



## HOW DOES THE BLUE ECONOMY CONCEPT INCREASE FISHERMEN'S INCOME? (CASE STUDY AT UPT PPP PONDOKDADAP SENDANG BIRU)

BY

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### Abstract

The blue economy is a sustainable marine economy that produces economic and social benefits and preserves the environment in the long term and no longer depends on development by over-exploiting natural resources. The aim of this research is to find out how the application of the blue economy concept can increase people's income and to find out the challenges and obstacles faced in implementing the blue economy concept to increase people's income. Several principles in the blue economy include natural efficiency, zero waste, multiple revenue, and social care. The method used in this research is a qualitative approach. The research results show that the implementation of the four principles and ten indicators of the blue economy has been achieved by 80%.

**Keywords:** Blue Economy, Fisherman, Trader

### Introduction

Blue economy is an economic development concept that in addition to caring for the sustainability of the environment will be beneficial for the well-being of society by increasing the absorption of labor as well as increasing community income. This blue economy idea leverages nature without the availability of waste with an environmental and innovative friendly production system (Prayuda et al., 2019) by taking inspiration from nature, the blue economy leverages the resources of nature efficiently in symbiosis with natural ecosystems and performs regenerative disabilities to keep the availability of resources.

One of the areas of East Java which has the potential to apply the concept of blue economy is the blue Sendang sea coast located in the village of Tambak Rejo, Sumbermanjing Wetan sub-district, Malang Regency, East Java province. Sendang Biru is an area that has an UPT PPP Pondokdadap which is used as a place of departure of fishing boats to do fish auction. In addition, Sendang Biru also has a fishing stall market used for buying and selling activities between fishermen and buyers in small scale fish quantities.

Therefore, the activities of residents of the coastal region of Sendang Biru often depend on natural resources, ranging from

marine resources and economic activities. Natural efficiency or *nature's efficiency* which in which the concept of *blue economy* tries to align itself with the cycle of production of natural ecosystems intended to enrich resources and reduce any acts of overexploitation or making sustainable use of limited natural resources and minimizing negative environmental impact (Wahyuddin et al., 2022). UPT PPP Pondokdadap also has many local small and medium enterprise that sell various kinds of food and handicrafts. This activity will certainly cause a lot of waste remaining results of economic activity. Therefore the *zero waste* principle is very important to be applied to any community activity. *Zero waste* is the retreatment of waste or waste generated from a production activity in order to be a material or product that has resale value and can create a balanced and sustainable environment. *Blue economy* also has a *multiple revenue* principle which is not only environmentally friendly but can also be a double cash that can provide a double profit if it is appropriate in applying (Wahyuddin et al., 2022).

Therefore, the implementation of *blue economy* in UPT PPP Pondokdadap becomes very important to see from the many economic activities undertaken by the community in order to align with the sustainability of its abundant natural resources.

On this basis, This article seeks to review the implementation of *blue economy* that can increase people's income as well as assess the challenges and constraints faced in implementing the concept of blue economy.

This research also provides theoretical, practical, and academic benefits. theoretically, this article can be a reference for further research on the practical implementation of blue economy., it is expected that relevant agencies, fishermen and communities can manage sustainable natural resources in order to be used for the long term. Academically, this article can provide insight for researchers to understand the application of blue economy and can be the next researcher's refrence for the development of blue economy concept.

## Theoretical Studies

### Blue Economy

The blue economy is a term describing a forms of economic activity relating to the sea. According to (Pauli, 2010) *blue economy* is an economic system that mimics the realm of the medalcalulation of keeping the sea and the sky remain blue. The system focuses on how to achieve environmentally friendly, favorable resolutions of humans well at *financial* and ecologically as well as being able to be used successfully f or the future. The most fundamental thing of the concept of blue economy is to duck on the le vel of creativity and innovation of economic actors in driving resources such as the case on the efficiency of the production system, product variations and so on (Setyawati *et al.*, 2021).

