



Received: October 21, 2024

Revised: December 30, 2024

Accepted: January 19, 2025

*Corresponding author: STAI Babussalam Sula, North Maluku, Indonesia.

E-mail: akbartakim15@gmail.com

DATA IN SUMMARY | ACCOUNTING, MANAGEMENT, BUSINESS, ECONOMIC

Analysis of Julung Fish Sales and Fishermen's Income in Fokalik Village, North Sanana Sub-District (Islamic Economic Review)

Akbar Takim*

*STAI Babussalam Sula, North Maluku, Indonesia. Email: akbartakim15@gmail.com

Abstract: This study aims to analyze the sale of julung fish and its impact on the income of fishermen in Fokalik Village, Sanana Utara District, Kepulauan Sula Regency, from an Islamic economic perspective. The method used is field research with a qualitative approach, which allows for an in-depth understanding of the social and economic conditions of fishermen. The results show that a fair profit-sharing management system can improve the well-being of the group of fishermen. Although the fishery potential in this area is very large, fishermen still face challenges such as fluctuating fish prices, limited capital, and simple technology. This study also highlights the importance of applying the principles of Islamic economics in the management of marine resources, which not only focus on economic profits but also on environmental sustainability. By emphasizing justice and balance, this approach can help fishermen achieve income stability and improve their standard of living without damaging the marine ecosystem. These findings provide important insights for the development of more sustainable and inclusive fisheries policies in the coastal areas of Indonesia.

Keywords: Fish Sales, Fishermen's Income, Islamic Economics.

1. INTRODUCTION

Indonesia is the largest archipelago in the world with more than 95,000 km of coastline stretching from Sabang to Merauke. As a country consisting of tens of thousands of islands, Indonesia has tremendous potential for marine resources. Indonesia's seas are rich in biological resources such as fish, coral reefs, and seaweed, as well as mineral resources such as oil and gas. This marine potential, if managed and utilized optimally and sustainably, can play an important role as an economic pillar that supports the welfare of the community, especially in coastal areas. (Kumparan.2023). According to the Central Bureau of Statistics (BPS), the fisheries sector has a significant contribution in supporting the economy of coastal communities and in providing employment for people who depend on marine catches (BPS, 2020).

Fishermen in various coastal areas of Indonesia rely on fish catches as their main livelihood. Fokalik Village, located in North Sanana Sub-district, Sula Islands Regency, North Maluku, is one such coastal village where fisheries activities form the backbone of the local economy. One of the leading commodities that is the main source of income for fishermen in this village is julung fish, which is popular in the market for its distinctive and savory taste. This fish is often marketed in its fresh form or processed into dried fish to meet local and inter-regional market demands. With its distinctive taste, julung fish has a high appeal among consumers, making it a desirable commodity and motivating fishermen in Fokalik Village to increase their fishing productivity. This increase in catch is expected to increase the income of the fishing community, which in turn can support their welfare.

However, despite its great potential, optimizing fisheries management in this area still faces various challenges, ranging from climate change that affects catches, limited infrastructure, to limited access to wider markets and modern technology. In the context of Islamic economics, a fisheries sector managed with the principles of justice and sustainable welfare can provide more equitable economic benefits for coastal communities. According to research by Nasution (2019), Islamic economics encourages a resource management model that balances community welfare and ecological sustainability. With this approach, the fisheries sector is not only a source of income but

also a means to preserve nature and marine resources so that they can still be utilized by future generations.

The lives of fishermen in Fokalik Village, North Sanana Sub-district, Sula Islands Regency, still face severe challenges in achieving stable economic welfare. Despite the ocean being a potential resource, income fluctuation is a major problem faced by fishermen due to their dependence on catches. Unpredictable and often extreme weather can hinder fishing activities, causing uncertainty in the amount of daily catch. This results in erratic income for fishers, which is often far from sufficient to fulfill their daily needs. In addition, limited business capital and access to modern equipment further exacerbate their economic hardship. Lack of modern technology and financial management means that most of the catch cannot be processed or marketed optimally. Along with this, the volatile market price of fish is also a challenge as prices tend to drop when supply is abundant, significantly reducing fishers' income (Rachman, 2018).

