

## Poverty Alleviation through Community Empowerment Based Farming Ponds in Coastal Areas Southeast Sulawesi

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### ABSTRACT

*This study aims to: (1) determine the causes of poverty fish farmers in coastal areas of Southeast Sulawesi, (2) know the problems faced by fish farmers of the people in increasing production and income, (3) determine the most dominant factor affecting the production ponds, (4) determine the fight against poverty, (5) find out how fish farmers models of empowerment of the people.*

*The results showed that: (1). The factors that cause poverty of poor people in coastal areas of Southeast Sulawesi is the helplessness of society, low levels of education, lifestyle consumption, and low entrepreneurial spirit. (2) The problems still faced by fish farmers of the people in increasing production and revenues include low skills fish farmers, lack of capital, lack of knowledge farmers, poor quality seeds, lack of business assistance, and limited market access. (3) The most dominant factor affecting seed production is a traditional embankment, which bararti that more seeds are spread higher levels of production are achieved. (4) Efforts to reduce poverty in coastal areas of Southeast Sulawesi can be done through community empowerment programs, counseling and training. (5) The model of community empowerment can be done through training, business assistance, aid access to capital and government assistance.*

**Keywords:** *poverty, empowerment, fish farmers, coastal areas.*

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### I. INTRODUCTION

Development is basically aimed at improving the living standards and welfare. Over the last few years the implementation of development has been able to improve the standard of living and well-being of the majority of the people of Indonesia, but it cannot be denied that there are still some people who live in poverty and powerlessness as a result of the failure of the implementation of development in creating equity. Hence, development policies must always stand on how to encourage high economic growth, expansion of employment opportunities, poverty reduction and equitable income distribution.

Not only facing the problem of poverty in developing countries, but in developed countries has become a problem that needs solving effective. Therefore, at the international level, poverty has been on the agenda contained in the Millennium Development Goals (MDGs). Less attention to the development aspects of equity would increase regional imbalances will further increase the level of poverty in these areas (Catur Panggih Pamungkas, 2009).

Development should increase human dignity is universal and everybody is entitled to enjoy the fruits of development. Todaro and Smith (2003) in Lincolin Arsyad (2010) stated that the success of economic development of a country is shown by the three principal, namely (1) the development of the community's ability to meet basic needs (sustenance), (2) increased sense of self-esteem (self-esteem) as a human society, (3) increasing the ability of people to choose (freedom from servitude), which is one of human rights. Therefore policies and development priorities should be directed to achieve the objectives mentioned above, all of which will lead to the improvement of living standards and welfare. Policies and priorities as much as possible should consider the potential resources owned by both natural resources and human resources.

The potential for aquaculture in Indonesia land area of 2.96 million ha and mariculture area of 2.55 million ha. The huge potential can only be utilized approximately 4.68 percent. Potential farm land that has been used only about 682 726 ha, or about 23.04 percent of potential farm land available. Data Department of Marine and Fisheries Southeast Sulawesi Province shows that the potential of land aquaculture in Southeast Sulawesi province covering 58 930 ha, and until 2012, the potential of new utilized 27.03 percent.

Based on the above, the development potential of farming ponds are still quite prospective. The development of pond farming milkfish and shrimp farming in particular other than intended to meet local needs, inter-island and exports are also expected to bring about change for the improvement of living standards and welfare of the people especially the fish farmers so that they can get out of the poverty they have experienced over the years.

Aquaculture production consisted of shrimp and fish in Southeast Sulawesi province in 2011 recorded 34,158 ton increase in 2012 to 41,925 ton, up 22.74 percent. The production can be increased due to the utilization of farm land in this region is not optimal. While the fisheries sub-sector contributes to the formation of Gross Regional Domestic Product (GDP) of Southeast Sulawesi is still relatively small, namely only reached 3.08 percent in 2010 and 3.56 percent in 2011. Contributions fisheries sub-sector to the GDP formation is expected to Southeast Sulawesi has increased every year in line with the increase in production from year to year, which is quite significant.

BPS data (2012) show that the number of households who depend on farming ponds in Southeast Sulawesi in 2009 recorded 3,574 households increased in 2010 to 11,060 households, an increase of 209.46 percent. While the number of poor people in Southeast Sulawesi in 2012 totaled 316.33 thousand inhabitants increased in 2013 to 326.71 thousand, an increase of 10,38 thousand, up 3.28 percent. In relative terms the number of poor increased from 13.71 in 2012 to 13.73 percent in 2013, an increase of 0.02 per cent of the population.

The development of pond farming people by empowering communities both as the owner of the pond as well as farm workers will provide a great opportunity to improve income, living standards and welfare of the people so that the next turn of fish farmers will be able to get out of the circle or the poverty trap.

## **II. LITERATURE REVIEW**

### **A. Poverty**

Rifai Afin (2009) in his research entitled: Targeting Method of Conditional Cash Transfers Program For The Poor In Indonesia, claimed that the geographical characteristics and household characteristics is an option to implement poverty reduction programs in Indonesia.

