

Analysis And Strategy Increasing of Traditional Fisherman Exchange Rate in The Situbondo District

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Abstract: One indicator that is believed to be used to see the welfare of fishermen households is the fisherman exchange rate. The purpose of this research is to analyze and formulate a strategy to increase for traditional fishermen exchange rate in The Situbondo District. The method used to measure fishermen exchange rate is a survey and to formulate a strategy to increase fishermen exchange rate is SWOT (Strength-Weaknesses-Opportunities-Threats) and QSPM (Quantitative Strategic Planning Matriks). The results of this study indicate that the traditional fishermen exchange rate for in 2022 in The Situbondo District is 1.05. The strategy to increase the traditional fisherman exchange rate based on the priority scale is 1) empowering fishermen based on increasing productivity and improving lifestyles, 2) improve the trading system of fish catches in favor of fishermen, 3) improve skills and competencies of fishermen in techniques and management of fishing to achieve effectiveness and efficiency, 4) increasing fish catches through modernizing boats and catching tool that are environmentally friendly, 5) developing an application to read the weather and fishing ground based on android, 6) forming productive economic business groups as an effort to get additional income outside of fishing activities, 7) increasing access to capital for productive businesses through the revitalization of fishermen cooperatives dan 8) provide easy credit with low interest.

Keywords: fisherman exchange rate, traditional fisherman.

Introduction

Situbondo District is one of the Districts located on the north coast of East Java Province which has potential in the fisheries and marine sectors. The sea area in Situbondo District is 1,142.4 km (BPS, 2021). Geographically, these potential areas are concentrated in coastal areas with sea fishing businesses (fishermen). Based on data from the Regional Apparatus Organization for Fisheries in Situbondo District, fishermen in Situbondo District number around thirteen thousand.

Fishermen are very dependent on the season, during the fishing season, fishermen can buy expensive goods but when it is not fishing season, fishermen will be unemployed and have difficulty meeting their household needs. Under these conditions, the decline of fishing communities in poverty is unavoidable. Poverty that occurs in fishing communities is poverty with a structural dimension due to the lack of fulfillment of the

people's basic rights to food, health, education, employment and infrastructure. Fishermen have a weak bargaining position due to lack of business opportunities, lack of access to information, technology and capital (Ridwan, 2022). In this regard, it is necessary to make efforts to utilize natural resources in a more optimal direction, community productivity in order to be able to create socio-economic life that has an impact on creating jobs and increasing income and standard of living. (Prasetyo, 2019).

A prosperous family is a family that can fulfill all its needs, and is referred to as a quality family, with the fulfillment of needs in the aspects of education, health, economy, socio-culture, family independence and mental-spiritual and religious values. The most important aspect of welfare is income, because several aspects of fishermen's household welfare depend on income levels. Fulfillment of needs is limited by household income, especially for those with low incomes. The

higher the household income, the lower the percentage of income for food. In other words, if there is an increase in income and this increase does not change consumption patterns, the household is prosperous. Conversely, if an increase in household income can change consumption patterns, the household is not prosperous (Kamarni, 2019).

In addition, the Central Bureau of Statistics sets several welfare indicators, which include education. In general, households in fishing communities lack proper planning for their children's education. Education for most families in fishing communities is still not an important need in the family. It can be said that enthusiasm for education in fishing communities is still relatively low. The fact is that education for them is not a priority and even considers it unimportant (Tobarasi, 2019).

One indicator that is believed to be used to see household welfare is the Fishermen Exchange Rate indicator. Fishermen Exchange Rate is one of the main performance indicators of the Ministry of Maritime Affairs and Fisheries. Fishermen Exchange Rate is closely related to income and expenditure which is a measure of welfare (Nugraha et al., 2021). The purpose of this study was to determine the Fishermen Exchange Rate and formulate a strategy to increase the Fisherman Exchange Rate in Situbondo District

Materials and Methods

Time and Location

The Fishermen Exchange Rate Study was carried out for ninety days (3 months). Location of Fishermen Exchange Rate Study in Situbondo District, East Java Province.

