



## Changes in consumer preferences for seafood products due to the COVID-19 pandemic: Summary of Eastern Shore, MD results

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### Summary

The health crisis created by the COVID-19 pandemic led to the shutdown of restaurants and nonessential businesses throughout the United States. With the majority (68%) of seafood products purchased at food service establishments, this has resulted in an unparalleled shock to U.S. fisheries and aquaculture producers (NOAA 2018). Furthermore, the USDA Census of Aquaculture reported that for shellfish farms only 4% of their first point of sales were direct to consumers (USDA 2019). As farms and businesses attempt to respond to the loss of revenue from traditional marketing channels and establish direct to consumer channels, a key question concerned the extent of changes in consumer demand and preferences for seafood products. Thus, the goal of this project was to gather market information on changes in how, when, and where consumers purchase seafood in response to the COVID-19 pandemic.

This report summarizes the results of information specific to responses related to seafood purchases at households within the Eastern Shore region of Maryland. Survey respondents were asked about seafood purchases prior to (2019) and during (2020) the COVID-19 pandemic.

There were 100 usable responses from participants living within the Eastern Shore region of Maryland.

Respondent location was self-reported via zip code. The greatest percentages of respondents had completed a 4-year college degree (42%) or some college (23%) (Figure 1). The majority of respondents self-reported as “White” (88%), with the remaining respondents (12%) self-reporting as “Hispanic”. Male and female genders accounted for 72% and 28% of respondents, respectively. Thirty-three percent of respondents reported being 35 years old or younger. Similarly, 33% reported being 66 years old or older. Figure 2 illustrates the proportion of respondents by income prior to and during the COVID-19 pandemic. In general, the greatest percentages of respondents had household incomes of \$50,000 to \$99,999 (36% in 2019, 34% in 2020), or \$100,000 to \$149,999 (29% in 2019, 27% in 2020).

When asked about frequency of seafood consumption during the pandemic (2020), the largest percentages of respondents (52%) indicated they ate about the same as they did in 2019 (Figure 3). This was followed by 35% who indicated they ate seafood less frequently in 2020, and 13% who indicated they ate seafood more frequently in 2020.

Between 2019 and 2020, consumers reported increased consumption of seafood products prepared at home, takeout from restaurants, and delivered to home as a prepared meal (Table 1). Conversely, consumers reported decreased consumption of

seafood products at restaurants. The percentage of respondents who did not consume seafood products increased between 2019 and 2020.

Regarding method of preparation, respondents indicated they preferred grilled finfish products when purchasing as takeout from a restaurant or delivered to home as a prepared meal. This was observed both prior to (2019) and during the pandemic (2020) (Figures 4 & 5). Respondents indicated they preferred fried mollusk products when purchasing as takeout from a restaurant or delivered as a prepared meal in both 2019 and 2020. In 2019, participants indicated they preferred grilled crustacean products when purchasing as takeout from a restaurant or delivered as a prepared meal. This changed in 2020, as the greatest percentage of respondents indicated they preferred baked and/or broiled crustacean products. In regard to seaweed products, respondents indicated they preferred baked products purchased as takeout from a restaurant or delivered as a prepared meal in both 2019 and 2020. The preferred method of preparation changed when asked about seafood products purchased at a restaurant (Figures 6 & 7). Grilled finfish was still preferred in 2019 and 2020, as was fried mollusks in 2019. However, respondents indicated they preferred raw mollusks when purchasing at a restaurant in 2020. Also, respondents indicated they preferred broiled crustaceans when purchasing at a restaurant in 2019 and 2020. The preferred method of preparation of seaweed products purchased at a restaurant was raw in 2019 and 2020.

Survey participants were asked about the amount spent per shopping trip on seafood products for home preparation in 2019 and 2020 (Figure 8). The majority of respondents in both 2019 (59%) and 2020 (63%) indicated they purchased less than \$30 worth of seafood products per shopping trip. Similarly, survey participants were asked about the quantity (in pounds) purchased per shopping trip or home preparation (Figure 9). The majority of participants in both 2019 (64%) and 2020 (71%) indicated they purchased 10 pounds or less of seafood products per shopping trip.

In 2019, prior to the COVID-19 pandemic, the majority of respondents (59%) indicated they ate more seafood during a particular season of the year (Figure 10). Fifty-seven percent indicated summer

was the preferred season. In 2020, during the pandemic, 36% indicated they ate more seafood during a particular season, indicating a shift away from seasonal consumption with the majority of respondents in 2020 (64%) not eating more seafood during a particular season of the year.

Regarding advertisement methods, word of mouth and Seafood counter clerk or waitstaff were found to be the most important methods of advertisement, as the largest percentage of participants (27% for both methods) indicated this to be a very important method (Table 2). Greater percentages of respondents found all other methods (Mailed flyer, E-mail, text message, social media posting, etc.) to be not important at all.

Respondents were asked to identify establishments from which they purchased seafood products for home preparation in 2019 and 2020 (Figures 11 & 12). Forty-seven percent of respondents in 2019 and 50% in 2020 indicated they purchased more than 50% of seafood products for home preparation at supermarkets or grocery stores. This was followed by 37% in 2019 and 32% in 2020 that purchased less than 10% of seafood products for home preparation at supermarkets or grocery stores. Sixteen percent of respondents in 2019 and 18% in 2020 indicated they purchased between 11% and 50% of seafood products for home preparation at supermarkets or grocery stores. Purchases from all other establishments were uncommon in 2019 and 2020, with 75% or more of respondents in 2019 and 73% or more of respondents in 2020 indicating 10% or less of seafood purchases being made at all other establishments (seafood market, farmer's market, food hub, online seafood distributor or producer, etc.). Overall, supermarkets or grocery stores were the most common establishment from which to purchase of seafood products for home consumption in 2019 and 2020. Regarding preferred establishments from which purchase seafood products for home preparation, minimal change was observed between 2019 and 2020 (pre-pandemic vs. pandemic).

