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the support it needs to thrive.



# Covid-19 analysis: Impacts on the UK seafood processing sector

## Summary report

March 2021

## Executive Summary

- During the regular Seafish processing sector survey (July-August 2020), we asked seafood processors additional questions about the impacts of the Covid-19 pandemic on their business during the period March-July 2020. This report provides a short summary and analysis of these responses.
- **72% of seafood processing sites reported reducing their activities or temporarily closing as a result of Covid-19 restrictions.** Medium sized sites accounted for most temporary closures. Sites supporting over 100 full time equivalent (FTE) jobs accounted for the least temporary closures. Most of the sites that closed temporarily were either shellfish or mixed species processing sites.
- **While most businesses had re-opened by the start of the survey (01 July 2020), many were still operating at reduced levels or temporarily closed through the summer months.** Most of those still closed or operating at reduced levels were shellfish only or mixed processing sites with fewer than 25 FTEs.
- **80% of respondents said they changed their normal operations to adapt to Covid-19 restrictions.** 77% of respondents said they had to adapt factory spaces to ensure a Covid-19 safe working environment. Over half reported making changes to their sales and distribution channels. Nearly a quarter reported shifting their sales from international and domestic markets.
- **76% of respondents said that Covid-19 restrictions had impacted their business financially.** Larger processing sites had the lowest proportion of respondents that reported financial impacts from Covid-19 restrictions (58%). Medium sized businesses had the highest proportion of respondents that reported financial impacts (90%). Businesses classed as demersal (whitefish) had the highest proportion of respondents reporting negative financial impacts (71%), expecting a reduction in profits in 2020 due to Covid-19 restrictions.
- **One third of respondents expected no change in their business profits in 2020 compared to 2019. 15% expected an increase in business profits and 43% expected a decrease in business profits.** Respondents from sites with more than 100 FTEs were the most positive. 30% of respondents in this group reporting an expected uplift in business profits in 2020 compared to 2019. Respondents classed as demersal processors were the most negative, with 66% expecting a decrease in profits this financial year.
- **23% of respondents said they had faced issues with unpaid orders since the start of 2020, as a result of Covid-19.** Mixed (56%) and shellfish (16%) processors with fewer than 25 FTEs reported most of the issues with unpaid orders.
- **81% of respondents across the UK reported using at least one Covid-19 government support measure.** 84% of these respondents reported that they found government support measures either easy or very easy to access. 86% of these respondents were positive about the speed at which they received government support.

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## Introduction and methods

In the UK, seafood processors source a mix of domestic and imported seafood raw material. They sell their products in the UK and abroad through retail and foodservice channels. Many of their seafood supply chains are heavily integrated into the global seafood supply chain. The global responses to the Covid-19 pandemic beginning in early 2020 therefore had wide-ranging impacts on UK seafood processing businesses.

This report focusses on Covid-19 impacts on these businesses. More information about the impacts on the wider UK seafood supply chain can be found in the our reviews of [Covid-19 impacts on the UK seafood industry](#).

During the regular Seafish processing sector survey (July-August 2020), our researchers contacted all UK businesses with a license to process seafood. Seafood processors were asked to answer additional questions about their experience with the Covid-19 pandemic (Appendix 1). This report provides a short summary and analysis of these responses.

Our researchers contacted over 850 businesses during the survey and around 500 took part. During the survey, researchers identified three types of business: majority<sup>1</sup> seafood-, minority seafood-, and non-seafood processors. Non-seafood processors were not asked to answer the Covid-19 questionnaire. 280 majority and minority seafood processing businesses responded to at least one question on the Covid-19 questionnaire, with response rates varying between questions (Table 1, Appendix 2). More information about the Seafish processing sector survey can be found on our [website](#). The full processing sector survey results will be published in 2021.

**Table 1. Covid-19 questionnaire coverage by site size for all majority and minority seafood processing sites identified in the 2020 processing survey. The table presents the maximum sample rates; some Covid-19 related questions had lower response rates.**

Group	Population (number of sites)	Sample (number of sites)	Sample rate
<b>Majority</b>	<b>348</b>	<b>220</b>	<b>63%</b>
FTE 1-10	163	107	66%
FTE 11-25	61	39	64%
FTE 26-50	41	30	73%
FTE 51-100	34	23	68%
FTE 100+	44	20	45%
Unknown	5	1	20%
<b>Minority</b>	<b>70</b>	<b>60</b>	<b>86%</b>
FTE 1-10	43	43	100%
FTE 11-25	10	9	90%
FTE 26-50	2	2	100%
FTE 51-100	5	5	100%
FTE 100+	1	1	100%
Unknown	9	0	0%

<sup>1</sup> Seafish defines majority seafood processors as businesses that report that at least 50% of their annual turnover is derived from seafood processing activity (as opposed to trading, wholesaling, retailing, etc.).

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## Acknowledgements

A special thanks to all the businesses that shared their experiences of the Covid-19 pandemic and contributed to the 2020 processing sector survey.

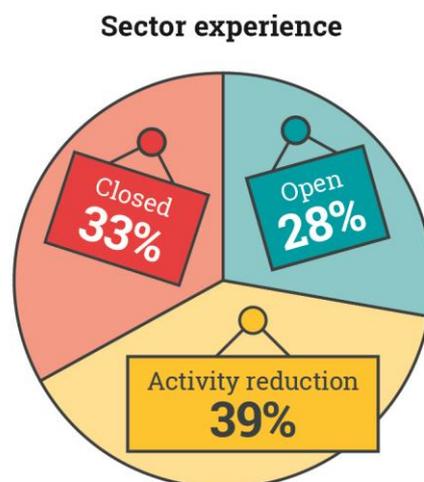
## Operational impacts

### Temporary closures and reduced activity

The UK seafood processing sector is diverse. While the impact of Covid-19 market shocks on businesses varied widely, all businesses faced challenges.

Those that stayed open during lockdown and through the summer faced the unique challenge of quickly adapting operations to meet new social distancing requirements on the factory floor. This was a further challenge for those businesses that saw heightened demand for their products and sought to increase production.

