

Factors Affecting the Income of Line Fishermen in Batu Jaya Village, Laonti District, South Konawe Regency

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Abstract

This research was carried out from January to March 2024, with the aim of 1) to determine the income of fishing fishermen in Batu Jaya Village, Laonti District, South Konawe Regency. 2) To find out what factors influence the income of fishing fishermen in Batu Jaya Village, Laonti District, South Konawe Regency. The method used in this research was carried out purposively and the sample was determined using a census method of 20 people. The analytical tools used are income analysis and multiple linear regression. The research results show that: 1) the average income of respondents is IDR 2,170,270 per month. 2) Find out the factors that influence the income of fishing fishermen.

Keywords: Fishing Fishermen, Income, Multiple Linear Regression.

INTRODUCTION

The agricultural sub-sector includes the food crops sub-sector, the horticulture sub-sector, the livestock sub-sector and the forestry sub-sector. agricultural development needs to be an important priority. This is because the development of the agricultural sector still occupies an important position as a catalyst for development, price stabilizer, and source of non-oil and gas foreign exchange (Sulaeman ., 2021)

Fishermen are a group of people whose lives depend directly on marine products, either by catching or cultivating them at generally live in coastal areas, a residential environment close to the location of their activities (Ulfa *et al.*, 2022) . The fishermen do their work with the aim of earning income for the needs of life. For its implementation, some equipment is needed and is also influenced by many factors to support the success of fishing activities including technology,



age and length of time at sea. This is thought to be the biggest influence on the size of fishermen's income even though there are other factors that can also affect fishermen's income.

The first independent variable that is a factor in the size of the income of fishermen is the number of family members, which includes the number of family members is the entire number of members of family households who live and eat from one kitchen with population groups that are already included in the labor group.

The number of family dependents who are the dependents of the household, both siblings and non-siblings who live in the same house but are not working. The greater the number of family members, the greater the needs that are met. So that there is insufficient income to meet their needs and the family is in an unbalanced or poor state (Prayetno and Rosyadi, 2022) .

The large number of family dependents will affect income because the greater the number of family dependents who eat, it will indirectly force the workforce to seek additional income (Maulana, 2013) . So it can be concluded that people who have a large number of family dependents, the amount of income needed will also be greater, if the income needed is not enough, poverty will occur.

The second independent variable that is a factor is the age factor entered into this study because income is strongly influenced by age. As it is known that in the theory of production factors the amount of output/production which will be related to income depends on the number of people's ages. This means that the older a person is, the more fish catches he/she will get so that the fishermen's income will increase. Although in reality this can be contrary to what should happen.

The third variable that is considered to affect the income of fishing fishermen is the amount of production. The amount of production of fishing line fishermen determines the catch because for fishing communities on the coast to carry out production activities combines various inputs or inputs to produce output. The technical relationship between input and output is in the form of an equation that can show the maximum amount of output produced with a certain combination of inputs. Therefore, the more the amount of production of fishing fishermen, the better the income of fishermen through their catch.

The fourth variable that is considered to affect the income of fishing rod fishermen is price. The price of fish sold to the container at a low or high nominal price greatly affects the income so that the catch of the fishing line fishermen determines how much income is not. Price is the value of money that must be given to fishermen for their catch at sea.

Batu Jaya Village is a quite potential area in the field of fisheries because it has a coastal





area, so the marine and fisheries sector should also be able to make a significant contribution to the economy of fishing communities in Batu Jaya Village. The fishing community in Batu Jaya Village is a traditional fisherman and fishing conditions that use fishing rods and the scope of fishing is very wide and moves to other places and the place of fishing is uncertain when going to sea with satisfactory results. From the above background, the author raises the title Factors Affecting the Income of Fishermen Fishing Rods in Batu Jaya Village, Laonti District, South Konawe Regency.

METHOD

This research was conducted from January to March 2024, located in Batu Jaya Village, Laonti District, South Konawe Regency. The population of fishing rod fishermen in Batu Jaya Village, Laonti District, South Konawe Regency totals 20 people as well as making it a research sample taken using the *census* method. Data collection techniques were carried out by interviewing informants by providing a set of questions and written statements, as well as questionnaires. The data analysis used in this research is as follows;

1. Income Analysis, to find out how much income fishing rods in Batu Jaya Village, Laonti District, South Konawe Regency, the income calculation formula is used (Agustini, 2018), namely:

$$\pi = TR - TC$$

Description:

π = Income (Rp/Year)

TR = Total Revenue / Total Revenue (Rp / Month)

TC = Total Cost (Rp/month)

Total Cost

$$TC = FC + VC$$

Description:

TC = Total Cost (Rp/month)

FC = Fixed Cost (Rp/month)

VC = Variable Cost (Rp/month) (Widyantara, 2018).

