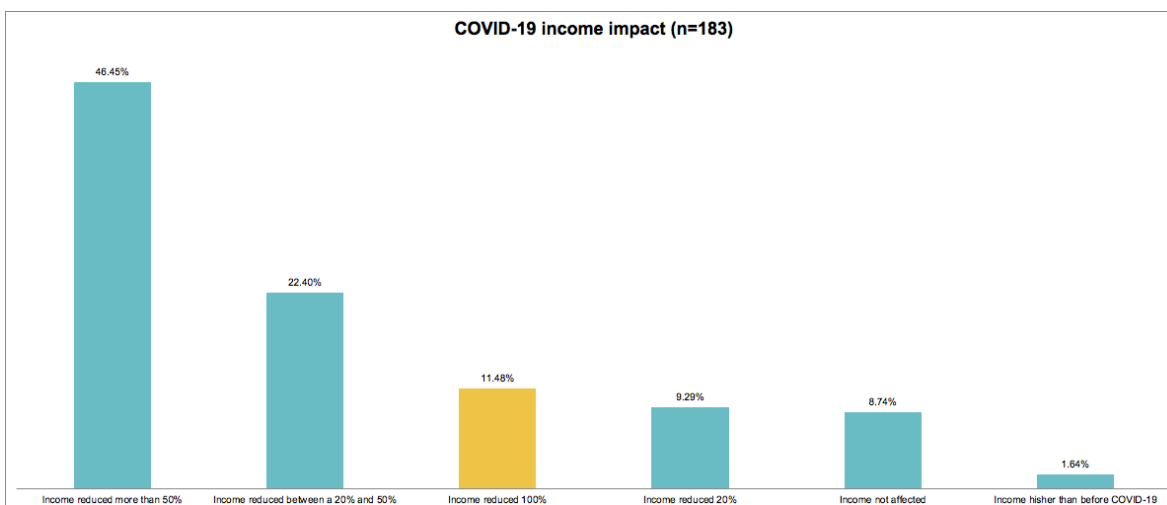
Considering that the fishers state they had a drop in prices, and the vendors claim they had an increase in price of their own supplies, then another effect of COVID is potentially greater concentration of value—at least in unit values—for those who control the marketing channels (i.e. the middlemen).

Finally, 8.3% of the responses indicate that supply problems (mostly logistic) were identified and 4% consider that the sales prices of some of their products fell.