Meanwhile, according to (Maeyangsari, 2023) this blue economy stresses on conservation and sustainable management, based on the premise that healthy marine ecosystems are more productive and are an important basis for a sustainable marine-based economy. Meanwhile, according to (Maulani *et al.*, 2022) the idea of the blue economy emphasizes the development of the maritime sector that pays attention to environmental sustainability aspects. According to (Firmansyah and Rahayu, 2022) *blue economy* has rules to minimize waste, as the effect of income multipliers, social engagement, and concepts that are able to constantly adapt, and innovation and play a role in social engagement. Meanwhile, according to (Al Fahri *et al.*, 2022) *blue economy* seeks to optimize aquatic resources aimed at boosting economic growth through existing activities that are managed in an innovative and creative manner while maintaining and guaranteeing a process in sustainability of a business with regard to environmental sustainability. According to (Fitria, 2023) the blue economy is a concept that must be do ne from an industrial activity, especially industries that pro-environmental sustainability involving the sea.

The implementation of the concept of blue economy certainly requires support from various parties such as innovation from the community and the government in managing the results of fisheries in a sustainable manner in order to bring changes to the condition of the fisheries sector (Chandra *et al.*,2021). In Indonesia's long-term development plan in 2005-2025, the concept of blue economy is expanded and applied which makes Indonesia a prosperous, strong, and sovereign archipelago. The National Medium-Term Development Plan of 2020-202 4 also emphasizes that effective marine management is essential to achieve the Sustainable Development Goals (BAPPENAS, 2021). In principle, implementing the concept of Blue Economy in coastal areas will have a greater impact on national development and will provide a key bas e for the construction of national independence and food security (Prayuda, and Sary, 2019). As for some principles according to (Pauli, in Aprilia & Mulyanie, 2023) the main principles in other Anatra blue economy are *zero waste*, *closed loop systems*, sustainable innovation, and social concern, meanwhile, according to (mukaromah & Rahmawati, 2023) the principle of blue economy there are four, namely natural efficiency, zero waste, multiple Revenue, and social care:

1. natural efficiency
  - a. Efficient Utilization and use of natural resources.
  - b. No use of harmful or environmentally friendly materials.
  - c. Doesn't damage the natural ecosystem
2. *Zero Waste*
  - a. Reduce and minimize the presence of waste obtained from economic activities.
  - b. Waste management into new economical products.
3. *Multiple Revenue*
  - a. Ask for more creative and innovative new vent ure opportunities.
  - b. Growing income
  - c. Gives many product results from one raw material.
4. *Social Gain*
  - a. Acquired the inter-community tourism program.
  - b. The availability of confessions on traditional cult ural law.

### Income

Fisherman's income is the result or achievement of fishing activities in the sea which is calculated from the sale of fish (Hakim, and Sriwijaya, 2022). This fisherman's income can be obtained if it has calculated other costs such as fixed costs, variable costs, production acquisition and selling prices. According to (Sa'adah, 2020) a fixed fee or *fixed cost* is a fee

that will not change in a certain range over a period of time, if it does not exceed the capacity and there is a change of activity level or the amount of cost volume will still be the same. According to (Hakim, and Sriwijaya, 2022) the income on fishermen can be calculated by the formula:

$$FI = TR - TC$$

$$TC = FC + VC$$

$$TR = Y \cdot P_y$$

Description:

FI = Fisherman Income

TR = Total Revenue

TC = Total Cost

FC = Fixed Cost

VC = Variable Cost (Rp)

Y = Production (kg)

P<sub>y</sub> = Price (IDR/kg)

## Research Methods

### Research Design

This research used a qualitative approach with descriptive research type. Descriptive research is more likely to describe a condition in a factual and systematic (Sa'adah, 2021). The presence of researchers is intended to obtain primary data of research. Researchers go directly to the field to observe, the presence of researchers here is used to act as a data collection instrument, in addition, researchers also conducted interviews to 4 fishing boat owners, 4 traders, and three people of society. The location of this research is in UPT PPP Pondokdadap Sendang Biru, Malang Regency, East Java provinces.

According to (Sa'adah 2023) the process of research activities is carried out starting from preliminary study, design development, research implementation, and report writing. In this research, there are two sources of data used by researchers to collect data in order to achieve the objectives of the study, namely primary data and secondary data. In this research, primary data obtained by interview or field survey in UPT PPP Pondokdadap. While secondary data were obtained from books, journals and articles related to the implementation of

blue economy as well as internet sites such as bps Malang Regency.