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## **Appendix**

### **Changes in consumer preferences for seafood products due to the COVID-19 pandemic:**

#### **Summary of Eastern Shore, MD results**

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*Jonathan van Senten, Virginia Tech*

*Michael Ciaramella, Cornell Cooperative Extension*

*Matt Parker, Maryland Sea Grant Extension*

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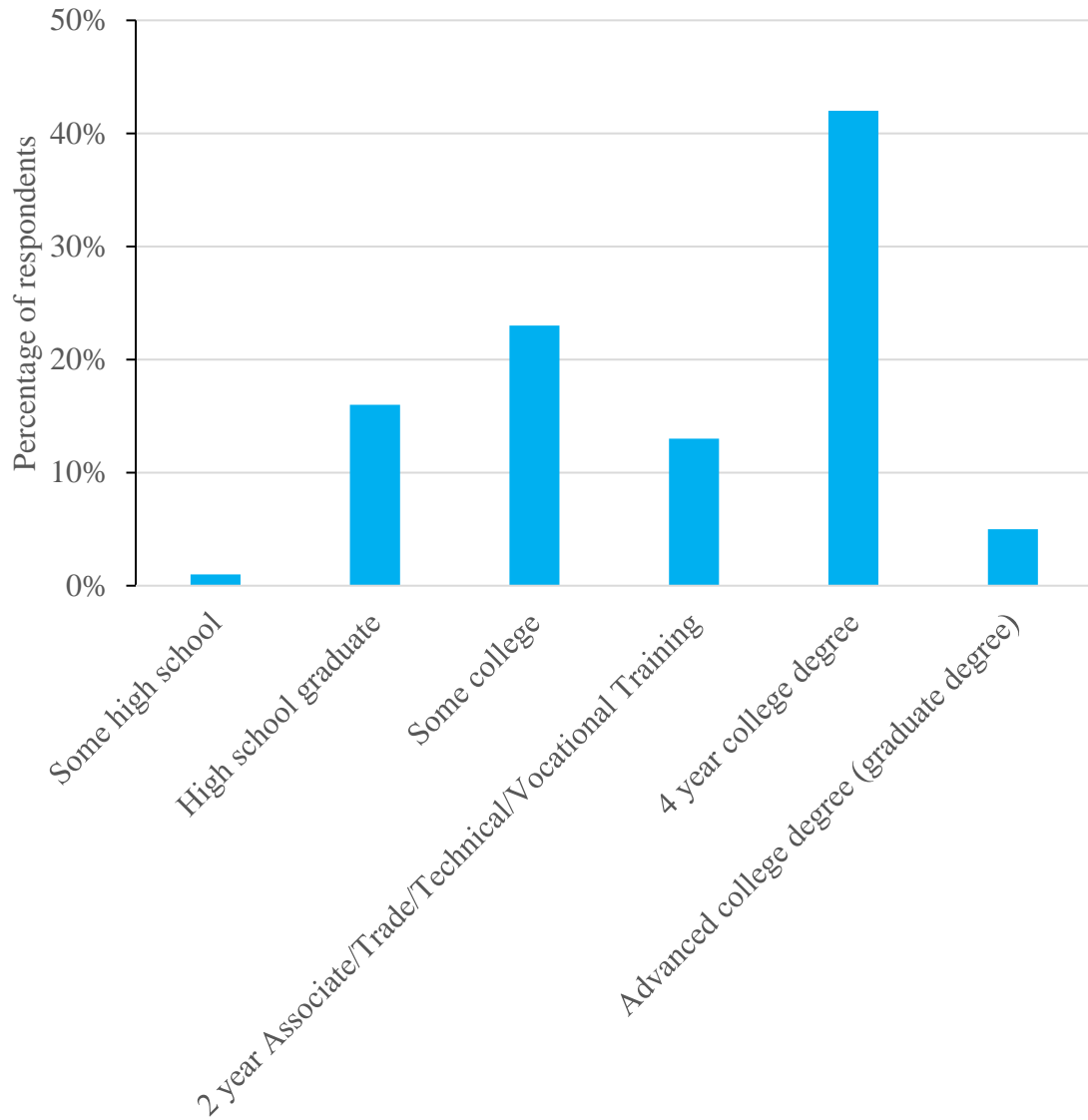


Figure 1. Level of education completed by survey respondents.

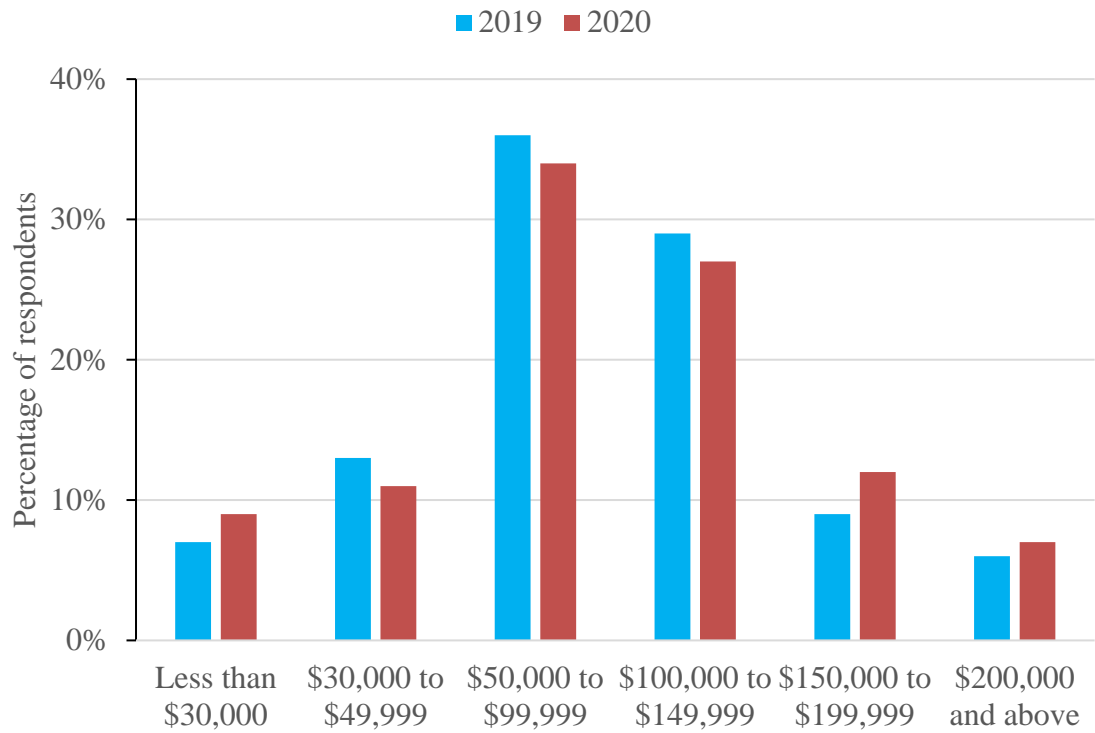


Figure 2. Household income of survey respondents in 2019 and 2020.