Data Collection Technique

The data collected in this study consisted of primary data and secondary data. Primary data includes:

1. Total income from fisheries and non-fishery businesses;
2. Total expenditure consisting of (a) daily consumption of food and beverages; (b)

transportation; (c) clothes; (d) credit; (e) electricity; (f) drinking water; and (g) education

The primary data collection technique is data collection carried out by researchers directly to research objects in the field. Primary data collection in this study includes 3 (three) methods of field observation, interviews and questionnaires

Secondary data collection was carried out by researchers indirectly to the research object but through research on documents related to the research object. Sources related to secondary data can be government or private agencies and other related agencies.

Data Analysis Technique

Fishermen Exchange Rate Analysis

The Fishermen Exchange Rate Analysis can be calculated using the following formula:

$$NTN = \frac{Y_t}{E_t}$$

$$Y_t = YF_t + YNF_t$$

$$E_t = EF_t + EK_t$$

explanation :

YF_t = Total income of fishermen from fishing business (Rp)

YNF_t = Total income of fishermen from non-fishery businesses (Rp)

EF_t = Total expenditure of fishermen for food (Rp)

EK_t = Total expenditure of fishermen for non-food (Rp)

T = Time period (month, year, etc.).

With the hypothesis testing criteria, if the ratio is > 1 it can be said that the fishing household is economically prosperous and if the value is < 1 then the fishing household is still unable to meet its basic needs or is still classified as poor.

Increasing Strategy of Fishermen Exchange Rates

Increasing Strategy of Fishermen Exchange Rates consists of two steps : 1) formulate strategies and 2) determine strategic priorities. Respondents involved in the Fishermen Exchange Rate Improvement Strategy, including: (1) Fishermen workers, (2) boat owners, (3) Coastal community

leaders and (4) academics, (5) Fisheries Regional apparatus organizations in Situbondo District

Formulate Strategies

The formulation of the Strategy for Increasing Fishermen Exchange Rates is carried out using a SWOT analysis. SWOT analysis in general consists of three stages, namely (1) Evaluation of Internal Factors and Evaluation of External Factors. Internal factors consist of strengths and weaknesses and external factors consist of opportunities and threats, (2) determine the position of the organization and (3) formulate organizational strategy.

Determine Strategic Priorities

The QSPM (Quantitative Strategic Planning Matrix) is designed to determine the relative attractiveness and evaluate alternative strategic options that can be implemented objectively, based on the results of the Evaluation of Internal Factors and Evaluation of External Factors. QSPM is the final stage matrix in the framework of strategy formulation analysis.

Results and Discussion

Fishermen Exchange Rate Analysis

The concept of Fishermen Exchange Rate is an indicator to measure the relative level of fishermen's welfare because it is a measure of the ability of fishermen's families to meet their daily needs (Sembiring, 2018). Fishermen Exchange Rates were analyzed by recording all income and expenditure of fishermen, both income from catch and non-catch, then comparing total income with total expenditure of fishermen, both expenditure for food and non-food. Non-catch income is the fishermen's income as long as they are not fishing/side business. Side businesses carried out by fishermen include: laborers in the fish processing home industry, raising livestock, laboring rice fields/agricultural products, and so on. Fishermen's expenditure is grouped into food and non-food. Food expenditure includes spending on daily consumption of food, beverages, and household kitchen needs. While non-food

expenditure includes clothing, education, health, pulses, electricity and water. The results of the analysis of the Traditional Fishermen Exchange Rate for Situbondo District in 2022 can be seen in graphical figure 1.