The applied data collection techniques of researcher include observation, interviews, triangulation, and documentation. Observation activities are performed directly by researcher at UPT PPP Pondokdadap, where economic activities such as fish ploughing by fishermen and fish-selling activities by traders and communities are performed. A semi-structured interview where Intern asked several inquiries directly to fishermen, traders, and the community. If the data is less reliable, the observation can be extended until the data is fulfilled. Triangulation is the approach done by researcher to find more perspectives on data found through the likeness of data from different sources. According to the (Adil et al., 2023) triangulation approach there are two triangulation sources, triangulation techniques. This disposable approach ensures that the curative data obtained is relevant and can support research.

According to (Sa'adah, 2023) data analysis techniques are data analysis techniques that have been collected, as well as fundamental explanations of the use of analysis. This scrutiny uses three levels of data analysis which is data reduction, data display, conclusion drawing. While to check the semblance of researcher data perform three approaches that are credible, transferability, and connectivity.

## Results And Discussion

### Blue Economy Concept

Indirectly the blue economy concept began to be implemented by the community gradually. However, in fact there are still many obstacles that occur in implementing the blue economy principle. Here is a discussion on each principle and indicator:

1. Nature Efficiency  
Efficiency of nature is an effort of utilization or management of natural resources efficiently by using resources that do not explore excessively, use as needed and remain concerned about the environment.
  - A. Efficient utilization of natural resources  
People or traders around the coast utilize natural resources appropriately and accordingly. By not exploiting nature excessively and not selling fish protected fish in order to maintain availability in the long term. This statement is in line with the study (Nasution, 2022) that the impact of overfishing can potentially damage the economy in the long term. However, at the end of the year or November and December fishermen tend to have decreased

production due to reduced fish population caused by layur fish season. People are challenged to be able to adapt to the way to find options some types of fish that can still be caught. The potential of the South Sea is a Community Opportunity in marketing marine products. Utilization of natural resources is a habit of society that unwittingly is a reflection of the principle of blue economy.

B. Don't use harmful tools or materials

Fishermen at UPT PPP Pondokdadap still use traditional fishermen. Where fishing tools and materials still use fishing rods such as Tonda fishing rods, fishing rods, kunting, purse seine and nets. Fishermen also realize that dangerous tools and materials such as tiger trawler, medicine, etc. Can't be used and are also prohibited by rulers (KKP) and surrounding communities. This is no other is to keep the sustainability of natural resources to be harnessed in the long run. This is a road with (Sitanggang, 2023) which states that the use of tiger trawler can result in its coral reefs, the death of a sea biota that is not a target, and also follow its small fish net that can interfere with the seasonality of the ecosystem. Despite the fact that many fishermen came from outside the blue sea from Pacitan, Prigen, even outside the island such as Sulawesi, Kalimantan and etc. It's a challenge to monetize every tool and material used to remain uncontrollable and not to damage the realm.

C. Not damage ecosystem

If seen from the fishing gear and also the activities of the majority of fishermen using traditional tools that do not harm the environment, so that their activities are not Bad effects on ecosystems. Meanwhile, if reviewed from the production of shipbuilders who use many materials from nature such as wood and so forth. From these economic activities, shipbuilders will benefit financially. However, if the economic activities are not controlled will lead to depletion of the amount of raw materials provided by nature. In addition, although the place of sale of fish is a fish stall is clean but some disturbing tourists are the pungent aroma of the fish in the fishing stall. The smell is caused by the fish itself is fishy and sometimes makes buyers feel uncomfortable.

2. Zero Waste

Zero Waste is the principle of deforming at reprocessing waste without the fuel, being thrown to the shore, or crossed by a vessel that can cause environmental pollution.