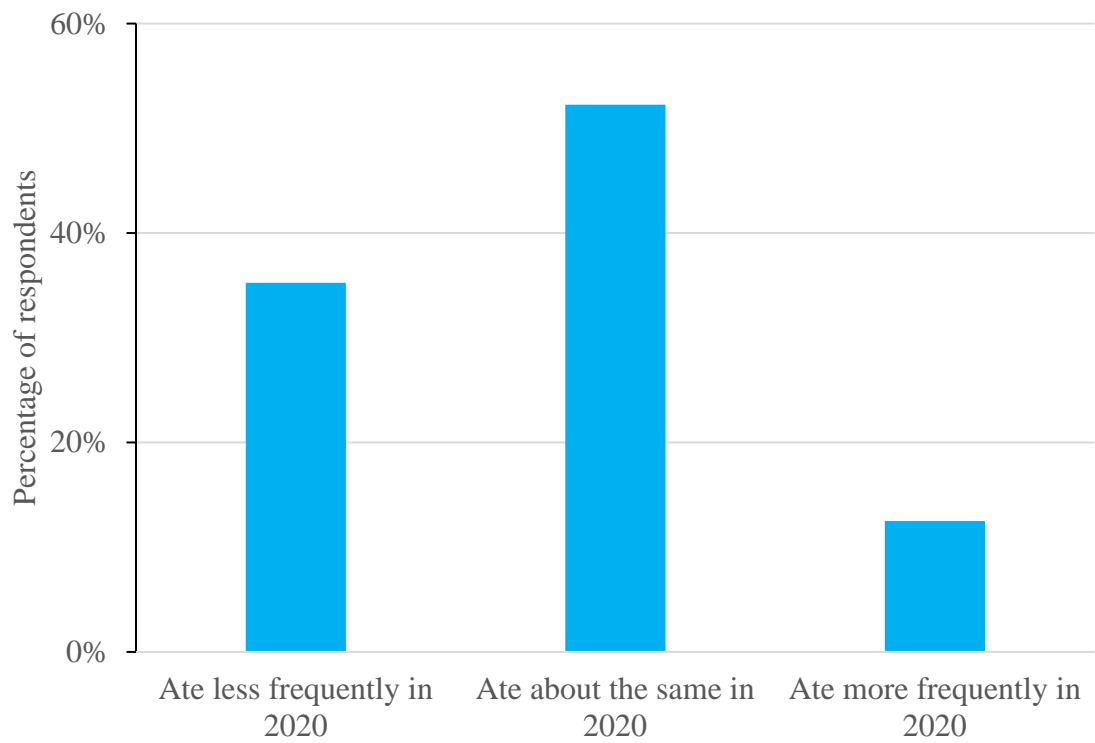


Figure 3. Frequency of seafood consumption of seafood products in 2020, with respect to seafood consumption in 2019.

Table 1. Methods of consumption of seafood products reported in 2019 and 2020.

Methods of consumption	2019	2020
Prepared at home	33%	36%
Takeout from a restaurant	11%	14%
Delivered to home as a prepared meal	6%	7%
At a restaurant	32%	19%
Other	2%	1%
Did not consume	17%	24%

