

Strengthening the Family Economy through Efforts to Development of Working Capital Investment in Traditional Fishermen in Pati Karya Village, Indonesia

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Received: May 28, 2024

Accepted: July 10, 2024

Online Published: July 31, 2024

doi:10.5539/ass.v20n4p49

URL: <https://doi.org/10.5539/ass.v20n4p49>

Abstract

Type of qualitative research through a phenomenologica approach, while the research results show that the welfare of traditional fishermen in coastal areas, especially those who depend on the fisheries sector, is the main focus in maintaining economic and social sustainability. The main challenges faced are low income and limited access to profitable markets, adequate technology, and sufficient working capital. Therefore, the necessary strategies include the formation of fishing groups, knowledge enhancement training, government support in information technology, and modernization of fishing gear. Through cooperation between the government, development agencies, and communities, efforts to improve the welfare of traditional fishermen can be realized, maintaining the sustainability of the fisheries sector and the local economy.

The financial management of traditional fishermen in Selayar Regency has advantages in independence, flexibility, and connectedness with local culture, but also faces a number of challenges. Despite being able to manage finances independently and flexibly in the face of changing markets and seasons, traditional fishermen often have difficulty accessing formal financial resources and lack understanding of modern financial principles. They are also vulnerable to economic and environmental changes and lack of supporting infrastructure in their areas. Therefore, efforts are needed to improve access to formal financial services, modern financial knowledge, and supporting infrastructure to improve financial management and economic stability of traditional fishermen.

Keywords: family, economy, traditional fishermen, financial

1. Introduction

1.1 Background

Pati Karya is a village located in the hamlet of Tile Tile, a rural area located on the seaside in Selayar Regency. This village is known because the majority of its residents are traditional fishermen who make a living from seafood. However, like other coastal villages, Pati Karya Village faces various economic, social, and environmental challenges that affect the daily lives of its residents, especially traditional fishermen.

One of the main problems faced by traditional fishermen in this village is the limited working capital to run their business. Working capital is very important in maintaining the continuity of fishermen's business, because they require operational costs to obtain equipment, fuel, and other needs. However, because their income tends to fluctuate and is limited, many traditional fishermen have difficulty in developing their businesses.

In addition, the condition of infrastructure in this village is also still limited, including accessibility to markets and adequate transportation facilities. This makes it difficult for fishermen to sell their catch at a good price, and limits the possibility of developing their business in a more modern and sustainable direction.

Strengthening the family economy is very important in the context of this village, considering that the majority of the population are traditional fishermen who depend on seafood as their main source of income. By developing working capital investment in traditional fishermen, it is expected to help improve their standard of living, reduce poverty, and create economic sustainability in Pati Karya village.

Through efforts to develop working capital investment, traditional fishermen can gain better access to the capital they need to improve production and the quality of their catch. In addition, by developing working capital investment, it is expected to increase the efficiency and productivity of traditional fishermen's businesses, so that they can compete better in local and regional markets.

In addition to direct economic benefits for traditional fishermen, the development of working capital investment is also expected to have a positive impact on the community and the surrounding environment. By increasing the income of fishermen, it is expected to reduce the poverty rate in this village, as well as improve the overall welfare of the community.

In the environmental context, the development of working capital investment is also expected to provide incentives for traditional fishermen to maintain the sustainability of the natural resources they utilize. By having better access to working capital, it is hoped that traditional fishermen can develop their businesses in an environmentally friendly way, as well as pay attention to the sustainability of the marine ecosystem that is their source of life.

Thus, strengthening the family economy through efforts to develop working capital investment in traditional fishermen in Pati Karya village has the potential to provide great benefits to the village community as a whole. However, achieving this requires a collaborative effort between the government, non-governmental organizations, the private sector, and rural communities themselves to create a supportive environment for the development of working capital investment in traditional fishermen.

