Analysis of Comparative and Competitive Advantages of Fisheries Commoditiesin Baubau City, Southeast Sulawesi, Indonesia

ABSTRACT

Aims: This research aims to analyze of comparative and competitive advantages and determine center location of fisheries commodities in Baubau City, Southeast Sulawesi,Indonesia

Study design: The research was conducted by survey methods.

Place and Duration of Study: Research was conducted in Baubau City, Southeast Sulawesi, three months, starting from July 2023 to September 2023.

Methodology: The data encompasses the commodities' results over a span of seven years (2016 until 2022). Analysis methods used description analysis to determine comparative and competitive advantages of fisheries commodities. Tools analysis used the Location Quotient methods (LQ).

Results: Based on the research conducted, it was found that out of the 27 fish species, the leading fisheries commodity in Baubau City, Southeast Sulawesi, includes *Crumenophthalmus* sp., *Rastrelliger* sp., *Decapterus* sp., *Katsuwonus* sp., Thunnus sp., Elagatis sp., Coryphaena sp., with the highest catch being Katsuwonus sp., totaling 33,657 tons over the past seven years (2016-2022) and representing the largest catch in Southeast Sulawesi. The results indicate that Skipjack Tuna is the commodity which has comparative and competitive advantages i.e. 37.32 (LQ > 1).Skipjack Tuna production, average 5,816.15 tons per year. Batupoaro District is the center location of Skipjack Tuna in Baubau City. Production of Skipjack Tuna amount 1,375.50 tons per year or 24% from total production in Baubau City.

Conclusion: Skipjack Tuna is the commodity which has comparative and competitive advantagesin Baubau City. Batupoaro District is the center location of Skipjack Tuna in Baubau City.

*Keywords:*comparative and competitive advantages*, fisheries, location center, skipjack Tuna.*

1.INTRODUCTION

Baubau City is a city with a significant potential in marine and fisheries resources. With a coastline spanning 42 square kilometers, Baubau is bordered by the Banda Sea to the north and east, the Flores Sea to the south, and the Buton Strait and Bone Bay to the west. Baubau City is situated on the Secondary National Route (JalurNasionalSekunder - JNS) connecting the Indonesian Archipelago Sea Lane (AlurLautKepulauan Indonesia - ALKI) III and ALKI II. Furthermore, Baubau City acts as a connecting area between Western Indonesia (Kawasan Barat Indonesia - KBI) and Eastern Indonesia (KawasanTimur Indonesia - KTI) (Planning Blueprint for Accelerating Resource-Based and Maritime Economic Development in Baubau City, 2019). Baubau serves as the gateway for the entry and exit of fisheries products in the Buton Islands. Baubau boasts a comprehensive aquatic ecosystem, including pelagic and demersal zones, coastal ecosystems, and small islands abundant in coral reefs, seagrass beds, mangroves, and even inland waters like rivers. Therefore, in Baubau, activities such as marine and inland capture fisheries, aquaculture in both saltwater and freshwater, processing of

fisheries and marine products, conservation and marine tourism, and the utilization of marine resources for cosmetics, pharmaceuticals, and various industries can be developed.

In the RPJMD document of Baubau City for the period of 2018-2023, one of the objectives to achieve the established mission is to establish Baubau City as a trading, service, and transit city with a rich cultural heritage. One of the targets is to enhance the quality and competitiveness of the region's flagship commodities. The policy direction and development strategies to achieve this goal include the development of marine and brackish water cultivation areas, the advancement of fisheries cultivation, and the empowerment of fishermen and coastal communities for economic development..

Tuna fish is a type of fish known for its export quality. In 2022, this fish was directly exported to Singapore without going through Surabaya or Jakarta, hence being recorded as an export product of Baubau City. Considering the existing production quantity, this fish still holds a very high potential for further increasing direct exports without the need to go through Makassar, Surabaya, or Jakarta, as has been the practice until now[2].

TCT (Tuna, Cakalang, Tongkol) are among Indonesia's superior export commodities, whether in fresh, frozen, or processed forms. The export of TCT can significantly contribute to Indonesia's economy and fisheries development [2]. The United States is a primary destination for Indonesia's TCT exports. In the export market to the United States, Indonesia competes with other countries such as Thailand, Vietnam, Ecuador, and the Philippines. Indonesia is the third-largest exporter of TCT to the United States in the world, trailing behind Thailand and Vietnam [3].