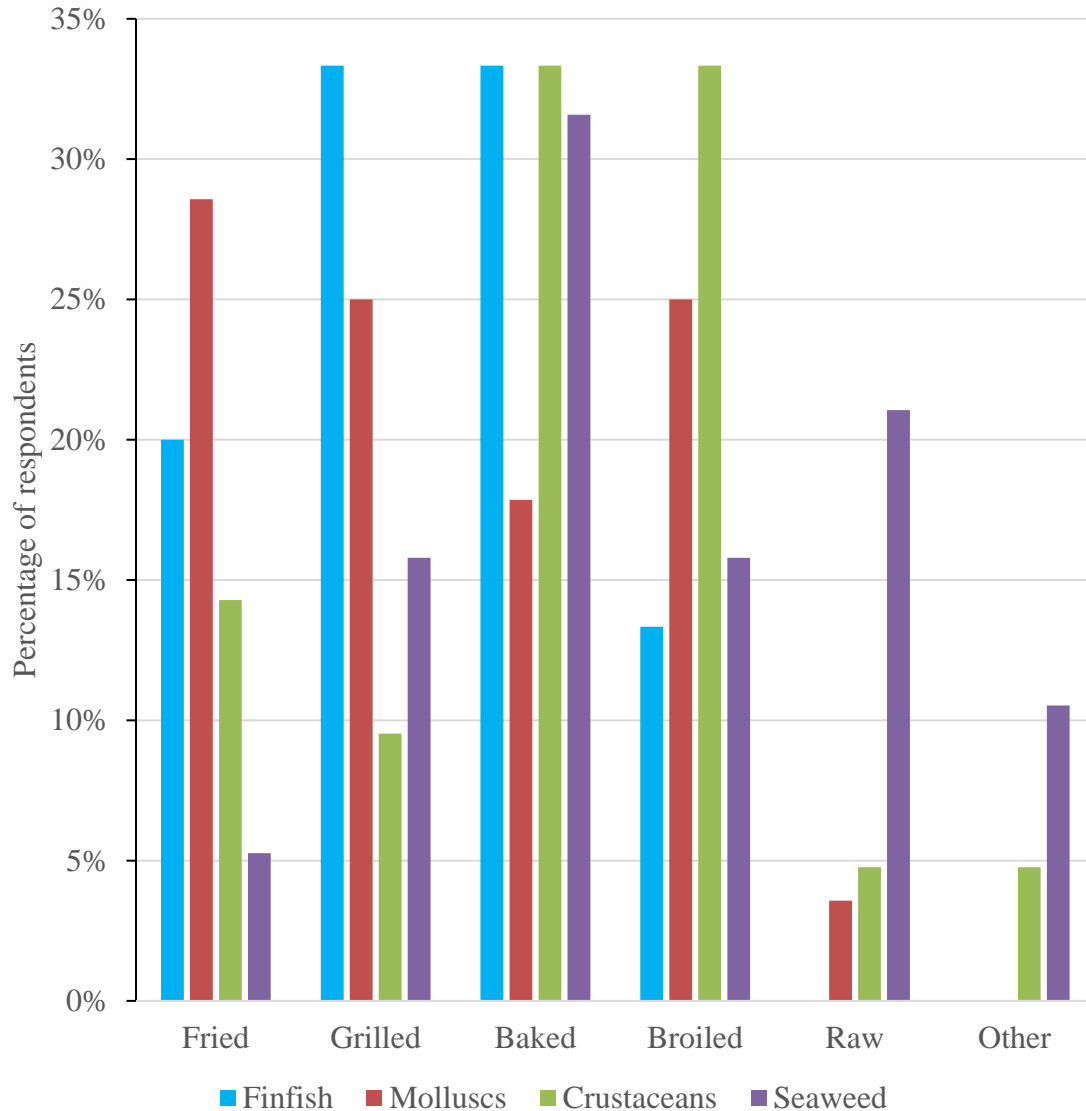


Figure 4. Preferred method of preparation of seafood products purchased as takeout from a restaurant or delivered to home as a prepared meal reported in 2019.



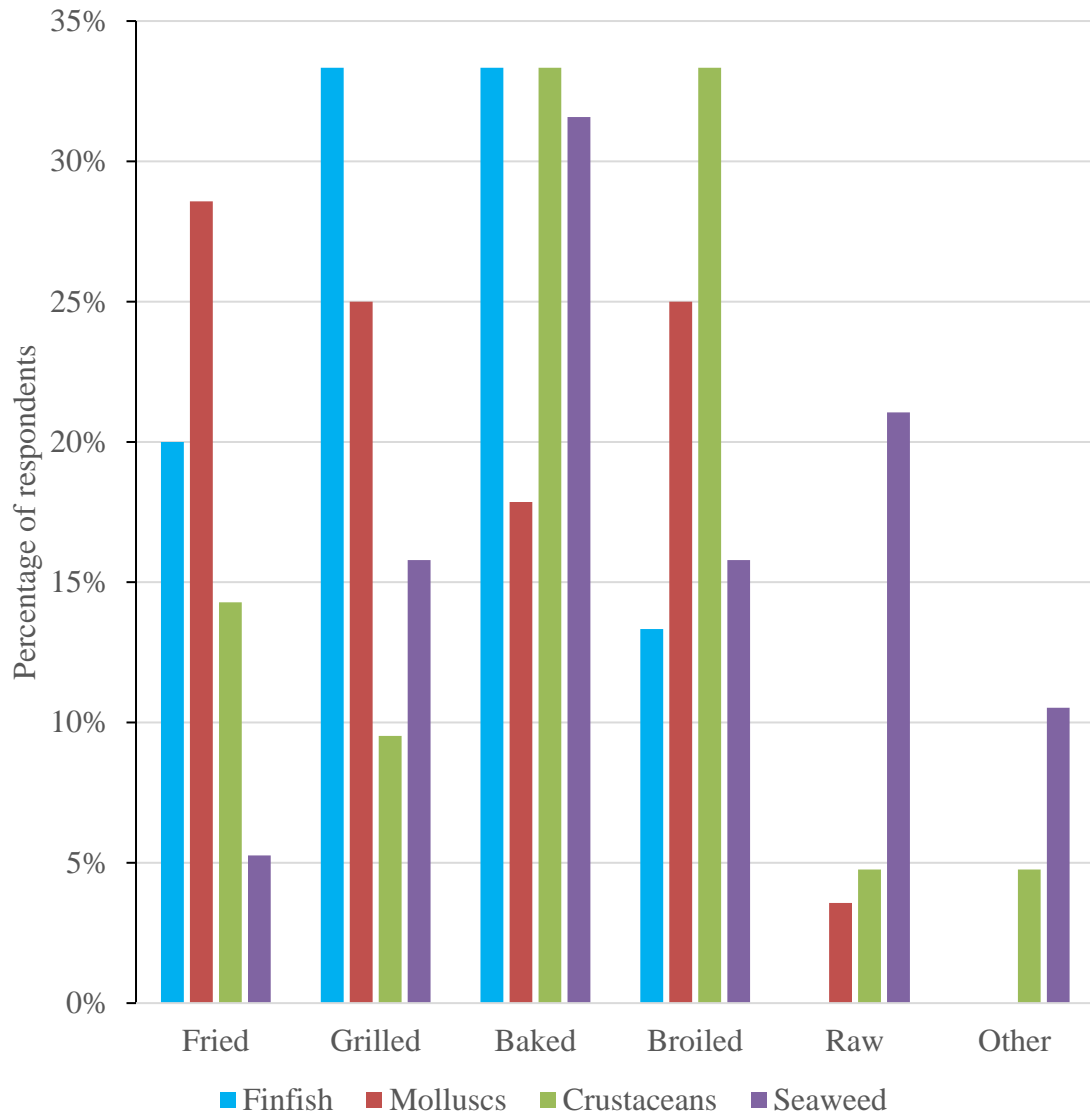


Figure 5. Preferred method of preparation of seafood products purchased as takeout from a restaurant or delivered to home as a prepared meal reported in 2020.