1.2 Problem Statement

1. How is the relationship between working capital and traditional fishermen's activities in Pati Karya village, Selayar regency
2. How to increase business income so that the welfare of traditional fishermen can improve in the district
3. What are the advantages and disadvantages of financial management of traditional fishermen in Selayar district

2. Literature Review

2.1 Marine Economics

Recently, modernization in the fisheries sector has encouraged rapid growth to meet market needs. In utilizing fisheries resources, the world marine market has been introduced to a concept entitled "blue economy". This concept was introduced by an economist named Gunter Pauli in preparation for the Conference of The Parties (COP) 3 in Japan in 1997. The final product of Pauli's thoughts was outlined in a book entitled *Blue Economy: 10 Years, 100 Innovations, 100 Million Jobs* (2015).

In his book, Pauli defines the blue economy as a sustainable economic concept that prioritizes local aspects and natural sustainability. This concept also aims to develop the local economy as well as empower and improve the welfare of the surrounding community. In the context of the marine and fisheries industry, the blue economy encourages maximizing marine potential through strengthening the marine industry while still paying attention to sustainability (Johnson, Dalton, & Masters, 2018).

Talking about the potential of the sea and the fishing industry, of course the existence of fishermen cannot be ignored. In Indonesia itself, the majority of fishermen are still traditional (small) fishermen whose fishing capacity is limited (Betke, 1988). This condition is proven by data which shows that almost 96% of fishing vessels in Indonesia still have a capacity of less than 10 gross tonnes. Unfortunately, even though the population of traditional fishermen in Indonesia dominates, the fish catch is only 20% of the national catch (Napitupulu & Tanaya, 2023).

If examined more deeply, the views of policy makers regarding the blue economy concept seem to be fixated on the agenda of "maximizing marine potential" which is characterized by the dominance of corporate interests to exploit as widely as possible (Indonesian Forum for the Environment, 2022). In this case, modern fishermen or large-scale fishing industries seem to be more capable of realizing this agenda. On the other hand, the contribution of traditional fishermen in Indonesia is vulnerable to being marginalized.

The reality of the marginalization of traditional fishermen in Indonesia shows that the blue economy is not that beautiful. For a long time, the government has often issued policies that control and control ownership of space in the marine and fisheries sector. Evidently, since the 1990s, conflicts over control and struggle over marine space have increased (Mallin & Barbesgaard, 2020). This indicates the high level of spatial conflict due to the government's control over the sea. Moreover, with this blue economy agenda, the government seems to have justification for its policies.

This government control also has a tendency to privatize the sea, especially as the neoliberal ownership regime becomes an important actor in the marine and fisheries sector. This occurs as a result of state policies on access and use of marine resources (Mansfield, 2007). This privatization policy makes the maritime and fisheries sector

focus on the large-scale fishing industry and on the other hand actually harms traditional fishermen who depend on small-scale fisheries (Longo, Clausen, & Clark, 2015). One concrete form of marine privatization efforts by the government which is closely related to the blue economy agenda is the measured fishing policy.

2.1.1 Unmeasured Fishing Policy

The blue economy policy in Indonesia has been stated in Law Number 32 of 2014 concerning Maritime Affairs. The Ministry of Maritime Affairs and Fisheries (KKP) is the main actor in implementing this blue economy concept. Furthermore, in the Regular Education Program (PPRA) 64 of the National Resilience Institute (Lemhannas) on 29 July 2022, KKP Minister Sakti Wahyu Trenggono explained five agendas for implementing the blue economy policy, namely (i) quota-based measurable fishing; (ii) expansion of marine conservation areas, (iii) development of marine, coastal and freshwater cultivation; (iv) marine waste management; and (v) sustainable management of coasts and small islands (Lemhannas, 2022).

Of the five blue economy policy agendas, the measurable fishing agenda is one of the agendas being accelerated by the government. It didn't take long for this measured fishing policy to be officially stipulated in Government Regulation (PP) Number 11 of 2023 concerning Measured Fishing on March 6 2023. In the PP, it is explained that measured fishing is a "controlled" and "proportional" fishing policy. In addition, the government postulates that fishing will be carried out in measured fishing zones based on fishing quotas to maintain environmental "sustainability".

