

Original Research Article

Economic Characteristics of the Fishing Society of Cangkol Village, Cirebon, Indonesia

ABSTRACT

The welfare of the fishing community in Cirebon City indicates that management and development are not equally distributed. The management and development carried out will not run optimally if there is no in-depth understanding of the characteristics of the regional community. This research aims to map economic characteristics, as well as to analyze the driving and inhibiting factors of the fishing community in Cangkol Village. The research was carried out in April–June 2023. The result showed that the average income of skipper fishermen was Rp. 3,288,195.83, while the average wage for crew members was Rp. 1,183,250.00/month. The fishing community in Cangkol Village are fishermen with a traditional fishing unit with a 3 GT boat, hand line fishing gear, and a one-day fishing system. The types of fish caught are *Lutjanus rusellii*, *Diagramma melanacrum*, *Lutjanus bitaeniatus*, *Cephalopholis boenack*, *Scombroides tala*, and other fish. The caught fish market is a monopoly. Marketing of catches through two channels, namely through middlemen or directly to consumers with a door-to-door promotion system.

Keywords: Fishing technology, fisherman's income, marketing mix

1. INTRODUCTION

Regional Governments (Pemda) in this era of decentralization are the authorities in managing regional issues starting from the process of formulation, and implementation, to the evaluation of development policies or programs aimed at supporting regional development programs [1]. Growth, equity, and sustainability are needed in an effort to achieve the development goals of a region [2]. The success of the development of a region can be seen from various perspectives ranging from social, economic, cultural, and legal, to security aspects [2].

The fisheries sector is a sector that requires linkages between various components so that the development efforts carried out run optimally [3]. One of the various components needed is the community component [3]. Empowerment of fishing communities is a paradigm that was built after long neglect of the development of coastal areas in Indonesia [4]. In order for the process of formulating a policy to take place optimally, it is necessary to do brainstorming through the process of mapping the economic characteristics of the people within it [1].

It is considered that fishing households are a clear example of pre-prosperous families in society. Since ancient times, fishing communities have been synonymous with the identity of the poor with inadequate education and skills, so that fishing communities are increasingly marginalized and difficult to develop [5]. Kampung Cangkol is part of a fishing village located in Lemahwungkuk Village, Cirebon, Indonesia. The results of previous research stated that fishing communities in the city of Cirebon live with concern, judging from their dirty and materially unprosperous living environment [6]. This shows that the development has not

been optimal. An understanding of the characteristics of the people within it is needed so that regional management is carried out optimally[7]. Therefore, it is necessary to know the economic characteristics of the fishing community in Kampung Cangkol.

2. METHODOLOGY

The research was conducted in Cangkol Village, Lemahwungkuk Village, Lemahwungkuk District, Cirebon City, West Java, in April–June 2023. The method used in this research was a survey method, asking several respondents about beliefs, opinions, characteristics, and behaviors that have occurred or are currently occurring [8]. The data used in this research are primary and secondary data. The main data in the form of primary data was obtained through interviews with respondents using a questionnaire regarding the economic characteristics of the fishing community in Cangkol Village. The economic characteristics referred to in this research are related to the technical implementation of fishing, costs, and marketing of catches in the fishing business of Cangkol Village fishermen. Secondary data includes data on the general condition of the Cangkol Village fishery area and sector. These data were obtained from a literature study.

Respondents were taken using the purposive sampling method. In order to support research objectives, then Respondents were taken based on the following criteria:

- a. Respondents work as full-time fishermen or main part-time fishermen;
- b. Respondents are members of fishermen groups;
- c. Respondents are residents of Cangkol Village;
- d. Respondents are willing to be interviewed.

Relevant stakeholders, namely Cirebon City Food Security, Agriculture, and Fisheries Service (DKP3) officials, and community leaders in Cangkol Village act as triangulators for the data collected.

3 . RESULTS AND DISCUSSION

3.1 Description of Cangkol Village Fishermen's Catching Business

The capture fisheries business in the fishing community of Kampung Cangkol is a type of fishing business that is still simple in terms of its constituent components. The fishing community in Cangkol Village operates using a one-day fishing system. In the Cangkol fishing community, fishing activities are divided into three stages, namely the pre-capture, capture, and post-capture stages:

- a. Pre-capture
The preparation stage for fishing activities begins at around 21.00 WIB. At this stage, fishermen will ensure that all their needs when going to sea have been met. The preparatory phase includes activities to check ships, engines, fishing gear, and diesel fuel, while the fishermen's wives prepare provisions for going to sea;
- b. Capture
When hand line operations are carried out, fishermen will leave at 01.00 WIB and return at 13.00 WIB. The fishing area of the fishing community in Kampung Cangkol is on average about 40–60 km from the coast;
- c. Post-capture
In the post-capture stage, the catch is immediately weighed by collectors and selected based on size. The size of fish that pass the selection of collectors is fish measuring ≥ 5 ounces. Smaller-sized fish will be brought home to be sold by the fishermen's wives.