Khandker (1998) main factor poverty is the lack of employment opportunities due to low productivity and poor people. To overcome this situation, when the poverty caused by job opportunities are lacking, hence reducing poverty need to creation of new jobs, and when poverty due to the low income and low productivity, poverty reduction will require investment in human and physical capital investment to increase productivity workers. So the best way to reduce poverty by providing micro-credit to the poor and government budget allocations in favor of the community in order to create employment opportunities and increase their income.

Talking about the problem of poverty, many theories and approaches used in understanding poverty. However, if simplified, there are at least two major theoretical paradigms or (grand theory) regarding poverty: the paradigm of neo-liberal and social democrats who see the poverty of the individual and structural glasses. This view then becomes the basis in analyzing poverty and formulating policies and anti-poverty programs.

Neo-liberal theories rooted in classic political work, written by Thomas Hobbes, John Lock and John Stuart Mill who essentially called that an important component of a society is the freedom of the individual. In the economic field, a monumental work of Adam Smith, *The Wealth of Nations* (1776), and Frederick Hayek, *Serfdom* (1994), is seen as a reference to the neo-liberal laissez faire principles put forward, which by Cheyne, O'Brien and Belgrave (1998) called the idea that favor "free market mechanism".

In terms of form, poverty can be divided into several forms;

#### **1. Cultural Poverty**

This form of poverty comes from a poor culture of community groups that are still static-traditional. The main character who has a lot of studying the cultural poverty is Oscar Lewis, 1966, in Jamaludin Ancok 1995, Lewis stated that poverty is a culture that occurs because of the economic deprivation that lasts a long time. Mental attitude is not like trying, lazy, ignorant, spoiled by the grace of nature, like submissive and lazy work is part of the culture of the poor.

Furthermore Ancok (1995) adding that the culture of poverty have personality traits include: feel themselves useless, filled with despair, feeling inferior, very dependent with others. The poor communities did not have a ego strength, are less able to control yourself, easy impulsive and highly oriented in the present without thinking about the future. These properties cause the poor is difficult to make planning for the future.

#### **2. Structural poverty**

This form of poverty is directly related to the behavior of people, both government and non-government agencies, and individuals and groups, including all rules and laws that produced humans that are perpetuating poverty. Actions which oppress and exploit the poor people for personal gain and greed of people who have power, assets and intelligence are some of the attitudes that maintain poverty. Similarly, rules and laws that do not favor the poor people is a fetter for the poor to remain poor. This is where the role of government and all

state institutions representing the state to establish rules and policies that favor the poor with honest action in the field.

Sayogyo (1993) in Mubyarto (1995), argued about the inequality that outline inequality is generally caused by two main things: (1) market failure and (2) political failure. Market failure is directly related to market failures in the access of poor people because of their low purchasing power due to low wages and other income they receive as part of the exploitation of the more dominant in terms of power and wealth power. While political failure directly related to the political will of all the laws and government policies that failed to raise the dignity of the poor.

Heru Nugroho (1995) argued, the dimensions of poverty that poverty is not only deal with economic issues but is multi-dimensional because it is in fact also dealt with non-economic issues (socio-cultural and political).

Natural poverty, namely the poverty that occurs due to natural disaster or due to disability, both physical and mental. Disability may be due to an accident or natural disaster, but can also occur without any known reason, eg congenital or disease. Usually the poor because of the disaster raises serious concerns for the government and society occurred en masse but especially poor due to disability or poor constraints, the government has not received attention optimally. From all levels of poverty that fall into this category, because of poor physical or mental disability is difficult to develop. Almost no way for those who are mentally weak to be independent. Because it is precisely those who became one of the zakat donation, infaq or alms permanent (Hasan Aedy, 2007).

### **3. Voluntary Poverty**

Consciously or unconsciously in the world there are groups of people who think differently from the others. While most people try by all means to seize the world. Here there are people who try to stay away. Because it then they choose the path of life, away from all the smells of the luxury world. They become poor voluntarily. The target of this last is true happiness in the hereafter, where all humans be returned to its creator and that's when the very "irasedental" that is often forgotten by most people who do not believe. With that these groups voluntarily choose a life that only pursuit of spiritual happiness without decent housing, cars and various other physical needs. Besides, there were also people who are not tempted by material luxuries, they never desire to have a big house, a car, to building business, even those already feel happy and content with what there is.

### **B. Community Empowerment**

Community empowerment is an effort to empowerment society through the realization of their potential. The concept of empowerment cannot be separated from economic empowerment of the people. This concept as an idea can not be separated from the development paradigm that leads to the community to determine alternative activities that are most appropriate for each of them. This thinking is basically puts the community or the population as a center of attention once the main actors of development. The view appears as the center of attention and the main actors of development (Gunawan, S. 1991). In the economic empowerment of the people or community empowerment, there are two inter-related groups, namely:

1. The community / economic business people who do not develop as parties must be empowered.
2. The government or non-government agencies that should be empowering the community / economic business people undeveloped.