When viewed at a glance, like the big idea of the blue economy, this measured fishing policy seems to carry "noble intentions" to preserve and sustain fisheries resources. In fact, this measured fishing policy is no different from the policy of liberalizing fisheries resource management which provides the red carpet to large-scale fishing industries to exploit Indonesia's seas. Additionally, this policy further marginalizes traditional fishermen and coastal communities (Koral, 2023). This can be seen from the provisions that limit the fishing zone for traditional fishermen to below 12 miles of measured fishing zone, in contrast to the industrial fishing zone which is given wide coverage above 12 miles of measured fishing zone. Apart from that, the partiality of this policy can also be seen from the imbalance in the design of the distribution of fishing quotas which gives a portion of 64.90% to industrial fishermen and 35% to traditional fishermen (Lemhannas, 2022).

Not surprisingly, this measured fishing policy has drawn various protests from traditional fishermen. One of the protests that emerged was the action of hundreds of Bitung fishermen in North Sulawesi who sealed the Bitung Ocean Fisheries Port Office in order to demand the repeal of the measured fishing policy which was considered to be very detrimental to fishermen. Elsewhere, a more massive protest occurred in Rembang City when thousands of fishermen demonstrated in front of the Regent's Office and the Rembang DPRD to oppose the measured fishing policy which was burdensome for fishermen at a time when fish catches were decreasing.

2.1.2 Maritime Power Rivalry

Various polemics and regulatory errors contained in the measured fishing policy have degraded the state's role in this policy so that it is equated with fisheries business actors (Koral, 2023). Instead of acting as a regulator that guarantees access rights to fisheries resources, in the name of maximizing profits, the state actually participates in exploiting the sea by providing great opportunities for the large-scale fishing industry. This degradation of the state's role has the potential to give rise to greater rivalry and conflict in the management of the fisheries sector.

To be able to experience the opportunity to exploit the potential of the sea like industrial fishermen, traditional fishermen are forced to move up in class. They are urged to increase their fish catching capacity. Otherwise, they are encouraged to work as crew members on industrial-scale fishing vessels. Both solutions do not pay the slightest attention to the conditions of traditional fishermen. Of course it will be very difficult for them to increase their fishing capacity with limited production factors. Traditional fishermen seem to be given the opportunity to develop by becoming crew members on ships belonging to the fishing industry. Ironically, this alternative actually ties them into corporate structures and places traditional fishermen as lowly workers. At this point, it is clear that the state and the fishing industry want to maintain their hegemony in the rivalry over the management of the fisheries sector. Traditional fishermen are again increasingly marginalized (Ambari, 2022).

In pressing conditions, traditional fishermen are often trapped in economic problems that force them to depend on investors. Unfortunately, quite a few of these traditional fishermen are unable to replace the capital they borrowed. Reluctantly, these traditional fishermen sell their catch to investors who can determine the purchase price

The measured fishing policy as a derivative of the blue economy concept and paradigm apparently cannot be separated from the common-property system. This system is synonymous with institutional arrangements and the

formation of marine governance structures as well as the measured fishing policy itself. Through this set of arrangements, the joint ownership system determines access to the use of marine resources which are basically shared property (Burkett, 2006).

Fundamentally, a shared ownership system sounds like the ideal basis for ocean management. Still referring to Burkett (2006), apart from regulating the use of marine resources, this system also guarantees equal rights of access for those whose lives depend on these marine resources. Swaney (1990) explains that the joint ownership system is implemented through a regulation of who uses marine resources and when and how marine resources are utilized. Even if they do not utilize marine resources, this does not mean that their right to access is lost (Aguilera-Klink, 1994).

Unfortunately, the government's institutional arrangements and marine governance structures are made one-sided so that access to fisheries resources is mostly controlled by the fishing industry or large-scale fishermen. Relations between fishermen, which have been unequal from the start, are being made even further from being balanced. This fact shows how this common ownership system has become irrelevant (Burkett 2006).