Many more processors closed or reduced operations. 72% of surveyed sites had to either reduce their activities or completely close at some point in the spring in response to the UK's Covid-19 lockdown (Figure 1). Some businesses closed permanently. By the end of the summer, most processing businesses were back online and rebuilding capacity.



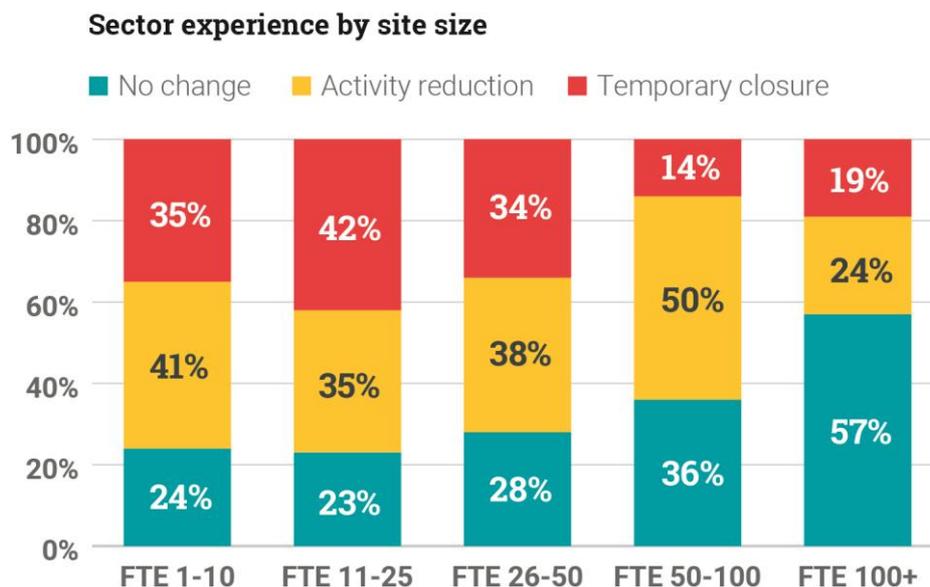
**Figure 1. Operational impacts of initial Covid-19 lockdown reported in July-August 2020 (n=280).**

Two main factors determined which businesses closed or reduced capacity in the short term were: (1) the markets they supplied, and (2) the size of their processing site(s). Processors reliant on foodservice and export markets faced huge reductions in demand as foodservice businesses closed and global trade slowed in response to national lockdowns. These businesses were more likely to close or reduce production in the short term. Businesses supplying UK retail fared better. Many saw an increase in demand across chilled, frozen and ambient product lines, as a result of lockdown stockpiling.

The size of processing businesses also determined how they were impacted by new rules and restrictions around social distancing. Some smaller businesses found it easier to quickly implement social distancing measures while maintaining levels of production. Those operating alone or in family bubbles were particularly well positioned to continue operations.

Many larger companies were forced to make considerable investments to adapt their operating environments to meet social distancing requirements. Adaptations included changing shift patterns, adapting workspaces, and increasing the use of personal protective equipment (PPE) and hygiene protocols. Some staff were also furloughed, while other office-based staff worked from home. Survey results suggest that most of the largest sites were

able to successfully implement these measures. 57% of respondents representing the largest processing sites reporting that they did not have to reduce activity or temporarily close at any point (Figure 2).



**Figure 2. Operational impacts of initial Covid-19 lockdown by site size reported in July-August 2020 (n=280).**

Of those that closed completely, the largest proportion were medium sized sites. These businesses often operate out of compact sites designed to maximise the use of space, making it more difficult to adapt to new social distancing requirements. Many of these businesses closed temporarily to determine how they could safely resume production. When they reopened some had reduced their staff numbers and output levels, to ensure social distancing was maintained within factories.

Most businesses that closed temporarily or reduced production in response to Covid-19 were shellfish or mixed species processing sites (Figure 3,4). Much of the fresh shellfish and whitefish processed in the UK is destined for UK foodservice or European export markets. When businesses lost these markets “overnight”, they either had to close temporarily, reduce production or find new markets for their products.

### Temporary closures by site size and fish type

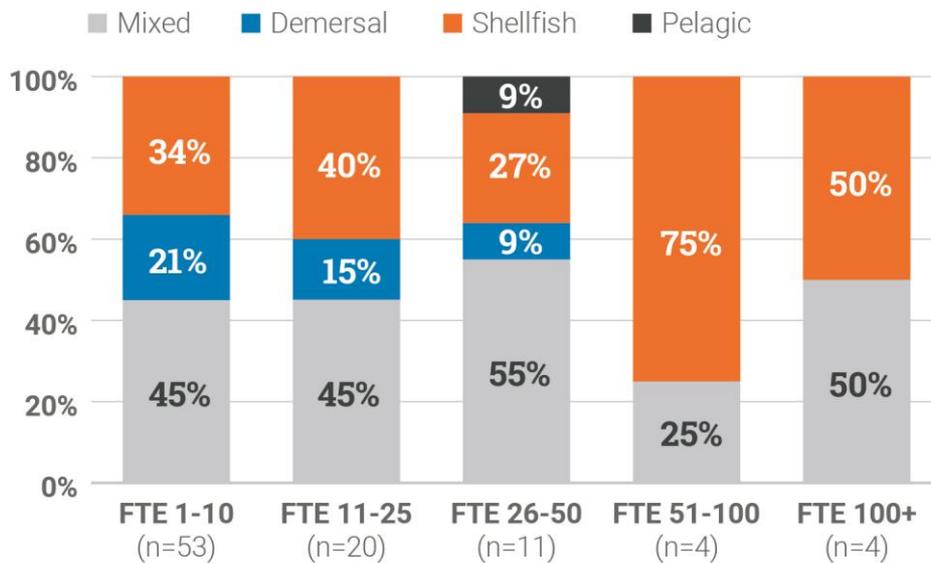


Figure 3. Temporary closures by site size and fish type reported in July-August 2020 (n=92).