The type of commodities that have the potential to be actively traded in such a competitive regional/global market appears to have limited options, primarily favoring those with a comparative advantage. These commodities mainly stem from the agricultural sector, particularly the plantation subsector, the marine sector, specifically the fisheries subsector, and the industrial sector, particularly the processing and small-scale industries subsectors [4]. Factors that can give a region a comparative advantage can be attributed to natural conditions, which are inherent, but also due to human efforts. These factors, as outlined by [5], can be grouped as follows: natural endowments, fulfilled infrastructure, and government policies.

The sustainability of a company greatly depends on the entrepreneurial resilience in achieving competitive advantage through its owned strategies. Despite the shifts in modern company management, there has been a transition from strategies focused on maximizing shareholder profits (seeking company gains) to maximizing gains for all stakeholders involved in the company. Stakeholders refer to individuals or groups with interests in the company's activities, such as employees, management, buyers, the community, suppliers, shareholders, distributors, and the government [6].

"The Competitive Advantage of Nations." The concept of a nation's competitive advantage states that there are four attributes that determine international competitiveness. These four attributes are [7]:

1. Factor conditions, which refer to a country's position in the factors of production (e.g., skilled labor, infrastructure, technology) required to compete in a specific industry.
2. Demand conditions, which pertain to the nature of domestic demand for products or services in a particular industry.
3. Related and supporting industries, which are internationally competitive industries that are connected to the focal industry.
4. Company strategy, structure, and rivalry, which encompass the domestic conditions that determine how companies are formed, organized, and managed, as well as the nature of domestic competition [7].

The Location Quotient (LQ) is an analytical method used to measure the extent to which an economic sector or industry contributes to the economy of a specific region compared to its contribution to the overall national economy. LQ is typically employed to identify sectors that possess comparative advantages in a particular area.

A superior commodity is a potential commodity that is deemed to have the ability to compete effectively with similar products in other regions. This is due to a combination of its comparative advantages and high efficiency in its business processes [3].Superior commodities not only benefit from a marketing standpoint but also provide significant social and economic benefits to the community. Some criteria that can identify superior commodities include the ability to utilize abundant local resources that can be further developed [8].

The development of potential in the fisheries and marine sector will have a positive impact on the Indonesian economy. The development efforts can increase production and also enhance the value, which in turn will contribute to Indonesia's economic growth. The high

production in the Indonesian fisheries sector is not only to meet domestic needs, but also positions it as a favored sector in contributing to the country's foreign exchange earnings.

From the introduction that has been outlined, there is a need to analyze of comparative and competitive advantages and determine location center of fisheries commodities in Baubau City, Southeast Sulawesi,Indonesia.

2. METHODOLOGY

2.1 Research Type

This research employs a survey method, which is a research approach used to gather information about the opinions, behaviors, or characteristics of individuals or groups within the studied population [9].

2.2 Time and Location Research

This research is conducted in Baubau City, located on Buton Island, Southeast Sulawesi, Indonesia. This location was chosen due to its fisheries export activities, including Tuna, Cakalang, and Tongkol. The research has been done three months, from July 2023 to September 2023.

2.3 Types and Data Sources

The data collected for this research include both primary and secondary data. In this study, primary data will be obtained through direct interviews with 30 respondents. Secondary data, on the other hand, consist of numerical or quantitative data from 2016 to 2022. Secondary data are sourced from government agency reports presented in various forms of research reports, journals, and archives from relevant institutions. The data sources include the Baubau City Fisheries Office and various related institutions, as well as internet data related to the research. Data series are used because it involves only secondary data.

Interviews are one of the instruments used to gather information in verbal form. In this research, interviews are conducted with six respondents to obtain primary [9]. Documents can take the form of written documents, images, or monumental works. Image documents include photos, motion pictures, sketches, and more. Monumental works, on the other hand, encompass artworks, such as drawings, sculptures, films, and more. Document studies complement the use of observation and interview methods in qualitative research. Therefore, the documentation method involves collecting data related to records, transcripts, books, newspapers, inscriptions, minutes, agendas, and so on. In this research, documents refer to the collection of document data regarding annual report publications issued by the Central Bureau of Statistics, as well as reference books, journals, and my direct observations and calculations, which also involved assisting the staff from the Baubau City Fisheries Office in examining the waters of Baubau City [14].