Just because traditional fishermen's fishing capacity is limited, does not mean their rights are also limited. Because corporate fishermen are considered more capable of realizing the agenda of "maximizing marine potential", the contribution of traditional fishermen should not be made insignificant. In the context of measured fishing, traditional fishermen must not only be given the same rights over catch areas as industrial fishermen. Traditional fishermen actually need to be given greater rights and attention so that their fishing capacity increases (Ambari, 2022).

Unfortunately, policy makers have been blinded by the neoliberalization agenda in the concept and paradigm of the blue economy. Moreover, corporate interests have controlled state authorities which should be the regulators in this country. That's how it has always been. Even in an environmental context, exploitation has been happening for a long time.

2.2 Fisherman

Fishermen are people who have different characteristics from other communities. Their communalism is very high and fishing workers are synonymous with poverty in their work they have to face the ferocity of waves and sea weather, staying for days at sea to get a lot of fish. Their settlements are clustered and usually slum. In addition, many fishermen's children do not go to school because they have to help at sea. All members of the fisherman's family are deployed to carry out various activities to make money in an effort to maintain their survival. There is a division of duties carried out by fishing families for their members based on their main duties and functions and based on gender

Male fishermen look for sea fish or buy fish and sell their products, while female fishermen do fish processing (salted fish, pindang and shrimp paste). Large fishing business units are managed by men, but on the contrary small business units are managed by women as a form of their strategy to maintain life. It is undeniable that the reality of many coastal communities is still below the poverty line

While abundant natural resources such as fish and other marine life. In addition, tourism potential in the form of coastal beauty should provide more value that can be explored for the welfare of coastal communities. Coastal communities should have a better level of welfare than other communities.

Fishermen are those whose main livelihood in the field of catching fish and selling fish that live in coastal areas to catch fish requires adequate tools for example: boats, fishing rods, nets or nets. Geographically, fishing communities are people who live, grow and develop in coastal areas, namely a transition area between land and sea areas. Fishermen are divided into three groups, namely:

1. Fishermen Laborers are fishermen who work using other people's fishing gear.
2. Individual Fishermen are fishermen who have their own fishing gear and in their operations do not involve others but do it themselves.
3. Juragan fishermen are fishermen who own boats and their engines and fishing gear, but do not cultivate their own boats and fishing gear but employ other fishermen such as captain's fishermen and pandega fishermen. Pandega fishermen are fishermen who are given the responsibility to manage and maintain fishing gear owned by fishing boaters.

Fishermen actively carry out fishing activities, both directly such as stockers and net assemblers, and indirectly such as sailboat helmsmen, motorized fishing boat captains, ship marsinis, fishing boat chefs as a livelihood.

Fishermen communities are people who live on the coast and depend on their lives at sea, the problems that

occur in fishing communities are multidimensional problems so that to solve them a comprehensive solution is needed, and not a partial solution. Coastal communities are basically groups of people whose lives are highly dependent on marine products. Mantjoro revealed that the fishing community is a community that is seen as an environment of one individual or one fishing family. In other words, fishing communities are formed by a number of fishing households and each household is a living environment for others

According to Hermanto, fishermen are distinguished in their status in the fishing business. The status of the fishermen is as follows:

1. Land Owner A land owner is a person who owns a boat and fishing gear but he does not participate in fishing operations to the sea. Landlords bear all the costs of the arrest operation.
2. Sea Owner Sea Champion is a person who is entrusted by land owners in fishing operations at sea. In this case, the ownership of boats and fishing gear is not owned by the landlord but he is partly responsible for the fishing operation.
3. Land-Sea Owner Land-Sea Juragan is a person who owns boats and fishing gear and participates in fishing operations at sea. They receive a revenue share as owners of the capture unit.
4. A laborer or Pandega is a person who does not have a fishing unit and only functions as a crew member. Laborers or pandega generally receive a share of the catch and are rarely given a daily wage

Fishermen communities are people who live on the coast and depend on their lives at sea, the problems that occur in fishing communities are multidimensional problems so that to solve them a comprehensive solution is needed, and not a partial solution 10. Coastal areas are transitional areas that mark the place of movement between land and sea areas or vice versa . In this region, most people live from managing coastal and marine resources, either directly or indirectly. Therefore, from the perspective of their livelihoods, coastal communities are composed of diverse community groups such as fishermen, farmers, fish traders, shop owners, and small and medium industries processing catches.