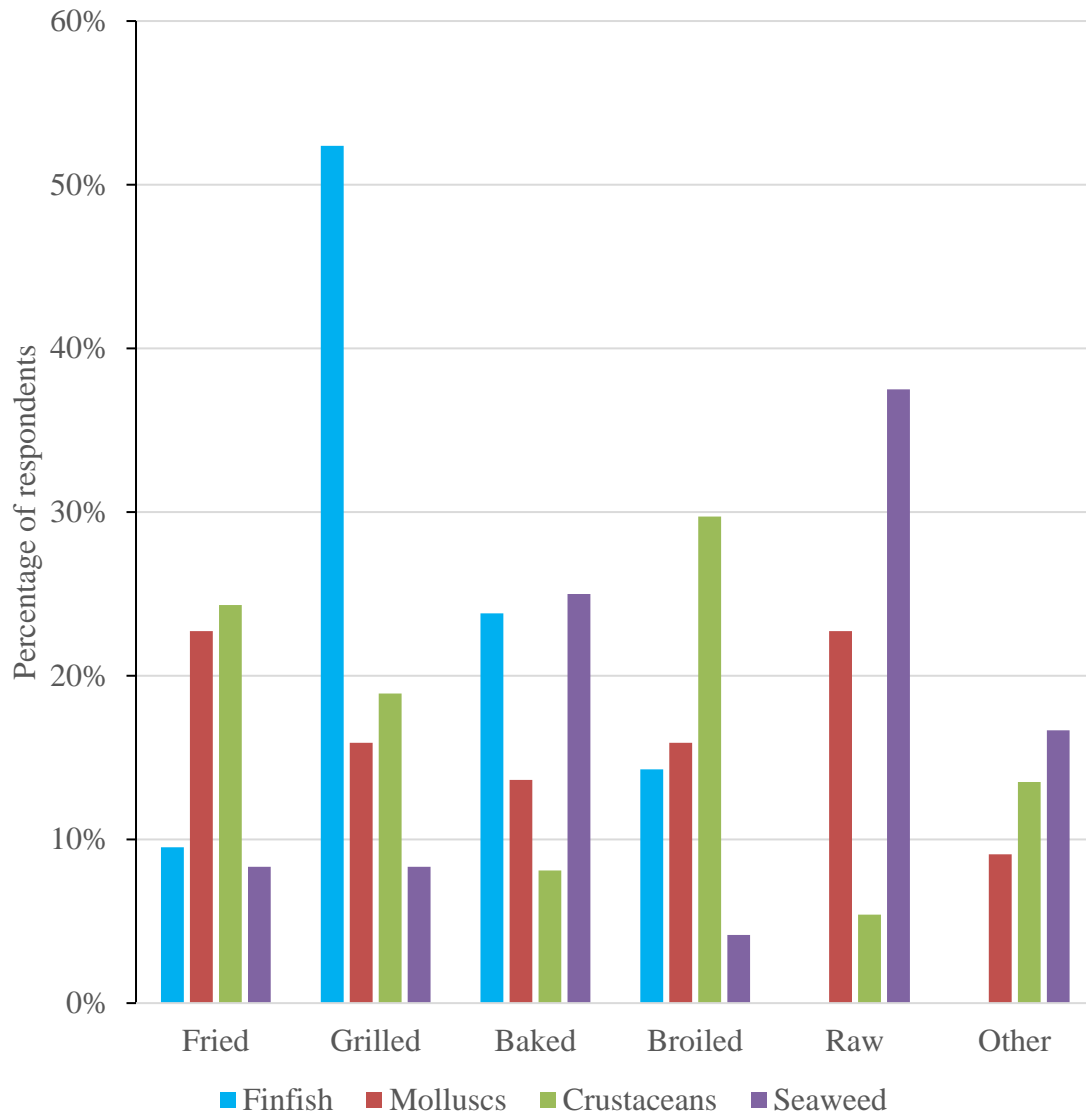


Figure 6. Preferred method of preparation of seafood products purchased at a restaurant reported in 2019.

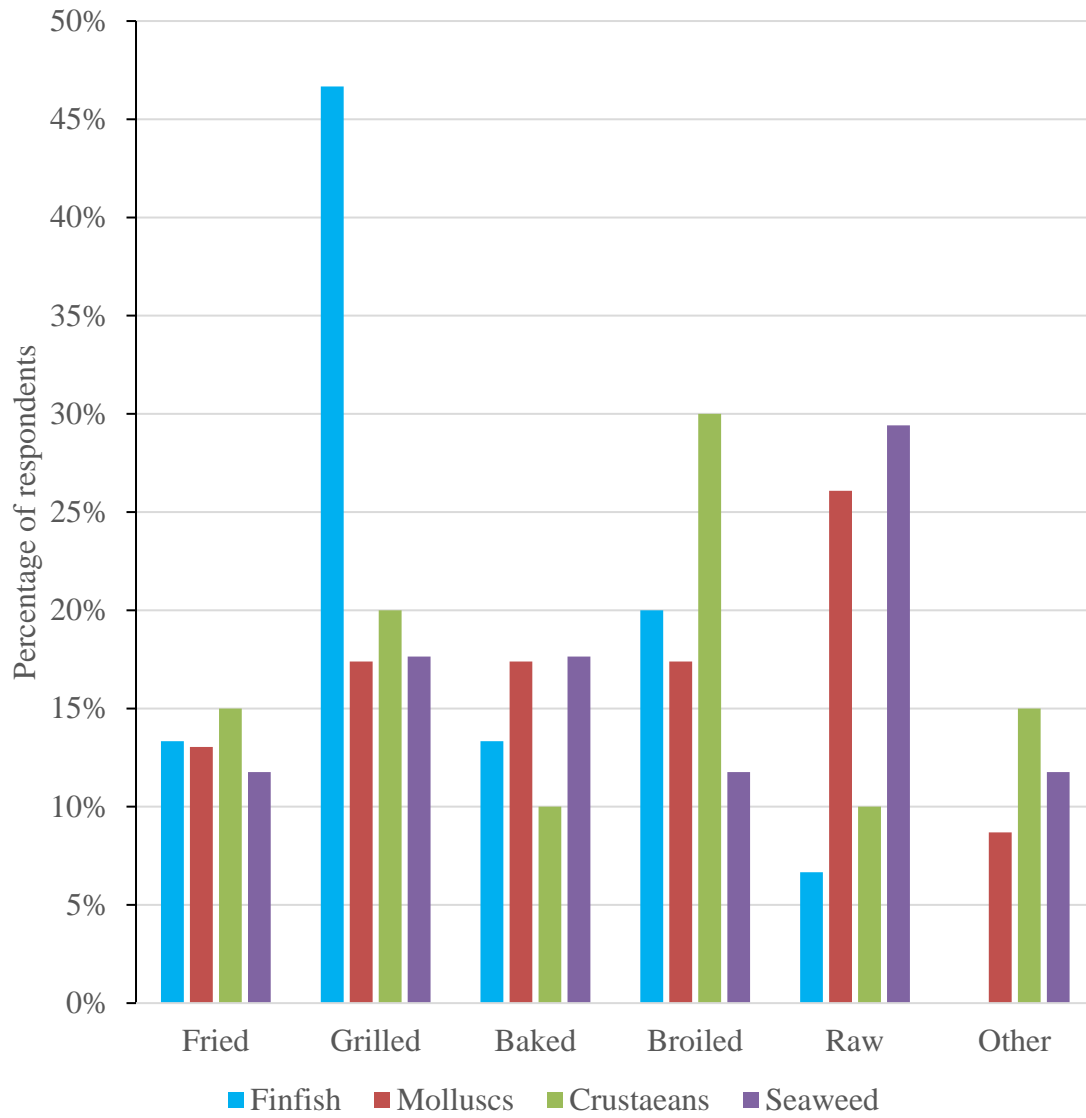


Figure 7. Preferred method of preparation of seafood products purchased at a restaurant reported in 2020.

