



INCHING THEIR WAY UP:

The Smoked Tuna (Inagunan) Producers of the Coastal Community of Nato,
Sagnay, Camarines Sur, Philippines

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Flow of Presentation

Objectives

Methodology

Findings

Location map of smoked Skipjack (*Inagunan*) producers

Selected socio-economic characteristics

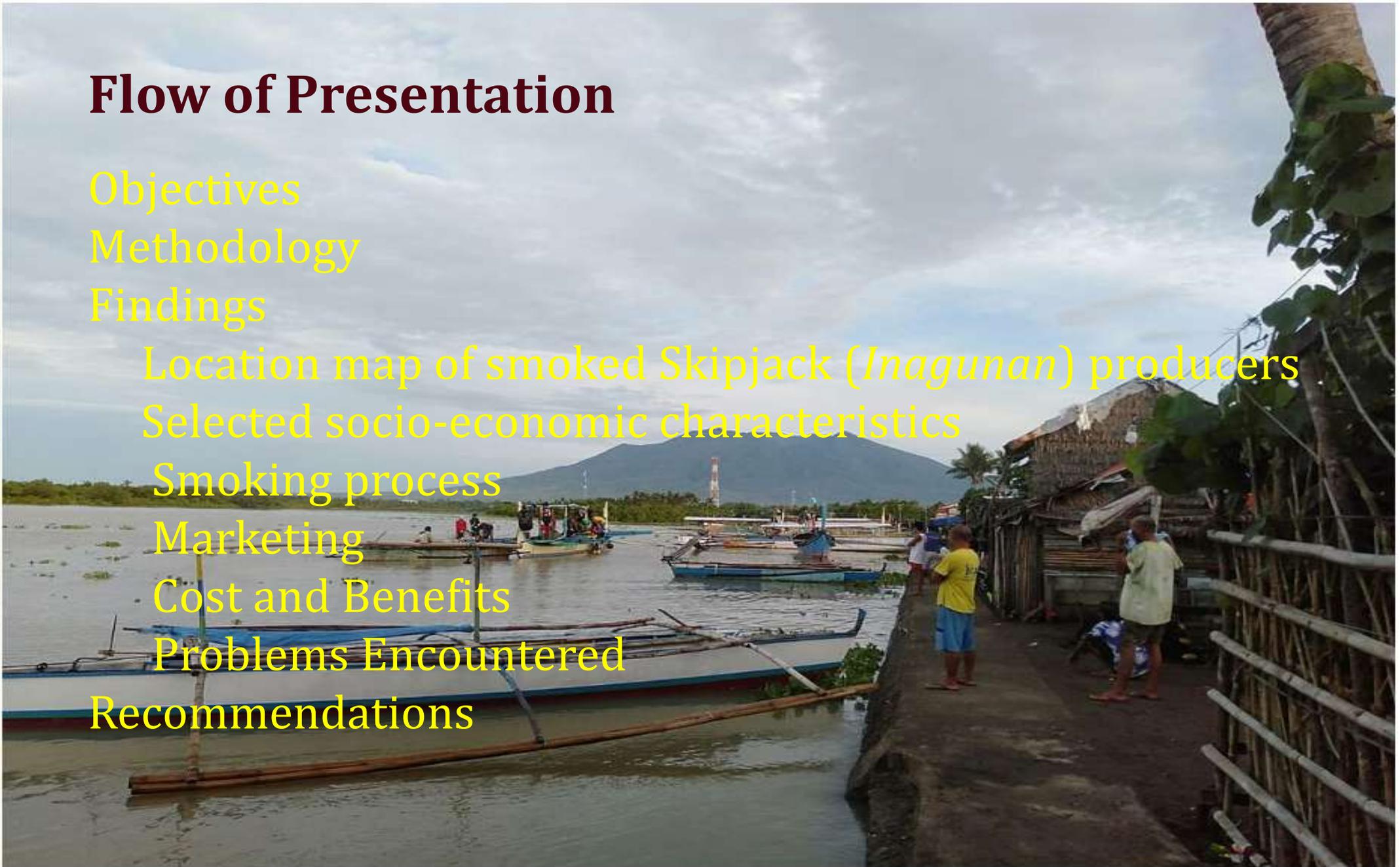
Smoking process

Marketing

Cost and Benefits

Problems Encountered

Recommendations



Objectives

1. Map the *Inagunan* producers in Sagñay;
2. Describe the socio-economic characteristics of households engaged in producing *Inagunan*;
3. Describe *Inagunan* handling and processing practices;
4. Estimate the cost and benefit of processing *Inagunan*;
5. Identify problems encountered by *Inagunan* producers in processing;
6. Describe marketing activities related to *Inagunan*; and
7. Recommend ways to enhance its processing and profitability.

