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## The Effect of the Patron-Client Bond, on the Behavior of Fishers, on the Marketing of Soma Pajeko's Catch, in Bulawan Village, Kotabunan District, East Mongondow Bolaang Regency, Indonesia

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### **Abstract:**

*The aims of this study are to: (1) find out the problems that occur in the trade system of fishermen's catches; and (2) analyzing the influence of the Patron-Client Bond on the Behavior of Fishermen on Marketing of Soma Pajeko's Catch in Bulawan Village, Kotabunan District, BolaangMongondowTimur Regency.*

*This research is expected to provide additional information and knowledge regarding critical patron-client issues that often occur to fishermen. This causes an imbalance in the trade system of fishery products, as well as in the exchange of services/services obtained, where the client gets less profit than the patron due to the weak position of the client. The limitations of fishermen in terms of capital and skills are caused by various obstacles, including the lack of knowledge, so that their interest in developing themselves is hindered by the inability to think innovatively.*

*This research was conducted in Bulawan village, Kotabunan sub-district using a survey method. Determination of respondents in this study was conducted using purposive sampling on fishermen Soma Pajeko. According to Walpole (1997) for research using statistical methods the minimum number of respondents is 20 people so that 30% of the existing population is determined. The data collected includes primary data and secondary data, where primary data is obtained through observation, direct interviews by filling out structured questionnaires. The quantitative data analysis technique uses descriptive data analysis techniques, while the qualitative data analysis techniques use the Miles and Hubermas concept*

*The results of the research and discussion, where the strong position of the owner of the soma pajeko in the mechanism of buying and selling transactions, shows an illustration that the marketing trade chain in Bulawan village is still constructed locally. The relationship with production, especially the activities of the owner's work group, positioned himself as a patron while the crew members as clients. This is the case with marketing, the owner still positions himself as a patron and the crew as a client. Two strengths from two different sides.where fishermen must obtain production factors at high prices, while the selling price of the catch is determined at low prices. This trend continues where the exchange rate of fishermen is getting smaller, which means that the process of impoverishment is natural for fishermen, so that even though they have carried out commercial activities, the results obtained are still subsistence. It is this context that perpetuates the patron-client relationship between fishermen and owners.*

**Keywords:** Patron-client, marketing, catch

### **1. Introduction**

East Bolaang Mongondow has a coastal area that is directly adjacent to the Maluku Sea and has a coastline length of approximately 122,878 kilometers (BPS Boltim, 2020). Data from the East Bolaang Mongondow Marine and Fisheries Service (2019) states that the total number of traditional fishermen is 8733 people. The fishermen are looking for fish on

the beach with simple fishing equipment and are scattered in several sub-districts along the coast of East Bolaang Mongondow. <https://boltimkab.bps.g>

According to Satria (2002), the general characteristic of fishing communities is the strong patron-client bond and is a consequence of the nature of fishing activities which are full of risks and uncertainties. For fishermen, establishing bonds with patrons is an important step to maintain the continuity of their activities because patron-clients are considered to provide socio-economic security. This situation seems inseparable from the weak level of the economy and the lack of public education so that the various programs offered by the government are sometimes unable to change the economic level of the fishing community. According to Scott as quoted by Kusnadi (2012), a patron-client relationship is a relationship between two people in which a person with a higher social position (patron) uses the influence of his resources to provide protection or benefit, to people who have a higher social status. low (client). However, among fishing communities, the exploitation that occurs tends to be considered better because they have no other alternative in dealing with economic problems. By establishing a patron-client relationship, it is expected to be able to overcome the economic pressures of fishermen.

Overall, the existence of traditional fishermen in East BolaangMongondow Regency, especially in Bulawan Village, Kotabunan District, in overcoming economic difficulties, has established a patron-client relationship with the skipper. Moreover, the fishing community living in Bulawan village is a homogeneous community both in terms of livelihood and religion and ethnicity has high family ties among fishing communities. This allows it to be used as a strategy to establish vertical relationships that form patron-client relationships. Moreover, fishing activities require a lot of supplies, ranging from supplies of food, clean water, boat fuel and ice to freeze fish to keep them fresh until they return to the mainland. So this study aims to find out how the relationship between ship owners as patrons (employers) and clients (fishermen) and how the influence of patron-client ties on the behavior of fishermen in marketing their catch?

