

# MODEL OF CARP FISH FARMER INCOME IMPROVEMENT

*by Nurul Anwar*

---

**Submission date:** 20-Dec-2021 04:28PM (UTC+0700)

**Submission ID:** 1734157068

**File name:** E\_IMPROVEMENT\_THROUGH\_THE\_ESTABLISHMENT\_OF\_CARP\_FISH\_FARMERS.pdf (287.54K)

**Word count:** 3134

**Character count:** 16479

**MODEL OF CARP FISH FARMER INCOME IMPROVEMENT THROUGH THE  
ESTABLISHMENT OF CARP FISH FARMERS' COOPERATIVE AT BEJI VILLAGE  
KEDUNGBANTENG SUB-DISTRICT BANYUMAS REGENCY**

**Nurul Anwar  
Laeli Budiarti  
Sudarto**

[nurulanwar\\_unsoed@yahoo.com](mailto:nurulanwar_unsoed@yahoo.com) ;  
[Laeli\\_budiarti@yahoo.co.id](mailto:Laeli_budiarti@yahoo.co.id) ;  
[sudartomy@yahoo.com](mailto:sudartomy@yahoo.com)

**ABSTRACT**

The aim of this research is to examine the various aspects related to carp fish (*Osporonemus gouramy*) farming at Beji village, its potential to grow and ultimately formulate models in the form of Cooperatives to increase income. The method used in this research is a qualitative method with participation approach based on the object-oriented problem.

This research was located at Beji village Kedungbanteng sub-district Banyumas regency. Data used in this research consist of primary and secondary data. Primary Data were collected through various efforts such as in-dept interviews, informal discussions, observation, participation, and focus group discussion (FGD). While secondary data were obtained through content analysis technique of the books, records, documents, and other data from the relevant agencies.

The research subjects were 218 members of the carp fish farmers who are members of 16 carp fish farmer groups (*Pokdakan*). Respondent and informants were purposively selected and developed with snow-ball technique. Data analysis was done used Interactive Model of Analysis. Reliability test of the models was done through efficiency analysis using before-after approach. Research has already produced a model of development of cooperative enterprise that doing member business in the future that provides a big opportunity to them. The models would form *Pokdakan* strengthen in the market-relationship from its original position as price taker to new position as price maker. As price maker position *Pokdakan* can obtain Rp5, - higher prices each carp eggs than as price taker for eggs are sold.

**Key Words:** Price taker to Price maker, Fish farmers, Cooperatives

**INTRODUCTION**

Carp fishing is one type of freshwater fish that has high economic value, because the market price is highest compared to that of other freshwater fish. As food, carp fish meat containing good nutrition, delicious taste and texture of the meat is not mushy (Respati and Santoso, 1993). Carp fish are very high demand not only from the surrounding area, but come also from outside the city, even from outside the province. Highest demand of carp fish comes from Jakarta. The current volume of demand transaction for consumption in Jakarta market is estimated at 10 tons to 15 tons per day. The suppliers who fulfill demand from Jakarta usually seek commodity stock from Banyumas Central Java Province (especially Beji) , Parung, Subang, Indramayu West Java Province, and Kediri East Java Province to meet carp market in Jakarta. But the supply of these areas are still not entirely meet, demand is higher than supply or there is excess demand of carp fish. It means that there is still a chance for farmers to be able to increase

their income carp through increasing production. However, there are several crucial problems faced by farmers, among others, institutional, marketing, seed, feed, and medicine related carp fish.

Problem related to marketing, Peter and Stave, 1993 prescribe to improve the bargaining position of farmers is by combining small producers to come together so that production is relatively large and could affect the market. Merging the power of the farmers can be done by forming cooperatives. Theoretically cooperative can operate more efficient because it is support by many members that work together so that the production capacity connect to the level of economic of scale. Franz C, 1968 . Efficiency is the urgent aspect to competition power, because efficiency will decrease operation cost and further decrease price of output. Unfortunately carp fish farmers in Beji village do not master knowledge related to effort and cooperation in groups, and do not know how to build a business entity that rational, economical and legal. Therefore they need help from expert thinking from outside to realize the cooperative model which can help to overcome the problems faced by the farmers.