Jun 27, 2023

Methodology

Descriptive Research Design

Qualitative and Quantitative Approaches

Quantitative

Face-to-face interview of 14 *Inagunan* Smoked Skipjack Produce

Descriptive Statistics

Cost and Returns

Encoded and Processed using Excel

Qualitative

Focus Group Discussion (1)

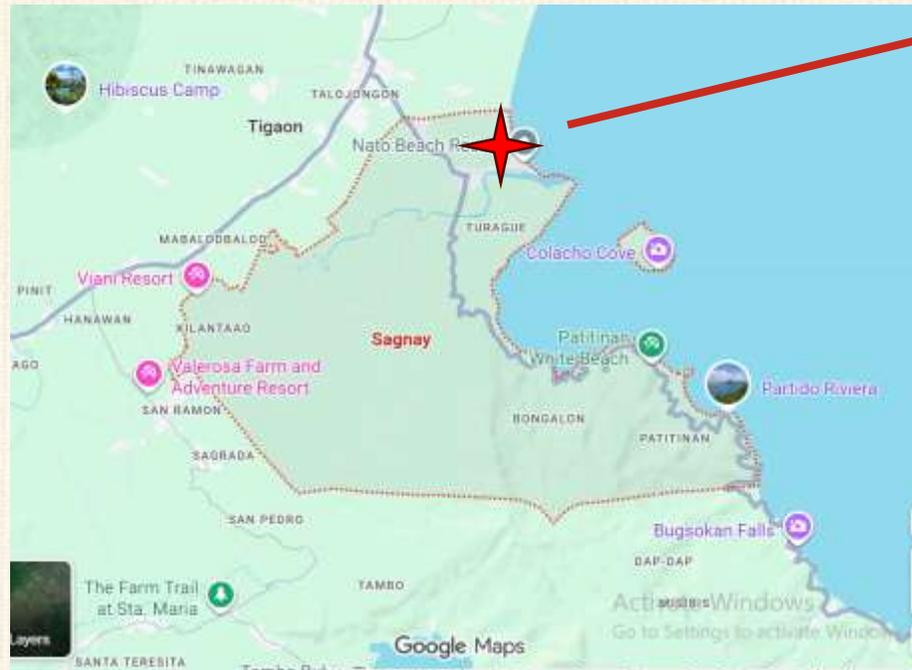
Photo documentation

Thematically analyzed



Study site

Municipality of Sagñay Barangay (Village) Nato



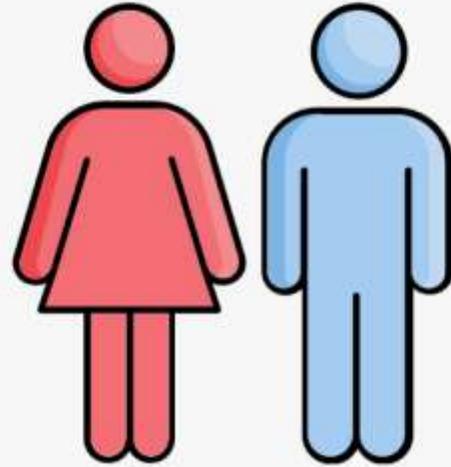
Findings

Location Map of Inagunan Skipjack Producers



Socio-Economic Characteristics

Household size = 5



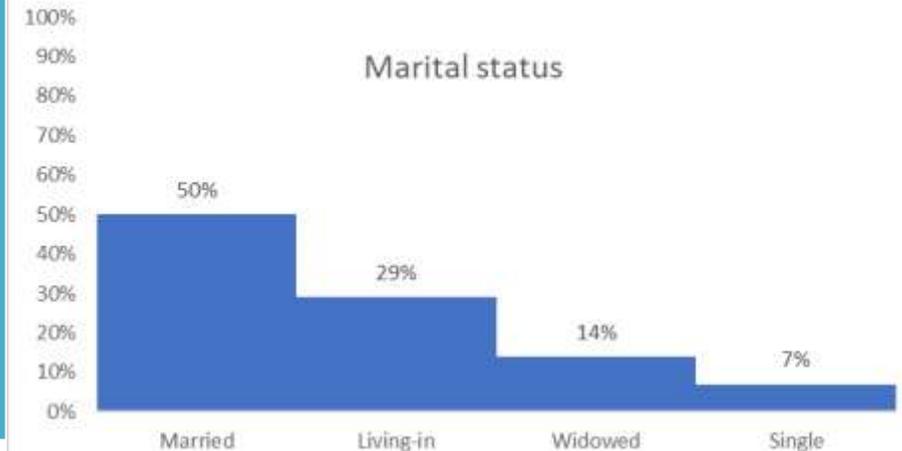
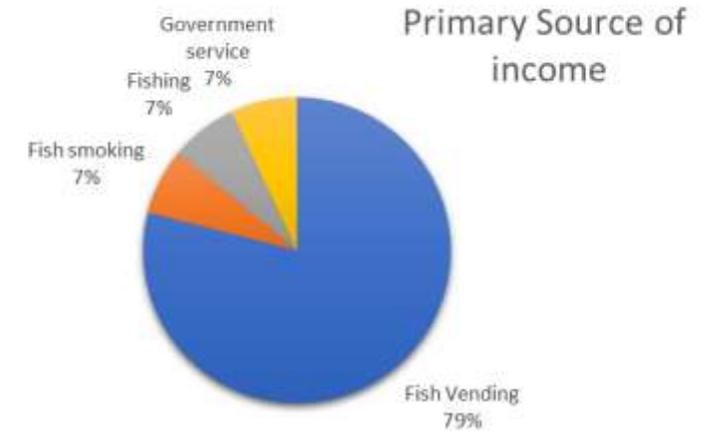
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No housing tenure

Poor , 64%

Not Poor, 36%



Washing of fish



Removal of Gills, Gut & dark tissue lining abdominal cavity



Slicing and soaking of fish



Preparation of bamboo skewers



Clipping of fish



Smoking



Smoking Process of Skipjack



Marketing Practices

Producer + Trader



Consumer



- Lack of storage facility
- Lack of shelter (sit under open sky)
- No permanent stall
- Poor product packaging
- Traditional marketing strategy
- Limited marketing channel

Costs and Benefits