A. Reduce and minimize the presence of waste obtained

from economic activities

Fishermen awareness of the presence of waste produced when catching fish seems good. Garbage or waste derived from the leftovers or provisions brought by the community will be brought back by providing sacks of garbage so that the garbage is not thrown into the sea. On the other hand, the condition of the fish auction (TPI) of Pondokdadap is quite good because the floor cleaning by cleaning staff, every start and end of the economic activities of fish auction catch. In addition, traders also educate buyers to bring their own box of sterofoam when buying fish. In addition to maintaining the quality of fish to the home, apparently it also gives a good impact for the environment. Because if buyers bring their own box it will reduce the use of plastic. However, the drinking channels outside TPI and kin are not good because there is a lot of garbage so that the drains become dirty and flooding, as well as many of the waste that is thrown directly carelessly by the tourists or buyers so that the drains become green and smell less unpleasant. However, U PT PPP Pondokdadap to be able to resolve the waste problem. Activities carried out by officers with fishermen, traders, and the surrounding community by working to clean the pier area. This routine activity began since early September 2023 every Friday afternoon These activities will certainly bring positive impact for the environment, because it can reduce and minimize the waste of the rest of the results of economic activities. The impact can also affect the purchasing power of tourists.

B. Sewage treatment into new economical products

In fact, there is no special waste treatment in the area of UPT PPP Pondokdadap. However, some people there are still collecting seashells on the seaside. This shell can then be made into several handicrafts such as necklaces, bracelets, wall decorations, ashtrays and so forth.

3. Multiple Revenue

Multiple revenue is a principle that leads to income. This principle is the impact of community economic activities on the welfare of other communities in UPT PPP Pondokdadap.

A. Ask for more creative and innovative new venture opportunities

People create products in the form of food and goods from marine products to increase the maximum profit. Proved from the number of SME that exist around the fishing stall and fish holder. Not only sell various marine products, but also sell other products. In addition, the existence of business opportunities

related to fishermen, namely ship crafts, and rental of net repair services and *service* fishing boats. This is aligned with the statement (Tsani *et al.*, 2024) that the implementation of the blue economy can contribute to the improvement of people's economic growth through various business opportunities that can absorb the workforce.

#### B. Growing Income

In terms of SME there are many creative and innovative products in seeking maximum profit, will automatically increase the income of the surrounding community. However, if viewed from the side of fishermen, the income earned is uncertain depending on the season and weather. The fish season is common around March to July. At the end of the year fish catch will decline, this happens due to the season of the layur fish. Another factor is due to the rainy season. The rainy season makes fishermen will make fishermen rarely go to sea because it takes into account their safety, let alone the high waves of the South Sea. This statement is aligned with research (Lukum *et al.*, 2023) that high rainfall can affect the decline of fish catches due to the high ocean waves due to currents and winds around the sea, so that fish swim in the middle to avoid fresh rain water. Judging from traders it seems that this layur fish season is a matter that greatly affects the income of traders layur fish season makes traders sell less types of fish, because the catch of fishermen such as blue fin tuna, skipjack, and others are reduced drastically. Another factor is that on the day, buyers tend to be crowded when Saturday-Sunday because on this day most people are off work.

#### C. Provided many product yield from one material

Coastal communities process marine products very well. Seafood can be used as a variety of products such as smoked fish, some are produced to be petis, shredded fish, crackers, salted fish, and so forth.

#### 4. Social Care

The principle of social care refers to social relationships or interactions that occur between Community and Government in economic activities.

##### A. Creation of an Inter-Community Partnership Program

In UPT Pondokdadap there is an organization called *panas Jaya* consisting of fishermen who actively

participate in maintaining natural resources. This fishing group consists of 3 sub-groups, namely the group of lifeboats, Payang group, and jukung group. In article 7 letter A in Regulation No. 1 of 2009, the distribution of 2,5% retribution results for fishermen through allocations is used as a saving group of fishermen. This 2,5% yield is entered into fisherman's cash. This fisherman cash can be used for the purposes of meetings, for deposits in the famine season, and also assistance if the fishermen get disaster even death when fishing.