### Activity reduction by site size and fish type

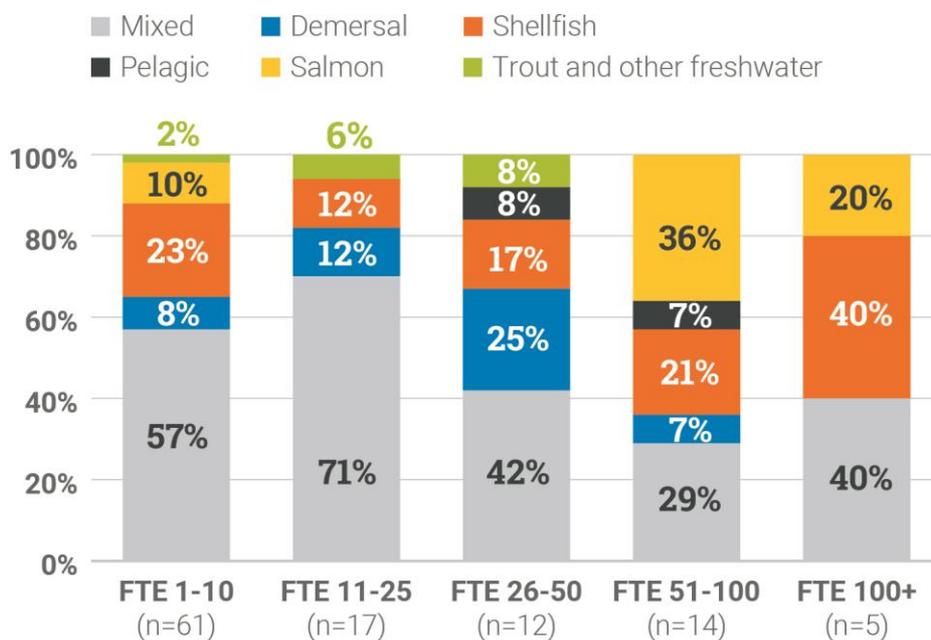


Figure 4. Activity reduction by site size and fish type reported in July-August 2020 (n=109).

None of the surveyed salmon or trout and other freshwater processing sites reported closing at any point in response to Covid-19. These businesses have more control over their raw material supply and may have had more flexibility in adapting salmon and trout product formats to meet changing demand. Salmon is also one of the [most commonly consumed seafood species in the UK](#), proving an easy fish species to cook at home. These factors likely helped salmon processors stay open through the spring lockdown, albeit at lower production levels for many.

Respondents were asked how long they were closed or operating at reduced levels as a result of the Covid-19 pandemic (Figure 5). Results suggest that while most businesses that had closed completely had reopened by the start of the survey (01 July 2020), many more were still operating at reduced levels throughout the summer.

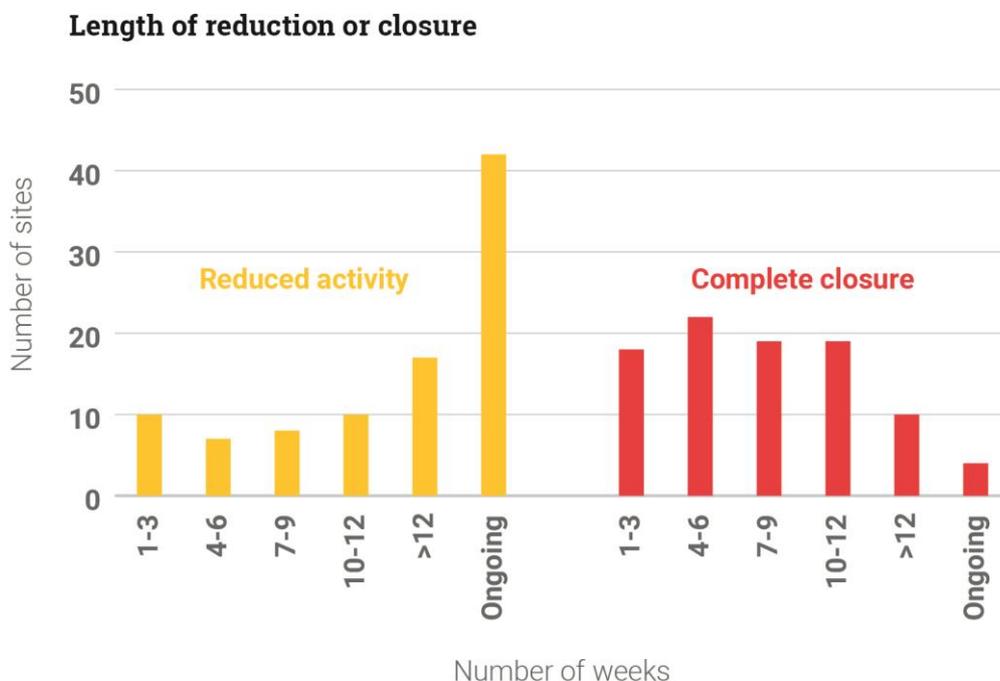


Figure 5. Length of closure or reduction in activity (weeks) as of 01 July 2020 (n=186).

Of those still closed or operating at reduced levels at the time of the survey, most were shellfish or mixed processors with 25 or fewer FTEs. In addition to these smaller sites, some larger businesses that had lost their usual foodservice or export markets were still closed at the start of July. These businesses were shellfish or mixed processing sites with more than 100 FTEs. Some salmon processors with 50 to 100 FTEs also reported an ongoing reduction in production through the summer, primarily due to challenges with export demand and international transport.

Larger companies, many of which are reliant on wholesale markets that supply the foodservice sector, were generally slower to return to business. Many only started to take employees off furlough towards the end of June. The last of the large shellfish processors resumed production in early August after the re-emergence of foodservice demand in July allowed them to shift frozen stock.

### Adaptations

80% of respondents changed their normal operations in response to Covid-19 restrictions.

With factories traditionally designed to maximise the use of space, the majority (77%) of respondents said they had to adapt factory spaces to ensure a Covid-safe working environment (Figure 6). In some cases, these changes led to a reduction in production capacity, at least in the short term as businesses adjusted to changes.