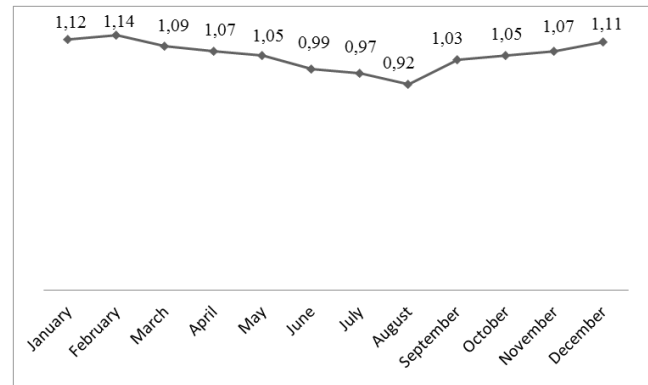


Figure 1. The dynamics of the Fishermen Exchange Rate in Situbondo District in 2022.

Based on Figure 1. shows the dynamics of the Situbondo District Fishermen Exchange Rate throughout 2022 showing a downward trend starting in April to the lowest in August and starting to show an increase in September to February. During the 2022 period, from January to May the Fishermen Exchange Rate is at a value slightly above the number 1 (one). From June to August the Fishermen Exchange Rate is slightly below the 1 (one) mark, and from September to December the Fishermen Exchange Rate rises again to a value slightly above 1 (one). The Situbondo fishermen exchange rate is still around 1 (one) in 2022, indicating that fishermen are only able to make ends meet. Fishermen Exchange Rate is proportional to fishermen's income.

Increasing Strategy of Fishermen Exchange Rates SWOT analysis

The strategy to increase fishermen's exchange rate is an attempt to increase Fishermen Exchange Rate which has an impact on increasing fishermen's welfare. With an increase in Fishermen Exchange Rate, it is hoped that it will bring benefits to fishermen in improving their welfare. The Fishermen Exchange Rate development strategy is carried out through a SWOT analysis to evaluate the strengths, weaknesses, opportunities and

threats in improving the Situbondo District Fishermen Exchange Rate. SWOT analysis identifies various factors systematically to formulate a strategy. This analysis is expected to maximize strengths and opportunities, and minimize weaknesses and threats. SWOT analysis compares internal factors (Strengths and Weaknesses) with external factors (Opportunities and Threats).

Identification of Internal Factors and External Factors

Based on identification in the field and input from experts, internal factors and external factors were obtained as a basis for formulating a strategy to increase Fisherman Exchange Rates in Situbondo District, namely as follows:

Internal Factors

Internal factors are factors that include strengths and weaknesses in increasing Fisherman Exchange Rates in Situbondo District. Identification of the strength factors of fishermen in Situbondo District include:

- 1) Having strong sea characteristics (persistent and hard work)
- 2) Have a strong physical and mental
- 3) Have skills and knowledge about how to catch fish in the sea
- 4) Have skills and knowledge about ship operations, ship control, and also how to repair ship engines
- 5) The fishermen's sense of togetherness is quite high
- 6) Being in productive age (20-55 years)
- 7) Relatively high income

Meanwhile, the identification of the weaknesses of fishermen in Situbondo District, namely:

- 1) Human resources and low level of education
- 2) Low productivity
- 3) High lifestyle and tend to be extravagant
- 4) Uncertain income
- 5) Access to capital for banking is low
- 6) Indebted to ship owners and loan sharks
- 7) Most of the fishing techniques and fishing gear are traditional

- 8) The culture of catching fish is mostly still traditional
- 9) Children of fishermen who are sent to higher education are not directed to study programs related to fishing techniques

External factors

External factors are factors that include opportunities and threats to fishermen in Situbondo District. Identification of opportunities for fishermen in Situbondo District includes:

- 1) Most of Situbondo District consists of beaches
- 2) The development of fishing technology
- 3) Diversification of value-added fishery products through processing of catches
- 4) The Ministry of Maritime Affairs and Fisheries provides capital loan facilities for businesses in the fisheries sector, including fishermen.
- 5) Boat rental for tourism and transportation activities
- 6) National fish consumption figures show an increase, so opening up opportunities for market catch expansion