This study aims to formulate a model of development of carp fish farming in groups to increase income / welfare of farmers. Formulation of the model in this study will be designed using the concept of harmonization between *bottom-up* and *top-down*, with intense involvement of the target group. How it works is like this is expected to foster a high sense of their fish farmers, so as to implement the spirit of the result will be high, which in turn guarantees high success too.

## ANALYSIS METHOD

Location and the object of research determined purposively carp fish farmer at Beji village Kedungbanteng sub-district Banyumas Regency. Beji village was chosen because it has a long experience in the field of aquaculture carp fish. Design used in this study is a qualitative design. Riant, 2002 stating that the use of qualitative research design assumptions, the nature of reality is subjective and more than one (multiple), the researcher interacts with the object of research, value-laden and not considering the issue of bias, inductive method used, reciprocally influence each other, on an ongoing basis, the design can be developed during the study, categories emerged / developed at the time in the field, tied to the context, and prioritizing critical interpretation and depth as a guide to prediction, explanation and understanding.

This research approach is more *grounded* to explore specific cases to support the model that will be developed. *Grounded* in the study, the data search process as much as possible without armed hypothesis, with the aim of describing the events and formulate an explanation about the emergence of the incident on the basis of observation. At study It also carried out a process of increasing knowledge, understanding, and awareness of the problem solving with groups on the basis of the interests and needs as well as the same goal. The process of increasing public awareness of this is done with the community empowerment approach (*community empowerment*).

Implementation of community empowerment plan was conducted using *Participatory Rural Appraisal* to find a model of increased income of gouramy fish farmers through surgery. Empowering communities conducted from early stage to late recall of public knowledge that has not been subjected to relatively deep research. If not done approach is feared can not form a suitable model, to be implemented properly.

This study also conducted a comparative study of the target group to group / other co-operatives that have been successful are relatively similar. It's important to remember as farmers

usually they think pragmatically. Only existing evidence that they are willing to do, especially for the new things that have never been done before. It is very reasonable because they do not want to bear the risk even though this new potential. Reason is that the majority of farmers only mastered the very limited resources, so that they do not want to do something that have clearly produced. In the comparative study was also carried out assessment and strategic analysis of the various aspects that can drive the success of the cooperative. The aspects that will be analyzed consist of aspects of preparation, requirements, technical management, administration .

The results of a comparative study will be disseminated to the short run participatory and persuasive. Socialization is done so that people understand the issues and provide practical learning for farmers. Model formulation is then performed jointly between the research team with members of farmer groups. Goal is the models built is really a model that suits your needs and problems being faced to improve the welfare and independence of members. The model will be built must be comprehensive and meet all the required aspects as an institution that is in accordance with the socio-economic and cultural. Systems, mechanisms, procedures and requirements should be developed on the basis of mutual interest to mutual independence.

## **RESULTS AND DISCUSSION**

### **A. Characteristics of Respondents**

Subjects were all members of the carp fish farmers who number around 218 people who are members of 16 groups of fish farming (Pokdakan). Number of samples was determined using the formula  $n = \frac{N}{N(d)^2 + 1}$  (Hasan, 2002), where  $N$  is the number of population,  $n$  is the number of samples to be taken, and  $d$  is the error rate, the formula obtained from a sample of 69 people and rounded up to 70 people. Respondents also selected *purposively* with *snow-ball* technique. Criteria respondents are those who know in depth both the technical and organizational Pokdakan culture. Analysis performed *Interactive Data Models of Analysis*.

The time required to obtain data and information were more than 6 months, and the *focus group discussions* (FGDs) were conducted several times and the last can only be held on August 21, 2012. Number of FGD participants are not always the same, because they are busy, and the last focus group was attended by 24 people representing various parties, such as village officials, community leaders, officials and members Pokdakan, as well as the research team. The first focus group discussion was held at the secretariat office of Pokdakan 'Purwa Mina' straight in the middle of rice fields and night time because during the day they have different activities in the field from one another. Last FGDs conducted with the organization of group fish farming (GAPOKDAKAN) Beji 1 which consists of 13 Pokdakan on September 13, 2012.

### **B. Model Formulation**

Beji village is the village that has the potential fish farm. It is by looking at the abundance of water resources. Up to 2012 there were 13 groups of Fish Farmers (Pokdakan) which utilize the water resources. Most of Pokdakan were organized embryo in 2005 to the top and just Pokdakan "Setia Maju" stand in 1989.