More than half of businesses reported making changes to their sales and distribution channels. Nearly a quarter reported shifting sales from international and domestic markets

(Figure 6). These changes demonstrate the agility required to keep businesses running in the face of highly volatile demand.

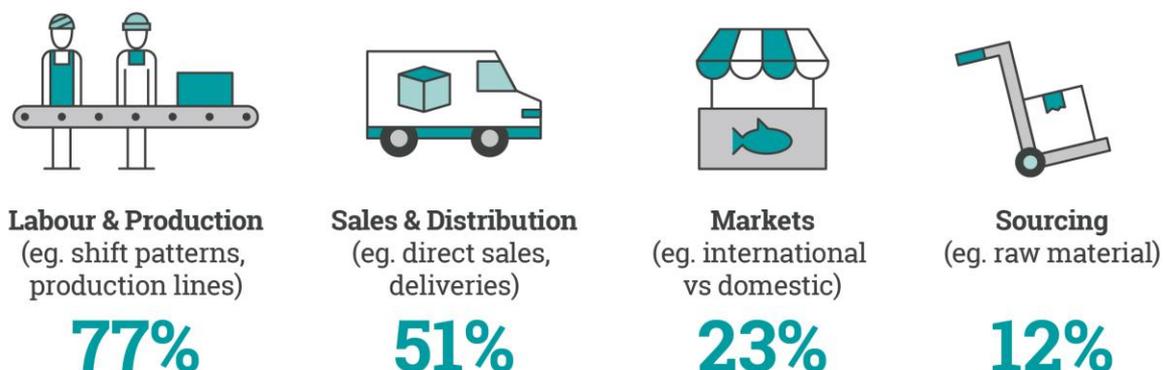


Figure 6. Type of operational changes made in response to Covid-19 restrictions reported in July-August 2020 (n=222).

The operational changes undertaken by respondents varied by site size (Table 2).

Table 2. Type of operational changes made in response to Covid-19 restrictions, by site size, reported in July-August 2020 (n=222).

Site size	Distribution channels	Markets	Sourcing	Labour & Production
FTE 1-10	66%	21%	15%	64%
FTE 11-25	48%	25%	9%	82%
FTE 26-50	20%	20%	8%	88%
FTE 50-100	29%	25%	4%	96%
FTE 100+	42%	16%	5%	100%
<b>Overall</b>	<b>51%</b>	<b>23%</b>	<b>12%</b>	<b>77%</b>

### Sales and Distribution Channels

The smallest and largest businesses had the largest proportion of respondents that reported changing their sales and distribution channels in response to Covid-19. This included adding or expanding direct sales offerings and shifting products from foodservice to retail formats. While some businesses reported an intention to continue these new routes to market, investing in new packaging lines and online marketing platforms, others considered it a short-term solution.

### Markets

Many businesses previously reliant on export markets also explored direct sales options and other domestic markets to counterbalance low lockdown export demand. Export markets for many products were slow to return and demand from international markets remained volatile throughout the summer as restrictions and demand continued to change, often with little warning.

## **Sourcing**

The bigger the business, the lower the proportion of businesses that reported changing their raw materials sourcing. This suggests that it was either easier or more necessary for smaller businesses to adapt their raw material sourcing in the face of Covid-19 restrictions.

Sourcing issues faced by larger businesses were typically in relation to limited transport timetables during lockdown, leading some to find alternate suppliers. For some smaller businesses, more reliant on local supply, reductions in local landings led them to source from further afield or limit their range of species processed.

## **Labour and production**

Bigger businesses reported more changes to labour and production. From mid-March, businesses began to adapt operations and premises to meet social distancing requirements and changing market demand. This impacted employment across the supply chain with employees required to work from home where possible. Staff also faced cuts in hours, temporary redundancy (furlough) or permanent redundancy. Many processors put seasonal recruitment, certain apprenticeships and employee training on hold. Some training was successfully administered online through e-learning or video conferencing platforms.

Businesses that continued operating during lockdown had to meet social distancing requirements. Shift patterns, production lines, ride share arrangements and canteen facilities were all affected. While these changes were necessary, they reduced operating efficiency and, in many cases, increased production cost per unit.

Businesses continued to require additional PPE and allowed office based employees to work from home where possible in summer. Larger factories implemented additional measures such as restricting access to non-employees and conducting temperature checks on entry. Some trialled rotational worker bubbles to limit contact between employees.

## Financial impacts and business outlook

Respondents were asked about their business outlook and how they expected Covid-19 to impact their business profits in 2020 compared to 2019.

Most businesses reported financial impacts from the restrictions (76%) (Figure 7). While some of those saw positive financial impacts, the majority reported negative financial impacts. Specifically, 59% expected a decrease in profits in 2020 compared to 2019.



**Figure 7. Proportion of respondents that reported financial impacts from Covid-19 restrictions as of July-August 2020 (n=280).**

The largest processing sites had the lowest proportion of respondents that reported financial impacts from Covid-19 restrictions (58%). Most of this 58% expected the financial impacts to be negative. Over half (55%) went on to say they expected a decrease in profits in 2020.

Medium sized businesses had the highest proportion of respondents that reported financial impacts due to Covid-19 restrictions (90%). Over half of this 90% expected a decrease in profits in 2020.

Businesses classed as demersal had the highest proportion of respondents reporting negative financial impacts (71%), expecting a reduction in profits in 2020 due to Covid-19 restrictions. Most respondents from shellfish, salmon and mixed processing sites expected a reduction in profits (58%).

Despite the expected financial impacts, restrictions were easing at the time of the survey and respondents were relatively optimistic about the next 12 months (Figure 8). Only 15% reported a negative outlook. 37% were positive and a further 30% were neutral, expecting no major changes to their business during the next 12 months.