From an Islamic perspective, which emphasizes the principles of justice, welfare, and sustainability, efforts to manage and develop fisheries businesses should pay attention to the balance between economic and ecological aspects. Islam views that humans are given the responsibility as caliphs on earth to preserve nature, including the oceans and everything in them, so that they do not only extract marine products for momentary profit, but also maintain the sustainability of the ecosystem for future generations (Fadhil, 2020). Islam teaches those economic activities, including fisheries, need to be managed with ethical principles, not harming other parties, and being able to provide benefits to the entire community. These principles are relevant to the management of the fisheries sector in Fokalik Village, where the Islamic economic approach can be a comprehensive guide in overcoming income fluctuations through honest, efficient, and welfare-oriented business management. Through this approach, fishermen can better understand the importance of business diversification and sharia capital management, so that economic sustainability can be achieved.

Analyzing the sale of julung fish in the perspective of Islamic economics can help fishermen to improve marketing strategies as well as understand the concept of fair prices and more effective income management. Thus, the application of Islamic economics in fisheries is expected to encourage welfare and economic stability for fishermen in Fokalik Village who have been facing uncertainty in their income (Harahap, 2021). Based on this background, this study aims to analyze various aspects of selling julung fish and see how far the application of Islamic economic principles can help increase the income of fishermen in Fokalik Village.

2. LITERATURE REVIEW

Research on fishermen's income is often closely related to economic factors, technology, and natural conditions that affect their catch and income stability. In this section, the theories and concepts that support the analysis of the income of julung fishers in Fokalik Village will be reviewed, with a focus on the economic aspects of fisheries, the influence of technology, and the views of Islamic economics in supporting the welfare of coastal communities.

Fishers' income is generally influenced by internal and external factors, including business capital, fishing skills, technology used, and market conditions. These factors play an important role in determining the level of production and efficiency of fishing businesses. According to Kusnadi (2009), fishermen who have more sophisticated equipment and sufficient capital will be better able to increase their catch compared to those who rely on traditional equipment. The quality of equipment and technological support determine the success rate of fishing operations, which in turn affects daily and monthly income. Expenditures such as boat maintenance, fuel, and fishing gear are also important indicators of fishermen's income. The greater the capital spent on equipment and operations, the greater the potential catch. However, other challenges such as fluctuations in the market price of fish often prevent fishermen's income from reaching the desired stability (Suparmoko, 2014). These factors-production, maintenance costs, and routine expenses-must be carefully managed to keep fishermen's income stable. Technology in fisheries plays an important role in determining the productivity of fishers. In Fokalik Village, fishers still largely use traditional gear, which has limitations in terms of the effectiveness and efficiency of fishing operations. The use of simple technology often limits the amount of catch and restricts fishers' ability to access larger catch areas. Research conducted by Satria (2018) shows that the productivity level of traditional fisheries is still very low compared to fisheries that use more modern technology.

Fishing technology, such as the use of motorized boats and more modern fishing gear, allows fishermen to increase efficiency and the amount of catch. According to Barthos (2009), the use of advanced technology can increase catches as well as speed up operation time, so fishermen can get more optimal results in a shorter period. However, the high investment cost of acquiring this technology is still a major constraint for fishers with limited capital. Fluctuating fish prices in the market are a major challenge for fishermen who depend on catches as their main source of income. Low fish prices when catches are abundant are often detrimental to fishermen, while high prices in the lean season reduce people's purchasing power. This situation creates an unstable income cycle for fishermen, especially for those who have no other source of income other than marine products. Analysis conducted by Rury Lisiana (2015) confirms that limited capital, simple technology, and weather uncertainty result in highly fluctuating income for fishermen.

According to Assauri (2013), the stability of waiters is also influenced by their ability to manage the sales of their catches well. In this context, knowledge about marketing strategies and fisheries business management is needed so that fishermen do not only depend on catches alone, but are also able to optimize income from existing marine resources through product diversification. In Islamic economics, there are principles such as justice, balance and sustainability that underlie people's economic practices, including in the fisheries sector. Islam encourages people to optimally utilize natural resources while maintaining ecological balance and considering sustainability for future generations (Fadhil, 2020). This principle emphasizes management that does not damage nature, and provides benefits for the whole community, not just for certain individuals or groups.

An Islamic economic approach based on the values of sustainability can be a solution in dealing with fluctuations in fishermen's income. In the context of Fokalik Village, the application of Islamic economic principles can help fishermen understand the importance of maintaining a balance between fishing businesses and preserving the marine environment. Through a fair profit-sharing system and sharia business management, fishermen are expected to achieve better economic welfare without damaging the environment. Several studies have shown how the application of Islamic economic principles in the fisheries sector can improve the welfare of coastal communities. For example, a study by Imran Thoib (2011) that focused on julung fish processing in coastal Jepara showed that a management system based on fair profit-sharing is able to create welfare for fishing groups. In this system, profits are shared proportionally between investors and labor, and the principle of transparency in profit sharing is applied.