2. Multiple Linear Regression, formula The multiple linear regression equation is as follows:

$$Y = a + b_1X_1 + b_2X_2 + b_3X_3 + b_4X_4 + b_5X_5 + e$$

Description:

Y = Fishermen's Income (Rp/Year)



a	= Constant <i>Intercept</i>
b_1, b_2, b_3, b_4	= Regression Coefficient
X_1	= Age (Year)
X_2	= Number of Family Members (Soul)
X_3	= Length of time at sea (Years)
X_4	= Selling Price (Rp)
X_5	= Distance Traveled (Km)
	= <i>Error Term</i>

3. Simultaneous Significance Test (*F-test*), the test criteria use a significance level of 0.05. If the significance value > 0.05 means that the research model is feasible to use, the production of a significance value < 0.05 means that the research model is not feasible to use.
4. Partial Significance Test (*t-test*), to test the Sig.t value, the test criteria are carried out with a significant value of $\alpha = 0.05$ as follows:
 - If the significance value (*Sig*) < 0.05 probability then there is an effect of the independent variable (X) on the dependent variable (Y) or the hypothesis is accepted and .
 - if the significance value (*Sig*) > 0.05 probability then there is no effect of the independent variable (X) on the dependent variable (Y) or the hypothesis is rejected (Efendi *et al.* ., 2020)
5. Determination Coefficient Test (R^2 Test), in the SPSS program the coefficient of determination (R^2) is indicated by the *R Square or Adjusted R-Square* value. *R-Square* is used when there is only one independent variable (commonly called Simple Linear Regression), while *Adjusted R-Square* is used when there is more than one independent variable. Then the resulting R^2 value is multiplied by 100%

RESULTS AND DISCUSSION

Use of Facilities

The means of production in question are the inputs used by respondent line fishers in catching fish to produce products. The means of production consist of fuel, fish preservation, bait and consumption while at sea.

Table 1 Use of Means of Production of Fishing Rod Fishermen in Batu Jaya Village, Laonti District, South Konawe Regency

Description	Total			
	Boat Fuel (Ltr/Bln)	Fish Preservation (Kg/Bln)	Feed (Kg/Bln)	Consumption (IDR)
High	96	600	72	1.200.000
Lowest	48	360	48	432.000
Average	67,2	481,2	56,4	751.200

Source: Primary data processed in 2023

The data in table 1 above presents the use of means of production of fishing rods in Batu Jaya Village. For more details, it can be described as follows;

1. That the highest use of fuel (pertalite) was 96 Ltr, while the lowest fuel use was 48 Ltr. While the average fuel used by respondents per month was 67.2 Liters. Fuel greatly determines the fishing process or production because the farther the distance to sea the more likely it is to produce more production. Fishing rod fishermen in Batu Jaya Village fish 24 days a month. The average use of fuel depends again on the engine and the distance to sea, if the engine used is still fairly good the use of fuel is also more efficient while the distance to sea is the farther the distance to sea from the coastline, the higher the use of fuel used by fishing fishermen.
2. That the highest use of ice cubes (blocks) in fishing fishermen is as much as 600 kg, while the lowest use of ice cubes (blocks) per month is 360 kg and the average use of ice cubes (blocks) per month is 481.2 kg. The use of ice cubes (blocks) on fish, this is very important so that the quality of the caught fish is maintained. Batu Jaya Village fishing rod fishermen in the use of ice blocks is considered mandatory in fishing because the fishing time takes quite a long time for that the catch (fish) will also vary in freshness. So that all the catches are kept fresh to land requires sufficient preparation of ice blocks.
3. The highest bait usage per month at sea was 72 kg while the lowest usage per month at sea was 48 kg and the average bait usage was 56.4 kg. The best choice of bait can also be influenced by fishing location, time of day, and targeted fish species. Therefore, it is important for line fishers to tailor their bait choices to local conditions and the preferences of the fish they are targeting.
4. That the average consumption cost of fishing rods per month in Batu Jaya Village is IDR 751,200 while the highest consumption cost is IDR 1,200,000 and the lowest is IDR

432,000. These consumption costs are used by Fishing Rod Fishermen to fulfill their needs while fishing for one fishing trip, some respondents always feel that they use a lot of energy while fishing, for this reason the need for protein for the body is also high and does not escape dehydration due to sunlight and so on.

