CHARLES BOHLEN PURBA. Development Model of Capture Fishing Effort Partnership with Financial Institutions in North Shore of West Java Province. (Advisors : JOHN HALUAN, DOMU SIMBOLON, SUGENG HARI WISUDO).

Until now, fisheries business in Indonesia are dominated by micro, small and medium entrepreneurs, who are fisherman or fish processor. The fisheries statistics of 2006 shows that about 90.9 % from 412,497 units of fishing fleets are not motorized, but with patch engine and motorboat below 5 GT. If we look at there contribution to the GNPs, these fisheries give about 4.04 % or Rp. 71.9 trillion of total Rp. 1,778.7 trillion (BPS, 2008), although this sector have wide range of business and with huge numbers of small and medium entrepreneurs. The excuses of less in developing and contributing fisheries effort, include capture fisheries in north shore of West Java, are dominated with capital limitation and imprecisely aim of development of fisheries effort. Whereas, until today fisheries effort in north shore of West Java became the main sea fish supplier to country capital citizens and industry, also export from Jakarta and other harbors in West Java. This research is trying to solve the problems through captured fisheries financial feasibility analysis that have been developed, endorse the role of financial institutions in the research site, also determining the priority of development strategy in partnership between fisheries effort and financial institutions, and redesign the model of those partnerships in north shore of West Java.

This research is carried out in a residence which has intensive activities of capture fisheries at north shore of West Java, there are Cirebon Residence, Indramayu residence, Subang Residence and Karwang Residence. Data collection that used in this research is consisting of surveying, intensive interview and multi stage cluster sampling. And the data analysis that used is system approach, financial analysis (Henley and Spash, 1993), Linear Goal Programming (LGP), and hierarchy analysis with Analytical Hierarchy Process (AHP).

The results shows that capture fisheries effort which reasonable to be developed in Cirebon Residence are consist of fisheries effort with payang, other raise net, drift gill net (JIH), state gill net (JIT), and hand line. Therefore the reasonable fisheries effort to be developed in Indramayu Residence is consist of fisheries effort with payang, fish trap, drift gill net (JIH), state gill net (JIT), and shells collecting. Therefore the reasonable fisheries effort to be developed in Subang Residence is consist of fisheries effort with tonda line fishing, round gill net (JIL), state gill net (JIT), and shells collecting. Therefore the reasonable fisheries effort to be developed in Karawang Residence is consist of fisheries effort with fish trap, drift gill net (JIH), sero, and state gill net (JIT). The properly of those capture fisheries effort are because all of those fulfill all conditions of critical parameter, such as net present value (NVP), net benefit – cost ratio (B/C Ratio), internal rate of return (IRR), return of investment (ROI), and payback period (PP).

Capture fisheries efforts that financially feasible are capture fisheries efforts which have allowance from financial institutions as main support. Financial institution in Cirebon Residence that could be optimally to supporting in financing is Mandiri Bank, Danamon Bank, and Bank Rakyat Indonesia (BRI). And its optimal allocations are for (1) Micro Effort Credit and Training Service/Business Development from Mandiri Bank optimally could be reaching Rp. 1,396,500,000 and Rp. 931,000,000 each year, (2) Mass Market Credit and Micro Credit from Danamon Bank optimally could be reaching Rp. 36,250,000 and Rp. 74,900,000 each year, and (3) General Business Credit, Working Capital Credit, and Rural Effort Credit from Bank Rakyat Indonesia optimally could be
reaching Rp. 7,410,000,000, Rp. 741,000,000 and Rp. 222,300,000 each year. Financial institutions which could be optimally in credit allocation/financing/service in Indramayu Residence are Jabar-Banten Bank and KPL Mina Sumitra. And its optimal allocations are for (1) Peduli Credit and Micro Credit from Jabar-Banten Bank optimally could be reaching Rp. 442,400,000 and Rp. 105,600,000 each year, (2) Investment Credit, Micro Credit, and Business Development from KPL Mina Sumitra optimally could be reaching Rp. 9,280,000,000, Rp. 928,000,000 and Rp. 464,000,000 each year. Financial institutions which could be optimally in credit allocation/financing/service in Subang Residence are Central Asia Bank and KUD Mina Bahari Mandiri. And its optimal allocations are for (1) Time Credit and Business Development from Central Asia Bank optimally could be reaching Rp. 3,752,500,000 and Rp. 375,250,000 each year, (2) Huge Financing (Special), Big-Medium Class Financing, and Small Class Financing from KUD Mina Bahari Mandiri optimally could be reaching Rp. 4,067,500,000, Rp. 1,627,000,000 and Rp. 162,700,000 each year. Financial institutions which could be optimally in credit allocation/financing/service in Karawang Residence are KUD Mina Singaperbangsa and Bank Rakyat Indonesia (BRI). And its optimal allocations are for (a) Main Group Credit, Micro Credit and Business Development from KUD Mina Singaperbangsa optimally could be reaching Rp. 11,725,000,000, Rp. 703,500,000 and Rp. 703,500,000 each year, (b) General Business Credit, Agribusiness Credit and Rural Effort Credit from Bank Rakyat Indonesia optimally could be reaching Rp. 4,030,000,000, Rp. 806,000,000 and Rp. 120,900,000 each year.

Development strategy for partnership between capture fisheries effort and financial institutions in north shore of West Java, listed based on priority, there are (1) Government Guarantee for Small Capture Fisheries Effort which have interest ratio about 0.252; (2) Restructuring of License, Credit Conditions and Payment Systems with interest ratio about 0.224; (3) Amelioration of Business Management and Cash Flow with interest ratio about 0.209; (4) Involvement Financial Institutions in the Operational of Potential Capture Fishing Efforts with interest ratio about 0.160; and (5) Development of Partnership Controlling System by Government with interest ratio about 0.154.

General model that designed for partnership development is divided into four sections; there are partner selection, partner operational, optimally credit allocation/financing/service, and implementing strategy which supporting in partnership. Part of partner selection is used to evaluate the partner candidate of capture fisheries effort, is it reasonable or not based on financially to be developed and to get financing support. Part of partner operational is technical model about implementing partner activities that consist of kind and credit allocation/financing/service, credit value, credit conditions, time credit, partner capture fisheries effort candidate and financing needs. Part of optimally allocation is integrated with partner operational model matrices that consist about optimal credit allocation/financing/service which is served by financial institutions and depend on capture fisheries effort needs which reasonable to be developed in every location. Part of implementing strategy consist of directions and rules about implementing priority strategies for intervention to any kind stakeholders interests which there are in location, in the order to support partnership of capture fisheries effort with financial institutions.

Keywords : capture fishing efforts, credits, development model, financial institutions, partnership