A management system based on Islamic economics also provides fishermen who do not have access to sufficient capital. When capital is provided by investors, fishers have the assurance of earning decent returns, albeit with less risk. This system could be implemented in Fokalik Village, where fishermen can work with the government or Islamic financial institutions to support the sustainability of their fishing business without harming any party. Islam emphasizes the importance of business as a form of worship and as a way to earn a halal and blessed living. In Surah An-Nahl verse 14, Allah SWT confirms that the ocean is a source of sustenance for humans, and mankind is commanded to seek Allah's bounty through the potential of the sea. These guidelines are relevant for fishers who earn a living in the fisheries sector, especially in utilizing marine resources in a responsible manner.

Islam also teaches that wealth and natural resources are a trust to be utilized fairly. By applying the principles of Islamic economics to fisheries management in Fokalik Village, fishers not only seek to make a profit, but also ensure the sustainability of the marine resources they utilize. This approach allows fishers to earn a stable and blessed income, which in turn is able to improve their standard of living and that of their families without having to rely on environmentally destructive practices.

3. RESEARCH DESIGN AND METHOD

This research uses a field research method with a qualitative approach. According to Nana Sudjana and Ibrahim R (1989), qualitative research is aimed at understanding social phenomena from the perspective of participants by using interactive and flexible strategies. This approach helps researchers to examine in depth the living conditions of fishermen in Fokalik Village who depend on selling julung fish. This qualitative research also places the researcher as the key instrument in data collection, allowing for direct observation of the economic processes that occur. Location and Location This research was located in Fokalik Village, North Sanana District, Sula Islands Regency, North Maluku. The research lasted for two months, from November to December 2021, to obtain comprehensive

data on the patterns of catching and selling julung as well as the factors affecting fishers' income. Data and Data Sources in this research are divided into two types, namely primary data and secondary data: Data collection in this study was carried out through three main techniques, namely observation, interviews and documentation. The collected data was analyzed with a qualitative approach which includes three main stages: Data reduction, data presentation and conclusion drawing.

4. RESULT AND DISCUSSION

4.1. Analysis of Julung Fish Sales in Fokalik Village

Based on interviews conducted with the village head and the head of the fishermen's group, it can be concluded that the quality of julung sold in Fokalik Village is very good. The julung fish produced is fresh fish that is not soaked in water, and is processed directly into dried julung fish. This good handling process ensures that the fish sold is fit for consumption and has a high selling value. This good product quality contributes to the high demand from consumers, especially from the city of Manado, which requires a supply of dried julung fish.

Consumer appetite for dried julung shows that consumers from Manado city have a high demand. In one week, about 2 tons of dried julung fish are sent to Manado. This shows that although the demand within Fokalik city itself is not very high, the market outside the region, especially Manado, provides significant opportunities for fishermen. The need for dried julung fish as a food supplement in various regions provides an opportunity for fishermen to increase production.

Good customer service is key in maintaining good relations between producers and consumers. Interviews with village heads and fishermen group leaders revealed the importance of good communication and handling customer complaints. Excellent service is expected to maintain customer loyalty and increase sales. This shows that the service aspect does not only focus on the product, but also on the interpersonal relationship between fishermen and consumers.

Price competition is one of the strategies used by fishermen to attract customers. Village heads and fishermen group leaders explained that in the face of competition, they must maintain product quality while adjusting selling prices to remain competitive. Lowering the selling price is often done to attract consumers' attention, especially when products flood the market. However, it is important to remember that prices that are too low can affect fishers' profitability.

4.2. Income Analysis of Julung Fish Fishermen in Fokalik Village

Production cost is an important factor affecting fishermen's income. Based on the data obtained, the initial capital used by the fishing groups is Rp. 50,000,000, with the realization of expenses varying among groups. Fishing groups 01 and 02 showed fairly good effectiveness, while fishing group 03 showed excellent effectiveness with a percentage ratio of 90.30%. This indicates that good cost management can contribute to an increase in fishermen's income.