3. Research Methods

Types of qualitative research through phenomenological approaches

4. Discussion

4.1 *The Relationship Between Working Capital and Traditional Fishermen's Activities in Pati Karya Village, Selayar Regency*

Indonesia's coast has an abundance of natural resources, and one of its main potentials is the fisheries sector. In many coastal areas, traditional fishermen are an integral part of the economic and cultural life of local communities. They carry out fishing activities using methods and tools that have been passed down from generation to generation. One example is the village of Pati Karya in Selayar Regency, located in the province of South Sulawesi, Indonesia.

Fisheries are one of the major economic sectors in Indonesia, contributing significantly to national GDP and providing livelihoods for millions of people. However, despite its great potential, the sector is still faced with various challenges, including sustainable resource management, limited access to markets and capital, and low levels of welfare among traditional fishermen.

Pati Karya Village in Selayar Regency is a clear example of the complexity of the problems faced by coastal communities. Despite being surrounded by abundant fishery resources, many traditional fishermen in the village still live in difficult economic conditions, with limited access to working capital needed to increase their production and income. Therefore, it is important to understand in depth how the working capital and traditional fishing activities in this village are related.

Working capital becomes a very important factor. Working capital includes assets used in the production process, such as fishing equipment, boats, nets, and human resources involved in fishing activities. The linkage between working capital and traditional fishing activities has a significant impact on the level of production, income, and economic sustainability of coastal communities.

Pati Karya village, like many other coastal villages in Indonesia, faces complex challenges in managing fishery resources and improving fishermen's welfare. One of the main challenges is limited access to adequate working capital. Remote geographical conditions and limited infrastructure often limit the ability of traditional fishermen to obtain the working capital needed to increase their production and welfare. A deep understanding of the linkage between working capital and traditional fishermen's activities in Pati Karya village is important in an effort to develop appropriate strategies in improving the economic and social conditions of coastal communities.

The fishing community is synonymous with poverty, many things cause it, namely the lack of business capital

owned by fishermen, more specifically fishermen's business. One of them is the lack of working capital is also a thing that affects the income of fishermen. With the unavailability of adequate working capital, fishermen will not be able to increase production and operational costs. This will make fishermen's productivity decrease. The fishing community is one part of Indonesian society that lives by managing fishery resources. The fisheries sector can essentially be developed as an alternative to improving the economy of fishing communities.

Usually finished from going to sea there are no activities in an effort to increase income, routine activities like this are carried out for daily life. This problem has been done by all fishermen, there are even some fishing families by utilizing all the potential or resources available to the family, such as doing side jobs after returning from sea as motorcycle taxi drivers, farm laborers, and there are some fishermen whose family members help work to earn income like housewives trading with small capital, and others. Lack of business capital is something that affects the low income of fishermen.

With the unavailability of adequate capital, fishermen will not be able to increase production because fishermen cannot buy boats, fishing gear and other equipment, and operational costs will also not be met and will make fishermen's productivity decrease, so that income will change and will even decrease if there is inflation, so that the purchasing power of the fishing community becomes low which will result in a lower level of welfare. This means that income depends on capital, this means that with capital, fishermen can go to sea to catch fish. The greater the capital, the greater the chance of catching the catch.