2.4 Analysis Method

Descriptive analysis is a research method that involves collecting data that aligns with reality, then organizing, processing, and analyzing the data to provide insights into the issues under investigation. In descriptive analysis, data is typically presented in conventional tables or frequency tables, graphs, bar charts, line charts, pie charts, measures of central tendency, measuresof data dispersion, and more [10].

Location Quotient (LQ) is an analytical method used to measure the extent to which a specific economic sector or industry contributes to the economy of a particular region compared to its contribution to the national economy as a whole. LQ is typically used to identify sectors with comparative advantages in a specific region. To calculate LQ, the following steps are i) Collect data:Obtain economic data that includes information on economic sectors or industries in your region and the national economy as a whole. This data should include the value-added or income from each economic sector; ii) Calculate Total Value Added : Sum the value-added from all economic sectors in your region and at the national level; iii) Calculate Local Sector Contribution : Calculate the value-added from a specific economic sector in your region; iv) Calculate Nasional Sector Contribution : Calculate the value-added from the same economic sector at the national level; v) Calculate LQ: LQ calculated using the following formula :

LQ = (Local Sector Contribution / Total Regional Value Added) / (National Sector Contribution / Total National Value Added)

LQ above 1 indicates that the sector has a greater contribution in your region compared to the national level. LQ below 1 indicates a smaller contribution in your region compared to the national level. Step vi) is Interpretartion : LQ analysis helps identify economic sectors with relative advantages in your region. Significant LQ values (above 1) indicate the sector's importance to the local economy.

The analysis method used in this research is quantitative descriptive analysis. Quantitative descriptive analysis is an approach that focuses on understanding and presenting data in numerical form, such as numbers, graphs, or tables. The initial step in descriptive analysis involves data organization, whether in singular or aggregated forms [12]. The analysis method employed to analyze the comparative and competitive advantages of fisheries commodities in Baubau City is the LQ method. The purpose of the Location Quotient (LQ) analysis is to assess and understand the comparative advantages of a specific region in terms of production or a particular sector compared to other regions. This method helps identify economic sectors that have relative advantages in a specific region, including aspects like production, employment, exports, and value-added [11]

3. ResultsandDiscussion

3.1. Fisheries Capture Production

The investigation into activity concentration is conducted through the application of the Location Quotient (LQ) method. This method allows for in-depth analysis to understand to what extent types of fishing activities are concentrated or dispersed in a particular region. Using the LQ method, the identification of the potential for fish catching activities in specific areas that are evenly distributed across multiple regions is obtained. The Location Quotient (LQ) method provides a more comprehensive insight into the patterns and distribution of fishing activities, which can serve as the basis for more effective decision-making and policy development in the fisheries sector. Before calculations are performed, data summarizing the production of marine resources each year is required. This data serves as the main foundation for generating accurate and informative results. The data on the annual recap of fishery production in Baubau City is as follows.

Table 1 Fisheries Capture Production Per Year Per Fish Species in Kota Baubau in Tons

YEARS / FISH SPESIES	2016	2017	2018	2019	2020	2021	2022
Epinephelus sp.	213,77	252,09	293,13	295,24	304,07	306,43	401,43
Lethtinidae sp.	501,36	591,23	687,47	690,74	708,80	725,26	556,37
*Siganus*sp.	159,10	187,61	218,16	219,71	226,44	227,84	300,89
Luthanus sp.	209,88	247,50	287,79	288,93	296,92	297,81	186,76
*Upeneus*sp.	141,97	167,42	194,68	196,06	201,44	213,13	265,91
*Gerres*sp.	163,01	192,23	223,52	225,11	231,09	242,87	304,54
*Scaridae*sp.	71,27	84,05	97,73	98,48	100,65	102,69	126,78
*Crenimugil*sp.	78,76	92,87	107,99	108,84	111,22	113,44	138,30
Atule sp.	512,88	604,81	703,27	707,62	785,68	850,17	694,80
*Rastrelliger*sp.	418,02	492,95	573,19	576,32	643,63	698,78	570,24
Decapteru sp.	584,89	689,73	802,02	806,98	884,23	951,92	721,21
*Sadinella*sp.	211,48	249,38	289,98	292,54	342,49	382,23	409,72
E*uthynnus* sp.	395,85	466,80	542,79	545,59	596,32	604,21	688,88
*Pterokaesio*sp.	93,35	110,08	128,00	128,83	154,08	173,74	208,08
*Exoxoetidae*sp.	150,75	177,77	206,71	208,07	248,30	281,25	296,17
*Hemiramphidae*sp.	182,18	214,84	249,81	250,35	256,05	264,94	53,74