**Figure 9:** Effect on economic activity

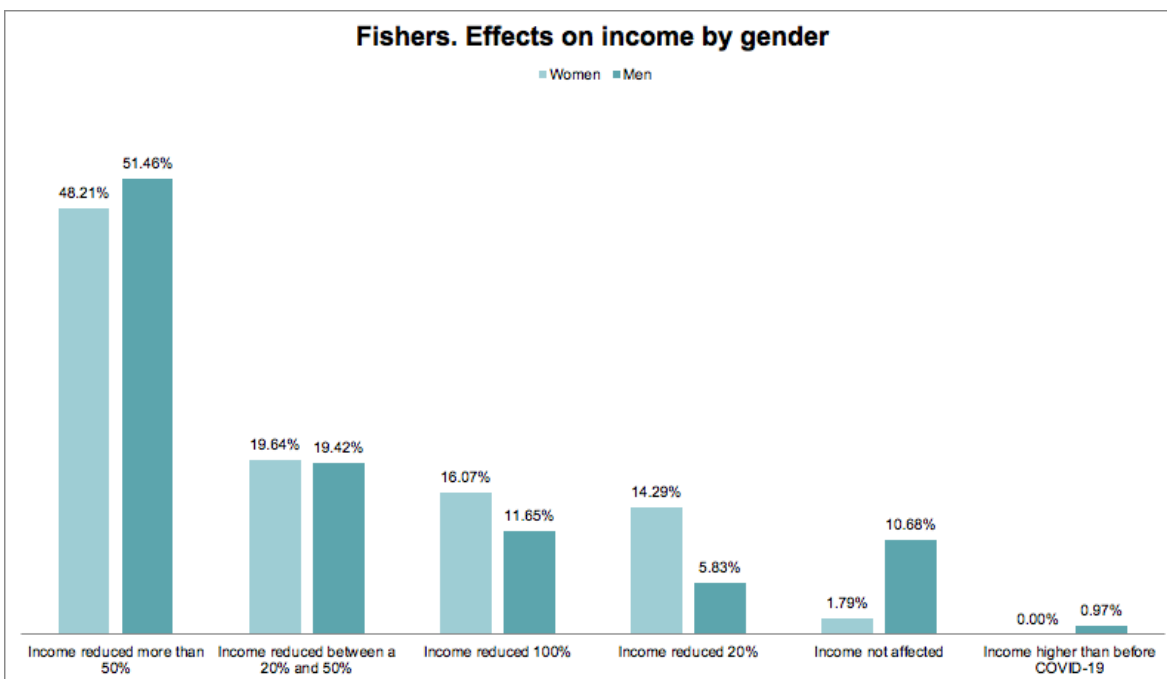
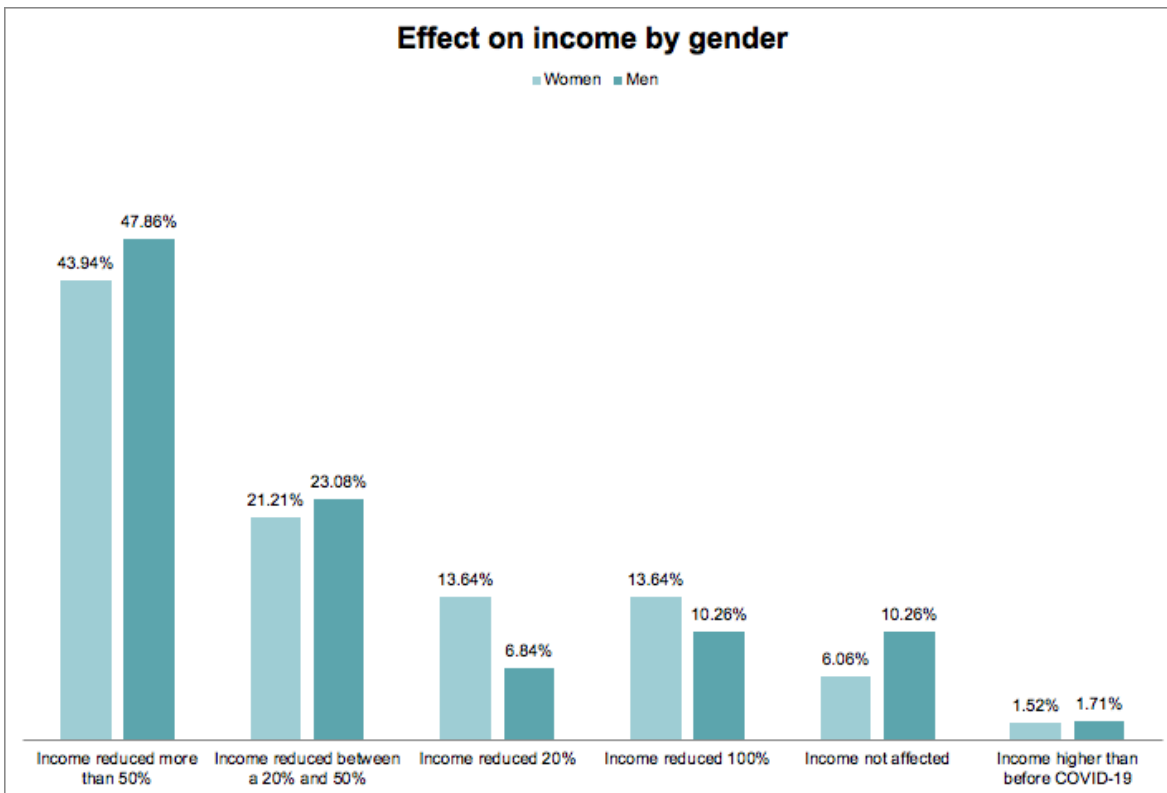
The correlation of these disruptions in activity is seen in the fact that 89.6% of respondents indicated that their income levels were reduced. Forty-six percent indicated that their income was reduced to less than half of a "normal" year in the same period, and 11.5% indicated that they had not generated any income since March. Only 10.4% of respondents reported no reduction in income, and less than 2% reported an improvement from their pre-pandemic status.



**Figure 10:** Effect on income

In terms of gender-disaggregated income for the entire sample (fishers and vendors), 13.6% of women noted they did not receive income from their activity at all during the pandemic period, compared to 10.3% of men.<sup>10</sup> The differences between male and female appear more pronounced in the fishing sector, where women's share of income is relatively lower than that of men. The responses obtained indicate that 98.21% of women state that their income from the activity was affected in some way versus 89.3% of men, while in 16% of cases, women saw their income completely interrupted versus 10.3% of their male colleagues.

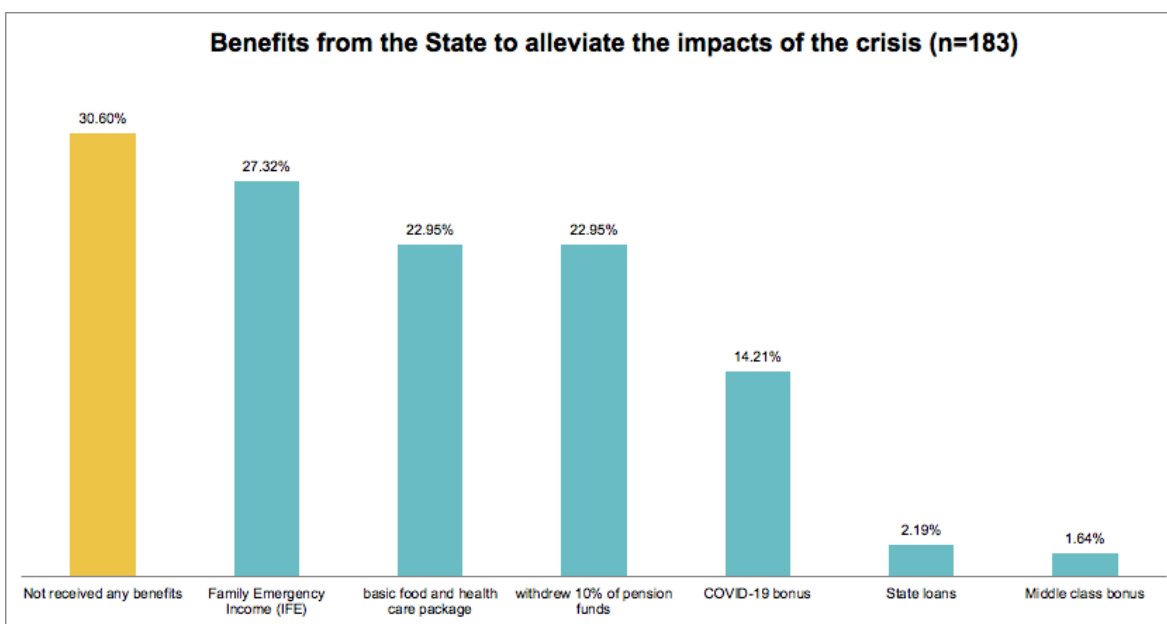
<sup>10</sup> Godoy, C. 2014. "El papel de la mujer en el sector de la pesca artesanal y la acuicultura de menor tamaño en la Región de los Lagos y Biobío"; Specialist consultancy on fishing and aquaculture with a gender focus. FAO Chile.



