

Policy to increase revenue of fishermen community

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Abstract. This research aimed to see the policy of increasing the income of fishermen in the community in Merauke district. The results of this research show that the fisheries Department of Merauke District in increasing the income of fishermen society has not been implemented properly and still very much to be raised by the fishermen community. Therefore, it is necessary that the business capital or loan capital to be donated to the production so that the results increase, then the arrest technique still using traditional tools, but there is also use modern technology, as well as motorboats To satellite imagery technology that can be used as tools such as GPS and other vessels, the Department of Fisheries carried out mentoring by providing guidance to fishermen in a technical way, to build in terms of Management, in terms of finance, as well as providing business opportunities and increasing the income of people and the region, to provide fishery human resources, especially fishermen groups, as well as providing the means and infrastructure of fishing, and Provide marketing system using several alternative that bias used, namely by marketing itself to the end consumer, to launch products to the consumer must have quality fish production and have competitiveness.

1. Introduction

The consistency of fishery resources can be said to be very much so that people's welfare benefit varies in terms of quantity. In the regulation of the Government of the Republic of Indonesia number 39 the year 2012 on social welfare enforcement, described in article 1 that the implementation of social intimacy is a step that has direction, has one goal, and And the national and local bureaucracy, through a pattern of social services in order to allow the basic needs of every citizen to be fulfilled, including social development, social policy, social empowerment, and Social protection. The process of catching fish is an activity that is done by a group of people, namely fishermen society. Because if the catches are obtained very much, then the income that the public received also a lot. Technical fundamentals are affecting the revenue of fishermen, namely the initial capital, the large number of fishing equipment, the number of workers, the distance traveled and the experience that has [1].

The increase in community economics is the face of prosperity. The role of economics in relation to natural resources and the environment is about decision making in the use of scarce natural resources



[2].The economic incomes of a region can be seen from the income level of its people. In this case, it is closely related to the economic activities carried out by the community. In the coastal sphere, its economic activities are fixed in the utilization of the wealth of marine biota. Most of the people living in coastal areas whose works are fishermen and their life activities of the fishery. According to Kusnadi, in developing the health of the fishermen community, socialization and practice of fishermen must be carried out with the concept of fishermen empowerment. Therefore, there needs to be a rule made by the Government that can increase the social empowerment of the Community Economy[3]

The dwelling of people in human resources, strengthening poverty that causes lack of access and ability to manage advanced tools, capital and market, and human resources. Government regulation, as well as the implementation of the program, is better for the community in coastal areas until this second can not be called perfect in eliminating poverty rope or to bring them towards the community at a time. The impact is the implementation of the regulation of the development of the Community economic sector of the fishermen quite a combination[4]. The management of fisheries is implemented with the following objectives: 1). Developing the quality of life of small fishermen and cultivating small fish power, 2). Foreign exchange is increasing, 3). In addition to the broad employment opportunities, 4). Available Fish protein sources and ready for consumption, 5). Optimally managed fish resources, 6). Productivity, quality, value-added, and competitiveness increased, 7). Raw materials for the fish management industry are always available, 8). Fish resources that have high benefits, Pembudiyakan land fish, and fish resource environment optimally, 9). It is a good environment for fish resources, fish cultivation land, and spatial planning.

Maritime potential in Merauke Regency is remarkable. We can see, specifically for the results of fish officially recorded in the fisheries office reaches 81,000 tons per year. The number does not include fish-caught fishermen who are directly sold to merchants and ship catches over 30 GT in the center. Local governments will also form a BUMD to get PAD. This is so that the source of wealth in Merauke is beneficial for Merauke community welfare. If looking at the maritime potential we have is remarkable. Natural riches at sea if optimized well, well managed then no need to mess with other riches. This commonly meets all development needs.

The people whose activities do fishing are fishermen. Then, the community whose work is fishing to be sufficient to live every day is a small fisherman. The fisherman is also a traditional fisherman who wears small boats and simple fishing equipment[5]. Fishing communities in some areas of the water are generally characterized by various factors, such as poverty, socio-cultural retardation, lack of human resources (SDM) due to the majority of its outreach only primary or Unexpired elementary school, as well as the lack of functionality of the consistency of Joint business Group (KUBE), microfinance institutions (MFIS), or the ability to organize communities. Fishermen and coastal village communities, in general, are the representation of underprivileged groups that are at the very bottom and often the first victims who suffer the most from helplessness and vulnerability.

For traditional fishermen, the long rainy season and the northern winds are not just the same as prolonged their difficulties in obtaining the catches, but also causing them to become poorer, and they are forced into a forest trap that is not With a sequence. Difficulties to improve the welfare of traditional fishermen, in addition to being influenced by several internal weaknesses, also due to external factors. The limitation of human resources, the lack of opportunities to obtain and master more sophisticated technology and not have enough capital are the factors from within that often make difficult efforts to empower the lives of Traditional fishermen. On the other hand, there are a number of factors from outside, such as the limited potential of marine resources that can be utilized by fishermen, increasingly competitive competition, market process, the freshwater position of fishermen faced with brokers, the state of the facilities and infrastructure of fishery ports, and the jurisdiction of the autonomous region is an additional difficulty that further aggravates the State. Implementation of Government in the region to

cultivate and develop the welfare of the people increasingly complex, in addition to providing and development, local governments must also be active to implement community empowerment.