## 2. Research Methods

The population in this study were fishermen in Bulawan Village, Kotabunan District, EastBolaangMongondow Regency. Samples were taken using a simple random technique and approximately 30% of the 103 fisherman population were taken, with details of the respondents being owners of fishing gear, as well as fishermen who work as laborers on the types of fishing gear available. The type of data collected consists of primary data and secondary data by interviewing respondents and informants and observation by interviewing respondents using survey methods with questionnaire instruments. Descriptive data in the form of direct quotations of words or writings from informants is also possible to use. Observations were carried out as a data collection method to observe the behavior of fishermen, middlemen and fish buying and selling activities at the research location. Meanwhile, secondary data was obtained from the study of literature in the form of documents showing the population data of fishermen and data from relevant agencies related to research and documentation of research in the field. The qualitative data analysis technique that will support this research uses the concept of Miles and Hubermas (1994) in Sugiyono (2010). The concept states that there are three interrelated sub-processes of data analysis, namely data reduction, data presentation, and conclusion drawing.

## 3. Results and Discussion

### 3.1. General Conditions of the Research Location

#### 3.1.1. Location and Geographical Condition of Research

East Bolaang Mongondow Regency consists of 7 sub-districts and has 81 villages with a population in 2017 reaching 84,4409 people, has an area of 910.18 km while the distribution of the population reaches 93 people/km<sup>2</sup>. Geographically, the area of East Bolaang Mongondow Regency is located between 124° 19' 15' - 124° 51' 14' East Longitude and 0° 25' 40' - 0° 57' 40' North Latitude and is an area with a wet climate and warm air temperature. ranges from 20 °C - 30 °C.

The boundaries of the East Bolaang Mongondow Regency are:

- The northern part is bordered by Southeast Minahasa Regency
- The eastern part is bordered by the Maluku Sea
- The southern part is bounded by the Maluku Sea and South Bolaang Mongondow.
- In the west it is bordered by Bolaang Mongondow Regency, Kotamobagu City and South Minahasa Regency

Kotabunan is one of the sub-districts in East BolaangMongondow Regency, North Sulawesi Province, Indonesia, also an old sub-district remaining from the civilization of the Mongondow tribe 'Eastern Region' in East BolaangMongondow Regency, which is now divided into 15 villages/police areas, namely: Bukaka, 2 Bulawan, 3. Bulawan I, 4. Bulawan II, 5. Buyat, 6. Buyat I, 7. Buyat II, 8. Buyat West, 9. Buyat South, 10. Buyat Tengah, 11. Kotabunan, 12 West Kotabunan, 13. South Kotabunan, 14.Paret, 15. East Paret

Geographically, BulawanInduk Village is located in the southern part of North Sulawesi Province, consisting of 4 hamlets with an area of ± 480 ha with village boundaries as follows:

- North side: BulawanDua Village
- East: Maluku Sea
- South side: BulawanSatu Village
- West side: BulawanDua and BulawanSatu villages

Bulawan Village is the result of the division of Kotabunan Village into two villages, namely in the south of Kotabunan Village and the north into Bulawan Village and inaugurated by Governor Mr. E. E. Mangindaan according to a decree. The Governor of the Head of the First Level Region of North Sulawesi No. 95 on March 25, 1995. Bulawan which means Gold was deliberately chosen for the name of the village for the reason, because most of the construction of houses for the residents of Bulawan Village is the result of gold mining. In addition, around this location there are PT. Newmond participates in providing various infrastructure facilities to support development in this area.

In 2012, Bulawan was again divided into 3 villages, namely Bulawan Village led by SangadiSulaemanLendongan, Bulawan I led by SangadiHarisLasambu and Bulawan II led by Naini Mohamad where administratively Bulawan Village is included in the Kotabunan District, East BolaangMongondow Regency, North Sulawesi Province.

The distance from BulawanInduk Village to the provincial capital is  $\pm 120$  km, the capital city of East BolaangMongondow Regency is  $\pm 9$  km, to the District City  $\pm 1$  kilometer, with travel time from Bulawan Village to the sub-district office  $\pm 5$  minutes to the Regency Capital  $\pm 30$  minutes while to Provincial Capital  $\pm 3$  hours 30 minutes.

Bulawan Village has a population of 1,159 people consisting of 604 men and 555 women, with a total of 309 families. and there are various tribes including: Mongondow, Gorontalo, Sangihe and Minahasa tribes. For more details can be seen in the following table 1.