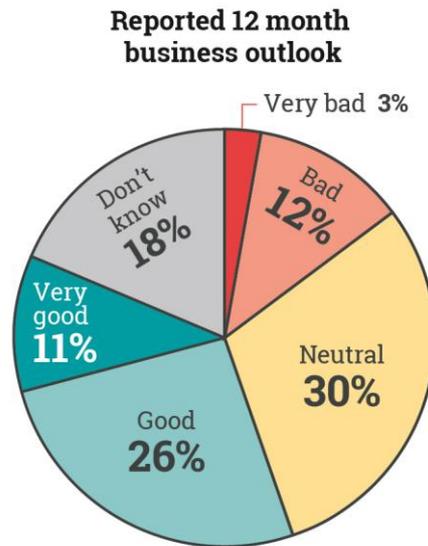


Figure 8. Reported business outlook for next 12 months reported in July-August 2020 (n=278).

Despite the many changes and operating uncertainties businesses faced in spring and summer, around one third of processing businesses expected no change in their profits in 2020. 15% expected an increase in profits and 43% expected a decrease in profits (Figure 9).

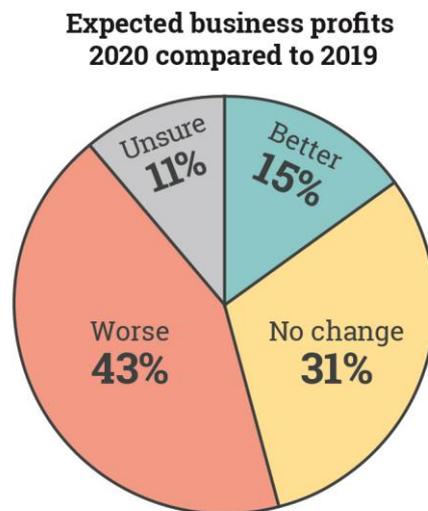


Figure 7. Business expectations about profits in 2020 compared to 2019 as a result of Covid-19, as reported in July-August 2020 (n=280).

Business expectations can generally be explained both by changes in markets and product demand, and changes in operating costs. Businesses that lost markets as a result of Covid-19 and were unable to sufficiently diversify expected lower profits in 2020 compared to 2019.

All businesses that implemented social distancing and other heightened health and safety measures faced additional operating costs. Many also faced increased raw material and packaging costs resulting from global production and distribution disruptions. Both sea and air freight costs increased as global transportation slowed due to Covid-19 border closures. Some businesses also reported that packaging materials, such as cardboard, were particularly difficult and expensive to source during this time. Businesses that temporarily closed or reduced production over an extended period expressed concern at the cost of

maintaining staff levels to avoid redundancies and future recruitment issues once production levels returned.

Respondents from the largest processing sites were the most positive. 30% of this group reported an expected uplift in profits in 2020 compared to 2019. In particular, those supplying the retail sector saw a surge in demand beginning in March, as consumers stockpiled ahead of lockdown. Even after restrictions began to ease, seafood sales in retail remained [well above](#) 2019 levels in spring and summer across all product categories (frozen, chilled and ambient).

Respondents from medium sized companies were the least positive. Only 6% of sites with 11 to 25 FTEs and 13% with 26 to 50 FTEs expected an increase in profits in 2020.

Respondents from the smallest sites gave a mixed picture. 52% expected a reduction in business profits in 2020, 19% expected an increase and 29% were unsure. A number of small processors supply high value fresh seafood to high end restaurants in the UK and Europe. Many of these businesses struggled to make up for sales lost when foodservice markets closed during national lockdowns. Other small businesses successfully started or scaled up online retail operations and home deliveries in response to Covid-19 restrictions. Some reported up to a 200% uptick in sales. For these businesses, the increase in retail productivity offset the absence of wholesale trade and they anticipated increased profits in 2020.

Shellfish and salmon processors had the highest proportion of respondents unsure of how 2020 profits might compare to 2019 (43% and 41% respectively). This uncertain outlook may be explained in part by the reliance of both shellfish and salmon processors on export markets which were heavily suppressed through this period. Pelagic processors were the most positive. 43% anticipated an increase in profits in 2020. This may have resulted from lockdown coinciding with the end of the main mackerel and blue whiting catch seasons, ensuring limited disruptions to raw material supply. Pelagic processors also benefitted from an increase in pelagic quotas and catches in 2020. Strong [retail sales](#) of ambient (tinned) seafood products, much of which is pelagic species, during the spring may also have benefited these businesses. Respondents classed as demersal processors were the most negative, with 66% expecting a decrease in profits in 2020.

### Unpaid orders

23% of respondents said they faced issues with unpaid orders or bad debt at some point in 2020 as a result of Covid-19 (n=277). Most respondents that faced issues with unpaid orders reported that the amounts unpaid were less than 10% of their total order value for the year (Figure 10). Some also reported invoices going unpaid for products supplied before lockdown restrictions began.

Only 14% of respondents that reported issues of bad debt said that their insurance covered bad debt payments (n=64). Despite the re-emergence of UK and European foodservice markets in the summer, some processors reported ongoing issues with payments. In response, some may have looked for new customers.

According to respondents, mixed (56%) and shellfish (16%) processors with 25 or fewer FTEs had most of the issues with unpaid orders. Mixed processors with more than 25 FTEs also faced issues, accounting for a further 16% of responses.