Overall each group meet regularly once a month. The meeting discussed the issues surrounding the preservation of fish, fish farming, they exchange knowledge and experience. The activities of the group members that they do is help each other in social matters, doing 5 their own activities either in conjunction with market inputs (seed, feed and medicines) and in selling the results in the output market.

GAPOKDAKAN activities make Pokdakan members understand fish farming properly. Since its establishment until 2012, GAPOKDAKAN was able to develop its members into 16 Pokdakan and that a new member is as much as eight Pokdakan with a total of 180 farmer members. In addition, provision of seeds by GAPOKDAKAN can meet any needs of members who made the member is no longer competing for seed. This success is in line with the ability to increase the area of land GAPOKDAKAN to utilize the pool of the village with a crooked land rents are relatively cheap.

The survey shows that h al are not nurtured well is in terms of marketing. Previous Pokdakan members are given the freedom to sell their own eggs results to traders (middlemen). This causes the member to determine the selling price of carp eggs that vary according to the conditions at the time so there are selling at a cheaper price than other members. This weakness were used by buyer to press the purchase price of the carp fish egg farmers.

Meanwhile the data reduction above from forum discussion group produces two groups of very important information that needs carp farmer groups as well as information about factors that lead to reluctance on the farmers to unite in cooperative institutions. List of farm group needs both internally and externally is as follows:

- a. Capital, especially to increase the quality carp parent, so as to produce good quality eggs.
- b. Expansion of market share. Currently demand for eggs has not fulfilled all the carp, but the tendency shows that the demand increases every year.
- c. Interesting system for all members and who have not become members interested in joining the group and make transactions through.
- d. Increased performance and productivity Pokdakan members
- e. Improved management and administrative groups.
- f. The need for cooperation with other parties to increase sales
- g. Requires good coaching of individuals or organizations who are willing to be adopted father.
- h. Increased knowledge of the importance of well-organized to improve the performance of the group.

The reasons for resentment against the establishment of cooperative farmers, which were collected by the research team are:

1. They assume that the cooperative is not flexible, not free for every individual in the act.
2. More complicated because of their view that cooperatives are legal entities, each violation will be in the process of legally
3. Levies by cooperative center

4. Handcuff paradigm in the past where a lot of failures in the cooperative.
5. Lack of knowledge about the cooperative society that makes Pokdakan reluctant to form a cooperative.
6. Lack of education about cooperatives.

Based on the information gathered, the developed model is expected to bridge the farmers in order to develop business of Pokdakan agencies in the market economy. The institute is a type of financial institutions that serve economically collect and nurture natural members of the group activities ranging from seed procurement to sales and distribution of the results to the market. The institute was formed to prepare for the establishment of cooperative institutions.

For the successful of Pokdakan it is necessary to develop and empowerment that will benefit for cooperative institutions as an integral tool business group. Coaching focused on increasing farmers' income and possible solutions facing the institution. This model is strong institutional to bridge interrelationship between member and both the out-put market and input markets.

Pre cooperative agency consisting of the members of the farmers in Pokdakan work together to raise funds for the purpose. In real terms the member is obliged to set aside some funds are handed over to be managed by organization. Model institutions that offer this kind is expected to cope with the problems of investment capital needs and working capital members. Moreover, organization of pre cooperatives formed for performing the efficiency of the procurement process needs since feed, seed, drugs and effectiveness outcomes in terms of eggs. Marketing eggs are also expected to be conducted by this agency to determine the optimal price.

Model of the relationship between farmers, Pokdakan with market research before applying the model proposed by the researchers is very different from the establishment interaction among farmers. In the initial model, farmers interact directly with individual market and there was not the role of the group. Its was happened due to the last experience that last cooperation run by bed management. Anderson, et al (2003) stated that not all cooperatives are good. They will depend on many aspects like member participation and contribution, its management, and so on. Through cooperative many opportunities can be reach such as the statement of Davis et al, 1993 that from cooperative can be reach capital accumulation to increase operation. If drawn the model proposed, the interrelationship among carp farmers and their market is as shown in Figure 1.