No.	Tribe	Number (people)	Percentage (%)
1.	Mongondow	406	35
2.	Gorontalo	346	30
3	Sangihe	233	20
4	Minahasa	173	15
Total		1159	100

Table 1: Number of Population Tribes in Bulawan Village

Source: Secondary Data, June 2021

The table 1 shows that the ethnic group that mostly inhabits Bulawan Village is the Mongondow tribe with a total of 406 people (35%), then the Gorontalo tribe as many as 346 people (30%), the Sangihe tribe 233 people (20%), and the rest the Minahasa tribe 173 people. (15%).

Bulawan Village is one of the villages that has adequate water areas and fish resources seen from the catches of fishermen. In Bulawan Village, there are 2 types of fishing gear, namely mini purse-seine and traditional hand line fishing gear (rope, ballast, lead). This tool is a traditional fishing gear used to catch fish and the type of boat according to the designation of the fishing gear. Types of fish caught include demersal fish (white snapper, red snapper and goropa) and pelagic fish (skipper, tuna and mackerel).

### 3.2. Demographic Situation

#### 3.2.1. Population

Population is the number of people who inhabit an area. They settle and build culture (customs) as a result of the interactions of daily life. In its distribution, the population is generally divided into male residents and female residents. This also applies to the calculation of the population in Bulawan Village.

The following will present Table 2 regarding the population of Bulawan Village. The following data is data presented from the local government.

No.	Gender	Number (people)	Percentage (%)
1.	Male	604	52,11
2.	Female	555	47,89
Total		1159	100

Table 2: Total Population by Gender

Source: Secondary Data, June 2021

Table 2 explains that the male population is greater than the female population with 604 inhabitants and 555 female residents. So, the total population of Bulawan Village is 1159 people consisting of 309 Heads of Families (KK)

#### 3.2.2. Livelihood

The livelihoods of the people of Bulawan Village are generally fishermen, traders/travellers, and servants. This is due to the geographical condition of Bulawan Village which has great potential for development in the agriculture and fisheries sector. While a small part of them work as employees, farm laborers, employees of private companies and the TNI/POLRI.

No.	Type of Work	Number (People)	Percentage (%)
1	Fisherman	138	50
2	Itinerant merchants	52	19
3	Civil Servants	3	1
4	TNI/POLRI	3	1
5	Farmers	68	25
6	Private employees	12	4
Total		276	100

*Table 3: Types of Livelihoods of the Bulawan Villagers*

*Source: Secondary Data, 2021*

The data in table 3 shows that the people of Bulawan Village generally work as fishermen with a total of 50% of the total workforce. While the others, namely Farmers with a number of 25%, traders/travelers 19% or 52 people, 4% private employees, while PNS and TNI/POLRI each as much as 1% (3 people).

### 3.2.3. Socio-Cultural Situation

The social life of the people of Bulawan Village is determined more by the value of character, being elder and able to set an example, protect the community, and their position in social and government institutions. This social status is very influential in terms of deciding a case whether it is in social or political matters. However, if conflicts occur within the family, usually it is resolved amicably, but if it is not resolved within the family, the majority of the community will completely hand over various kinds of affairs, including family affairs, to the village government.

### 3.2.4. Facilities and Infrastructure

The existing facilities and infrastructure in Bulawan Village strongly support all village community activities, especially for economic activities. The existing facilities and infrastructure in Bulawan Village can be seen in table 4 as follows:

No.	Facilities and Infrastructure	Number	Condition
1	Kindergarten	1	good
2	Elementary School	3	good
3	Middle School	1	good
4	Mosques	1	good
5	Posyandu	2	good
6	MCK	2	good
7.	Village Assembly Hall	1	good

*Table 4: Facilities and Infrastructure in Bulawan Village*

*Source: Secondary Data, 2021*

Based on Table 4 data, Bulawan Village has educational facilities in the form of 1 unit of Kindergarten, 1 unit of Elementary School, and 1 unit of SMP. There are 2 health facilities, such as Posyandu, and 2 MCK units. There are also worship facilities in the form of 1 unit of mosque and 1 unit of village hall, all of which are in good condition. The existing facilities and infrastructure in Bulawan Village are actually not complete, considering that there are no facilities for worship for people who follow religions other than Muslims, so when worshipping, they have to go to other neighboring villages. Likewise with educational facilities, especially at the high school level, students must go to the sub-district capital or to other areas to continue to this level of education.