With the unavailability of adequate working capital, fishermen will not be able to increase production and operational costs. Limited access to capital, low bargaining position in the marketing process, limited supporting facilities and infrastructure, and low handling of catches. This is shown by the large number of coastal communities, especially fishermen, who have not been able to meet their needs and families because sometimes there are few catches obtained by fishermen and too cheap prices for fishermen's catches which result in little income received. In the field of facilities and infrastructure, such as public facilities and economic facilities, it is still limited. Weak facilities and infrastructure in supporting the creation of market access for fisheries and marine products of the area concerned. Weak marketing is the main problem because the frequency of association with other problems is the highest. This has implications for the marketing of fishery products that cannot rely on local markets but must be directed at interregional markets and export destinations

4.2 Strategy to Increase Business Income So That the Welfare of Traditional Fishermen Can Increase

The welfare of traditional fishermen is an important aspect in maintaining economic and social sustainability in various regions, especially in coastal areas that are highly dependent on the fisheries sector. Districts with great marine resource potential often face challenges in increasing the income and welfare of their traditional fishermen. Although fisheries have become a major livelihood for many coastal communities, low income levels and limited access to resources and technology are often obstacles to achieving desired prosperity.

Low income is a serious problem faced by traditional fishermen in many areas, including in our district. Limited access to profitable markets, adequate technology, and sufficient business capital are often the main obstacles in increasing their income. In addition, climate change and environmental degradation also add complexity in finding enough marine resources for daily life. Therefore, the right strategy is needed to increase the business income of traditional fishermen so that they can improve their welfare significantly.

The fisheries sector has a very important role in the economy and life of coastal communities in various parts of the world. In many areas, fisheries are not only a major source of income for traditional fishermen, but also provide jobs for thousands of people in related value chains, from processing and distribution to marketing and trade. In addition, fisheries also contribute to the provision of food for millions of people around the world.

Despite their great potential, traditional fishermen often face challenges in an effort to increase their incomes. One of the main challenges faced is limited access to profitable markets. Many traditional fishermen find it difficult to sell their catch at reasonable prices due to limited access to a wider market or dominance by middlemen or intermediaries.

In addition, limited technology is also a serious obstacle in increasing the income of traditional fishermen. Many fishermen still use traditional equipment that is less efficient in fishing or processing catches. Lack of access to more modern and effective technologies such as environmentally friendly fishing equipment or more sophisticated fish processing systems makes them lag behind in the market competition.

Limited working capital is also an obstacle in increasing the income of traditional fishermen. Many fishermen do not have enough capital to scale their operations or diversify into other, more profitable sectors. In addition, access to adequate financial services such as business credit is also often difficult for traditional fishermen,

especially for those living in remote or less developed areas. The alternative strategies used in increasing the income of traditional fishermen, with the following perioricity:

1. Formation of fishing groups and use of fishing gear technology. The formation and development of fishermen groups is a strategic point in increasing the income of traditional fishermen. The experience of traditional fishermen in a group is a major capital, coupled with high knowledge and enthusiasm of fishermen. Through fishermen groups, technology dissemination will be carried out optimally. The formation and development of fishing groups cannot be separated from the role of the government. The government has a strategy to increase the competitiveness of fishermen, namely by encouraging the formation of cooperatives of fishermen groups, so that fishermen can help each other improve their economy. The role of the government is also expected to ensure the availability of access to finance for fishermen groups, as well as support the development of a marketing system for fishermen's catches. The implementation of strategic priorities in increasing the income of traditional fishermen in Serdang Bedagai District, which is related to the use of technology in fishing, urgently needs support from the government. According to Triarso (2012) opportunities for fisheries business development can be increased through government attention, in the form of providing assistance for production facilities and infrastructure as well as providing counseling to fishing communities and access to capital to fishermen.

2. Training and counseling to increase fishermen's knowledge. Training and counseling for fishermen is an important factor in increasing fishermen's knowledge to develop their business activities, including in anticipating the challenges faced. The level of education has a positive impact on the income of fishermen. The better level of fishermen's education also has an impact on fishermen's desire to learn and discuss with various parties including fellow fishermen. Fishermen will always try to find other information sharing to develop their capacity so that they are more competent in carrying out their business activities. This will have an impact on improving fishermen's skills in carrying out their activities while at sea, meaning that a better level of education will have an impact on increasing production and income of fishermen themselves. This is in accordance with the results of Ariska & Prayitno's (2019) research that education which includes non-formal education such as; Skills and experience in fishing and understanding of the month that is suitable for going to sea, also affect the income level of fishermen. Fishermen's education will also affect the level of fishermen's competence in carrying out their activities and key indicators in developing fishermen's capacity are knowledge, competence, through fishermen's development and empowerment programs.

