Fisheries cooperative as a catalyst for economic improvement of fishermen society

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Abstract. Fishermen society, especially coastal areas, want an increase in the economy. One of the catalysts is by participating actively in fisheries cooperatives. This study aims to determine the role of cooperatives as a catalyst for the economy. Through fisheries cooperatives, fishermen society as members get more value than fishermen society who are not members of cooperatives. This research was conducted at the JukuLele Cooperative in Somba Opu District, Gowa Regency, from January to March 2019. The alternative revenues as catfish farmers calculated are 2,567.5 million for members and 198.32 million for non-members. Ratio profit margin cooperatives as an economic catalyst are 65% for members and 23.93 for non-members.

1. Introduction
Cooperatives are an organized movement that is driven by the aspirations of the people to reach an advanced, just and prosperous society as mandated in the opening of the 1945 Constitution. Cooperatives are a people's economic movement which is run based on the principle of family. The core of the cooperative is cooperation, namely cooperation between its members in order to realize the welfare of members in particular, and in general, contribute to improving the welfare of the community [1].

One of the cooperatives in Gowa that is active and successful is the Juku Lele Cooperative engaged in fisheries. As a people's economic movement, the Juku Lele cooperative plays an active role in the production of catfish nurseries to marketing to consumers. The performance of the cooperative business that is carried out determines its role as an economic catalyst in the community. Although cooperatives have a strategic role in developing community businesses but in running a business it has not run well, the role as a catalyst will be hampered.

Based on this, the authors are interested in choosing and discuss research about Fisheries cooperative as a catalyst for the economic improvement of fishermen society. This research aimed to cooperative business performance as an economic catalyst.

2. Data collection
This research was conducted at the Juku Lele Cooperative in Somba Opu District, Gowa Regency. Based on the conditions in the field, the samples in this study were members of the Juku Lele cooperative with 24 people (all members had catfish floating cages) and surrounding communities who had catfish floating cages of 51 people, so that the total number of samples was 75 people. Members of
the Juku Lele are people collecting by the same condition to form a cooperative, where the fishermen cultivators of catfish floating cages.

Data collected in the study consisted of primary data and secondary data. Primary data is obtained through direct interviews with members of the Juku Lele Cooperative, as well as to the surrounding community that cultivates catfish by using a questionnaire that has been prepared in advance. Secondary data was obtained from data quoted directly from the Juku Lele cooperative, such as articles of association, household budget, accountability reports, and financial reports.

The analytical method used to answer the research objectives is income analysis, income ratio to cooperative members and income ratio of catfish farmers who are not members of cooperatives. This income ratio analysis is to find out the role of cooperatives as a catalyst.

3. Econometric approach
Researchers use income analysis using formulas [2]:

\[ \Pi = TR - TC \]

Information:
\[ \Pi = \text{Net income or profit (Rp)} \]
\[ TR = \text{Total Revenue (Rp)} \]
\[ TC = \text{Total Cost (Rp)} \]

Income ratio using formulas Profit margin [3]:
\[ \text{Net Profit} \]
\[ \frac{\text{Profit Margin}}{\text{Sales}} = \frac{\text{Net Profit}}{\text{Sales}} \times 100\% \]

4. Result and discussion
Juku Lele Cooperative has two business units, namely the supply of catfish seeds and catfish sales. All respondents took catfish seeds at the Juku Lele cooperative and sold the results of catfish enlargement to cooperatives, which then the Juku Lele cooperative distributed to the market (end consumers). All members-only use one business unit, that is the supplying of catfish seeds. Catfish sales are the unit of cooperative distributed the results of catfish members. This is a form of cooperative catalyst in helping cooperative members earn more income from faster sale of catfish harvests and capital turnover. The cooperative members immediately took seeds from the cooperative to enlarge in their floating net cages because the crops had been sold out.

4.1. Comparison of cooperative members and non-members

In Table 1 we compare cooperative members with non-members in terms asset ownership. Member has three times around asset of floating net from non-member. We find that floating net give more production and significantly more to income. There are no significant differences in distance to the market although the distance is four times.

| Table 1. Comparison of cooperative members and non-members fisherman society |
|-----------------------------------------------|-----------------|-----------------|
| | Member (N=24) | Non member (N=51) | Total sample (N=75) |
| Floating net (m2) | Asset ownership | 158 (75.59%) | 51 (24.41%) | 209 (100%) |
|                     | Market access   | 0.5 | 2.0 | 4x different more short from Non- |
4.2. *Income and Catalisatory cooperative*

Cooperative members and non-members differ substantially with respect to income and ratio level to catalyst. Revenues as members are 2.567 billion Rupiah and 0.198 billion Rupiah for non-members. Analysis of cooperative contributions to income is very good based on income earned by cooperative members 12.94 times than non-members. This shows that members have been able to meet primary, secondary and even tertiary needs compared to non-members. [4]

Ratio profit margin cooperatives as an economic catalyst are 65% for members and 23.93% for non-members. This is significantly higher (41.07%) among non-members (table 1). These results indicate that cooperatives respectively positive as a catalyst. These are large and important effects that lead to the conclusion that fisheries and marketing cooperatives are effective in improving fishermen society’s welfare. [5] The existence of two cooperative business units is very helpful for cooperative members in catfish farming. Cooperative members are eager to run this side business because of the large profits obtained and rapid capital turnover. The existence of cooperatives stimulates cooperative members to conduct business in catfish cultivation where the availability of seeds in a sustainable manner and direct harvested products. This is far different from the community of fishermen who are not members of cooperatives with the same business. They get hard seeds. The seeds they get when there is an excess supply from the cooperative or there is an excess supply of seeds from catfish seed sellers from Surabaya. As for the yields they also have difficulty selling if the seeds are not from a cooperative. This is what makes people who are not members of the cooperative must order in advance if they want to get supplies of catfish seeds and faster-sold crops.

5. **Conclusions**

In this paper, we analyze the alternative revenues as catfish farmers calculated are 2.567 billion for members and 0.198 billion for non-members. Ratio profit margin cooperatives as an economic catalyst are 65% for members and 23.93% for non-members.

**References**

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