While the identification of threat factors for fishermen in Situbondo District, namely:

- 1) Fishery resources in the sea of Situbondo are mostly in the category of over fishing
- 2) Fishing activities are affected by the weather
- 3) The mushrooming of debt bondage traders (pangambek) and loan sharks
- 4) The rise and scarcity of fuel
- 5) Use of fishing gear that damages the environment
- 6) The catch (fish) is included in the perishable food category
- 7) Marine resources based on open access and common property

Evaluation of Internal Factors and Evaluation of External Factors After identification of internal factors and external factors, then performed an evaluation of internal factors and external factors. This evaluation is a quantitative approach which is an approach by calculating weights and scores on the criteria of internal factors and external factors. Evaluation of internal factors can be seen in Table 2

Table 2. Internal Factor Evaluation Matrix.

Internal Factor	Average		Total (c)
	Weights (a)	Scores (b)	
<i>Strengths – S</i>			
1. Having strong sea characteristics (persistent and hard work)	0.087	4.0	0.350
2. Have a strong physical and mental	0.058	3.5	0.203
3. Have skills and knowledge about how to catch fish in the sea	0.067	3.5	0.235
4. Have skills and knowledge about ship operations, ship control, and also how to repair ship engines	0.057	3.5	0.120
5. The fishermen's sense of togetherness is quite high	0.054	3.0	0.162
6. Being in productive age (20-55 years)	0.043	3.0	0.129
7. Relatively high income	0,035	3.5	0.123
<i>Strengths Total</i>	<i>0.401</i>		<i>1.322</i>
<i>Weaknesses – W</i>			
1. Human resources and low level of education	0.087	4.0	0.348
2. Low productivity	0.077	3.5	0.269
3. High lifestyle and tend to be extravagant	0.082	4.0	0.328
4. Uncertain income	0.074	4.0	0.296
5. Access to capital for banking is low	0.054	3.5	0.189
6. Indebted to ship owners and loan sharks	0.067	3.7	0.248
7. Most of the fishing techniques and fishing gear are traditional	0.060	3.0	0.180
8. The culture of catching fish is mostly still traditional	0.050	3.0	0.150
9. Children of fishermen who are sent to higher education are not directed to study programs related to fishing techniques	0.048	3.0	0.144
<i>Weaknesses Total</i>	<i>0.599</i>		<i>2.152</i>
<i>Total Strengths-Total Weaknesses = S-W=X</i>			<i>-0.83</i>

From the results of the weighting carried out, it can be seen that the fishermen of Situbondo District have the characteristics of being strong at sea, namely persistence and hard work followed by strong physical and mental strength. Plus they have the skills and knowledge in their field because they have long experience. Meanwhile, the weaknesses of Situbondo District fishermen are human resources and low education levels accompanied by high lifestyles and tend to be wasteful while fishermen's income is uncertain.

Based on Table 2, Strengths have a total value of 1.322 and weaknesses have a total value of 2.152 and the difference between strengths and weaknesses is a value of -0.83 which means that Situbondo District Fishermen are on the negative X axis, this means that there are still more weaknesses in fishermen in Situbondo District compared to strength. After carrying out an internal evaluation, then evaluating external factors can be seen in Table 3.

Table 3. External Factor Evaluation Matrix.