**Figures 11 and 12:** Effect on total income and the fishing sector

## State assistance in dealing with the crisis

Of all survey participants, nearly one-third (30.6%) said they had not received any benefits from the State to alleviate the impacts of the crisis. Of the people who report having received benefits<sup>11</sup>, 27% say they received the Family Emergency Income (IFE)<sup>12</sup>, and 23% of the people report having received a basic food and health care package<sup>13</sup>, which is the same figure for those who withdrew the permitted 10% of their pension funds<sup>14</sup>. The COVID-19<sup>15</sup> bonus was received by 14% of those surveyed.



**Figure 13:** State benefits

<sup>11</sup> Due to the fact that survey participants could have received one, two or more benefits from the State, the percentages may sum to more than one hundred.

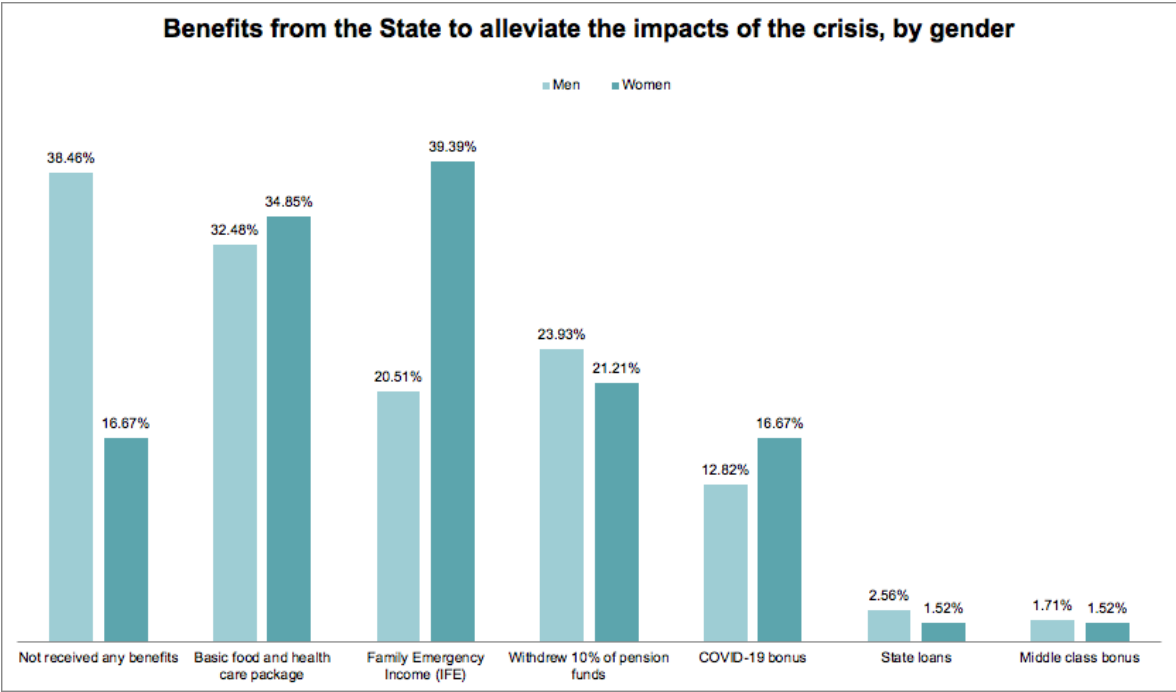
<sup>12</sup> IFE is a form of economic aid that was sent to those who earn insufficient formal and informal income, which were reduced due to their inability to work during the emergency period.

<sup>13</sup> The second food box delivered by the state included the following items: flour, sugar, pasta, noodles, tea, vegetable oil, tomato sauce, lentils, instant soup, powdered milk, tinned fruit, instant potatoes, cereal, liquid soap, detergent, sanitary napkins and condoms. The value of the boxed products is approximately CLP 30,000.

<sup>14</sup> As of July 30<sup>th</sup> 2020 Law 21.248 approved the withdrawal of 10% of AFP pension funds. This was a one-time withdrawal from individual capitalization accounts of mandatory contributions.

<sup>15</sup> The COVID-19 emergency bonus comes to CLP 50,000 per family provided once.