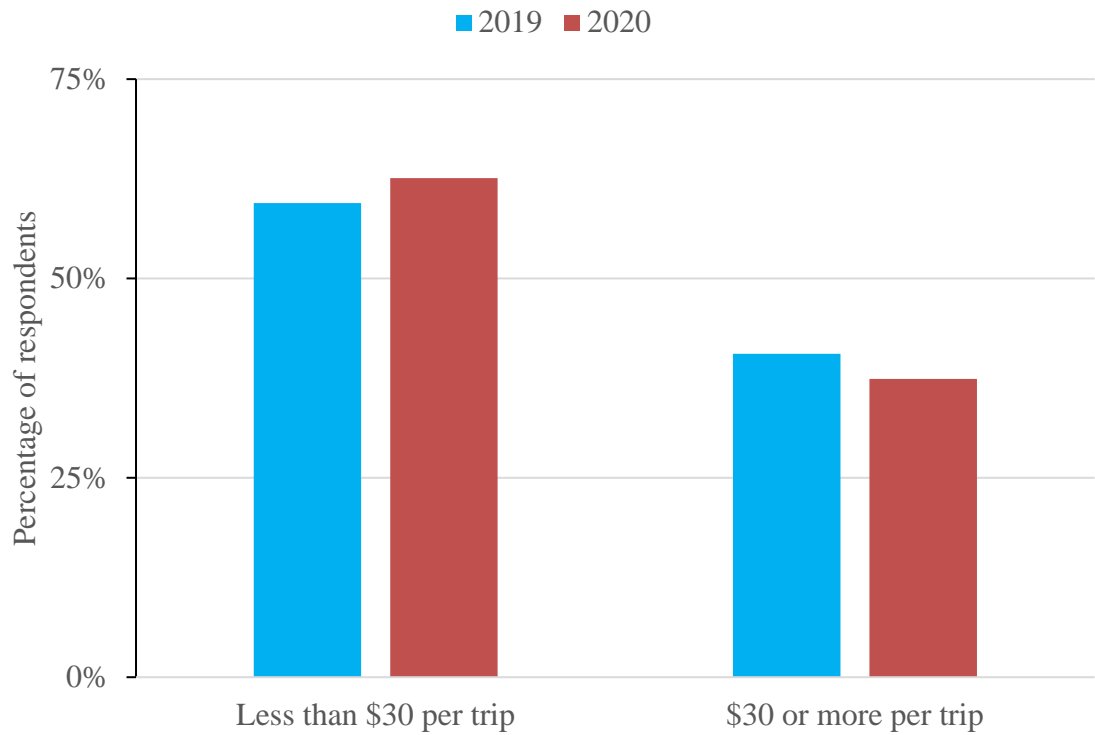


Figure 8. Amounts spent per shopping trip on seafood products for home preparation reported in 2019 and 2020.

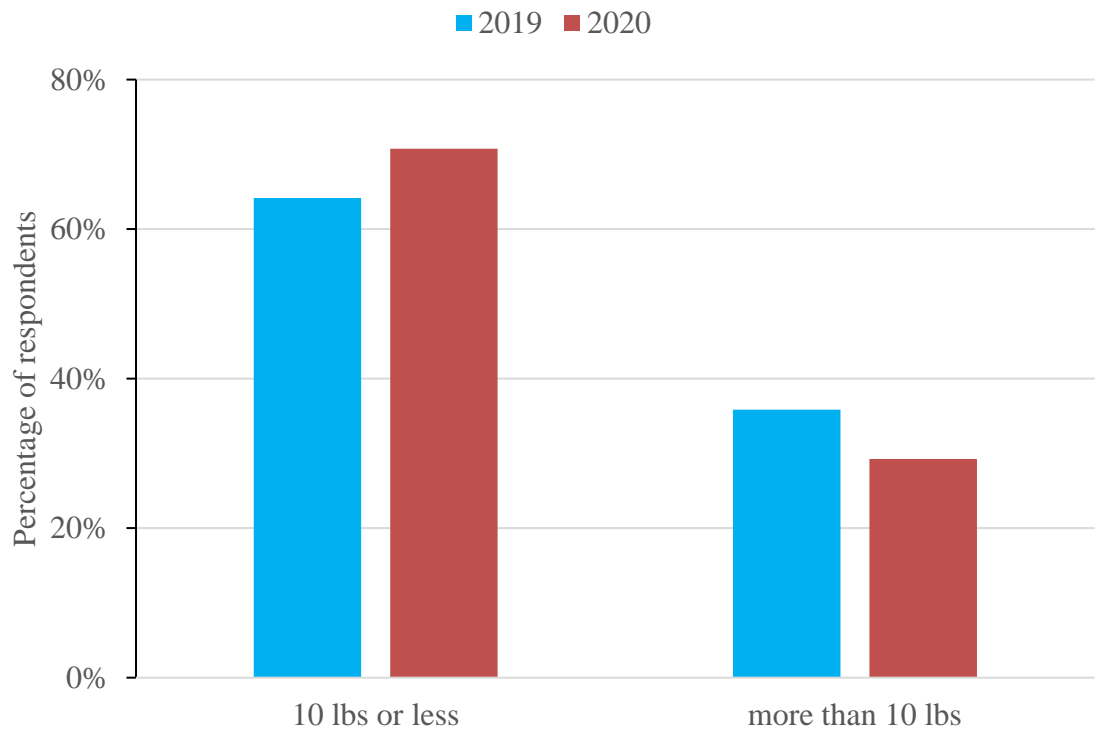


Figure 9. Quantities of seafood products purchased per shopping trip for home preparation reported in 2019 and 2020.