No Fixed Cost declared

Variable Cost	Qty (kg)	Price/unit	Amt
Fish	10	135	1,350 (24.54)
Sticks	1	19	19 (.35)
Firewood	1	54	54 (0.98)
Ice	6	5	30 (.55)
Plastic bags	1	16	16 (0.29)
Charcoal	1	20	20 (0.29)
Fare		2	100 (1.82)
Total Variable Cost (TVC)			1,589 (28.9)

Returns	Qty (stick)	Price/Unit	Amt
Total Returns (TR)	56	50 (.91)	2,800 (51)
Net Returns (Net Ret = TR-TVC)			1,211 (22)
Net returns as % of TR			43%
Net returns as % of VC			76%

Notes: Values in parenthesis are in in US \$ (1 US dollar = P55.00)

Problems Encountered



Scarcity of supply of fish
Lack of supply of clean water
Limited Sources of Income
Lack of financial capital/access to credit
Bad weather
No proper fish processing facility
No storage facility
Health-related concerns

Recommendations

- Conduct microbiological analysis
- Fabricate a modern, affordable and efficient smoking house
- Pursue product development and packaging
- Provide capability building activities
- Conduct occupational health and safety orientation seminar
- Provide financial assistance
- Supplemental source of income
- Organize the *inagunan* producers
- Establish hygienic shared service facility
- Increase access to health



Organization and Field exposure





Thank You For Listening!