A breakdown by gender shows that a higher proportion of men (38.5%) have not received any State assistance in these times of economic difficulties resulting from the pandemic, compared to 16.7% of women who say they have not received any kind of State assistance. Women are the predominant recipients of IFE at 39.4% compared to 20.5% of men.



**Figure 14:** State benefits by gender

### Alternatives to address the crisis

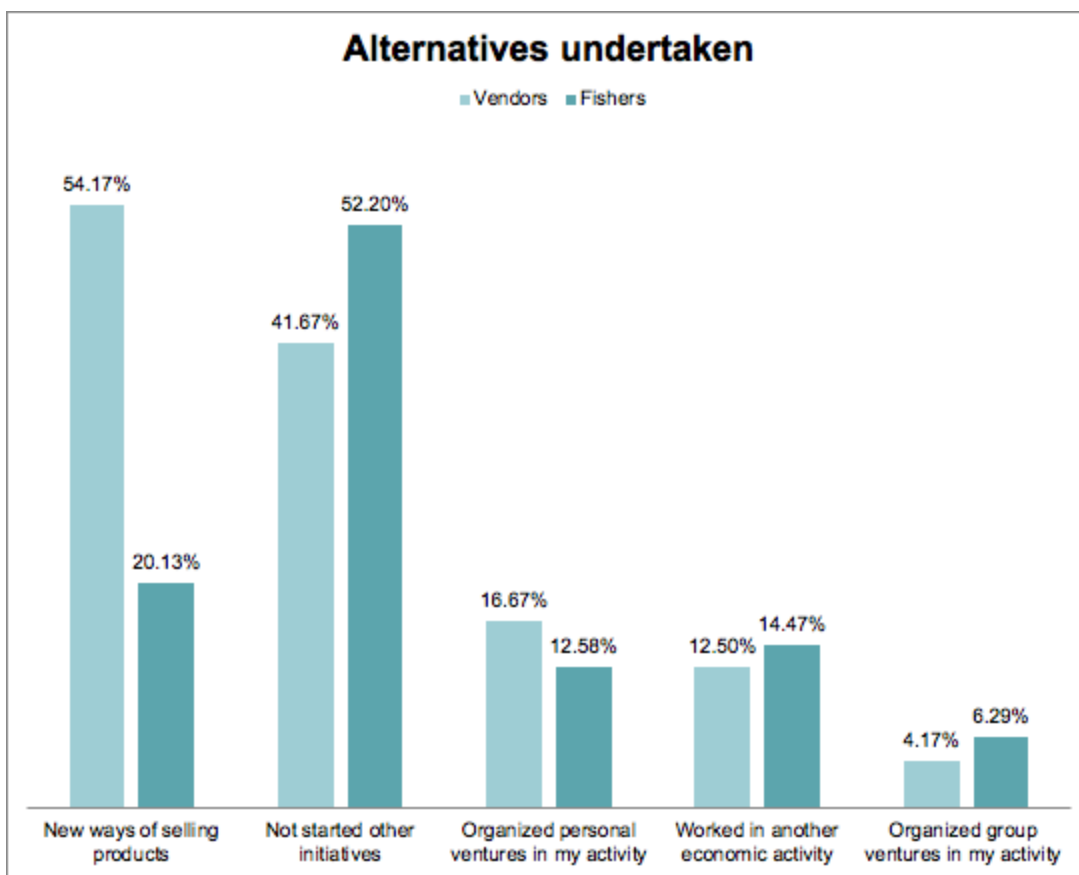
A significant number of survey respondents have created new business ventures and/or initiatives outside of their usual fishing or open air markets activities, which may have partially mitigated the decline in income resulting from the pandemic. However, there are differences in strategies between the two sectors, though diversification of sales models is a common theme.

Diversification of sales models occurred among about half (54%) of open-air market vendors surveyed. Two examples of diversification include using WhatsApp to make sales or selling door-to-door. Market vendors use these options to sustain income

more frequently, where 41.7% say they have not started any other initiatives compared to 52% in the fishing sector.

In the fishing sector, 20% diversified the way they sold their products. For the fishers who participated in this study, diversification initiatives mainly include new ways of processing fish and seafood in frozen, smoked, and canned formats. The main resources mentioned as being used in the new alternatives include hake, reineta (*Brama australis*), octopus, Chilean silverside, crab and the bivalve *Tagelus dombeii*, depending on the region consulted. Door-to-door fish vending, direct product delivery, and delivering prepared food to people's homes were the new distribution methods named by both sectors (fishers and vendors). Another 11% (of both groups) said they had organized personal ventures, which may include the diversification of sales types mentioned above, and 5% did so as a group. Lastly, 14% indicated that they began pursuing economic activity different from that of fishing.

Little variability is shown when differentiating by gender on the type of activities undertaken, as shown in Table 2. Among those initiatives carried out only by women include making facemasks, sewing work, delivery of home cooking, and raising chickens. These paid activities can be associated with knowledge linked to the historical role of women in domestic care tasks. Among the men, we see only carpentry, firewood sales and freight service as alternative income streams.