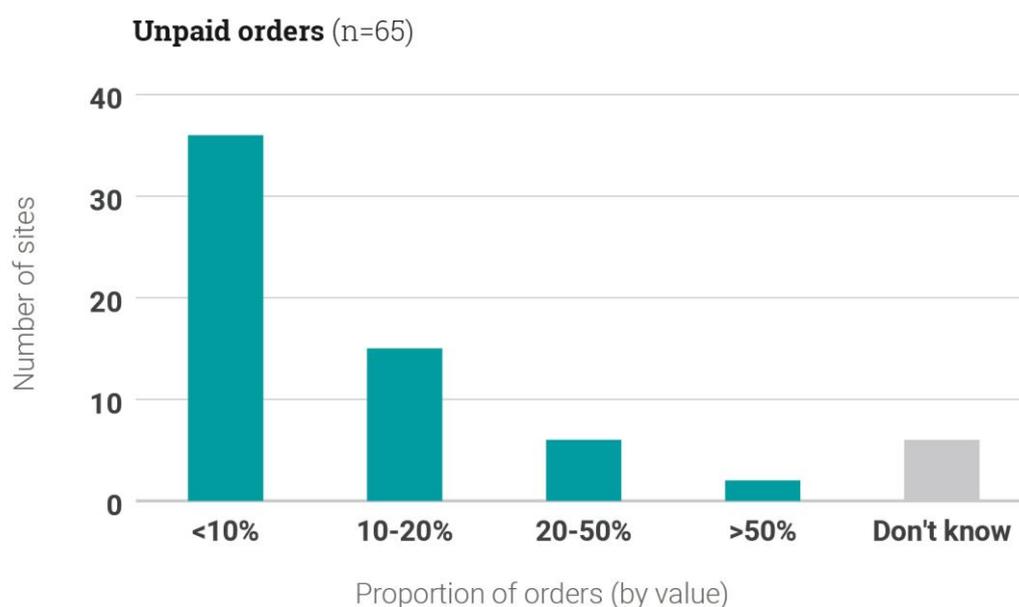


Figure 10. Proportion of orders gone unpaid since the start of 2020 (in terms of value) as reported in July-August 2020 by businesses that experienced issues with unpaid orders as a result of Covid-19 (n=65).

## Government support uptake

Following the announcement of the UK lockdown, government support measures were introduced by both the UK and devolved governments to support individuals and businesses throughout the lockdown period.

Support schemes ranged from UK-wide employee furlough schemes, VAT deferral, small business grants, business loans and statutory sick pay relief, to nation- and seafood-specific funds, such as the Scottish Seafood Business Resilience Fund.

When surveyed, 81% of respondents across the UK reported using at least one government support measure (Figure 11).

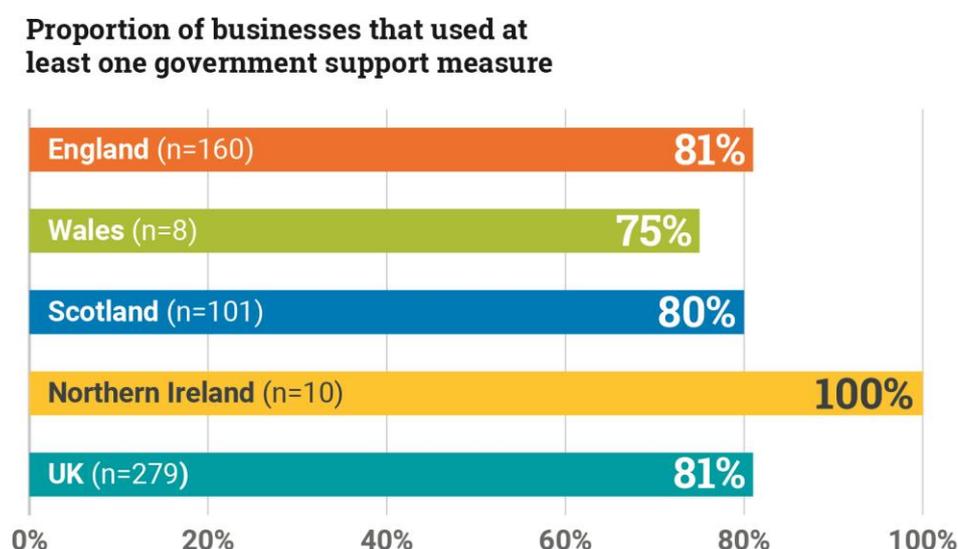
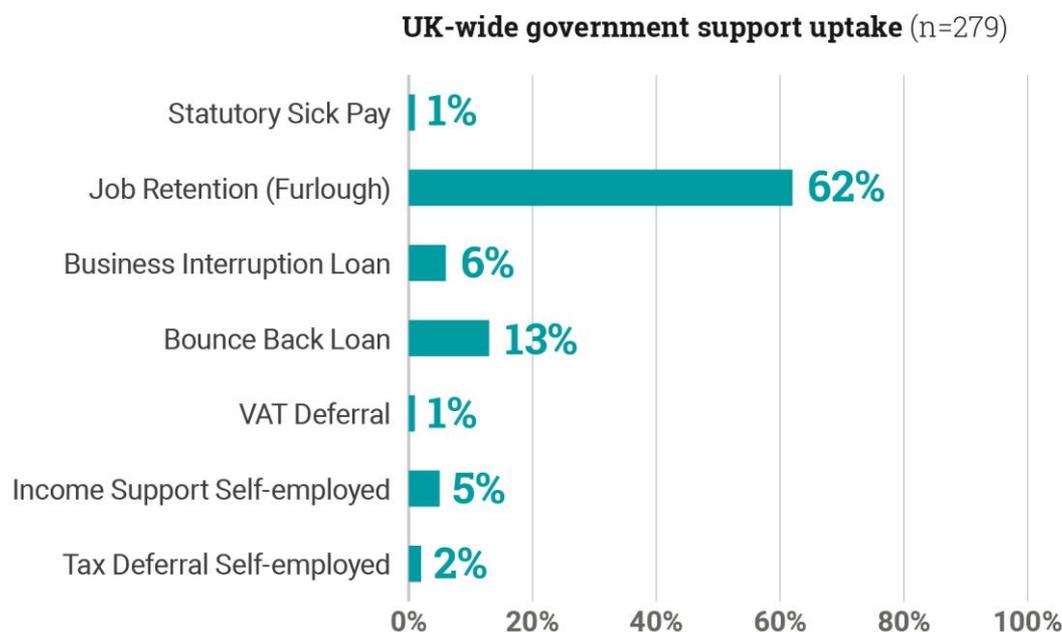


Figure 81. Proportion of seafood processing sites that used at least one Covid-19 government support measure as of July-August 2020 (n=279).

Businesses of all sizes reported using at least one government support measure. Medium sized businesses showed the highest uptake (88% of those with 11 to 25 FTEs and 87% of those with 26 to 50 FTEs). The increased uptake by these businesses may be explained by the large proportion of small medium enterprise (SME) -specific support measures available. Mixed species (81%), demersal (84%) and shellfish (86%) businesses had the largest proportion of businesses that reported using at least one measure.