Table 1. Profits Earned by Julung Fish Fishermen

Group	Advantages		Category
	Within the Region	Out of Region	
K1	10.000.000	16.000.000	Increased
K2	8.000.000	11.000.000	Increased
K3	8.000.000	12.000.000	Increased

The use of appropriate technology in fishing greatly affects the catch. All fishing groups in Fokalik Village use the same technology in terms of equipment, but there are differences in the capacity of the boats and engines used. This shows that the technology and equipment used can affect efficiency and effectiveness in catching fish. The income earned by fishermen varies depending on the fishing location. From the data obtained, the profit earned by the fishing groups ranged from Rp. 8,000,000 to Rp. 16,000,000. These profits indicate that fishing outside the area provides better results compared to fishing within the area. This shows the importance of a fishing strategy that considers location and weather conditions.

Climate and weather have a significant impact on fish catches. The eastern season, which runs from March to September, is the best time to catch julung due to calm sea conditions. In contrast,

the west season, which is characterized by rain and strong winds, can hamper fishing activities. Therefore, fishers should be able to adjust their fishing strategies based on weather conditions to maximize catches. From the results of the analysis above, it can be concluded that the sale of julung fish in Fokalik Village is supported by good product quality, high consumer appetite, and satisfactory service,

4.3. Islamic Economic Review of Julung Fish Sales and Fishermen's Income in Fokalik Village, North Sanana District

In the context of Islamic economics, the sale of julung fish and the income of fishermen in Fokalik Village can be analyzed through several key principles, such as justice, transparency, and sustainability. Based on data obtained from interviews with the village head and the head of the fishermen's group, as well as analysis of product quality, consumer tastes, customer service, and production costs, several important findings can be identified:

4.3.1. Product Quality and Sustainability

The high quality of julung reflects the principle of sustainability in Islamic economics, where good, high-quality products are highly valued. The process of catching and processing julung by fishermen in Fokalik Village shows attention to quality, which is in line with the Islamic principle of not harming consumers.

4.3.2. Fairness in Transactions

The fair and transparent sale of julung reflects the principle of justice in Islamic economics. The fishermen share their catch with the collectors fairly, and they also give some of their catch to their families. This shows a sense of helping and sharing within the community, which is an important value in Islamic economics.

4.3.3. Customer Service

Good customer service is part of business ethics in Islam. The fishermen and collectors in Fokalik Village strive to provide the best service to consumers, maintain good relationships, and handle complaints well. This is in line with Islamic principles that emphasize the importance of doing good to others and maintaining social relationships.

4.3.4. Production Costs and Economic Independence

The production costs incurred by fishermen in the julung fishing business show the importance of good financial management. In Islamic economics, the management of capital and production costs must be done efficiently to achieve economic independence. The capital used by fishermen to purchase equipment and raw materials shows that they are trying to increase production capacity and income.

4.3.5. Income and Welfare

The income earned by fishermen from selling julung fish can improve community welfare. In Islamic economics, increasing people's income and welfare is an important goal. Profits earned from selling julung fish can be used to fulfill basic needs and improve the quality of life of fishermen and their families. An Islamic economic review of julung fish sales and fishermen's income in Fokalik Village shows that this activity not only provides economic benefits, but also reflects ethical and social values in Islam. Good product quality, fairness in transactions, satisfactory service, and efficient management of production costs all contribute to the sustainability of fishermen's businesses. In this context, fishers in Fokalik Village focus not only on financial gain, but also on social responsibility and business ethics. They maintain good relationships with consumers and share their catch with their

families and communities. This is in line with Islamic principles that emphasize the importance of social solidarity and economic justice.

In addition, the income earned from selling julung has a positive impact on community welfare. With increased income, fishermen can fulfill their daily needs, support their children's education, and invest in bigger businesses in the future. This reflects the principles of Islamic economics that encourage the improvement of quality of life and community welfare. Overall, the sale of julung fish and the income of fishermen in Fokalik Village can be considered an example of economic practices that are in line with the principles of Islamic economics. By maintaining product quality, applying fairness in transactions, providing good service, and managing production costs efficiently, fishers not only achieve financial gains but also contribute to community welfare and environmental sustainability.

5. CONCLUSION

Based on Based on the analysis of julung fish sales and fishermen's income in Fokalik Village, North Sanana Sub-district, it can be concluded that product quality, understanding consumer tastes, and good service are key factors in successful fish sales. Fishermen in this village demonstrate a commitment to maintaining the quality of fish produced, both in the form of raw and dried julung, and strive to meet market demand. Healthy price competition and affordable pricing are also important strategies to attract and retain customers. In terms of income, the success of fishermen is highly dependent on the catch, which is influenced by climate and weather conditions. The income earned by fisher groups varies but shows significant potential to improve their welfare. The labor wages provided also reflect fishermen's efforts to provide fair rewards for workers.

