Supplementary Material

Supplementary Table 1. Estimated costs and revenues (USD) for one complete transaction for buyers along four different commodity chains, early dry season, Rufiji District

|  |  |  |
| --- | --- | --- |
|  | **FRESH** | **SMOKED** |
|  | **Chain D ‘Juma’** | **Chain E****‘Omari’** | **Chain C** | **Chain G****‘Athumani’** |
| **DELIVERY TO** | Kibiti | Kibiti | Kibiti | DSM |
| **COSTS** |  |  |  |  |
| **Fish Purchase** | **64** | **64** | **801** | **801** |
| **Supply arrangements** |  |  |  |  |
| Advances to fishermen | - |  | - |  |
| Personal loans  |  | (3.20) |  | 16.80 |
| Canoe & gear rental |  | (2.08) |  | 1.68 |
| Camp food expenses |  | (1.60) |  | 16 |
| Buying fee to net owner | - | 1.60 | - | - |
| Village tax on *juya* fishing | - | 0.80 | - | - |
| *Subtotal* |  | *2.40*2 |  | *34.48* |
| **Transport** |  |  |  |  |
| Bicycle transporter  | 1.60 | - | - |  |
| Bus fare (Passenger + Goods) | 3.20 | - | 4.00 | 16 |
| Porters | - | - | 0.80 | 2.40 |
| Motorcycle gas and maintenance | - | 3.523 | - | - |
| *Subtotal* | *4.80* | *3.52* | *4.80* | *18.40* |
| **Fees** |  |  |  |  |
| Trading license 4 | 0.02 | 0.02 | 0.02 | 0.19 |
| District tax on basket | 0.80 | 0.80 | 2.40 | 2.40 |
| *Subtotal* | *0.82* | *0.82* | *2.42* | *2.59* |
| **Market costs** |  |  |  |  |
| Market fees | 0.24 | - | - | - |
| Workers (x3) | 2.80 | - | - | - |
| *Subtotal* | *3.04* |  |  |  |
| **Subtotal – All Costs but Fish** | **8.66** | **6.74** | **7.22** | **55.47** |
| **Losses5** | **3.20** | **3.20** | **2.005** | **12.50** |
| **Total - Costs** | **75.86** | **73.94** | **88.76** | **148** |
| **REVENUES and PROFIT** |  |  |  |  |
| Revenues (i.e., Fish sale)6 | 112 | 102 | 120 | 200 |
| Profit | 36.14 | 28.06 | 31.24 | 52 |
| Profit Margin | 32% | 27% | 26% | 26% |
| Transaction period | Daily | Daily | 2-3d | 10d |

Notes on Table S1: Chains refer to Figure 7 (Fresh) and Figure 8 (Smoked).1 Does not include cost of smoking fish 2Does not include advances to fishermen as these are meant to be repaid. 3Gas 2L/d @1.36/L; maintenance ~0.80USD/d based on MAM’s expenses in the field 4 Calculated on a per day basis  5Estimated at 5% of purchase value for fresh fish, and for smoked fish, as per Richmond et al. (2002), on a 5% physical loss of product sold at 50% of original purchase value

Supplementary Table 2. Amounts due in fees and taxes by participants in the Rufiji District freshwater fisheries, 2008

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Requirement** | **Amount (USD)** | **Type** | **Requirement** | **Amount** **(USD)** |
| *District-issued Licenses* |  | *District Export Taxes* |
| Fishing license | 3.02 | Annual | Small basket | 0.80/basket |
| Vessel license (< 11m) | 4.03 | One-off | Medium basket | 1.20/basket |
| Vessel license renewal | 3.02 | Annual | Large basket | 2.40/basket |
| Trading license + required photographs | 7.02 (4.62 + 2.40) | Annual |  |  |
| *Market Fees* |  |  |  |  |
| Stall Fee | 0.16 | Daily |  |  |
| Market Tax | 0.08 | Daily |  |  |
| Cleaning charge | 0.01 | Daily |  |  |