Engraulidae sp.	26,12	30,80	35,81	36,74	36,74	36,74	36,74
Katsuwonus sp.	3.524,42	4.146,44	4.679,99	5.095,73	5.137,04	5.257,15	5.816,15
Thunnus sp.	698,23	823,39	957,42	1.018,24	1.048,15	1.031,32	1.376,50
*Caranx*sp.	356,20	420,04	488,42	490,14	505,54	480,47	415,95
E*lagatis*sp.	402,94	475,16	552,51	592,30	599,68	604,50	673,66
*Coryphaena*sp	510,46	601,96	699,95	750,74	761,11	763,63	860,06
S*comberomorini*sp.	78,97	93,13	108,29	108,51	113,07	103,00	128,80
Sphyraena sp.	61,42	72,43	84,22	84,40	87,94	80,11	100,18
Istophorus sp.	35,10	41,39	48,13	48,23	50,25	45,78	57,24
*Decapodiformes*sp.	99,10	116,86	135,89	136,54	141,60	130,42	159,08
Other fish	25,66	30,26	35,18	35,68	36,06	36,06	36,99
Total	**9.907,13**	**11.673,22**	**13.432,06**	**14.036,65**	**14.608,59**	**15.005,89**	**15.585,16**

From the table above, it can be observed that fish production has increased each year. The smallest production was in 2016 with a total of 9,907.13 tons, while the highest production was in 2022 with a total of 15,585.16 tons. Based on this data, the totals for each year were then summed to obtain data on thesuperior commodities. There are 8 types of fish with the highest total production from 2016 to 2022 as follows:

Table 2 Eight Fish Species with the Highest Fisheries Production

YEARS / FISH SPECIES	2016	2017	2018	2019	2020	2021	2022	Total
Selar (*Atule sp.*)	512,88	604,81	703,27	707,62	785,68	850,17	694,80	4.859
Kembung (*Rastrelliger*sp.)	418,02	492,95	573,19	576,32	643,63	698,78	570,24	3.973
Layang(*Decapterus* sp.)	584,89	689,73	802,02	806,98	884,23	951,92	721,21	5.441
Tongkol(*Euthynnus* sp.)	395,85	466,80	542,79	545,59	596,32	604,21	688,88	3.840
Cakalang (*Katsuwonus sp.)*	3.524,42	4.146,44	4.679,99	5.095,73	5.137,04	5.257,15	5.816,15	33.657
Tuna (*Thunnini* sp.)	698,23	823,39	957,42	1.018,24	1.048,15	1.031,32	1.376,50	6.953
Sunglir(*Elagatis* sp.)	402,94	475,16	552,51	592,30	599,68	604,50	673,66	3.901
Lamadang(*Coryphaena* sp.)	510,46	601,96	699,95	750,74	761,11	763,63	860,06	4.948

In the table above displays eight types of fish with the highest annual production. These data were compiled from a summary over a period of 7 years, spanning from 2016 to 2022. During this period, Skipjack Tuna had the highest annual production, totaling 33,657 tons. The high production of Skipjack Tuna is attributed to its strong demand in both local and international markets, as well as the ample natural resources available, including the population of Skipjack Tuna in Baubau City.