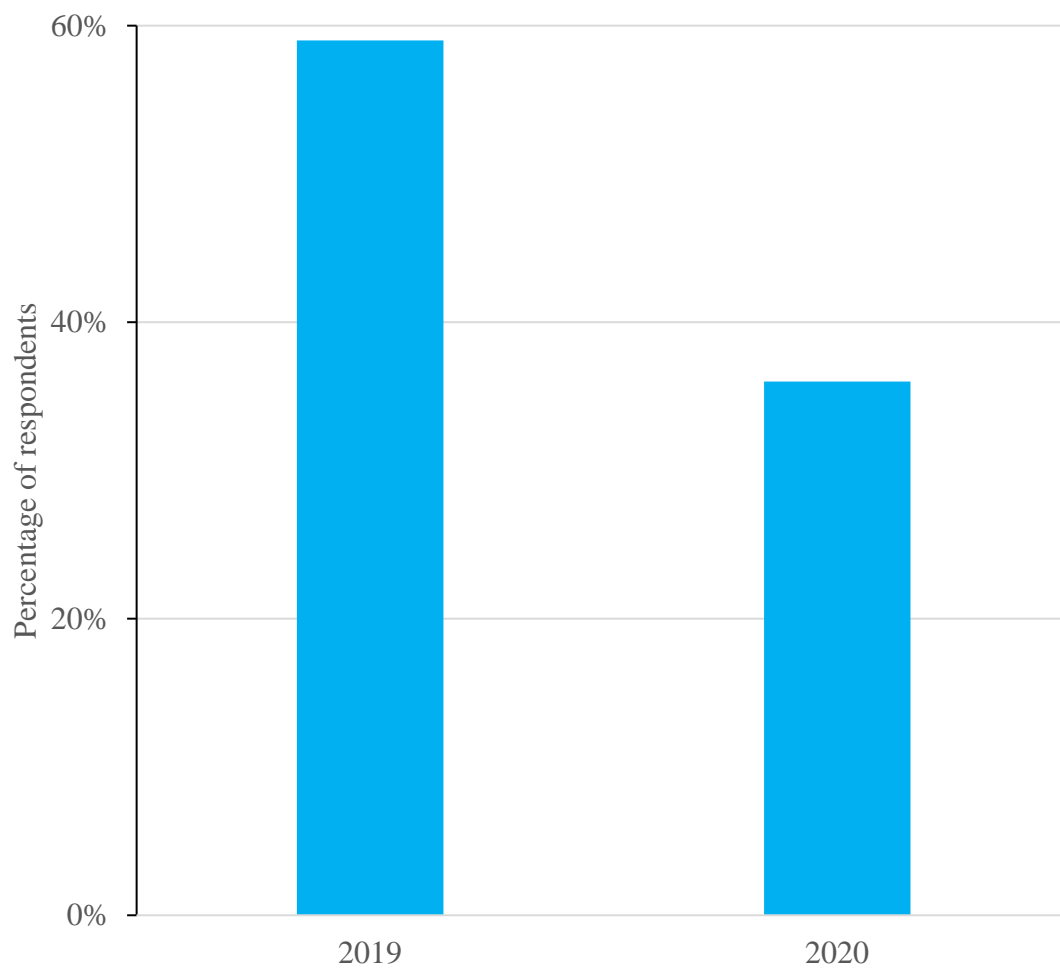


Figure 10. Percentage of respondents who consumed more seafood during a particular season in 2019, prior to the pandemic, and 2020, during the pandemic.

	1 (not important at all)	2 (slightly important)	3 (moderately important)	4 (very important)	5 (extremely important)
Mailed flyer	39%*	14%	18%	18%	11%
E-mail	35%*	14%	23%	16%	12%
Text message	50%*	10%	15%	14%	11%
Facebook posting	49%*	8%	14%	15%	14%
Twitter posting	52%*	11%	15%	8%	14%
In-store cards, table tops	26%*	17%	19%	20%	18%
In-store notifications, text	38%*	11%	16%	19%	16%
QR code	43%*	8%	20%	14%	15%
Word of mouth	18%	16%	17%	27%*	22%
Seafood counter clerk or waitstaff	13%	12%	25%	27%*	23%
Other	51%*	9%	9%	11%	20%

Table 2. Ranked importance of options to receive advertising information about seafood, according to survey responses in 2020 (\* indicates greatest percentage).

