

**ABSTRAK****KONTRIBUSI WIRAUUSAHA PENGOLAHAN HASIL PERIKANAN TERHADAP  
PENDAPATAN RUMAH TANGGA NELAYAN DESA BANYUSANGKA KECAMATAN  
TANJUNG BUMI****KABUPATEN BANGKALAN****JAWA TIMUR****Hasbie Abdilla Asfan<sup>1</sup>, Nuddin Harahab<sup>2</sup>, Harsuko Riniwati<sup>3</sup>**

Penelitian ini dilaksanakan di Desa Banyusangka Kecamatan Tanjung Bumi Kabupaten Bangkalan pada bulan Desember 2014-Februari 2015. Tujuan penelitian ini adalah mengetahui profil masyarakat pengolah hasil perikanan dan faktor pendorong usaha pengolahan hasil perikanan di Desa Banyusangka, mengetahui profitabilitas usaha dari pengolahan hasil perikanan Desa Banyusangka, mengetahui kontribusi usaha pengolahan hasil perikanan terhadap pendapatan rumah tangga di Desa Banyusangka, serta mengetahui peran pemerintah dalam mengembangkan ekonomi nelayan untuk menopang kegiatan kewirausahaan nelayan di Desa Banyusangka. Metode penelitian yang digunakan dalam penelitian ini adalah metode deskriptif. Hasil penelitian ini adalah sebagian besar penduduk di Desa Banyusangka bermata pencaharian sebagai nelayan dan juga mengolah hasil tangkapannya menjadi produk olahan ikan di desa Banyusangka. Profitabilitas usaha pengolahan hasil perikanan di Desa Banyusangka dapat dikatakan layak, karena dari hasil analisis diperoleh bahwa Rentabilitas Ekonomi (RE) lebih besar dari tingkat bunga bank (kredit). Selain itu, usaha pengolahan ikan di Desa Banyusangka yang berupa pengolahan ikan asin, ikan pindang, dan petis ikan memiliki kontribusi yang besar bagi pendapatan rumah tangga masyarakat di desa tersebut. Pemerintah juga turut berperan penting dalam mengembangkan ekonomi di Desa Banyusangka melalui program penyuluhan, pemberian pelatihan kewirausahaan, serta menyediakan alat dan bahan atau perlengkapan yang dibutuhkan masyarakat Banyusangka untuk kegiatan pengolahan hasil perikanan. Kesimpulan dari penelitian ini adalah masyarakat Desa Banyusangka dominan bermata pencaharian sebagai nelayan, sehingga untuk memenuhi kebutuhan hidupnya sangat bergantung pada hasil tangkapan laut di Desa Banyusangka. Walaupun masih minim dalam variasi serta proses pengolahan masih tergolong tradisional tetapi perilaku entrepreneur sudah ada dalam jiwa masyarakat nelayan disana. Ketiga jenis usaha pengolahan ikan yaitu pengolahan ikan asin, ikan pindang, dan petis ikan secara ekonomis menguntungkan masyarakat Desa Banyusangka dan layak untuk dikembangkan. Selain itu, usaha pengolahan ikan di Desa Banyusangka memiliki kontribusi yang tinggi terhadap pendapatan rumah tangga masyarakatnya. Peran pemerintah melalui Dinas Kelautan dan Perikanan (DKP) Kabupaten Bangkalan telah menunjukkan fungsi dan tugasnya dengan baik untuk memajukan masyarakat Desa Banyusangka, Kecamatan Tanjung Bumi dan sekitarnya. Baik di sektor perikanan, sektor pendidikan dan kesehatan.

*Kata kunci : pengolahan hasil perikanan, masyarakat nelayan, kontribusi usaha, wirausaha*

**ABSTRACT****THE ENTREPRENEURSHIP CONTRIBUTION OF FISHERIES PRODUCT PROCESSING TO THE HOUSEHOLD INCOME OF FISHERMAN SOCIETY IN BANYUSANGKA VILLAGE TANJUNG BUMI****BANGKALAN DISTRICT AREA****EAST JAVA****Hasbie Abdilla Asfan<sup>1</sup>, Nuddin Harahab<sup>2</sup>, Harsuko Riniwati<sup>3</sup>**

This research was conducted in Banyusangka Village, Tanjung Bumi, Bangkalan district area in December 2014 to February 2015. The purposes of this research are to know about the society profile of fisheries product processor and the factors that influence to fisheries product processing business in Banyusangka Village, to know about the business profitability from fisheries product processing in Banyusangka Village, to know about the business contribution of fisheries product processing to the household income in Banyusangka Village, and to know about the role of government in developing the economy of fisherman society to support the entrepreneurship activity in Banyusangka Village. The research method used in this research is descriptive method. The result of this research are most of Banyusangka people are work as fisherman and they also process the fish into fisheries product in Banyusangka Village. The business profitability from fisheries product processing in Banyusangka Village can be said that business is proper, because from the result of analysis that the economy potential for producing a profit more than credit. Beside that, the fisheries product processing in Banyusangka Village such as salty fish, pindang fish, and the condiment of fermented fish have big contribution to the society household income in that village. The government also has important role to developing the society economy in Banyusangka Village by giving many information, giving the entrepreneurship training, and provide the equipment that needed by Banyusangka people to fisheries product processing activity. The conclusion of this research are most of Banyusangka people are work as fisherman, because that they are very dependent on marine catches in there to meet their needs. Although still minimal in variation and the processing process is still using the traditional way, but the fisherman society in there has entrepreneurship behaviour. All of the fisheries product processing business such as salty fish, pindang fish, and the condiment of fermented fish have the economy profit for society in Banyusangka Village and proper to developing that business. Besid ethat, the fisheries product processing in Banyusangka has big contribution to the society household income in there. The government role such as Marine Department in Bangkalan district area has well function to developing the society in Banyusangka Village, Tanjung Bumi, and its environs in marine sector, education, and health.

*Keywords: fisheries product processing, fisherman society, business contribution, entrepreneurship*