External factor	Average		Total (c)
	Weights (a)	Scores (b)	
<i>Opportunities – O</i>			
1. Most of Situbondo District consists of beaches	0.099	4.0	0.396
2. The development of fishing technology	0.097	3.5	0.339
3. Diversification of value-added fishery products through processing of catches	0.093	3.5	0.326
4. The Ministry of Maritime Affairs and Fisheries provides capital loan facilities for businesses in the fisheries sector, including fishermen.	0.088	3.3	0.290
5. Boat rental for tourism and transportation activities	0.076	2.8	0.213
6. National fish consumption figures show an increase, so opening up opportunities for market catch expansion	0.082	3.5	0.287
<i>Opportunities Total</i>	<i>0.535</i>		<i>1.851</i>
<i>Threats – T</i>			
1. Fishery resources in the sea of Situbondo are mostly in the category of over fishing	0.080	4.0	0.320
2. Fishing activities are affected by the weather	0.076	3.7	0.281
3. The mushrooming of debt bondage traders	0.060	3.0	0.180
4. The rise and scarcity of fuel	0.070	3.5	0.245
5. Use of fishing gear that damages the environment	0.074	3.5	0.259
6. The catch (fish) is included in the perishable food category	0.055	3.0	0.165
7. Marine resources based on open access and common property	0.050	3.0	0.150
<i>Threats Total</i>	<i>0.465</i>		<i>1.602</i>
<i>Opportunities Total - Threats Total = O-T=Y</i>			<i>0.249</i>

Based on Table 3 above, it can be seen that the biggest opportunity for fishermen in Situbondo District is the characteristics of the area, which is mostly in the form of beaches so that fishing efforts will continue. The main threat is that most of the fisheries resources in the Situbondo District sea fall into the overfishing category. This should be a concern for related parties to determine appropriate steps to overcome the problem of overfishing in the waters of Situbondo District. From Table 3 it can also be seen that opportunities have a total value of 1.851 and threats have a value of 1.602 and the difference between opportunities and threats is a value of 0.249 which means that Situbondo District Fishermen are on the positive Y axis, this means that there are still more opportunities for fishermen in the Situbondo District is compared to a threat.

Determining Fishermen's Position

The position of fishermen in efforts to increase the Situbondo District Fishermen's Exchange Rate is determined based on the SWOT Quadrant Matrix. From Table 2, the X-axis value is negative (-0.83), which means that the strength score is below the weakness score. From Table 3, the Y-axis value is positive (0.249), which means that the opportunity score is above the threat score. The X-axis and Y-axis values are poured into the SWOT quadrant matrix to see the fishermen's position. The SWOT Quadrant Matrix is presented in Figure 2. Below :

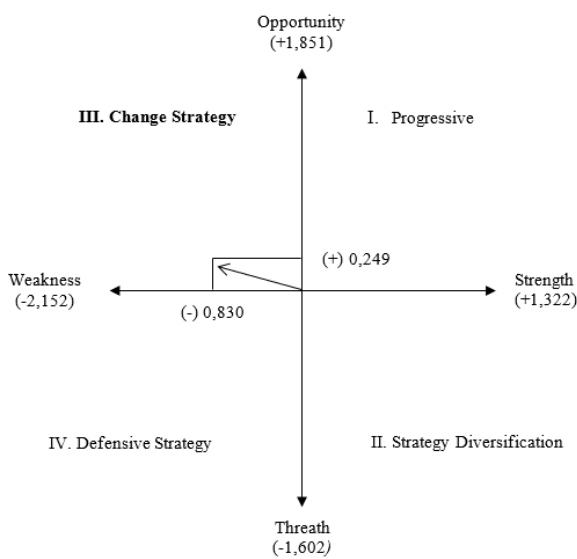


Figure 2. SWOT Quadrant Matrix

Based on Figure 2. above, it can be explained that the position of fishermen in an effort to

increase the Situbondo District Fishermen Exchange Rate is in Quadrant III (negative, positive). This position indicates a weak but very good position for fishermen. The strategy recommendation given is **Change Strategy**, meaning that fishermen are advised to change the previous strategy, the opportunities available are very convincing but cannot be utilized because the existing strength is not enough to work on them.

Formulate Strategy

The formulation of the Fishermen Exchange Rate improvement strategy for Situbondo District is based on evaluating internal factors and evaluating external factors as well as strategies based on organizational position (W-O), namely in Quadrant III (negative, positive) as shown in Table 4.