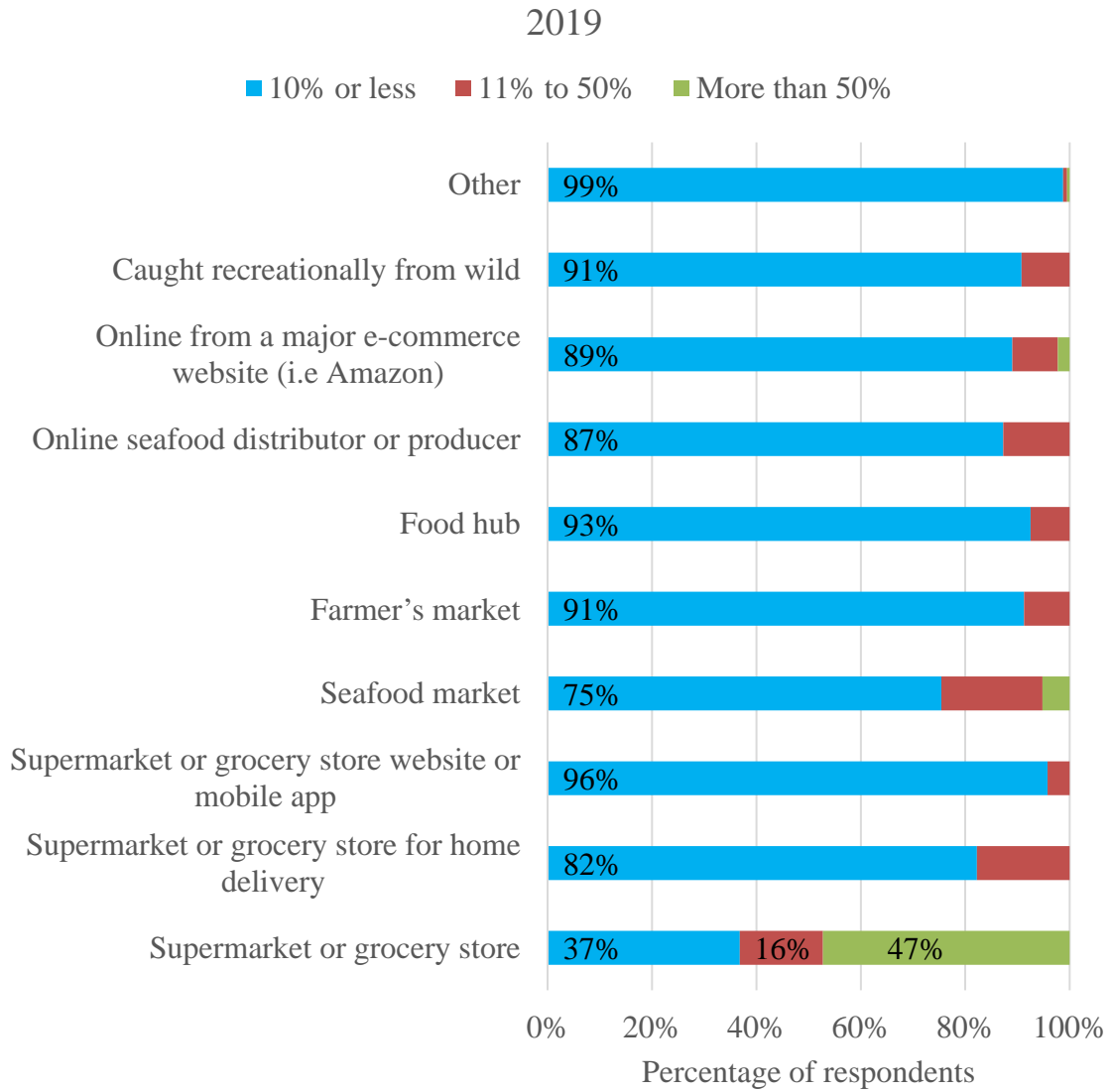


Figure 11. Percentage of seafood products purchased at varying establishments in 2019.

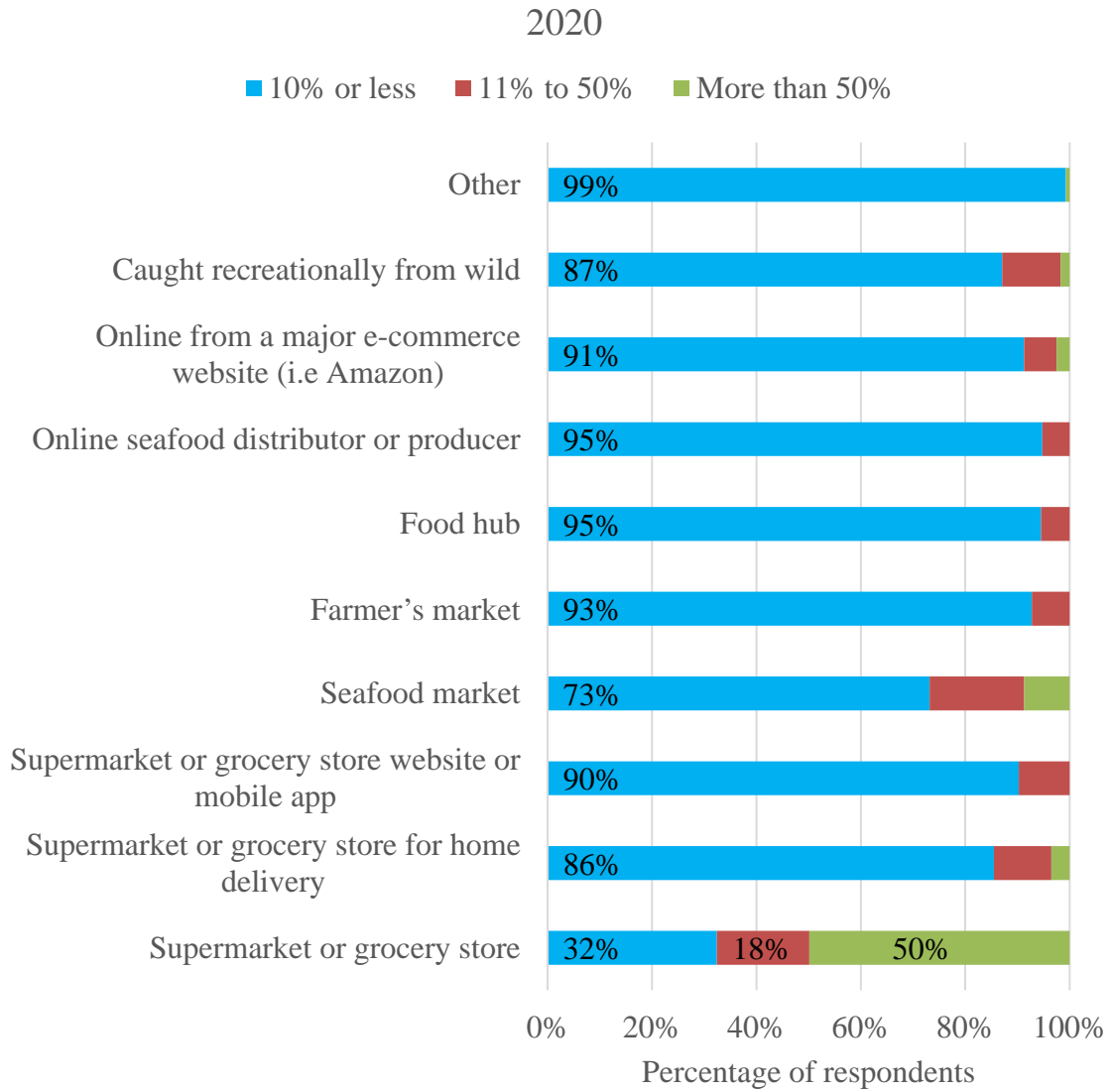


Figure 12. Percentage of seafood products purchased at varying establishments in 2020.