Production, Total Cost, Revenue, & Income (Fish Catch)

The income of fishing rod fishermen in Batu Jaya Village is uncertain, sometimes getting a large enough income and sometimes also a small income. The amount of fish production, total costs, revenue, and income from fish catches can be seen in Table 2.

Table 2 Total Production, Total Cost, Revenue, & Income (Fish Catch) in Batu Jaya Village, Laonti Sub-district, South Konawe District

Description	Total				
	Kg/SM Production	Total Cost (Rp)	Revenue (IDR/month)	Revenue (Rp)	
				Month	Year
High	7	218.910	7.560.000	5.143.733	36.006.133
Lowest	4	4.266,66	2.880.000	346.650	2.426.550
Average	5,7	65.929,91	4.878.000	2.170.270	15.191.890

Source: Primary data processed in 2023

In table 2 above, the amount of production, total costs, revenue, & income (fish catch) in Batu Jaya Village, Laonti Sub-district, South Konawe District can be described as follows;

1. The average production produced by respondents once at sea is 5.7 kg while the highest production produced once at sea by respondents is 7 kg and the lowest production once at sea is 4 kg. The types of fish caught also vary which have varying selling values depending on the type and weight of the fish with prices ranging from Rp35,000/kg- Rp45,000/kg. The types of fish that have a selling value are tengiri, red snapper, grouper katamba fish and sunu fish. Line fishers sell all types of fish to intermediary traders at an average price based on weight and type of catch, which affects their income. High production increases income. They fish 5-6 hours/day for 26 days/month, except Friday for worship. This job is the main livelihood besides farming because of limited employment opportunities in Batu Jaya Village.
2. That the average total fixed costs used by respondents per month of Batu Jaya Village Fishing Line Fishermen is IDR 65,929.91, while the highest cost used per month is IDR

218,910 and the lowest is IDR 4,266.66. Costs are also strongly influenced by the number of inputs used by fishing line fishermen. According to Julyanthry, *et al.* (2020) costs in fishing are classified into two, namely *fixed costs* and *variable costs*. Fixed costs are costs that are relatively fixed in amount, and continue to be incurred even though the level of production of fishermen is high or low.

3. That the average revenue obtained by respondents of Fishing Rod Fishermen per month in Batu Jaya Village, Laonti District, South Konawe Regency is IDR 4,878,000 while the highest revenue obtained by respondents per month is IDR 7,560,000 and the lowest revenue per month is IDR 2,880,000 the revenue obtained by respondents is strongly influenced by the amount of fish catch produced and the selling price of production on the market or collectors. The more production produced and the higher the price of the product will positively affect the respondent's income and vice versa.
4. That the average income of fishing rods per month is IDR 2,170,270.083 while the highest income obtained by respondents of fishing rods is IDR 5,143,733,333 and the lowest income is 346,650 and the average income for a year is around IDR 15,191,890,581. However, this annual income is not fully 12 months. This is because in November to March each year the weather conditions and fishermen are less conducive to fishing so that the income received is not maximized.

Working as a fisherman is a job that has a fairly high level of risk. In addition, the income received from fish catches is not fully able to meet the economic needs of his family. Income of Fishing Rod Fishermen in Batu Jaya Village, Laonti Subdistrict when compared to the MSE of South Konawe Regency in 2024 has not been achieved, for more details can be seen in Table 3.

Table 3 Comparison of Income of Fishing Rod Fishermen of Batu Jaya Village, Laonti Subdistrict with Konawe Regency MSEs

No.	Description	Total Revenue	
		(Rp/Bln)	(Rp / Year)
1	Minimum wage of Kab.	2.885.964	20.201.748
2	Line fisherman	2.170.270	15.191.890

Source: Primary Data and BPS Konawe Selatan 2024

Table 3 shows that the average income of fishing line fishers in Batu Jaya Village is still below the minimum wage of South Konawe Regency, which is Rp2,170,270 per month or Rp15,191,890 per six months, while the district's minimum wage reaches Rp2,885,964 per



month or Rp20,201,748 per year. The erratic income of fishermen is caused by various factors, such as the age of the fishermen, the number of family members, fishing experience, fish selling price, and distance to sea (Salim in Indara, 2017). These factors play a role in determining the amount of fishermen's income, which is sometimes quite large but can also be very low.