### 3.3. Characteristics of Respondents

Respondents who were sampled in this study were fishing communities in Bulawan Village with a total of 20 respondents who did business in the field of fisheries with catches in the form of fish that were sold to reservoirs that were always on standby at the location or coastal area in Bulawan Village. The following will explain the identity of the respondents such as age level, education level, and number of dependents in their family.

#### 3.3.1. Age Level

A person's productivity can be seen from several factors including age, because with age there is physical ability and mental and spiritual health in carrying out activities. Someone who is younger tends to be more receptive to new things, than people who have an older age. In general, fishermen who are younger in age have excellent physical conditions, very much different from older fishermen, whose physical condition has decreased considerably but they are superior in terms of work experience as fishermen. However, the success of a business is not only determined by a person's age. The percentage of respondents based on the number of dependents can be seen in the table 5 below.

No	Age	Number	Percentage (%)
1.	31 – 40	8	40
2.	41 – 50	9	45
3.	50 – 64	3	15
Total		20	100

*Table 5: Characteristics of Respondents by Age in Bulawan Village*  
*Source: Primary Data Processing Results, December 2018*

The table 5 illustrates that age is not an obstacle for people to work to meet their daily needs, from young to old age they can take part in individual work or in a group. The results of the study on the age group in the study area 9 respondents (45%) aged between 41-50 years, while 8 respondents (40%) 31-40 years and 3 respondents (15%) aged 50-64 years.

The description of fishermen's age regarding productive age in BulawanInduk Village is in fact relevant to the Manpower Law no. 13 of 2003 and according to the Central Statistics Agency, where the productive age is included in the age group of 15 - 64 years, which means that the fisherman is strong and eager to work as a fisherman. This productive age is expected for fishermen to be able to obtain high production results which of course have an impact on improving the economy of their families.

### 3.3.2. Education Level

Education is also a factor that affects productivity. Educated informants, more dynamic and active in seeking information related to technology and markets. In addition, according to (Salamba in Polhaupessy, 2004) which states that education also functions in preparing one of the inputs in the production process, namely labor, so that they can work productively because they have good quality. The percentage of the number of informants based on the level of education can be seen in the table

No	Education Highest	Number	Percentage(%)
1	Elementary School	13	65
2	junior high school	5	25
3	high school	2	10
4	Bachelors	0	0
Total		20	100

*Table 6: Characteristics of Informants Based on Education in Bulawan Village*  
*Source: Primary Data, 2021*

Based on the table 6, it shows that the largest number of fathers' formal education levels are at the elementary level as many as 13 respondents (65%), then at the junior high/junior high school level with a total of 5 respondents (25), and at the high school/high school graduation level only 2 respondents (10%). My father's education was only elementary school because in their time, it turned out that fishermen were more interested in joining their parents at sea than going to school, and the assumption was still embedded that if they knew how to read and write, there was no need for high school, even though school facilities were available.

### 3.3.4. Family Dependents

Family dependents are the number of family members whose living expenses are borne by the head of the family consisting of the fisherman himself, his wife, children and other dependents who live under the same roof and as far as will be included as family members. The percentage of fishermen based on the number of dependents can be seen in the following table.

No	Number of Dependents	Number of People	Percentage (%)
1	1 – 3	2	10
2	4 – 6	16	80
3	7 – 9	2	10
Total		20	100

*Table 7: Characteristics of Number of Dependents in Bulawan Village*  
*Source: Primary Data Processing Results, December 2018*

Based on the results of the research in the table 7 about the number of family dependents in BulawanInduk village, namely the number of dependents of 8 people, there is 1 family and the few or 3 people there are 2 families or as much as 8%. According to the results of interviews with respondents, being the head of the family must work hard to meet the needs of their families. As many as 80% with family dependents of 4-6 people.

### 3.4. Problems in the Trading System of Fisherman's Catch

Related to the exchange theory of Wrihatnolo and Dwidjowijoto (2007) that exchange is based on the norm of reciprocity, namely there is an equal position between two parties, where resources and materials are exchanged, but what generally happens between patrons and clients is injustice, where fishermen (clients) are always disadvantaged. by earning less profit than the patron. The benefits obtained by the client include fishing capital loans and the cost of daily needs, while the benefits obtained by the patron include the purchase price of fisherman's catch which is low/cheap.