This is influenced by several factors, including the comparative advantage of Baubau City, Southeast Sulawesi, where the geographical location of the city's waters is situated in the southern part of Southeast Sulawesi province, consisting of islands and situated on the Secondary National Route (JalurNasionalSekunder - JNS) connecting the Indonesian Archipelago Sea Lane (AlurLautKepulauan Indonesia - ALKI) III and ALKI II. This is in accordance with UNCLOS 1982, Article 53, where Indonesia has established three ALKIs, namely ALKI I through the South China Sea, the Karimata Strait, the Sunda Strait to the Indian Ocean; ALKI II through the Sulawesi Sea, the Makassar Strait, the Lombok Strait towards the Indian Ocean; and ALKI III crossing the Pacific Ocean, the Maluku Sea, the Banda Sea, the Ombai Strait, the Sawu Sea, heading towards the Indian Ocean [16]. As per the 'MASTER PLAN

KOTA BAUBAU' book, it explains that the fishing grounds for large pelagic fish start in waters with a depth of 100 meters outwards, with its boundary in the outer Buton, South Buton, and Wakatobi regions around the Buton Strait. Therefore, Baubau City serves as a significant fisheries trading center in Southeast Sulawesi [17].

3.2. Superior Fisheries Commodities

The advantages of a commodity can still be described based on two main aspects, namely comparative advantage and competitive advantage. Comparative advantage refers to the advantage that arises from the potential possessed and distinguishes the commodity from other regions. This advantage can originate from natural resources as well as human resources. Meanwhile, competitive advantage is the advantage that is owned and used to compete with other regions. In short, competitive advantage utilizes comparative advantage to compete with other regions and achieve the status of a superior commodity. In analyzing the advantages of a commodity, one of the approaches used is the basic sector approach. This approach plays a significant role because improvements in the basic sector will have a significant impact on the development of other sectors. There is a series of theories that explain the relationship between sectors in regional economies, and one of them is the theory of the economic base. This theory indicates that the determinants of economic growth in a region are closely related to the demand for goods and services from outside the region. Industrial growth that utilizes local resources, including labor and raw materials for export purposes, will result in prosperity in the region and create job opportunities [13].

The types of fish recorded as commodities in Baubau City are based on the data of fish types landed at the Wameo Fish Auction Center (PPI Wameo) every day for the past 6 years (2016-2021). According to the data from the Fisheries Department through the implementing unit PPI Wameo, there are a total of 27 types, including 1 category of other fish species such as Grouper, Lencam, Baronang, Red Snapper, Jackfruit Seed, Kapas-Kapas, Cockatoo, Belanak, Selar, Mackerel, Layang, Tembang, Tongkol, Banana Fish, Flying Fish, Julung-Julung, Anchovy, Skipjack Tuna, Kuwe, Sunglir, Lamadang, Spanish Mackerel, Alualu, Layaran, Squid, and other fish species. Based on the LQ analysis, these fish are grouped into flagship and potential categories.

The criteria used for the competitiveness selectivity of fisheries commodities in Baubau City are based on factors of competitive advantage, where market demand for the produced results exceeds the existing supply. In addition, the products produced can compete with foreign products entering the market (lower price, better quality, and a lack of competitors producing better products) [18]. This can increase income for SMEs, create new employment opportunities, and receive support from the government that can provide direct investment, thereby reducing value chain inefficiency [17].

Flagship commodities play a crucial role in increasing income and enhancing the capabilities of human resources in a region. By providing support in the form of capital, assistance, or credit, flagship commodities can be continuously developed and their quality improved. Therefore, the development and promotion of flagship commodities should also be a focus in the planning of regional economic development, with the goal of achieving sustainable and inclusive growth.This research is supported by the conditions of both comparative and competitive advantages. Economically, flagship commodities play a vital role in increasing income and enhancing the capabilities of human resources in a region. By providing support such as capital, assistance, or credit, flagship commodities can be continuously developed and their quality improved. Thus, the development and promotion of flagship commodities should also be a focus in the planning of regional economic development.

From the results of this research, it can be seen that the types of captured fish in Baubau City include Selar fish, Mackerel fish, Layang fish, Tongkol fish, Cakalang fish, Tuna fish, Sunglir fish, and Lamadang fish. Meanwhile, the superior commodity obtained from this research is Cakalang fish (*Katsuwonus*sp.), with a total production reaching 33,657 tons over a five-year period as shown in Table 3.