Empowerment is essentially aimed at lifting the community's ability in a wide range of fields especially the economic field, to create a society that can independently create prosperity and prosperity. Therefore, empowerment should be aimed at seeing all aspects of life, especially the economy of the people, especially those in the area, covering the district and rural areas. A picture of life that is happening today is a society that works as a fisherman in general still wearing equipment that is very simple and inadequate in conducting its activities, due to limited business capital and technology owned, such as sampan and motorboat and fishing equipment such as fishing rod, nets and so on, still insufficient either from the case or the condition of the equipment. The social creature that cannot live well without establishing harmony and reliance on its creator, alongside other human beings and the interaction with his creation of both the natural environment and the various types of animals is People who have morality. Without it, man has not been said to have meaning, value, and meaning in his life in this world[6].

[7] Actions that have a new pattern as a transformation of bureaucratic institutions in the government have elements of culture and structure. The process of merging between value, trust and such as things done repeatedly, in believing as the main thing to be held in full is culture. Furthermore, structures are a working structure used in the process applied and implemented in the realm of government. Assistance given by the Government through the policy of Community empowerment applied in the form of advice and infrastructure supporting the fishery business such as boats, motorboats and fishing equipment such as jarring, fishing rod, still reaching A small portion of the fisherman. Lack of knowledge of fishery resources management, the existence of fishermen life has been faced with several problems that continue to defend it such as weak business management, low adoption of technology and business capital difficulties Fishermen's life in its reality shows poverty. Beach Lights One district Merauke during this program is already running but not yet running optimally. Currently, the policy that is expected to socialize is not merely granting assistance. The fishermen have recently been given training and socialization of the help they get so that they can make good use of it. It's only until now that every policy has not produced a significant outcome proved fishermen's income has not been maximal because there are still from fishermen who live in trouble. Thus the role of fisheries service is needed in facilitating access to information technology, capital and the marketing of fish catches for fishermen.

2. Methods

This research was conducted in Merauke Regency at the Fisheries department. To get a detailed overview and explanation of the fishermen Community Income improvement policy, the authors use qualitative research methods with a qualitative descriptive approach. Qualitative research is a study that is intended to understand the phenomenon of what is experienced by the subjects of research. While the informant is a person who can provide information about the situation and conditions about the matter being researched. The data required in the study are primary data and secondary data. In this study authors data collection using interviews with the objects being researched. In analyzing research data refers to several stages consisting of: data reduction, data presentation (display data), in the final stage is the withdrawal of conclusions or conclusion drawing (Verification) [8].

3. Results and discussion

The role of the Fisheries department in Merauke district to increase the revenue of the fishermen community in the lamp one Samkai village. Fisheries Service as an institution that performs tasks and functions related to the development of fishery production that exists in the district Merauke must pay attention to the things to support and help the community that exists for Fishing communities. Before the existence of programs that provide fisheries service through the empowerment of people such as

incompetent human resources, inadequate fishermen catching materials and the lack of socialization of the correct way of catching fishing. After the program from the fishery that aims to increase the revenue of the fishermen by providing equipment to the fishermen, development of TPI (fish auction place), trainers, management and preservation of fish, and Formation of a fishing community. To know it's all the efforts of capture fisheries through the productivity of the workforce, the existing business capital, knowledge of technology by the fishermen community, coaching and coaches provided, and the marketing of the proceeds of the fishermen. The statement above corresponds to the statements of Van Metter and Van Horn in [9] explaining that: policy implementation is actions implemented either by each person, perpetrators of bureaucracy or government groups or Aimed at the achievement of the objectives outlined in the policy decision.

3.1. Provision of capital

basic essence of a company/business to continue to carry out its business activities is with the capital. Capital is one of the most important factors of production activities. For the new group of fishermen who stand or start their business, capital is used to be able to carry out business activities, while the business areas that have long-standing, capital is usually used to increase business and widen market share Business and business. Capital is one of the production factors that contribute to the production result, the production can be increased due to the use of machine tools production efficiency when the production is increased then the income will also increase. In the production process, there is no difference between the capital itself and the loan capital, which each contributes directly to the production. With the unavailability of adequate capital, the fishermen will not be able to increase production because fishermen are not biased to buy boats, fishing equipment, and other equipment, and operational costs will also not be fulfilled and will make productivity Fishermen are declining, so that revenues will decrease rill in the event of inflation, so that the purchasing power of fishermen is low that will lead to a lower level of welfare. Business capital is the strengthening of money that is used as the basis for selling, then removing money, personal goods that can be used to acquire something that can multiply material[10]. The Fisheries Department of Merauke district has provided business capital annually to the group of fishermen in the form of Community Empowerment Program of fishermen. But the results in the field mentions that the given capital can not touch the entire group of fishermen who numbered hundreds of people so that the revenue of the fishermen people in one merauke lamp is relatively low.