3.2 Cangkol Village Fishermen's Catching Technology

The observation results show that fishermen in Cangkol Village are traditional fishermen. One of the criteria for fishermen who are classified as traditional fishermen is that fishermen still use traditional equipment [9]. This was found in the fishing effort of the fishing community in Cangkol Village. The specifications for fishing units for fishermen in Cangkol Village are shown in Table 1.

Table 1. Specifications for fishing units in Cangkol Village fishermen

Specification	Information
Fisherman	
Mileage	40-60 km
long journey	3-6 hours
Number of crew	1 person
Fishing Rod	
String length	100m
String material	Polyamide (PA)
String size	40 lbs
Hook size	no. 10
Ballast material	Tin
Boat	
Material	Fiber plywood
Length (LOA)	8-10m
Wide	2.5-3m
Tall	0.85-1.25m
Drafts	0.75-1.25m
Machine	20-25 PK

In carrying out fishing operations, fishermen in Cangkol Village use assistive devices in the form of FADs. FADs act as a place for fish to gather. The FADs used by fishermen from Kampung Cangkol are made from a collection of pyramid-shaped used tires made from plastic rope. FADs are operated by drowning at various fishing points. These points are then marked by fishermen on their GPS. When fishermen are going to catch fish, fishermen will follow the path that has been marked on the GPS. The operating depth of FADs varies between 5–50 m. Fishermen make FADs together on days when they are not going to sea, especially during the west and transition seasons. On top of the FADs are placed strands of coconut leaves as a fish attractor. Fish will be attracted by the smell of coconut leaves and then enter the FADs [10].

Referring to the definition of modern fishermen by [10], it can be seen that the fishing community in Cangkol Village belongs to the traditional fishermen group. This can be seen from the level of fishing technology used by fishermen from Kampung Cangkol, namely the fishing system is still one-day fishing, fishing is still done using hand lines, and the boats used are only 3 GT in capacity. The comparison between traditional fishermen and modern fishermen is shown in Table 2.

Table 2. Comparison of Cangkol Village fishermen's technology with the definition of modern fishermen[10]

Fishermen of Cangkol Village	Modern Fisherman (Tambunan 2020)
Maximum capacity of 3 GT A simple fishing tool is a handline	Maximum capacity of 200 GT Massive fishing gear such as trawler, seiner, longliner, dredger
One day fishing system	The capture lasted for days
A simple cooler, in the form of Styrofoam	Adequate cooling

3.3 Costs for the Fishing Business of Kampung Cangkol Fishermen

A fishing business has components in the form of infrastructure to support the running of the business including fishing gear, fishing vessels, and other aids [11]. The average total investment capital for fishermen's fishing business in Cangkol Village is IDR 30,063,000.00. The average total operational costs incurred by Cangkol Village fishermen in one trip is Rp. 37,200,000.00/year. The average total fixed costs incurred by Cangkol Village fishermen for the fishing business is IDR 806,388.89/month. The costs incurred in the fishing effort of Cangkol Village fishermen are shown in Table 3.

Table 3. Costs in the fishing business of Cangkol Village fishermen

Cost	Amount
Investment capital	IDR 30,063,000.00
Expenses/year	IDR 37,200,000.00
Fixed Cost/year	IDR 9,676,666.67

The average wage for crew members is 25% of the fishermen's income minus the capital spent, so the skipper's income is Rp. 1,488,195.83 and if added by side income, the total income is Rp. 3,288,195.83 and the total income for crew members is Rp. 1,183,250.00. The side income of skipper fishermen and crew members of Cangkol Village is obtained from fishing tour guide businesses. The income of skipper fishermen and crew members is shown in Table 4.

Table 4. Total income of fishermen of Cangkol Village fishermen

Income	Skipper	crew
Main	IDR 1,488,195.83	IDR 583,250.00
aside	IDR 1,800,000.00	IDR 600,000.00
	IDR 3,288,195.83	IDR 1,183,250.00

3.4 The Marketing Mix of Cangkol Village Fishermen's Catch

The marketing mix is defined as a marketing tool used by a company to pursue its goals, so the marketing mix is a marketing tool consisting of product, price, promotion, and distribution [12].