Table 3 Determining Leading Commodities Based on LQ Index

Fish Species	Production Total (ton/year)	Explanation

Selar (*Atule sp.*)	4.859	Standard
Kembung (*Rastrelliger*sp.)	3.973	Standard
Layang(*Decapterus* sp.)	5.441	Standard
Tongkol(*Euthynnus* sp.)	3.840	Standard
Cakalang (*Katsuwonus sp.)*	33.657	Prime
Tuna(*Thunnini* sp.)	6.953	Standard
Sunglir(*Elagatis* sp.)	3.901	Standard
Lamadang(*Coryphaena* sp.)	4.948	Standard

3.3. Fisheries Center Location

The central of fisheries encompasses all activities related to catching fish, cultivating fish, and managing and marketing their products. On the other hand, fisheries resources encompass all living creatures, including animals and plants, found in waters, whether on land or in the sea. Therefore, fisheries can be divided into two categories: inland fisheries and marine fisheries [14]. Inland fisheries include various fishing activities not carried out in the open sea, such as freshwater fisheries, ponds, and tanks, among others. Regarding marine fisheries, marine biologists categorize them into two main groups: pelagic fish (fish that live on the water's surface) and demersal fish (fish that live on the seafloor). Pelagic fish include species like skipjack, tuna, mackerel, ribbonfish, seagrass, and others. Meanwhile, demersal fish include shrimp, crabs, red snapper, and others. Fisheries involve a combination of production factors that result from classical production factors, such as labor and capital goods, or anything deemed suitable for the type. This definition encompasses all activities related to obtaining marketable products, not just direct fishing activities. According to Hanafiah and Saefuddin[12], fishing is the act of catching or collecting living animals or plants from the sea to generate income with certain sacrifices.

Concentration analysis using Location Quotient (LQ) is one of the methods used in regional or economic analysis to measure the extent to which an economic sector in a region contributes compared to the contribution of the same sector at the national level. LQ is a measure that helps identify regional economic specialization. LQ was introduced by American economist Willard J. Hansen in the 1950s. LQ is calculated using the following formula:

LQ = (Regional GDP / Total National GDP) / (Employment in the Regional Sector / Total National Employment)

LQ below 1 indicates a smaller contribution in that region compared to the national level. So, concentration analysis using LQ is a concept introduced by Willard J. Hansen in the context of regional economic analysis. This method is used to identify the comparative advantages of a region in a specific economic sector.

From this research, it can be concluded that the fisheries center in Baubau City, Southeast Sulawesi, excels in the Batupuaro district, which is capable of producing a significant quantity of superiorCakalang fish (*Katsuwonus* sp.) with an LQ above 1, indicating that Cakalang has the largest contribution in Southeast Sulawesi.

Table 4 Determining Leading Commodities Based on LQ indexon sentralocation

SubRegi-onal/ Fish Species	Murhum	Sorawolio	Batupuaro	Lealea	Bungi	Kokalukuna	Wolio	Betoambari	Jumlah
Selar (*Atule sp.*)	13,90		173,70	125,06	55,58	152,86	104,22	69,48	694,80
	0,02	0,00	0,25	0,18	0,08	0,22	0,15	0,10	1,00
Kembung (*Rastrelliger* sp.)	11,40		142,56	102,64	45,62	125,45	85,54	57,02	570,24
	0,02	0,00	0,25	0,18	0,08	0,22	0,15	0,10	1,00
Layang (*Decapterus* sp.)	14,42		180,30	129,82	57,70	158,67	108,18	72,12	721,21
	0,02	0,00	0,25	0,18	0,08	0,22	0,15	0,10	1,00
Cakalang	0,00		3489,69	0,00	0,00	581,61	1163,23	581,61	5816,15
(*Katsuwonus sp.)*	0,00	0,00	0,60	0,00	0,00	0,10	0,20	0,10	1,00
Tuna (*Thunnini* sp.)	0,00		825,90	0,00	0,00	137,65	275,30	137,65	1376,50
	0,00	0,00	0,60	0,00	0,00	0,10	0,20	0,10	1,00
Sunglir (*Elagatis* sp.)	0,00		404,20	0,00	0,00	67,37	134,73	67,37	673,66
	0,00	0,00	0,60	0,00	0,00	0,10	0,20	0,10	1,00
Lamadang (*Coryphaena*	17,20		215,01	154,81	68,80	189,21	129,01	86,01	860,06
	0,02	0,00	0,25	0,18	0,08	0,22	0,15	0,10	1,00