3.2. Allocating information and technology

According to Barry Buzan in securitization, on the world of Expanatan in Indonesia. The utilization is certainly aimed at launching the revenue of the country from the source of the sea and also to keep the position of each country's territory from attack or crime that often occurs in the sea of Indonesia. The development of science and technology will have good impacts and adverse impacts. As much as technology is found by humans, it will not be useful if it is only intended to overexploit natural resources. All this depends on the human being who has the intellect and the mind in acting, choosing a dominant act upon nature or acting in harmony with nature. Equipment with new technology has been socialized by the fisheries service to the people of lamp one will but the lack of resources is a major obstacle in the implementation of which the fishermen community lamp One does not master the way Using the equipment provided. Policy implementation process as a way of giving information or message from one institution to another can be assessed the success of its performance based on variables in the form of support and requirement at the federal level, country capacity as well as encouragement and coercion at the central and regional level [11]. The limited resources about modern technology are also one of the things that slow down the increase in fishermen's earnings. With the lack of time and energy owned by the fishermen, it takes technology to Boost and increase production because, with the existence of technology,

the production activity becomes more effective and efficient so that the results are obtained more qualified.

3.3. Coaching and training of fishing communities

Coaching and development is a way used by governments, businesses, and communities through the allocation of guidance and assistance to strengthen and increase the capacity of small business people to become a responsible and independent business And can grow into a medium-sized business. Training is the whole activity that is formulated to improve the potential of the Skil, thinking skills, ability to do things, or changing attitudes of people, it is supported by the opinions of [12] training Is an effort that leads to the pattern of doing a person's way of being accountable to what it does or does. While development is defined as individual preparation to assume a different or higher responsibility.

The Fisheries Department has supervised the fishermen who received social donations, both from donations to joint ventures that received direct assistance in the form of facilities and infrastructure for catching fish. The government conducts mentoring by technically guiding the fishermen, coaching in terms of management, as well as in financial terms such as the creation of a report book or cash to make their income more organized. The aim of the fishery coaching and training program is to develop a high-value supply of fish and be able to compete, increase the availability of easy fish, quality and affordable prices, open business opportunities and Increase community and regional income, improve the condition business climate, increase fishery human resources, especially fishermen group, and provide the means and infrastructure of fishing. Indonesia is the largest archipelagic country in the world and has coastal communities that run daily activities as fishermen in the traditional way [13].

3.4. Facilitating the marketing of seafood

The seafood production is a semi-continuous process and subject to individual characteristics [14]. Marketing is one of the principal activities that need to be done by the company whether it is company goods or services to maintain its business survival. This is because marketing is one of the activities of the company, where it is directly related to the consumer. Then marketing activities can be interpreted as a human activity that takes place about the market. Marketing of fish production to try how to create quality fish production or by those in teaching extension, especially from the fisheries office itself. Keep in mind that consumers are the ones in power to decide to buy or not a production. So, consumers are part of the market, and also bias gives more profit when production is produced according to consumer demand [15]. With this, the marketing of fishery as one of the fisheries Department of Merauke District serves to improve the quality of the fishery and develop the business and marketing of fishery products, especially those Conducted by micro-scale enterprises to macro-scale through the improvement of facilities and Prsarana. In the marketing of fish made by fishermen, fishermen are more likely to sell the results of fishermen to the contractor because the results are quite large. In the appeal sell the fish in the place of fish smelting that is provided the fishery Department of Merauke District that the results are relatively small. So the efforts of the local government through the Merauke Fisheries Department in increasing the revenue of fishermen have not been in katakana successfully because fishermen prefer to choose other facilities in the appeal of government facilities

4. Conclusion

Based on the discussion above the researchers concluded that the habit of raising the income of fishermen Community Village Samkai has not carried out well and still very in need by the fishermen community. By the Carana, in need of its business capital is contributed to the production to increase revenue. Accumulated capital occurs when part of the income in the tubes and re-invested with the goal of

enlarging the expenditure and income later on, the arrest technique still uses traditional equipment and there are also Use modern technologies, such as motorboats to satellite imagery techniques that can be used as tools such as GPS and other ship AIDS; Furthermore, the Fisheries Department must conduct the Mentoring by guiding the fishermen from a technical standpoint, coaching in terms of management, in terms of finance; Provide coaching and training to increase quality and competitive fish production, improve the availability of easy fish, quality and affordable prices, open business opportunities and increase public income and Areas, improving human resources of fisheries, especially groups of fishermen, as well as promoting the facilities and infrastructure of fishing; and provide a marketing system using several alternatives that can be used, namely by marketing the customer to the consumer.

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