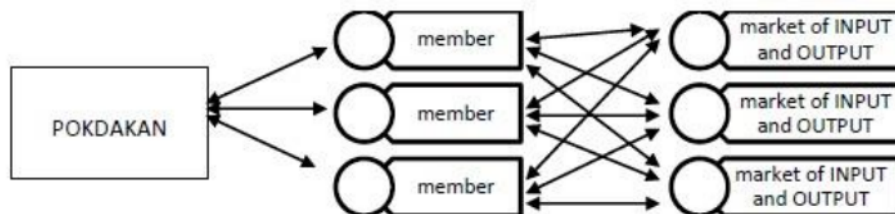


Figure 1. Relationships between members of Pokdakan and input and output markets



While the model development agencies proposed through pre-cooperative and then applied in this study is as shown in Figure 2. On the picture shows that farmers are no longer directly related to input and output markets. Member will only interact with cooperative enterprise that represent member to interact with market. This model will make stronger position in bargaining. This position will change from farmer as price taker become price maker. This is one of the benefits of cooperative organization according to Dulfer, 1977 and Davis et al 1993. Cooperative enterprise units with a cooperative institute will bridge the relationship between the carp farmers market.

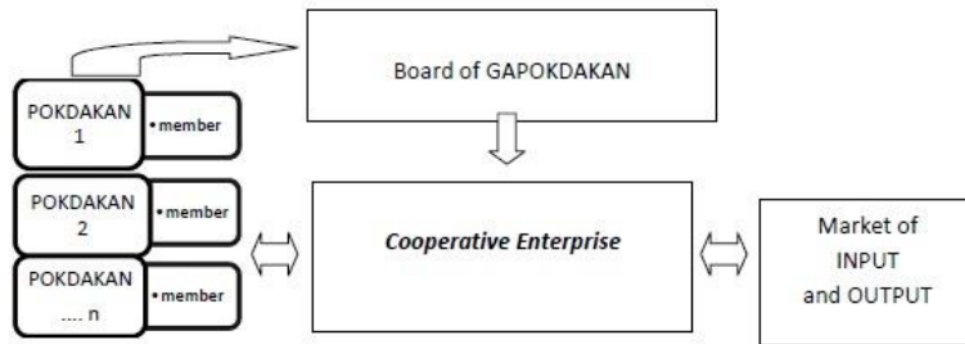


Figure 2. Model Development through Cooperative Enterprise

Formed through the models have been changes a few things:

1. Mechanism of action, with a model that formed the task group has experienced a change of only dealing with social issues to be taking care of business matters. For instance GAPOKDAKAN has helped commercialize loan pool land with a very low price of working closely with the village government.
2. There is a change in the output market Pokdakan status from being a *price taker* to *price maker*. This is achieved through the sale of group unity, so that is not competing among the members again. thus the position of the group members in touch with the buyer to be strong and able to determine the price (*price maker*). Previously as each member of the group in touch with buyers individually are that the price is very varied and the prices tend to be determined by the buyer, so producer/seller can only accept the price determined by the buyer (*price taker*).

The success of cooperative institutions pre evidenced by pushing operating costs and not dependent on buyer agencies. Operating costs can be reduced because now Pokdakan been able to mobilize members of the group formed to empower groups. Starting from the procurement of inputs, production process management to marketing products. Aside from helping the procurement of leases of land at low prices, the group also manages the procurement of feed input and fish medicines needed. Because buying in relatively large amounts it can obtain at a cheaper price. Zeuli, et al (2005).

Related to this concept Anwar (1999) reminded that the result will depend on the commitment and participation of all member. Without high commitment and participation of members the result will be very difficult to reach, but in the real fact commitment and participation of member were not be the automatically happen. It needs enough time to adjust and adopt the new habit. In other aspects Anwar et al (2009) said that in organizing many people needs special pre requisite that need time. According to Lawless et al (2004), social approach and discussion are very important step to support the effort. In real situation social aspect is more important rather than legal aspect.

The real and high benefit that is the change in status from *price takers* become *price maker*. As a *price maker* group management has higher opportunity to increase the selling price of about Rp.4 to Rp.5 per egg. It is conceivable that if there are 180 members each have two pools each year and the results are an average of 20 nests with an average of 5,000 eggs per nest, meaning that each group can earn higher income from Rp2.000.000, - become Rp2.500.000, - or an additional income of Rp 500,000, - Thus the existence of pre-cooperative institutions can be developed further. Without the role of cooperative very difficult to get additional revenue from marketing output, because among farmer often compete each other when they sell product. It was caused many reasons like lack of money problem, the risk of output and others.