Factors Affecting the Income of Line Fishermen

Catch is the main factor that can determine the size of fishermen's income. Because if there is no catch, then fishermen's income also cannot be calculated. The more fishermen's catch means the greater the fishermen's income. This applies vice versa, if the fishermen's catch is small, the fishermen's income will also be small.

According to Shifa (2011), fishermen who have more catches can sell more fish, thus fishermen's income is potentially greater. There are several factors that affect the income of fishermen in Batu Jaya Village, Laonti Subdistrict, South Konawe Regency, namely the age of the fishermen, the number of family members, the length of time at sea (experience), the selling price and the distance or distance to sea.

1. Age factor, fishermen's age affects income through experience, health, and access to resources. Older fishers are more experienced and have better access to equipment, while younger fishers are fitter in the face of tough working conditions.
2. The number of family members, the number of family members of a line fisherman affects income through labor contribution, living expenses, and income sharing. Large families can increase catches, but also increase the financial burden and responsibility of fishers.
3. Length of time at sea (experience), the experience of line fishers has a major effect on income through their understanding of resources, technical skills, and adaptability. In addition, experience also helps them build networks that expand market opportunities and increase catches.
4. The selling price of fish strongly influences the income of line fishers through the value of the fish, market fluctuations, and negotiation skills. High prices increase income, while low or fluctuating prices can reduce their profits.
5. Fishing distance affects income through fuel costs, travel time, and weather risks. While more distant locations may increase catches, high operational costs may reduce profits.

Analysis Test Results

Based on the results of data processing, it can be seen that the multiple linear regression



analysis relationship model can be seen in Table 4 below:

Table 4 Multiple Regression Analysis

Variables	B	Std. Error	Beta	T	Sig.
Constant	12.887	2.257	-	5.709	.000
x1	-0.315	0.082	-0.767	-3.816	.002
x2	-0.232	0.085	-0.528	-2.718	.017
x3	-1.332	0.343	-1.645	-3.885	.002
x4	1.578	0.379	1.777	4.170	.001
x5	0.301	0.091	0.774	3.322	.005

Based on table 4, a constant value of 12,887 is obtained, a regression coefficient value of -0.315 for Age (X1), a regression coefficient value of -0.232 for Number of Family Dependents (X2), a regression coefficient value of -1.332 for Length of Fishing (X3), a regression coefficient value of 1.578 for Selling Price (X4), a regression coefficient value of 0.301 for Distance to Sea (X5). Then the regression equation is obtained as follows:

$$Y = 12.887 - 0.315x_1 - 0.232x_2 - 1.332x_3 + 1.578x_4 + 0.301x_5$$

1. The constant 12.887 indicates the value of the dependent variable when the independent variable is zero. X1, X2, and X3 are significant with a negative relationship to the dependent variable ($p < 0.05$, except X2 $p = 0.017$). X4 and X5 are also significant ($p < 0.05$) with a positive relationship, where X4 has a greater influence than X5 based on the B value.
2. The age regression coefficient (-0.315) shows a negative relationship with income, where as age increases, income tends to decrease. The standard error (0.082) is small, indicating a fairly accurate estimate. Beta (-0.767) indicates the relative influence of age on income compared to other variables. The t-statistic (-3.816) is large, indicating significance, and the p-value (0.002) < 0.05 confirming the statistically significant relationship.
3. The regression coefficient of the number of family dependents (-0.232) shows a negative and significant effect on the income of fishing rods in Batu Jaya Village. The more dependents, the greater the financial burden, thus reducing the allocation for investment in equipment or technology that can increase income.
4. The regression coefficient of length of time at sea (-1.332) shows a negative and significant effect on the income of line fishers in Batu Jaya Village. Despite longer fishing

time, income can decrease if the catch is not proportional to the cost and time spent, influenced by factors such as bad weather or unfavorable fish locations.

5. The selling price regression coefficient (1.578) shows a positive and significant influence on the income of fishing line fishermen in Batu Jaya Village. An increase in the selling price of fish directly increases fishermen's income, even if the amount of catch remains the same.
6. The regression coefficient of fishing distance (0.301) shows a positive and significant influence on the income of fishing rods in Batu Jaya Village. Traveling longer distances to more productive waters can increase catches, thus potentially increasing fishermen's income.