Table 4. SWOT Matrix

Internal Factor	Strengths – S S1, S2, S3, S4, S5, S6, S7	Weaknesses – W W1, W2, W3, W4, W5, W6, W7, W8, W9
Opportunities – O	Strategy (S-O)	Strategy (W-O)
O1, O2, O3, O4, O5, O6	<ol style="list-style-type: none"> Increasing fish catches through modernizing boats and catching tool that are environmentally friendly (S1, S2, S3, S4, S6, S7, O1, O2) Forming productive economic business groups as an effort to get additional income outside of fishing activities (S1, S2, S5, S6, S7, O3, O4, O5, O6) 	<ol style="list-style-type: none"> Improve skills and competencies of fishermen in techniques and management of fishing to achieve effectiveness and efficiency (W1, W2, W4, W7, W8, W9, O1, O2) Increasing access to capital for productive businesses through the revitalization of fishermen cooperatives (W3, W4, W5, W6, O1, O2, O3, O4, O5, O6)
Threats – T	Strategy (S-T)	Strategy (W-T)
T1, T2, T3, T4, T5, T6, T7	<ol style="list-style-type: none"> Developing an application to read the weather and fishing ground based on android (S1, S2, S3, S4, S6, S7, T1, T2, T4, T5, T7) provide easy credit with low interest. (S5, S6, S7, T3) 	<ol style="list-style-type: none"> improve the trading system of fish catches in favor of fishermen (W4, W5, W6, T3, T4, T6, T7) empowering fishermen based on increasing productivity and improving lifestyles (W1, W2, W3, W4, W5, W6, W7, W8, W9, T1, T2, T3, T5, T7)

Based on Table 4, it shows the results of the SWOT matrix analysis resulting in eight strategic

formulations as an effort to increase the Situbondo District Fishermen Exchange Rate

Determining Strategic Priorities (QSPM Analysis)

The Quantitative Strategic Planning Matrix (QSPM) matrix is the final stage of strategy formulation analysis in the form of selecting the best alternative strategy. The QSPM analysis aims to choose a strategy to increase Fishermen's Exchange Rates in Situbondo District based on the priority scale of the strategy. Alternative strategies for increasing Situbondo District Fishermen's Exchange Rates based on TAS values and rankings can be seen in Table 5.

Table 5. Strategic Priorities Based on QSPM.

Alternative strategy	TAS Value	Rating
▪ Empowering fishermen based on increasing productivity and improving lifestyles	7,207	1
▪ Improve the trading system of fish catches in favor of fishermen	7,140	2
▪ Improve skills and competencies of fishermen in techniques and management of fishing to achieve effectiveness and efficiency	7,093	3
▪ Increasing fish catches through modernizing boats and catching tool that are environmentally friendly	6,647	4
▪ Developing an application to read the weather and fishing ground based on android	6,352	5
▪ Forming productive economic business groups as an effort to get additional income outside of fishing activities	6,285	6
▪ Increasing access to capital for productive businesses through the revitalization of fishermen cooperatives	6,158	7
▪ Provide easy credit with low interest	6,082	8

Based on Table 5. it can be seen that the first strategic priority in increasing the Situbondo District Fishermen Exchange Rate is the Empowering fishermen based on increasing productivity and improving lifestyles. while the last strategic priority is Provide easy credit with low interest.

Empowering fishermen based on increasing productivity and improving lifestyles

The low productivity of fishermen is one of the causes of low fishermen's income. Apart from being faced with low productivity, the lifestyle of fishermen is very consumptive and tends to be wasteful. Therefore assistance is needed to increase awareness of regulating lifestyle, motivation, financial management of fishermen and lifestyle

Strategies that can be carried out to increase productivity and improve lifestyles are by increasing the ability to manage resources, obtaining opportunities and protection to obtain better results in various economic, socio-cultural and political activities (Dwicahyaningtyas, et.,al, 2021)

Improve the trading system of fish catches in favor of fishermen

The condition of fishermen in Situbondo District is very weak in their position in the catch trade system. Many factors affect the weak position of fishermen, one of which is holding fishermen hostage by debt bondage traders (pangambek), in this case the price of the catch is determined by the debt bondage.