**Figure 15:** Alternatives undertaken to alleviate the effects of the crisis

**Table 2:** Specific enterprises named by gender

Men	Women
Sale of filleted fish	Sale of filleted fish
Frozen products	Canned products
Filleting, processing and sale	Empanadas (turnovers) sales
Canned products	Selling empanadas (turnovers) with home delivery
Smoked products	Home delivery of seafood products
Process plant construction	Hospitality
Home delivery of seafood products	Sewing
Telephone sales and on-site pick-up	Making and selling facemasks
Door-to-door fish sales	Selling various items
Direct sales without intermediaries	Selling things online
Sport fishing	Sushi sales

Freight service	
Carpentry	
Sale of firewood	

## Solidarity initiatives

Solidarity initiatives are efforts by individuals to support their communities. They may take different forms, and in Chile, solidarity initiatives often include shared or pots / communal food kitchens.

For the entire assessed sample, the survey respondents' behavior shows no major differences when segmented by sector or gender when asked about whether they had participated in any solidarity initiatives during the period<sup>16</sup>. More than half of all respondents noted they participated in one or more initiatives during the pandemic. Over one quarter (26% of all respondents) listed participation in shared pots, contributing with work or donating products.

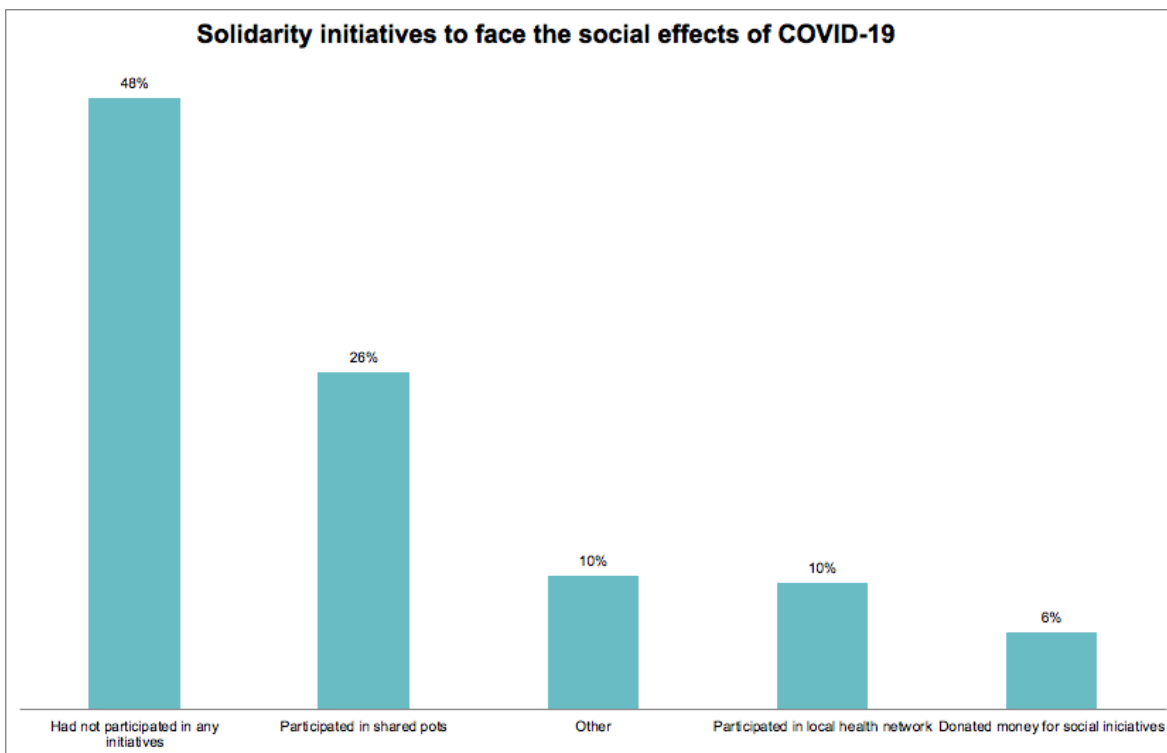
Less than half of the responses (48%) indicated that they had not participated in any initiatives. The main initiative they did name was that of participating in shared pots<sup>17</sup>, contributing with work or donating products (26%).

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<sup>16</sup> They were asked to prioritize a single activity when answering this question.

<sup>17</sup> The *ollas comunes* or shared pots are collective initiatives that function as a communal network to feed people who do not have safe and consistent access to this basic human right. The *ollas* are set up in neighborhoods, towns and communities throughout Chile.