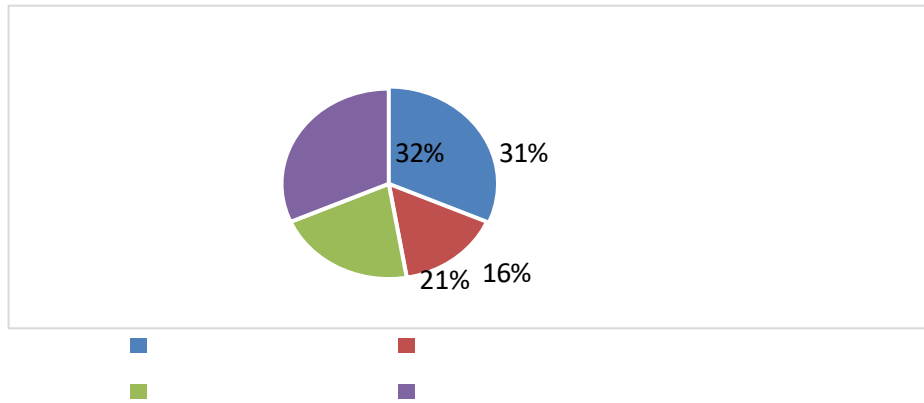
##### B. Recognition on traditional cultural law

The existence of recognition of traditional cultural customs law has been regulated in the constitution 1945 in article 18 b paragraph 2 second amendment results which confirms that the state recognizes and respects the unity of customary law and its traditional rights as long as it is still alive and in accordance with the development of traditional cultural customs law the government of the Republic of Indonesia. Fishermen in Sendang Biru, Tambak Rejo Village, Sumbermanjing Wetan sub-district itself has a tradition of sea quotation held every September 27. The sea quotation is a form of respect and gratitude fishermen to God for the sustenance obtained from the harvest of marine products. The process of *Petik Laut* begins with reading prayers together, followed by parading sea offerings in the form of prayer water, tumpeng rice, and catch fish. This tradition has been hereditary from ancestors.

### Analysis Of Blue Economy Implementation

From the above data, it can be said that the four principles and ten indicators *blue economy* almost well proven by 80% achievement or implementation of principles and indicators blue economy. The description can be from the results of observations and interviews with respondents. While 20% or two other indicators were not implemented. Two indicators are indicators of waste processing into a new economic product that belongs to the principle zero *waste* which is not implemented because there is only shell processing alone but other waste is still not implemented. While another indicator is the increasing income that belongs to the principle of multiple revenue is still not implemented because the income of fishermen, traders and communities is still dependent on sea catches influenced by season and weather factors.

**Figure 4.1 Percentage of Blue Economy Analysis Implementation**



## Blue Economy Challenges and Constraints

There are several challenges and obstacles that can impact the economy and the environment. The challenges and obstacles include:

### 1. Marine Resources

Judging from the size of the fishermen of marine resources in the rainy season and layur fish requires fishermen to adapt to nature by utilizing small fish that can still be caught such as groupers, bloating and so forth. Obstacles other is the safety factor when going to sea. The high waves in the South Sea during the rainy season make fishermen rarely go to sea because they consider their safety. In terms of the traders of SME, business competition caused by the number of traders or middlemen who sell the same type of fish causes a tight competition. This is due to the catch of fish depending on the season. Thus, the type and volume of fish sold less so that the profit margin is reduced. Judging from the ship craftsmen, the challenge of controlling the exploitation of raw materials in the form of wood must be simultaneously with tree planting again. So even though economic activities continue the sustainability of natural ecosystems will be maintained and can be utilized in the long term.

### 2. Waste Management

The lack of supporting means for the processing of marine waste, such as Shell shells or other marine products, is still limited so that the waste is often wasted without any further treatment. Judging from the side of fishermen, traders, and communities or SMEs, some still do not have the knowledge to eliminate waste into more valuable products, such as crafts, fertilizers, and others.

### 3. Increased Income

The challenge encourages business diversification so that the community does not depend only on one sector of fish catch. The number of SMEs around UPT PPP Pondokdadap area that sells many similar products such as smoked fish, salted fish, grilled fish, and so forth will create a fairly tight competition. Therefore, product diversification is needed to vary more products in order to reduce the dependence on one raw material and reduce the level of risks that are likely to occur if raw materials or fish have decreased the volume of fishing catches.