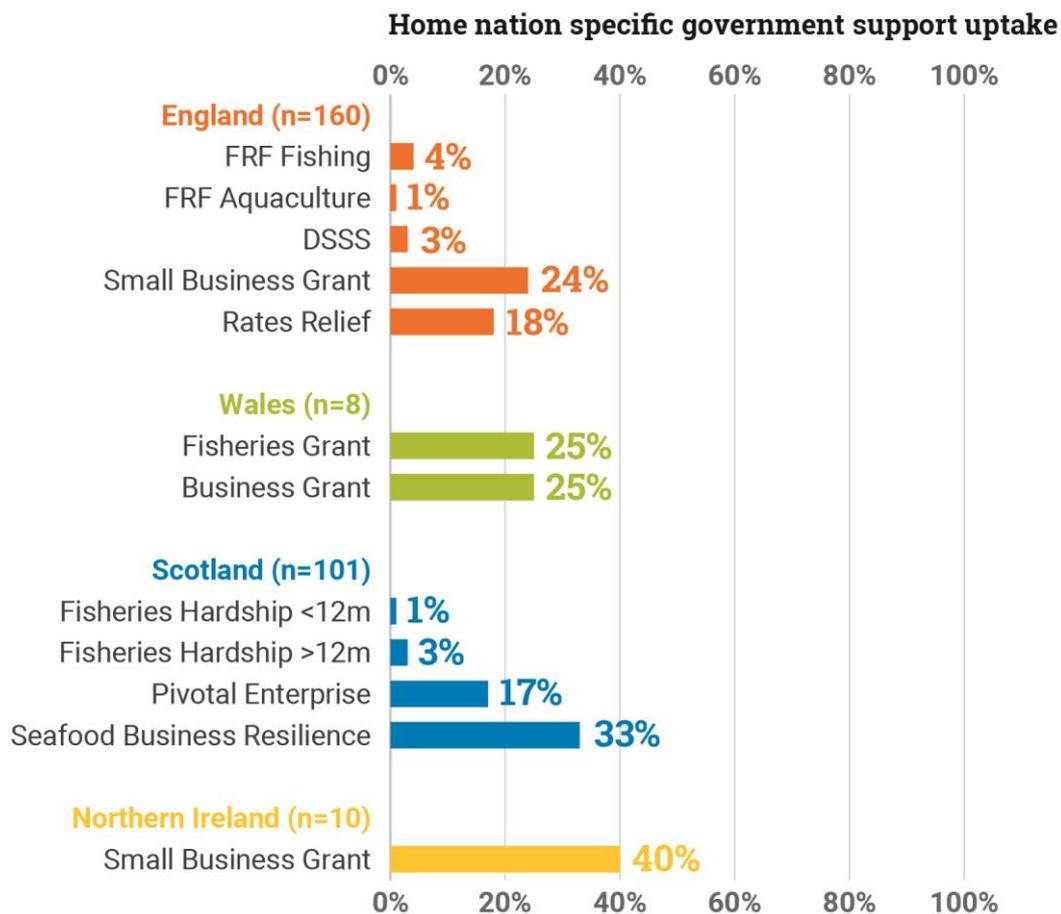
Seafood businesses utilised the initial tranche of Covid-19 government support measures to varying degrees. The UK-wide scheme with the greatest uptake amongst these businesses was the Job Retention Scheme (furlough), which 62% of processing sites reported using (Figure 12).



**Figure 9. Percentage uptake of UK-wide Covid-19 government support measures by majority and minority seafood processing sites as of July-August 2020 (n=279).**

In addition to the UK-wide measures, each home nation offered nation-specific measures. Many were also specific to the seafood sector, including fisheries response funds, fisheries and seafood sector grants. Not all businesses were eligible for all government support measures. Each measure had specific [eligibility requirements](#) based on factors including number of employees, annual turnover and business location. The figures presented below represent responses from the total sample of respondents, rather than the eligible sample of respondents in each home nation (Figure 13).

The [Small Business Grant Scheme](#) had the highest uptake amongst respondents based in England, followed by the [business rates relief scheme](#). One-third of respondents based in Scotland reported using the [Seafood Business Resilience Scheme](#), followed by 17% that used the [Pivotal Enterprise Fund](#). One-quarter of respondents in Wales reported using each of the two Wales-specific grants. In Northern Ireland, 40% of respondents used the Small Business Grant.



**Figure 10. Uptake of home nation specific Covid-19 government support measures, by home nation. Note: FRF stands for Fisheries Response Fund.**

84% of respondents found Covid-19 government support measures easy or very easy to access (Figure 14). Sites that reported difficulties in accessing government support measures were mainly mixed processing sites with 25 or fewer FTEs.

### Ease of access to government support

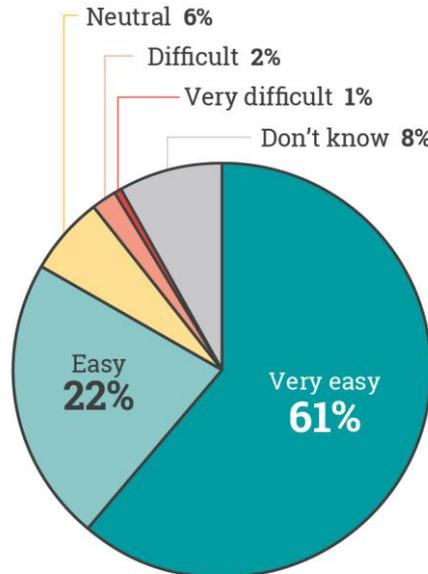


Figure 11. Reported ease of access to Covid-19 government support measures (n=225).

86% of respondents were positive about the speed at which they were able to access government support (Figure 15). Those that reported issues with the speed of support were primarily small mixed species or shellfish processors.