3.4.1 Products

The fish caught are demersal fish, namely fish that live on the bottom of sandy or muddy waters [13]. This is in accordance with the characteristics of Cangkol waters which are sand mixed with mud [14]. The highest type of catch was *Lutjanus russellii*, as much as 104.529 kg or 30% of the catch. 25.2% of the Cangkol Village fishermen's catch was in the form of *Diagramma melanacrum* and 1.1% below that was *Lutjanus bitaeniatus*) as much as 24.1%. 15.3% of the catch is *Cephalopholis boenack*. The fewest catches were *Scombroides tala* and other fish, respectively 5.4% and 0.1%. Fish caught by fishermen from Cangkol Village are shown in Figure 1.

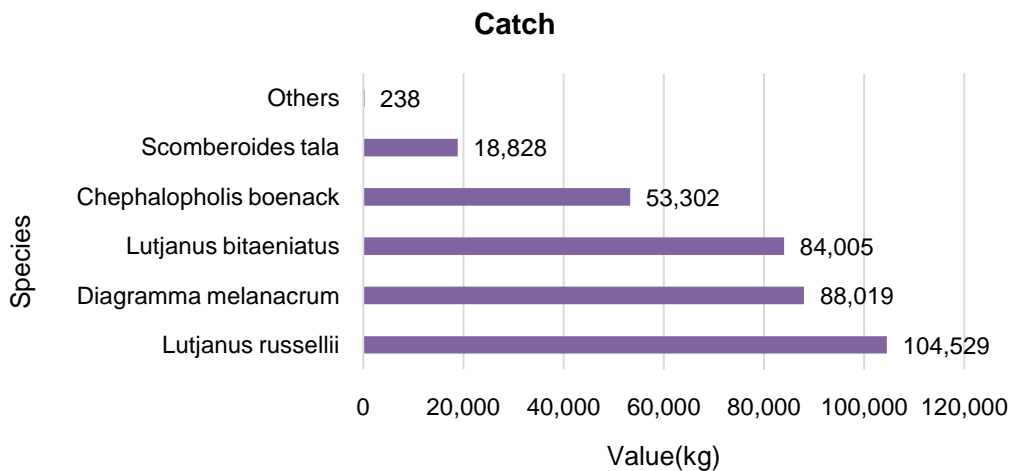


Figure 1. Cangkol Village fishermen's catch

3.4.2 Prices

The price of fish is determined by the middleman. The fish with the highest price is jenaha fish for IDR 50,000.00 while the lowest price for fish is talang-talang fish for IDR 27,000.00. The price of the fish caught is determined by the middleman. Middlemen are determinants of market prices in the fishing business of the fishing community of Cangkol Village. The price of fish caught by fishermen from Cangkol Village is shown in Table 5.

Table 5. Prices of fish caught

Species	Selling price (kg)
Jenaha (<i>Lutjanus russellii</i>)	IDR 50,000.00
Sea bass (<i>Diagramma melanacrum</i>)	IDR 50,000.00

Red snapper (<i>Lutjanus bitaeniatus</i>)	IDR 45,000.00
Coral grouper (<i>Cephalophalis boenack</i>)	IDR 45,000.00
Gutters (<i>Scombroides tala</i>)	IDR 27,000.00
Other fish	IDR 27,000.00

3.4.3 Promotion

Promotion is a form of communication that aims to convince potential buyers of the products offered [15]. The sales of fishermen's catch in Cangkol Village are promoted door to door by middlemen. Tengkulak mendapatkan jaringan pasar melalui promosi sederhana dari mulut ke mulut. There are no other promotional strategies used by middlemen to sell fish catches.

3.4.4 Distribution

The sale of the catch is carried out using the direct selling method. Direct selling is a method of selling products from the seller directly to the buyer [16]. Middlemen find buyers through word of mouth. There are two distribution channels for fish catches in the fishing community of Cangkol Village. The distribution channel for fish caught is shown in Figure 2. In the main channel or channel I, fishermen sell their catch to middlemen. Fish caught that pass the selection of middlemen are fish weighing ≥ 5 ounces. Kolbak cars come to Kampung Cangkol every 2–3 days to buy their catch. In channel II, fish that do not pass the selection will be brought home by fishermen and arranged in a basin. The fishermen's wives then sell the fish by going around Cangkol Village.

Channel I



Channel II



Figure 2. Catch marketing channels

4. CONCLUSION

The average income of skipper fishermen is IDR 3,288,195.83/month, while the average wage for crew members is IDR 1,183,250.00/month. The technology used is still simple with a one-day fishing operating system, fishing gear in the form of hand lines, and ships with a maximum capacity of 3 GT. The market structure in the fishing business of Cangkol Village fishermen is in the form of a monopoly. There are two marketing channels, namely from fishermen through middlemen, to suppliers and consumers, and from fishermen directly to consumers.

CONSENT (WHERE EVER APPLICABLE)

As per international or university standards, the respondents' written consent has been collected and preserved by the author.

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