### 4. Community Partnership and Tradition Program

The challenge of society is to improve the active role of society in keeping the sustainability of marine ecosystems. The organization of the pillar of Jaya also serves as a proposal or *backup* for fishermen who are suffering from accidents while reporting or overcoming the decline of fish during the famine season. In retrospect of the tradition, the rural community of Tambak Rejo, Sumbermanjing Wetan resource collection has a tradition that is sea Petik Laut. The change of generations and modernity can challenge which makes it possible to take the least interest in society in the defense of a hereditary ancestral tradition.

## Fisherman Income

Income is a reward or reward services obtained from a person's performance towards a production activity. Fisherman's income is the result or achievement of fishing activities in the sea which is calculated from the sale of fish (Hakim, and Sriwijaya, 2022). Fishing boats in UPT PPP Pondokdadap fishing boat fishing for maximum seven days depending on weather and season of fish. These boats usually have a crew of five to six people. Here is an example of a breakdown of the cost incurred by the fisherman's lifeboats on behalf of Mrs. Hotiyah:

**Table 4. 1 Fixed Capital**

No	Item Type	Unit	Price of One (Rp)	Total price (Rp)
1	Boat	1	100.000.000	100.000.000
2	Fishing Gear	6	2.000.000	12.000.000
3	Basket	30	185.000	5.550.000
4	Jerry cans	15	55.000	825.000
Total				118.375.000

**Table 4. 2 Fixed Cost**

No	Item Type	Total Price (Rp)
1	Retribution 1,5% of sales	
2	PNBP 5% of sales	
3	Boat depreciation	666.667
4	Depreciation of fishing gear	250.000
5	Basket	166.667
6	Jerry cans	15.277
Total		1.098.611

**Table 4. 3 Variable Cost**

No	Item Type	Amount	Price of One(Rp)	Total Price(Rp)
1	Block ice	275	13.000	3.575.000
2	Solar	15	7.000/L x 32 L	3.360.000
3	Food		6.000.000	6.000.000
4	Crew		50% dari laba	50% dari laba
Total				12.935.000

Mrs. Hotiyah receives the result of the sale or receipt of one time at sea for one week is Rp.18.211.733 of the thirty basket fish that one basket contains a quintal of fish. Here is a breakdown of Mrs. Hotiyah's earnings:

*Table 4. 4 Revenue Table*

Reception	Rp	18.211.733	
Retribution 1,5%	Rp	273.176	
PNBP 5%	Rp	910.587	–
	Rp	17.027.970	
Fixed cost	Rp	1.098.611	
Variable cost	Rp	12.935.000	–
	Rp	2.994.359	
Crew 50%	Rp	1.497.179,5	–
Pendapatan pemilik kapal	Rp	1.497.179,5	

From table 4.4, Mrs. Hotiyah net income is Rp.1,497,179.5 from selling 2-3 tons of fish during rainy weather and layur season. Revenue or sales results will experience price fluctuations because they are influenced by seasonal and weather constraints. If it is in season and the weather is sunny, Mrs. Hotiyah catch can reach 5 tons.

## Conclusions And Suggestions

### Conclusions

Implementation of the four principles and eight of the ten *blue economy* indicators contained in the 80 percent indicator table has been completed. The principle is efficiency of nature, zero waste, multiple revenue, and social care. As well as two indicators that are not implemented are waste management into a new economic product that belongs to the principle of zero waste and increasing income classified as the principle of multiple revenue. While the challenges and constraints of society are mostly caused by seasons and weather that can inhibit

people's economic activity. In addition, in terms of environmental cleanliness, the utilization of waste is still not implemented. In terms of local wisdom, the challenge to jointly strengthen each other's awareness in maintaining a balance between the environment, economy, and sustainability of local culture or traditions is very important to do.

### Suggestions

It is expected that UPT PPP Pondokdadap can immediately provide a solution to the waste problem by offering supporting facilities such as sorting garbage cans, clean drains, and waste processing machines. In addition, multiply training programs that suit the needs of the general public, traders, and fishermen. It's expected that fishermen, traders, and the community can contribute to the sustainable economy by using tools that do not negatively impact the environment, reduce plastic pollution, and maintain environmental cleanliness and preserve local culture. It's suggested for further researchers to focus on waste treatment, digital marketing potential, and product diversification of SME.

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