To strengthen the position of fishermen in the trade system of catches is to function the existence of the Fish Auction Place, because based on field monitoring the existence of the Fish Auction Place is not functioning properly, even though the fish auction is useful for increasing the selling value that will be obtained by fishermen which will ultimately change their standard of living towards more prosperous. The fish auction site is not functioning properly because many fishermen do not use the fish auction site in buying and selling transactions of their catch, this is because many fishermen are entangled in debt bondage traders and moneylenders (Kurniawan, et.,al, 2021)

Improve skills and competencies of fishermen in techniques and management of fishing to achieve effectiveness and efficiency

Fishermen in Situbondo District basically already have skills and competencies in fishing techniques and management that they have obtained from generation to generation (traditionally). However,

along with the ongoing dynamics of the world of fishing, the skills and competencies they currently have have not been able to increase their catch, which has prevented them from achieving a level of welfare. The low level of fishermen's education is the main factor in not developing skills and competencies in fishing techniques and management. Therefore, an appropriate method is needed to improve the skills and competence of these fishermen.

Improving skills and competencies in fishing techniques and management can be done through a learning process. The learning process is certainly not through formal education but can be through short courses or education and training. Short course material or education and training can be in the form of the ability to use modern fishing gear that is effective or easy to use. In addition, considering that fishing activities are a form of business in the field of fisheries, good management must be implemented in this business. Good fishing business management is to achieve effectiveness and efficiency, so that the capital spent on fishing business activities is not greater than the catch (Imron, et.,al,2021)

Increasing fish catches through modernizing boats and catching tool that are environmentally friendly

The activity of catching fish in the sea is an activity whose distance cannot be predicted. If lucky, fishermen can get their catch not too far from the mainland. However, because of the characteristics of fish that easily move from place to place, it is not uncommon for fishermen to go to sea far away to be able to get fish. It becomes an obstacle in fishing activities if the ship or boat engines used by fishermen have a small capacity and low cruising range. Fishermen become unable to catch fish freely and this affects their catches. In addition, the current conditions where the cost of maintaining boats, fishing gear, engines and fuel are quite expensive, making it difficult for fishermen to carry out fishing activities..

Increasing the productivity of the fishing business in a sustainable manner can be carried out through modernization of fishing technology (boats, fishing gear and auxiliary equipment) (Kaur and Datta. 2021). Due to the small size of the

fishing boats in Situbondo district, the range of fishing activities is very limited. Using boats and modern fishing gear will increase catches. Though according Rajee and Quigley (2017), There is an urgent requirement in advancements in fishing crafts and gears to fulfill the increasing demand of food by catching the fish in bulk and enhancement in depths of operation. It is the need of an hour to develop multipurpose gears to compete with the foreign trawlers. The development in craft technology, mechanization of propulsion gear and introduction of synthetic gear material will prop up the technological advancements. The modern advancements like development in acoustic fish detection, electronic navigation and satellite based remote sensing are contributing greatly to the fishing technology sector. The awareness with respect to responsible fishing is must to maintain the sustainability of the aquatic resources.

Developing an application to read the weather and fishing ground based on android

Efforts to gain effectiveness and efficiency in fishing activities are the fulfillment of the need for information on weather, location of fish (fishing ground) and fish commodity prices which are important components for fishermen (Koeshendrajana, et.,al, 2012). However, fishermen in Situbondo District did not receive this information as a consideration before going to sea. Even though information is very important for fishermen so that fishing activities can be efficient and catches can be maximized with operational capital that can be minimized. Currently fishermen in Situbondo District only rely on feelings based on hereditary habits even though the weather conditions are very dynamic. Therefore it is necessary to develop applications to read the weather and fishing grounds, because it is time for fishermen to have the ability to access technology in fishing activities. However, given the relatively low fishing resources, the technology developed must be simple and easy to use (appropriate technology).