3. Government support in the use of information technology for fishing communities. Utilizing information and communication technology, especially more advanced fishing technology accompanied by more sophisticated motor boats is a must for fishermen, in order to be able to reach longer sea distances and increase catches. The government should assist fishers in the use of technology for fishing, as well as encourage fishermen's ability to increase production. The government must provide guidance and development of fishermen's ability to go to sea

4. The development and modernization of technology for fishermen has become imperative, with the aim of modernizing fishing gear. The government must increase counseling and skills development, so that fishermen's income increases. The empowerment of fishing communities is very important towards an information society, so that public perception of the benefits of information communication technology is built in supporting their work, one of which is data information about fisheries production that can be used for decision making for the progress of fishermen's business. Information can be a reference in the development of fishing businesses, Both capture, cultivation and post-production processing which have an impact on increasing productivity and added value of the products produced. Development of cooperation with partners through fishermen groups. Cooperation partners are one of the important factors in supporting the increase in income and welfare of fishermen. The fishermen group has a role as a learning class and a vehicle for cooperation for its group members. This has implications for increasing the knowledge and skills of fishermen and opening access to productive resources and information related to capital, markets, technology or networks for its members. Increasing the income of traditional fishermen is a complex but very important challenge in efforts to improve the welfare of coastal communities. By understanding the challenges faced by traditional fishers and developing appropriate strategies, we can create better conditions for them to increase their income and welfare. Through cooperation between local governments, development agencies, and communities, we can achieve the common goal of improving the welfare of traditional fishermen and ensuring the sustainability of the fisheries sector.

4.3 Advantages and Disadvantages of Financial Management of Traditional Fishermen in Selayar District

Financial management is one of the key aspects in maintaining the survival and economic growth of a community, including traditional fishermen in Selayar Regency. As part of the lives of coastal communities, traditional fishermen have a vital role in providing fish resources for local consumption and small-scale trade.

However, in managing their finances, there are a number of challenges and potentials that need to be understood more deeply.

It is important to understand that traditional fishermen are not just economic actors, but also an integral part of cultural heritage and local identity. Their lives are often closely intertwined with the sea and surrounding nature, following traditional patterns of fishing and carrying out daily activities. Financial management in this context is not only about the financial aspect, but also about how the culture and life of the fishing community are sustainable.

To explore some aspects that might affect the financial management of traditional fishermen in Selayar Regency. First of all, we need to understand the economic and social landscape in which traditional fishermen operate. Selayar Regency, located in Indonesia's coastal region, has a long history as a prosperous fishing area. However, with the times and pressures from various factors such as climate change and globalization, there are new challenges faced by traditional fishermen.

One of the advantages that traditional fishermen's financial management may have is resistance to sudden environmental and economic changes. Along with hereditary knowledge and experience, fishermen often have deep skills and knowledge of natural and seasonal patterns. This allows them to adjust to changing environments and remain productive in earning a living, even in difficult situations.

However, these advantages are often accompanied by weaknesses that need attention. One of the weaknesses that traditional fishermen may experience is limited access to modern resources and technology. Compared to large-scale fishing industries, traditional fishermen may have limitations in terms of equipment and technology that can improve their efficiency and productivity. This can limit their earning potential and make them vulnerable to greater competition.

Traditional fishermen's financial management is a process that varies depending on the local context and culture. In these communities, various forms of financial management can be observed, including the establishment of group savings, goods exchange systems, community savings and loan practices, natural risk management, inheritance and inheritance of knowledge, and community bargaining and agreement. This diversity of practices reflects creativity and wisdom in managing limited financial resources under frequently changing environmental conditions.