By this new model the cooperative organization can have special role either to member and to organization itself. The additional income then distribute 95 percent to members and 5 percent to organization as capital in making role to member. Member also can borrow some money when they need. One of role of cooperative organization is to increase operation of every member. By making collaboration with village government it can reserve land to make new pawn as enlarge production. Roy, Ewell Paul, 1981

## CONCLUSION

1. Carp fish farming in Beji village Kedungbanteng sub district Banyumas regency is feasible to develop as perspective business. However, there are several factors that still hinder among others, lack of capital to increase production to meet increasing market demand. Unstable output prices due to seasonal factors and rivals. In addition, the rising price of feed and medicines is also an obstacle. No less important is the lack of maximum participation and involvement of members in the group.
2. For the successful of Pokdakan it is necessary to development and empowerment for member that will benefit the cooperative institutions as an integral tool business group. Coaching focused on increasing farmers' income and possible solutions facing the institution. This model is strong institutional to bridge interrelationship between member and both output market and input the market.
3. Pokdakan farmers cultivating carp fish in Beji village Kedungbanteng sub-district Banyumas regency should be developed towards cooperatives organization in order to be better in management systems and more profitable business. The reason is that the model can change the position of Pokdakan in relation with the market, from its original position as a *price taker* become *price maker*. As the *price maker* position Pokdakan could sale their output with higher price around Rp 5, - every carp eggs compare to that of as price taker.



## REFERENCES

- Anderson, Bruce L. dan Brian M. Henehan (2003)" *What Gives Cooperatives A Bad Name*," makalah dalam the NCR 194 Meeting, Oktober, Kansas City, Missouri
- Anwar Nurul, dkk, 2009, *Dynamic Systems Modeling For Sustainable Economic Empowerment In Kampung Laut, Cilacap*, Economic Journal of Emerging Market, December (1) 3. Universitas Islam Indonesia, Yogyakarta.
- Anwar Nurul, 2009. Identifikasi Penentuan dan Pelaksanaan Proyek Pemerintah Studi Kasus pada Kabupaten X dan Y, Hasil Penelitian Tidak dipublikasikan
- Davis Peter and Worthington, Stave, 1993, *Co-operative value: Change and Continuity in Capital Accumulation. The Case of the British Co-operative Bank*, Journal of Business Ethic 12: 61-71, Kluwer Academic Publisher.
- Eberhard Dulfer, 1977, *Operational Efficiency of Agricultural Cooperatives in Developing Countries*, Food and Agriculture Organization of The United Nations, Roma Italy.
- Franz C, 1968, *The Economic of Cooperative Enterprise*, The Cooperative College, Tanzania, in associated with University of London Press LTD.
- Hasan, M.Iqbal, 2002 *Principles of Materials Research Methodology and Application*.
- Lawless, Greg dan Anne Reynolds (2004), "*Worker Cooperatives: Case Studies, Key Criteria & Best Practices*", UWCC Staff Paper No.3, July, University of Wisconsin Center for Cooperatives, Madison
- Peter, D and W. Stave, 1993, Co-operative value: Change and Continuity in Capital Accumulation. The Case of the British Co-operative Bank, *Journal of Business Ethics* 12: 61-71, the academic Kluwer Publisher.
- Respati, H and Budi Santoso, 1993, *Practical Carp Aquaculture*, Publisher Canisius, Yogyakarta.
- Riant, N, 2002, *Public Policy, Theory policy - Policy Analysis - Process Policy Formulation, Implementation, Evaluation, Revision, Risk Management In Public Policy Policy The Fifth Estate - Policy Research Methods*, PT Elex Media Group Komputindo Gramedia, Jakarta
- Roy, Ewell Paul, 1981, *COOPERATIVES, Development, Principles and Management*, Fourth Edition, The Interstate Printers and Publishers, Inc, USA.
- Zeuli, Kimberly A dan Robert Cropp (2005), *Cooperatives: Principles and Practices in the 21<sup>st</sup> Century*, A1457, edisi ke-4, University of Wisconsin, Madison.

# MODEL OF CARP FISH FARMER INCOME IMPROVEMENT

---

## ORIGINALITY REPORT

---

0%

SIMILARITY INDEX

%

INTERNET SOURCES

0%

PUBLICATIONS

%

STUDENT PAPERS

---

## PRIMARY SOURCES

---

Exclude quotes      On

Exclude bibliography      On

Exclude matches      Off