The problems that occur in the trading system of fishermen's catches are as follows:

- There is no institution such as a fish auction place in the East BolaangMongondow area, so that the determination and position of fish prices is always determined by the owner of the capital.
- There are no other institutions such as cooperatives that can provide loan facilities as fishing capital for fishermen.
- Data on fishery production is very important and not yet clearly available.

#### 3.4.1. Fisherman Behavior in Catch Marketing

Market institutional problems in fishing communities in BolaangMongondowTimur (including the research area), have almost the same complexity of relationships in the various study areas. The phenomenon of middlemen, money lenders, is a mechanism that is born, grows and develops in bridging the production and marketing network of fishing/coastal communities as producers. Fishery products undergo a process of ownership transfer from fishermen/producers to consumer communities through locally constructed market institutions. This relationship is actually not clearly reflected in the fishing community, but this practice is actually common in fishing communities who are always submissive to the needs of their family life.

The results of the research conducted showed that the economic actors (fish buying and selling transactions) in this village consisted of the fishermen themselves providing capital, collecting traders, retailers, and the community as fishermen.

Fish landings occurred once, namely landing in the morning, around 06.00 WITA. Busyness is usually seen in the morning, from 07.00 to 10.00 WITA, waiting for fishermen from the sea to market their catch. Local fish traders as well as from outside Bulawan Village began to seem busy negotiating with the owners of each fishing unit in determining the price based on the type of fish caught by their group. Around 06.00 WITA, fishing boats started arriving. Arriving at the landing site, each boat brings their catch to the owner, who has been waiting for him, and then all sales and marketing of the catch are left entirely to the owner of the soma pajeko.

From the relationship or work system that occurs between ABK and the owner, it has an element of profit and loss, namely that the benefits in terms of marketing networks and capital loans for their business activities can be said to be guaranteed for their continuity. However, in terms of the selling price of the fish they catch, they are sometimes manipulated and do not provide much profit for the fishing crew group by the owner fishermen who also act as collectors. This happened because of the dependence of capital between the crew and the owner for the smooth operation of their arrest.

Another mechanism that is also obtained based on the results of research conducted, obtained information regarding the scenarios of traders in conducting fish price transactions that occur in fish landing places as study areas are as follows:

Initial price benchmark.when the ship leans into the dock, an owner has agreed with the fish trader/buyer. Fishermen or crew members only watch and never participate or get involved in marketing the catch. So that the selling price of the caught fish for one trip, the ABK fishermen only receive their share according to the notification from the owner.

The results of interviews with ABK fishermen, the share received by fishermen is the selling price of all catches that have been agreed between the seller and the buyer, which is distributed according to the percentage of the distribution that has been determined. According to one fisherman respondent, if you look at the distribution that occurs, it always depends on the number of catches, and not on the current price of fish.

The behavior of fishermen towards the sale of their catch, which occurred in Bulawanvillage is that ABK fishermen are never preoccupied with marketing their catch, because the sale of their catch is under the authority of the owner of the soma pajeko who acts as a patron. The strong position of the owner of the soma pajeko with respect to the price or mechanism of buying and selling transactions that occur during fish landings shows that the marketing trade chain in Bulawan village is still constructed locally.

#### 3.4.2. Analysis of Patron-Client Bonds in Marketing Activities

Patron-clients in coastal communities or fishing communities occur because of differences in social structures and have become the basis of social relations. This social structure causes a pattern of relationships between patrons and clients. Patron-client bonds can occur in several activities including marketing activities related to financial dependence factors, production activities and even touching social leadership in social life.

Based on the results of the research conducted, information is obtained that this patron-client bond occurs because of the inability of fishermen to fulfil capital to carry out fishing activities which are their main livelihood. The capital needed by fishermen in one go to sea includes the cost of boat fuel, the cost of fishing consumption, and for the living needs of the fishermen's family or household. Fishing capital is related to the location or fishing area.

The fishing community in Bulawan Village also experiences a level of dependence on the availability of working capital. This is one of the basics for fishermen to build relationships with capital owners and those who own the means of production, both in working relationships and in marketing their products.

Based on observations made through participation in the Bulawan Village community, that fishermen's dependence is sometimes influenced by several factors (1) financial factors (2) emotional relationships (family) and (3) ability (skills). This factor makes the relationship between patron and client closer, as well as a place to earn a living as well as a space to carry out social activities.