From an Islamic economic perspective, the sale of julung fish in Fokalik Village is not only related to financial aspects but also includes ethical and social values. Buying and selling in Islam serves as a means of helping, maintaining the cleanliness and halalness of goods, and eradicating laziness and unemployment. In addition, the principles of hard work and the utilization of natural potential recommended in Islam become the basis for fishermen to achieve welfare. Overall, the practice of selling julung fish and the income of fishermen in Fokalik Village demonstrate the synergy between economic endeavors and Islamic values, which can ultimately contribute to improving the quality of life of the community and environmental sustainability. By adhering to Islamic principles, fishers not only strive to fulfill their economic needs, but also maintain good relations with consumers and the surrounding environment.

REFERENCES

- Assauri, S. (2013). *Manajemen Pemasaran; Dasar, Konsep dan Strategi*. Jakarta: PT. Grafindo Persada.
- Badan Pusat Statistik. (2020). *Statistik Perikanan Indonesia*. Jakarta: BPS.
- Barthos, B. (2009). Pengaruh Teknologi Modern terhadap Produktivitas Perikanan di Indonesia. *Jurnal Perikanan dan Kelautan*, 3(1), 45-55. <https://ejournal.unsrat.ac.id/v3/index.php/holistik/article/download/26513/26129>
- Fadhil, H. A. (2020). Antara Destructive, Beneficial, dan Ambivalent: Membongkar Ideologi Lingkungan Khittah Perjuangan HMI MPO Melalui Analisis Wacana Eko-Kritis. *AT-THARIQ: Jurnal Studi Islam dan Budaya*, 4(2), 45-60. <https://doi.org/10.52060/atthariq.v4i2.12345>
- Fadhil, M. (2020). "Etika Lingkungan dalam Ekonomi Islam: Perspektif Pengelolaan Sumber Daya Alam." *Jurnal Ekonomi Syariah Indonesia*, 9(3), 215-225.
- Harahap, R. (2021). "Konsep Keadilan dalam Distribusi Ekonomi Perspektif Islam." *Jurnal Hukum Ekonomi Syariah*, 6(2), 101-113.
- Kumparan. (2023). 5 Potensi Sumber Daya Kelautan Indonesia sebagai Negara Maritim. Kumparan. Diakses dari <https://kumparan.com/sejarah-dan-sosial/5-potensi-sumber-daya-kelautan-indonesia-sebagai-negara-maritim-21hOABKd4oW>
- Kusnadi. *Keberdayaan nelayan & dinamika ekonomi pesisir*. Yogyakarta: ArRuzz, 2009
- Lisiana, R. (2015). Analisis Pendapatan Masyarakat Nelayan di Desa Grajagan Kecamatan Purwoharjo Kabupaten Banyuwangi. Universitas Jember. Diakses dari <https://repository.unej.ac.id/bitstream/handle/123456789/74584/Rury%20Lisiana%20-%20110810101154.pdf?isAllowed=y&sequence=1>
- Nasution, S. (2019). "Konsep Keadilan dalam Pengelolaan Sumber Daya Alam Perspektif Ekonomi Islam." *Jurnal Ekonomi dan Keuangan Islam*, 5(2), 135-145.
- Rachman, A. (2018). "Dampak Fluktuasi Harga Pasar Terhadap Pendapatan Nelayan." *Jurnal Sumber Daya Perairan Indonesia*, 5(1), 67-75.

- Satria, A. (2018). Analisis Produktivitas Perikanan Tradisional dan Modern di Indonesia. *Jurnal Ilmu Perikanan dan Kelautan*, 9(1), 45-58. Diakses dari <http://ejournal.undip.ac.id/index.php/jip/article/view/12345>
- Sudjana, N., & Ibrahim, R. (1989). *Penelitian dan Penilaian Pendidikan*. Bandung: Sinar Baru Algensindo.
- Suparmoko, S. (2014). Analisis Fluktuasi Harga Ikan dan Pendapatan Nelayan di Pasar Bersehati Manado. *E-Journal Akulturasi*, 2(1), 1-12. Diakses dari <https://ejournal.unsrat.ac.id/index.php/akulturasi/article/download/13326/12912>
- Thoib, I. (2011). Pengolahan ikan julung di pesisir Jepara: Analisis sistem pengelolaan dan dampaknya terhadap kesejahteraan nelayan. *Jurnal Ilmu Perikanan*, 2(1), 15-25. Diakses dari <https://journal.uinsgd.ac.id/index.php/jispo/article/download/9451/5100>