With the current development of information technology, the development of appropriate technology based on Android smartphones has become a very effective medium for distributing

information, including climate parameters and information on fishing grounds (Adiono, et.,al, 2018)

Forming productive economic business groups as an effort to get additional income outside of fishing activities

Limited expertise so that fishermen are unable to have other livelihoods. In small numbers, fishermen who have non-fishery income come from work as entrepreneurs and farmers, so the exchange rate for traditional fishermen is relatively low because the amount of non-fishery income affects fishermen exchange rate (Firwan, 2021). It is necessary to provide motivation, coaching, training and special assistance for fishermen to get additional income outside of fishing activities. It is necessary to develop a Joint Business Group as a productive economic business group for fishermen in order to expand the business to get additional income outside of fishing activities so as to be able to improve the welfare of fishermen's families.

Fishermen's wives need to be empowered through the formation of productive economic business groups as an effort to increase additional income for fishermen's families and at the same time as an effort to minimize wasteful and consumptive life as a result of the large amount of idle time (Ansaar. 2018). This type of productive economic business can be directed at processing value-added catches through product diversification based on raw material potential, ease of production and ease of market access or market needs.

Increasing access to capital for productive businesses through the revitalization of fishermen cooperatives

Limited capital to develop a business is often a problem for fishermen. This is due to the high family dependents, besides that the source of income is mostly obtained from only one person. As what happened in the field shows that capital has a major influence on the business carried out by fishermen. Every fishing business needs to be supported by capital. Most of the capital issued by fishermen is their own capital so that their capital is limited. An effective solution is through the revitalization of fishing cooperatives. Cooperatives

are non-bank services that can provide great benefits for the middle to lower class people because of low interest.

Fishermen's cooperative activities can support productive businesses in the field of fishing such as providing equipment needed by fishermen, soft loans to support fishing operations and non-fishing productive businesses (Khairani, et.,al, 2022). However, supplying capital for them remains a challenge. It has an effect on them, causing their economic problem to persist (Arifin, 2017)

Provide easy credit with low interest

The provision of group-based credit facilities that are easy and without collateral with low interest rates (Mohammed and Al-omari. 2013). This is intended to remind each other among group members to use these loans for primary or business needs and also to remind each other to commit to repaying these loans according to the existing rules of the game. Don't let group loans that are easy and without collateral with low interest rates actually make them easy and don't want to repay the loan. Therefore, don't abuse the convenience of this loan so that it is then blacklisted, as happened before with other banks.

According to Mulyani (2021) that the risks faced by banks in granting credit without collateral includes; (1) Disobeyed standard credit requirements includes; data collection, data analysis, preparation of conclusions and recommendations, (2) the decline in local economic conditions, (3) individual loans without collateral often misinterpreted by the debtor as free loan, without needing to be returned, (4) it is difficult to determine prospective debtors, (5) lack of professional staff owned

Conclusions

The traditional fishermen exchange rate for in 2022 in The Situbondo District is 1.05. The strategy to increase the traditional fisherman exchange rate based on the priority scale is 1) empowering fishermen based on increasing productivity and improving lifestyles, 2) improve the trading system of fish catches in favor of fishermen, 3) improve

skills and competencies of fishermen in techniques and management of fishing to achieve effectiveness and efficiency, 4) increasing fish catches through modernizing boats and catching tool that are environmentally friendly, 5) developing an application to read the weather and fishing ground based on android, 6) forming productive economic business groups as an effort to get additional income outside of fishing activities, 7) increasing access to capital for productive businesses through the revitalization of fishermen cooperatives dan 8) provide easy credit with low interest

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Conflict of Interest: The author truly states that there is no conflict of interest in publishing this article. The publication of this article aims to provide information to all stakeholders regarding the fishermen exchange rate in Situbondo District, so as to get a solution to improve the welfare of fishermen through increasing the fisherman's exchange rate in Situbondo District.

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