Patrons in this case control the means of production so they have the power to manage the catch. So the relationship between fishermen and owners of capital is built. The results of interviews with informants obtained information that fishermen have a high level of dependence to market their catch to traders and then take them to the point of sale. When traditional fishermen are in debt with investors, the distribution of the catch on the soma pajeko will be immediately deducted when all the catch per trip is sold. The division of the soma pajeko with the following stages:

- The caught fish are sold.
- Sales proceeds minus operational costs
- The result is divided by 2, namely 50% for Soma owners and 50% divided by 2 again, namely 25% for lamp boats and the remaining 25% for ABK
- As ABK Tonaas, they get a bigger portion, namely 10%, while the remaining 15% is for ABK Masanae

Satria (2002) explains that for fishing communities, bonding with patrons is an important step to maintain the continuity of their activities because the patron-client pattern is a socio-economic security institution. As seen in the life of the community in Bulawan Village, it does not only concern the needs of fishermen but also builds social relationships to carry out daily activities and cover up problems or problems faced by fishermen which of course will bring out the character of cultural attachments such as feeling, compassion, and mutual need between the patron and the group. clients that include physical, material and psychological needs (Rober M Mac Iver and Charles H. Page, 1975).

From the description above, it can be summarized that in production relations, especially in the work group activities, the owner will position himself as a patron to crew members as clients. But in the marketing relationship, the owner still positions himself as a patron and the crew as a client.

### *3.5. The Impact of Patron-Client Bonds on Fisher's Behavior in Catch Marketing*

Theoretically, a competitive or efficient market structure is not achieved, because profits should be enjoyed together, but what happens is that profits are only enjoyed by certain groups or individuals, while the burden that should be shared is mostly delegated to helpless groups or fishermen local. Meanwhile, those who can benefit from an uncompetitive market structure are those who have a stronger bargaining position (capital entrepreneurs who double as intermediary traders).

The following are the statements of a number of respondents related to the impact of the patron-client phenomenon that applies both in production activities and in marketing activities of production products. Respondents' experience said that since working as crew members but also as traditional fishermen, the production costs of our fishing business have skyrocketed. The cost of repairing machines, fuel prices and repairs/purchases of fishing gear are increasingly difficult for us to cover, so that one way to continue operating is to continue to rely on the help of the owner of capital as eighnar whose returns also increase. While the results we get are sometimes not enough to pay off loan debts to investors. In addition, the selling price of fish is often always at a very cheap bargaining position, so there is no other alternative, we have to release the catch at a price determined by the collectors, in this case the owner of the soma. When the catch of fishermen is abundant, so that the large number of catches will not necessarily increase their income while we have to pay loan debts with high interest. (Source of fishermen as crew members and traditional fishermen).

The illustration above shows that the fishery input market tends to be monopoly in which a large number of fishermen are faced with sellers of small or even single input factors. The input factors in question are; capital and production equipment (boats, engines, fishing gear, fuel). Meanwhile, the output market tends to be monopsony which is characterized by the large number of fishermen who will sell their catches against fish traders in small quantities. As a result of these two market structures, fishermen pay more than they should for the required input factors and instead receive lower prices than they should for the fish or output produced.

Such market structure causes fishermen to be squeezed by two forces from two different sides. On the one hand, fishermen must obtain production factors at high prices, on the other hand, the fish they catch must be sold at low prices. Because this trend continues. Then the exchange rate of fishermen becomes smaller, which means that they are experiencing a process of impoverishment, so that even though they have carried out commercial activities, the results obtained are still subsistence. Thus, it is also this context that always cares for the relationships that occur, both production and marketing relationships, which are always at the patron-client level and the implications or impacts they cause.

## **4. Conclusion**

Kuatnya posisi pemilik soma pajeko pada mekanisme transaksi jual beli, gambaran tentang rantai tataniaga pemasaran di desa Bulawan masih terkontruksi secara lokal. hubungannya dengan produksi khususnya aktivitas kelompok kerja pemilik memposisikan dirinya sebagai pelindung sedangkan ABK sebagai klien. Dua kekuatan dari dua sisi yang berbeda. dimana nelayan harus memperoleh faktor produksi dengan harga mahal, sedangkan harga jual hasil tangkapan ditentukan dengan harga murah.

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