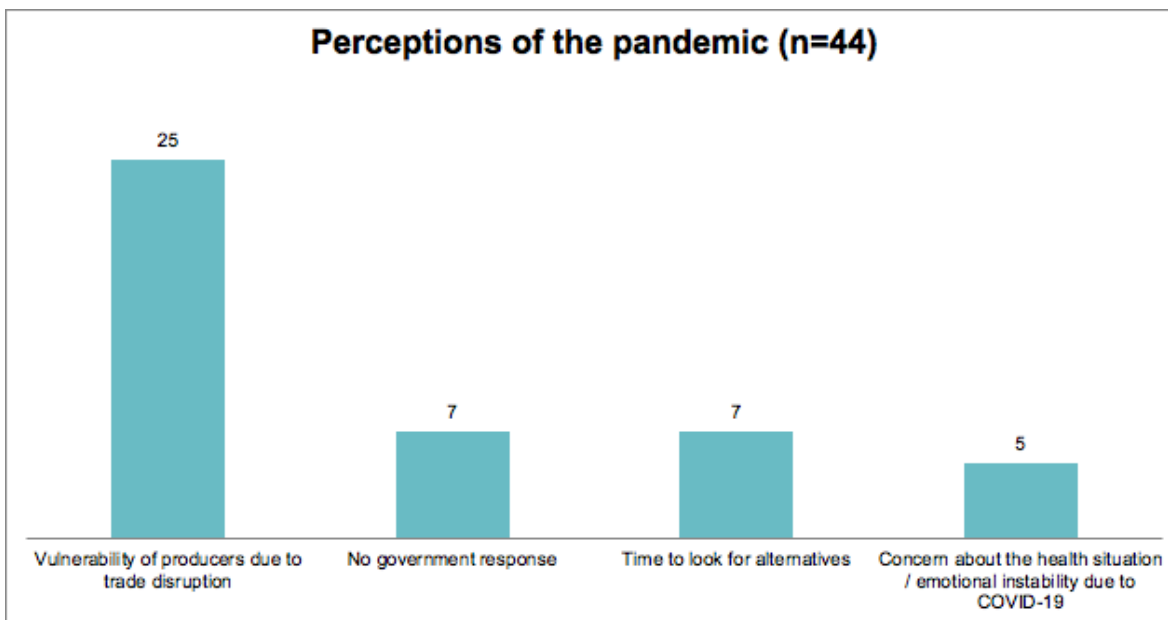


**Figure 16:** Solidarity initiatives to face the social effects of the crisis

## Participants' Perceptions

In response to an optional open-ended question about perceptions of this pandemic, a number of comments were received, which are presented as an annex to this document. These comments were grouped into 4 different categories, according to the issue or idea that we interpreted to best represent the response. The categories include:

- No government response
- Vulnerability of producers due to trade disruption
- Time to look for alternatives
- Concern about the health situation / emotional instability due to COVID-19



**Figure 17:** Perception of the present moment

A total of 44 respondents answered the optional question. Out of this pool of participants, over half (57%) voiced concern about being in a weakened position as producers or small traders in the face of partial or total interruption of supply chains and the respective drop in income (57%). Several responses addressed the lack of support from the State at this time (16%). Concern about possible contagion, a family member with the disease or the emotional stress of going through this period was noted by 11% of people. Lastly, this period of pandemic is viewed as an opportunity to start new activities/initiatives/businesses by 11% of respondents.

## Main findings and conclusions

- The main effects of COVID-19 for both artisanal fishers and market vendors is a decrease in sales. For the fishing sector, this is reflected in fewer middlemen added to the fall or decline in sales prices, and for vendors it meant fewer customers at Open markets. In both sectors, fewer days worked were observed due to fear of exposure to the virus. A high impact on supply chain disruption is perceived for both sectors.
- Nearly half of respondents (46%) indicated that their revenues were less than half of a normal year for the period since the beginning of the pandemic in the country (mid-March) with 11.5% indicating that they had not generated any

revenues from March to date. Differentiating by gender and mainly in the fishing sector, 98% of women surveyed stated that their income from fishing was reduced in some way versus 89.3% of men, while in 16% of cases, women saw their income completely interrupted versus 10.3% of men.

- Almost one-third (30.6%) of respondents indicated that they had not received any benefits or assistance from the State. Disaggregated by gender, 38.5% of men declare not to have received benefits while this percentage is reduced to 16.7% in the case of women, mostly due to support from IFE.
- Of those who have received benefits from the State, 27.3% declare that they received the IFE or Emergency Family Income and 23% received a basic food and health care box. The gender breakdown of the sample indicates that women who received the IFE were almost 40% of those surveyed versus 20.5% of the male participants, which indicates a potentially different level of vulnerability between women and men to the pandemic emergency situation.
- Twenty-three percent of those who participated said they had withdrawn 10% of their AFPs (Pension Fund Administrators).
- Approximately half of those who participated tried to supplement their income with diversification / entrepreneurship / innovation alternatives, noting differences in strategies between the fishing sector and the vendors sector. For fishing sector, 20% diversified in the way they sold their products in order to handle the crisis and 14% indicated that they began to pursue an activity different from fishing. In comparison, more than half of vendors (54%) diversified their sales strategy and 12.5% stated that they had worked in another activity.
- Both men and women noted diversification of income streams. For women, these seem associated with knowledge linked to a historical role of women in domestic care tasks (e.g. sewing, cooking). Both sectors (fishers and vendors) innovated in terms of fish processing and adding value to sea resources.
- Over 50% of respondents state that they had participated in a solidarity initiative during the pandemic with contributing work or products to community kitchens being the most significant at 26% of responses.

- Nine people participating in the survey were quarantined for confirmed close contact; three people were confirmed COVID-19 positive, two of whom presented symptoms.

In conclusion, the major impact of income reduction that was furthered by insufficient State support in the view of participants shows the precarious situation that artisanal fishers and vendors find themselves in, which was worsened and made visible by the pandemic. Following the recommendations of the FAO<sup>18</sup>, this scenario should be addressed carefully by regional and national authorities, since those who participate in the supply chains of seafood products have a fundamental role to play in the food security and sovereignty of citizens in one of the greatest socioeconomic crises on a planetary scale of the last 90 years.