Table 5 Partial Test (t test)

Variables	Tolerance	VIF
Constant	-	-
x1	0.560	1.785
x2	0.600	1.666
x3	0.126	7.917
x4	0.125	8.023
x5	0.417	2.398

1. The regression results show that the Age variable (X1) has a t-count of -3.816 and a t-table of 2.144, with a significance of 0.002 (t-count < t-table), so Ha is accepted and H0 is rejected. This shows that age has no significant effect on the income of fishing rods in Batu Jaya Village. Experience does not always guarantee higher income, as modern technology and equipment allow younger fishermen to compete in productivity and efficiency.
2. The regression results show that the variable Number of Family Members (X2) has a t-count of -2.718 and a t-table of 2.144, with a significance of 0.017 (t-count < t-table), so Ha is accepted and H0 is rejected. This shows that the number of family members has no significant effect on the income of fishing rods in Batu Jaya Village. Fishermen's income is more influenced by catch, technical skills, market conditions, and environmental factors, compared to the number of family members.
3. The regression results show that the variable Length of Fishing (X3) has a t-count of -3.885 and a t-table of 2.144, with a significance of 0.002 (t-count < t-table), so Ha is accepted and H0 is rejected. This shows that the length of time at sea has no significant

effect on the income of fishing rod fishermen in Batu Jaya Village. Although length of time at sea can increase catch opportunities, factors such as operational costs, weather conditions, and market price fluctuations also play a role in determining fishermen's final income.

4. The regression results show that the Selling Price variable (X4) has a t-count of 4.170 and a t-table of 2.144, with a significance of 0.001 (t-count > t-table), so H_a is rejected and H_0 is accepted. This shows that selling price has a significant effect on the income of fishing rod fishermen in Batu Jaya Village. An increase in the selling price of fish directly increases the income of fishermen, so this factor becomes one of the main aspects that determine their profitability and economic welfare.
5. The regression results show that the Mileage variable (X5) has a t-count of 3.322 and a t-table of 2.144, with a significance of 0.005 (t-count > t-table), so H_a is rejected and H_0 is accepted. This shows that distance traveled has a significant effect on the income of fishing rods in Batu Jaya Village. Longer distances can increase catch and income, although additional costs such as fuel and equipment must be considered, which can affect final profitability.

Table 6 Simultaneous Test (F Test)

	Sum of Squares	df	Mean Square	F	Sig.
Regression	10.212	5	2.042	6.035	.004 ^b
Residuals	4.738	14	.338		
Total	14.950	19			

Source: Data Based on IBM SPSS version 25.0

Based on Table 6 above, it shows that the obtained F_{count} value is 6.035 while F_{table} is 2.958 then $F_{\text{count}} > F_{\text{table}}$. Then H_a is accepted and H_0 is rejected so that it can be concluded that the variables X1 (Age), X2 (Number of Family Members), X3 (Length of Fishing), X4 (Selling Price) and X5 (Distance Traveled) together have an effect on variable Y (Income) on Fishing Rod Fishermen in Batu Jaya Village. Simultaneously, factors such as age, number of family members, length of fishing, selling price, and distance traveled can affect the income of fishermen in a complex manner.

Table 7 R Square Test

R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
.826 ^a	.683	.570	.58175	1.822



Table 7 obtained a correlation coefficient (R) value of 0.826 which indicates that the relationship between the independent variable and the dependent variable can be said to be strong, because it has an R value above 0.5. Then the coefficient of determination (R Square) value of 0.683 which shows that the percentage contribution of the influence of the independent variable on the dependent variable is 68.3%, this means that the influence of the variables Age, Number of Family Members, Length of Fishing, Selling Price and Mileage on the Income of fishing rods can be explained by the independent variable. This means that the regression model obtained is able to explain in the variables Age, Number of Family Members, Length of Time at Sea, Selling Price and Mileage affect income by 57%, while the remaining 43% is influenced by other variables.

CONCLUSION

Based on the description of the results and discussion, it can be concluded that the average income of respondents is Rp. 2,170,270 per month while the average South Konawe MSE is Rp. 2,885,964 per month.

Multiple Regression Analysis shows that the factors that affect the income of fishing rod fishermen in Batu Jaya Village are variables x_1 x_2 x_3 these variables have a p value of 0.05 (except x_2 $p=0.017$) indicating that they have a significant effect on the dependent variable. The negative B value indicates a negative relationship between these variables and the dependent variable. x_4 and x_5 : these two variables also have a p value of 0.05 indicating a significant influence on the dependent variable. A positive B value indicates a positive relationship between these variables and the dependent variable. x_4 has a greater influence than x_5 judging by its B value.

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