In addition, traditional fishermen can also face challenges in terms of effective financial management and planning. Limited knowledge of modern financial management and lack of access to formal financial services such as banking can make them vulnerable to problems such as debt and financial instability. The financial management of traditional fishermen in Selayar Regency has several advantages and disadvantages.

Excess:

1. Self-reliance: Traditional fishermen tend to have direct control over their own financial management without reliance on formal financial institutions. They usually manage their own finances based on hereditary experience.
2. Flexibility: The traditional financial system of fishermen allows for flexible adjustments to market and seasonal fluctuations. They can adjust their spending and investments according to local and seasonal conditions.
3. Connectedness with Local Culture: Traditional financial management is often closely linked to local cultural values and hereditary local knowledge. This allows for a strong integration between economic practices and the daily lives of fishing communities.

Debilitation:

1. Limited Access to Finance: Traditional fishermen often find it difficult to access formal financial resources such as loans or insurance. This could limit their ability to expand their businesses or manage risks associated with fishermen's activities.
2. Lack of Modern Financial Knowledge: Limited knowledge of modern financial principles and the latest technology can be an obstacle for traditional fishermen in optimizing their financial management. These include risk management, investment diversification, and the use of other financial instruments.
3. Vulnerable to Economic and Environmental Changes: Fishermen's traditional financial systems are often vulnerable to unpredictable economic and environmental changes. Price fluctuations, climate change, or government policies can have a significant impact on their income and financial stability.
4. Lack of Supporting Infrastructure: In some areas, supporting infrastructure such as good markets, efficient distribution systems, and access to information technology may be lacking. This can hinder traditional

fishermen's ability to maximize the value of their catch and manage their finances effectively.

5. Conclusion

Indonesia's coasts, particularly the village of Pati Karya in South Sulawesi, display an abundance of fishery resources, but are faced with serious challenges in managing resources sustainably and improving the welfare of traditional fishermen. Lack of access to adequate working capital is a major obstacle, affecting fishermen's production, income, and purchasing power. Despite trying to exploit the potential of existing resources, such as with side jobs, low business capital hinders their economic progress. The lack of supporting facilities and infrastructure also limits market access and marketing of fishery products, creates dependence on local markets and restrains export potential. Therefore, a holistic strategy is needed to improve the economic and social conditions of coastal communities, focusing on increasing access to working capital, infrastructure development, and diversifying the marketing of fishery products.

The welfare of traditional fishermen in coastal areas, especially those who depend on the fisheries sector, is the main focus in maintaining economic and social sustainability. The main challenges faced are low income and limited access to profitable markets, adequate technology, and sufficient working capital. Therefore, the necessary strategies include the formation of fishing groups, knowledge enhancement training, government support in information technology, and modernization of fishing gear. Through cooperation between the government, development agencies, and communities, efforts to improve the welfare of traditional fishermen can be realized, maintaining the sustainability of the fisheries sector and the local economy.

The financial management of traditional fishermen in Selayar Regency has advantages in independence, flexibility, and connectedness with local culture, but also faces a number of challenges. Despite being able to manage finances independently and flexibly in the face of changing markets and seasons, traditional fishermen often have difficulty accessing formal financial resources and lack understanding of modern financial principles. They are also vulnerable to economic and environmental changes and lack of supporting infrastructure in their areas. Therefore, efforts are needed to improve access to formal financial services, modern financial knowledge, and supporting infrastructure to improve financial management and economic stability of traditional fishermen.

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Acknowledgments

Not applicable.

Authors contributions

Not applicable.

Funding

Not applicable.

Competing interests

Not applicable.

Informed consent

Obtained.

Ethics approval

The Publication Ethics Committee of the Canadian Center of Science and Education.

The journal's policies adhere to the Core Practices established by the Committee on Publication Ethics (COPE).

Provenance and peer review

Not commissioned; externally double-blind peer reviewed.

Data availability statement

The data that support the findings of this study are available on request from the corresponding author. The data are not publicly available due to privacy or ethical restrictions.

Data sharing statement

No additional data are available.

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