In the light of the results of the surveys, we consider relevant to highlight the recommendations for supporting the artisanal fisheries sector and its marketing channels:

- Improvement of hygiene and sanitation in fish markets during the post-quarantine or recovery period.
- Expansion of public purchases of seafood for institutional use (prisons, hospitals, school meals programs, etc.), as well as for distribution as food aid.
- Setting of a minimum price for each of the key fish species by government departments if possible.
- Measures to support the supply chain such as direct sales between coves (caletas) to end markets as a possible new approach.
- Adapting program design to achieve broader and sufficient coverage of the fishing and aquaculture sector, particularly of informal workers, where social assistance or welfare programs may exist.

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<sup>18</sup> FAO 2020. How is COVID-19 affecting the fisheries and aquaculture food systems

# Annexes

## Questionnaires

### **COVID SURVEY MARKETING OF SEAFOOD PRODUCTS (FISHERFOLK)**

**Please complete the following questions. It takes approximately three minutes, and helps assess the effects of COVID19 on the commercialization of marine resources.**

1. Name (optional)
2. Region in which I carry out my economic activities
3. Municipality / Location
4. Sex
5. Age
6. Organization to which I belong
- 6b. Name of organization I belong to
7. COVID-19. I was...
  - Not infected
  - Infected without symptoms
  - Infected with symptoms
  - Quarantined because of close contact with an ill person
8. COVID-19. Have I received any benefits from the State?
  - COVID-19 Bonus
  - Family Emergency Income (IFE)
  - Food box
  - Middle Class Bonus
  - Solidarity loan
  - I withdrew 10% of my AFP.
  - None of the above
9. Main effects of the pandemic on hake fishing or primary fishing (choose a maximum of TWO options)
  - Decrease in buyers/intermediaries
  - I worked fewer days for fear of contagion.
  - I worked fewer days because of cove closures.
  - Price drop of products I sell

- I was able to fish for other resources (e.g. cuttlefish).

10. Income. Compared with BEFORE COVID-19...

- My income was not affected.
- My income was reduced by 20%.
- My income was reduced by 20% to 50%.
- My income was reduced by more than 50%.
- My income is higher than before the pandemic.

11. Commercial initiatives during the months of COVID-19... (Maximum of TWO options)

- I am working on a personal venture to improve my income.
- I am participating in a group venture to improve our income.
- I have diversified the way I sell my products.
- I started selling more products by phone / WhatsApp.
- I started working in another field (unrelated to fishing) to maintain my income.
- I have not developed any new pursuits.

11b. If you are participating in any new initiative / venture, please indicate its name.

12. Have I supported solidarity initiatives to face the social effects of COVID-19?

- I work in a community kitchen.
- I provide products for a community kitchen.
- I donate money for some social initiative.
- Other
- None

13. (Optional) Would you like to comment on any other aspect related to the impact of COVID-19 on your economic activity? \_\_\_\_\_

### **COVID SURVEY MARKETING OF SEA PRODUCTS (OPEN-AIR MARKETS)**

**Please complete the following questions. It takes approximately three minutes, and helps assess the effects of COVID19 on the commercialization of marine resources.**

1. Name (optional)
2. Region in which I carry out my economic activities
3. Municipality / Location
5. Sex
6. Age

7. Name of organization I belong to
8. COVID-19. I was...
- Not infected
  - Infected without symptoms
  - Infected with symptoms
  - Quarantined because of close contact with an ill person
9. COVID-19. Have I received any benefits from the State?
- COVID-19 Bonus
  - Family Emergency Income (IFE)
  - Food box
  - Middle Class Bonus
  - Solidarity loan
  - I withdrew 10% of my AFP.
  - None of the above
10. Main consequences of COVID on my economic activity (choose only TWO of the options)
- Decreased number of customers
  - I worked fewer days for fear of contagion.
  - I worked fewer days due to markets being closed.
  - Increase in the price of products I buy
  - Price drop of products I sell
10. Main consequences of COVID for Hake fish / common fish (choose only TWO of the options)
- No product available
  - Worsened product quality
  - Prices went up at the fish wholesaler / market where I purchase
  - Decreased number of customers
11. Income. Compared with BEFORE COVID-19...
- My income was not affected.
  - My income was reduced by 20%.
  - My income was reduced by 20% to 50%.
  - My income was reduced by more than 50%.
  - My income is higher than before the pandemic.
12. Commercial initiatives. During the months of COVID-19...(Maximum TWO options)
- I am working on a personal venture to improve my income.
  - I am participating in a group venture to improve our income.

- I have diversified the way I sell my products.
- I started selling more products by phone / WhatsApp.
- I started working in another field (unrelated to fishing) to maintain my income.
- I have not developed any new pursuits.