### Speed of access to government support

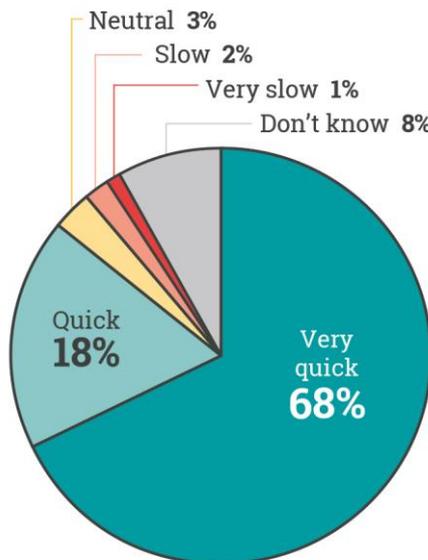


Figure 12. Reported speed of access to Covid-19 government support measures (n=225).

With continued concerns around employment and business finances through the summer, further government support measures were announced. Additional measures largely target employment across all sectors and specific relief for the hospitality, tourism and foodservice sectors.

## Appendix 1: Covid-19 survey questionnaire

### 6. COVID-19 impacts on the business

6a. Did you stop or reduce operations at any point during lockdown?  Yes, complete closure  
 Yes, reduced activity  
 No

6b. If yes, for how long (weeks)? \_\_\_\_\_

6c. Have you changed your normal operations to adapt to COVID-19 restrictions?  Yes  No

6d. If yes, what did you change?  Labour & production (e.g. shift patterns, production lines)  
 Sourcing (e.g. raw material)  
 Markets (e.g. international vs domestic)  
 Sales & distribution (e.g. direct sales, deliveries, etc.)  
 Other

Please explain: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

6e. Will any of these changes be permanent?  Yes  
 No

Please explain \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

6f. Are you now back to business as usual?  Yes  No

6g. If no, when do you expect to return to business as usual?

- 1-2 months
- 3-6 months
- 6-12 months
- More than 12 months
- Never

6h. If never, what are your future plans for the business? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

6i. Have lock-down and COVID-19 restrictions affected your business financially?  Yes  No

Please expand \_\_\_\_\_

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6j. Has your business been impacted by more unpaid orders than usually during lock-down and COVID-19 restrictions?  Yes  No

6k. If yes, what proportion of your orders (in terms of value) has gone unpaid since the beginning of this calendar year?

6l. Does your insurance cover these bad debt payments?  Yes  No

6m. How do you expect your business profits this financial year to compare to last financial year? (give an approximate)

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6n. Overall what is your outlook for your business performance in the next 12 months?

Very bad  Bad  OK  Good  Very good  Don't know/prefer not to say

6o. Did you use any Government support measures to help your business?  Yes  No

6p. If yes, which ones? (tick all that apply)

- Statutory sick pay relief package (SMEs)
- Coronavirus job retention scheme
- Businesses with apprentices
- Coronavirus business interruption loan scheme
- Coronavirus large business interruption loan scheme
- COVID-19 Corporate Financing Facility
- Bounce Back Loan
- Futures Fund
- VAT deferral
- Tax support
- Eviction protection for commercial tenants
- Income support scheme for self-employed
- Income tax deferral for self-employed
  
- England: Fisheries Response Fund (FRF) – Fishing
- England: Fisheries Response Fund (FRF) – Aquaculture
- England: Domestic Seafood Supply Scheme
- England: Small business grant scheme
- England: Business rates relief
  
- Wales: Fisheries grant fund
- Wales: COVID-19 grants for businesses
- Wales: Development Bank of Wales fund
- Wales: Economic Resilience Fund

- Scotland: Sea Fisheries Hardship Fund for Scottish vessels under 12m
- Scotland: Sea Fisheries Hardship Fund for Scottish vessels over 12m
- Scotland: Aquaculture Hardship Fund
- Scotland: Pivotal Enterprise Resilience Fund
- Scotland: Seafood Business Resilience Fund

- Northern Ireland: Support for fishing industry
- Northern Ireland: Small business grant scheme

6q. How easy was it for you to access government business support?

- Very easy    Easy    OK    Difficult    Very difficult    Don't know/prefer not to say

6r. Did you receive the support quickly enough?

- Very quickly    Quickly    OK    Slow    Very slow    Don't know/prefer not to say

## Appendix 2. Covid-19 questionnaire detailed response rates

Table 3. Covid-19 questionnaire coverage by site size and species group for all majority and minority seafood processing sites identified in the 2020 processing survey. The table presents the maximum sampling rates; some Covid-19 related questions had lower response rates.

Group	Population – # sites	Sample - # sites	Sample rate
<b>FTE 1-10</b>	<b>206</b>	<b>150</b>	<b>73%</b>
Mixed	103	83	81%
Demersal	30	18	60%
Shellfish	55	39	71%
Pelagic	2	0	0%
Salmon	14	8	57%
Trout&Other Freshwater	2	2	100%
<b>FTE 11-25</b>	<b>71</b>	<b>48</b>	<b>68%</b>
Mixed	40	27	68%
Demersal	10	6	60%
Shellfish	14	12	86%
Pelagic	2	0	0%
Salmon	3	2	67%
Trout&Other Freshwater	2	1	50%
<b>FTE 26-50</b>	<b>43</b>	<b>32</b>	<b>74%</b>
Mixed	22	17	77%
Demersal	8	5	63%
Shellfish	6	6	100%
Pelagic	2	2	100%
Salmon	4	1	25%
Trout&Other Freshwater	1	1	100%
<b>FTE 50-100</b>	<b>39</b>	<b>28</b>	<b>72%</b>
Mixed	15	10	67%
Demersal	6	3	50%
Shellfish	9	7	78%
Pelagic	3	3	100%
Salmon	6	5	83%
Trout&Other Freshwater	-	-	-
<b>FTE 100+</b>	<b>45</b>	<b>21</b>	<b>47%</b>
Mixed	30	13	43%
Demersal	-	-	-
Shellfish	8	5	63%
Pelagic	3	2	67%
Salmon	4	1	25%
Trout&Other Freshwater	-	-	-
<b>Undeclared</b>	<b>14</b>	<b>1</b>	<b>7%</b>
<b>TOTAL</b>	<b>418</b>	<b>280</b>	<b>67%</b>

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