From Figure 1, it is clear that Skipjack Tunafish dominates the total fish production with a significant amount, positioning it as the most productive among other types of fish. This condition provides a positive indication regarding the potential of Skipjack Tuna. The high production of Skipjack Tuna can create profitable opportunities for the country or region producing it. The potential for exporting Skipjack Tuna is influenced by several factors. First, the high demand for Skipjack Tuna in the international market, especially from countries with high needs for fishery products, can drive the export of Skipjack Tuna. Second, the reputation of Skipjack Tuna as a high-quality and nutritious source of animal protein can also influence the international market's interest in importing this fish. The recap table of superior commodities is as follows..

Table 1 Determining Leading Commodities Based on LQ Value

Fish Species	Production Total	Explanation
Selar (*Atule*sp.)	4.859	Standard
Kembung (*Rastrelliger*sp.)	3.973	Standard
Layang(*Decapterus* sp.)	5.441	Standard
Tongkol(*Euthynnus* sp.)	3.840	Standard
Cakalang (*Katsuwonus* sp.)	33.657	Prime
Tuna (*Thunnini* sp.)	6.953	Standard
Sunglir(*Elagatis* sp.)	3.901	Standard
Lamadang (*Coryphaena*sp)	4.948	Standard

The main fish commodities become a crucial focus in efforts to develop the fisheries potential in Baubau City. Prioritizing the development of these main fish commodities is expected to stimulate an increase in catch, which in turn will boost the income of fishermen and the economic contribution of Baubau City.

4. DISCUSSION

The results of this research further emphasize that the capture fisheries commodity is one of the mainstays of Baubau City, Southeast Sulawesi. This research reveals the extraordinary potential of the natural resources possessed by most of Indonesia's regions, particularly those related to maritime and fisheries. This condition can be well understood considering Indonesia is an archipelagic country, which naturally gives dominance to maritime aspects. With this in mind, the fisheries and maritime sector can serve as the primary foundation for the economic development of Baubau City. On the other hand, the research also highlights that products from the fisheries and maritime sector have excellent marketing prospects. Implementing development in this sector can increase production and, in turn, have a positive impact on the growth of exports. This will undoubtedly contribute significantly to Indonesia's overall economic growth. It is important to note that the high production in the Indonesian fisheries sector is not only to meet domestic needs but also plays a crucial role as a sector favored in providing a substantial contribution to the country's foreign exchange earnings. Therefore, strategies and policies supporting sustainable development in the fisheries and maritime sector must continue to be enhanced. This includes improving infrastructure, technological innovation, market access, and empowering fishermen communities. With the right steps, this sector has the potential to become a key driver of economic growth, job creation, and enhance Indonesia's competitiveness in the global market.

5. CONCLUSIONS

This research highlights that the majority of Indonesia's regions possess extraordinary potential in the maritime and fisheries sector, in line with the characteristics of an archipelagic nation. This potential provides a strong foundation for the economic development of Baubau City by making the fisheries and maritime sector a primary pillar. The products from this sector show very promising marketing prospects. Development in this sector can boost production and export value, contributing significantly to Indonesia's overall economic growth. The high production in the Indonesian fisheries sector serves not only to meet domestic needs but also stands out as a

contributor to the country's foreign exchange earnings.

Based on the research conducted, it was found that out of the 27 fish species, the leading fisheries commodity in Baubau City, Southeast Sulawesi, includes *Crumenophthalmus* sp., *Rastrelliger* sp., *Decapterus* sp., *Katsuwonus* sp., *Thunnus* sp., *Elagatis* sp., *Coryphaena* sp., with the highest catch being *Katsuwonus* sp., totaling 33,657 tons over the past seven years (2016-2022) and representing the largest catch in Southeast Sulawesi. Skipjack Tuna is the commodity which has comparative and competitive advantagesin Baubau City. Batupoaro District is the center location of Skipjack Tuna in Baubau City.

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