12b. If you are participating in any new initiative / venture, please indicate its name

13. Have I supported solidarity initiatives to face the social effects of COVID-19?

- Working in a community kitchen
- I provide products for a community kitchen.
- I donate money for a social initiative.
- Other
- None

14. (Optional) Would you like to comment on any other aspect related to the impact of COVID-19 on your economic activity? \_\_\_\_\_

## Pandemic Perceptions Comment List

COMMENT	PERCEPTION
The concern in my field is extremely worrying. Besides, we don't get support from the municipality. The personal worry grows every day. I have a son studying at the university and the debts and bills don't wait for us.	No government response
Totally unemployed	Vulnerability of producers to trade disruption
Totally unemployed	Vulnerability of producers to trade disruption
Covid seriously affected my family's financial status since we cannot leave the house to collect seafood for the preparation of seafood empanadas, which is an important source of income for my family.	Vulnerability of producers to trade disruption
Not good because I can't work and I can't travel since I work on a boat.	No government response



A negative impact on the economy, the government's complete abandonment of the artisanal fishing sector.	No government response
Help to fishermen	No government response
Artisanal fishing obviously affected. We are not like the big companies that have continued working just as always and kept filling their pockets because this pandemic only affects small businesses. Today everything has increased. Everything is more expensive. The poor continue to get poorer and the rich continue to profit at the expense of the weak, but this is a global pandemic!	No government response
Quite a complicated situation	Vulnerability of producers to trade disruption
Few resources like this are available to the artisan fisherman, such as aid for coves, for example, a basket for each union or for some organization linked to artisan fishing.	No government response
Even more support is needed now that we are in quarantine.	No government response
The commune where I live grows every day in Covid cases. Currently we are in total quarantine, which means it continues to affect our service and income.	Vulnerability of producers to trade disruption
The cove was closed because of the pandemic, and there is no longer income for basic household supplies.	Vulnerability of producers to trade disruption
Due to health contingencies, I have not been able to sell my products.	Vulnerability of producers to trade disruption
The situation at the fishing cove has become very complicated and as a family we are very affected by the economic crisis with a drop in income of 100% with no buyers, which has made the sale of products drop to zero.	Vulnerability of producers to trade disruption
Complicated situation the price drop, without any business at least in the cove.	Vulnerability of producers to trade disruption
Reinvent myself by looking for new ways to get my products to my customers	Time to find alternatives

<p>We are very concerned that this Pandemic is making us psychologically ill.</p>	<p>Concern about the health situation / Emotional Instability due to COVID</p>
<p>At the moment I find myself without any source of income since I used to work in the spa in the kitchen here in Coliumo and because of the pandemic the spa is closed.</p>	<p>Vulnerability of producers to trade disruption</p>
<p>Since October 2019 the lobster fishery has been affected due to lobster sales dropping in China, the main lobster buyer.</p>	<p>Vulnerability of producers to trade disruption</p>
<p>Buyers can't always come to pick up the products I send from here to Valparaiso, so I have not been able to sell.</p>	<p>Vulnerability of producers to trade disruption</p>
<p>Less demand for the resource</p>	<p>Vulnerability of producers to trade disruption</p>
<p>We have done a lot of social work for our colleagues who were infected; help with food, medicine, etc.</p>	<p>Concern about the health situation / Emotional Instability due to COVID</p>
<p>My industry is very complicated in the marketing aspect because the companies that buy from us export the products, and that has been very affected.</p>	<p>Vulnerability of producers to trade disruption</p>
<p>My industry is very complicated in the marketing aspect because the companies that buy from us export the products, and that has been very affected.</p>	<p>Vulnerability of producers to trade disruption</p>
<p>We have done a lot of social work for our colleagues who were infected; help with food, medicine, etc.</p>	<p>Concern about the health situation / Emotional Instability due to COVID</p>
<p>Merchants pay what they want.</p>	<p>Vulnerability of producers to trade disruption</p>

Special interest tourism is closed down since March.	Vulnerability of producers to trade disruption
Slow reaction from local, regional and national government	No government response
That you can't work because there are no tourists to sell to	Vulnerability of producers to trade disruption
In the community of Puerto Gaviota there have been no major changes in the commercial processes because most of our main product - the southern hake - is exported and we work with the same buyers who have maintained the price and purchase levels. In addition, the geographical isolation, has kept us free of COVID 19.	Vulnerability of producers to trade disruption
I am not affected by the pandemic because if you are a worker, you will continue to work regardless of the problems.	Time to find alternatives
We have not had any problem with the hake. To the contrary, it is always well supplied of very good quality and size.	Time to find alternatives
Sales have dropped considerably due to covid 19.	Vulnerability of producers to trade disruption
I don't do delivery service because I once got mugged.	Vulnerability of producers to trade disruption
I've been sick with covid twice so I can't diversify or contribute.	Concern about the health situation / Emotional Instability due to COVID
As a family we participate by supporting 3 community kitchens by donating products.	Time to find alternatives
Her husband died from Covid and she has not gone out to work during the whole period because of fear and because of the support of her children.	Time to find alternatives
Out of this crisis, we must generate many new opportunities.	Time to find alternatives

<p>He bought and donated masks to the fair.</p>	<p>Vulnerability of producers to trade disruption</p>
<p>I had a lot more sales. People don't take care of themselves.</p>	<p>No government response</p>
<p>The delivery is still low, only about 20 customers. It dropped immediately when the markets reopened.</p>	<p>Vulnerability of producers to trade disruption</p>
<p>Yes, the government has taken care of many debts, but those of us who have car debt are getting threatening calls every day saying because we owe money, they will take away our work vehicles. This affects us psychologically. The little that we work on is always in fear, and I don't say this for myself, but for many market vendors who are in the same situation.</p>	<p>No government response</p>
<p>Customers don't buy for fear of product contamination due to bad handling... even though I have really taken drastic measures such as building a process room at home and investing to improve quality and service.</p>	<p>Vulnerability of Producers to trade disruption</p>