Economic empowerment and community empowerment have the same direction, namely how to improve the ability of public economic enterprises resulting in changes towards a better, namely an increase in production, public revenues, equal opportunity and equal distribution of income.

Sumodiningrat (1997) suggested that community empowerment is closely related to the response to the problems of development, poverty and inequality. Community empowerment efforts should be done in three ways:

1. Creating an atmosphere or climate that allows the potential of the community can thrive.
2. Strengthening potential or power in the communities.
3. Empower means to protect.

Community empowerment is an effort to improve the dignity of society that in the present conditions are not able to escape from the trap of poverty and underdevelopment. In other words, empowerment is enabled community (Kartasmita, 2003). The goal of empowerment is to enable the process (1) conscientization, which is a process to facilitate the planting of critical awareness and sensitivity to the community, (2) community organizing, the "establishment" and development organizations in the community, in the context of the resources delivery, namely the delivery process additional resources into the community, resulting in sustainable livelihoods in the community and capable of adapting to the changing environment.

Community empowerment means increasing the ability of community self-reliance, where it concerns a multidimensional social process that aims to help individuals or groups in order to gain control of their own lives (Bulkis, 2010). The main dimensions of empowerment are:

1. Capability community building, which includes the expansion of the public assets of both individual and collective, then increase the knowledge, skills and attitudes change.

2. Institutional strengthening, which includes changes in values and norms in society and institutional strengthening community organizations in poor or powerless itself.

Community development activities pursued by:

1. First, create an atmosphere or climate that allows the potential of developing societies (enabling), the starting point is the recognition that every human being, every society has the potential to be developed.

2. Second, strengthen the potential or power possessed by the people (empowering) concerning the provision of inputs and access to a wide range of opportunities that will make people become more and more powerless.

3. Third, protect and defend the interests of the community is weak, which means not making people isolated or shut out of the interaction.

### **C. Development of Farming Ponds**

Soeseno (1984) suggested that the concession was for the maintenance of pond water organisms (fish, shrimp, seaweed, etc.) is an effort beachside land use that the land unusable for agriculture crops. Aquaculture is an activity or enterprise in the production process of the implementation (management and managers) carried out by the fish farmers themselves. While the shrimp farming business is a farm that is carried out by farmers with the aim of producing shrimp production.

According to Smith in Laside (1988) aquaculture system consists of subsystems as follows:

1. Procurement of production means include market factors such as the production of fish seed, feed, fertilizer, pesticides, land, management and others.

2. Business transformation, covering the activities change (combine) the factors of production into production.

3. Deployment of results includes the consumption and marketing of products both within and outside the country.

Abd azis (1998), suggests that the most dominant factor affecting farm production (significant influence) in coastal villages in the district of Kendari Southeast Sulawesi is the land area, the use of fertilizers and supplementary feeding.

Farm development, which is one part of agricultural development is still advisable to apply the pattern INTAM (intensification Pond) comprising:

1. Single referred INTAM A pattern that shrimp farming (*Penaeus monodon*).

2. Double-called INTAM Pattern B is the cultivation of a mixture of shrimp and milkfish (*Chanos Chanos*) together in one plot.

## **III. RESEARCH METHODS**

### **A. Location and time Research**

The research was conducted on farm production center in Southeast Sulawesi which is in District Kapoiala Konawe with the consideration that the farming ponds in this area has been cultivated since the 1980s. However, until the year 2012, management is still traditional and most fish farmers are poor. The experiment was conducted for two years, namely 2014 and 2015

### **B. Population and Sample**

The study population was all fish farmers in coastal areas of Southeast Sulawesi. Samples will be taken in three villages, namely in the village Labotoy, Lalimbue village, sub-district and village estuary Sampara Kapoiala as many as 30 heads of families. The third is the center of the village pond production in Southeast Sulawesi.

### **C. Types and Sources of Data**

Data used in this study include primary data and secondary data. Primary data were obtained from fish farmers and traders. While the secondary data obtained from the Department of Marine and Fisheries Southeast Sulawesi Province, the Bureau of Southeast Sulawesi Province and other agencies associated with this research.

### **D. Techniques of Data Collection**

The technique of data collection was done by direct interview to the respondents using questionnaires, in-depth discussions with respondents, field notes and documentation.

### **E. Data Analysis**

The data collected were analyzed using quantitative analysis and qualitative analysis. The quantitative analysis used a Cobb-Douglas production function, and qualitative analysis was done descriptively by using cross tabulation and percentage

## **IV. RESULTS AND DISCUSSIONS**

### **A. Causes of Poverty**

According to the results of research, obtained information about some of the factors causing poverty fish farmers in coastal areas of Southeast Sulawesi, namely:

1. Community fecklessness.

Fecklessness of society is a major cause of poverty experienced by the people in the coastal areas of Southeast Sulawesi. People in coastal areas have sufficient resources potential to enhance the dignity and the dignity of their lives so that they can get out of the poverty trap.

2. Low Production.

Low levels of production obtained fish farmers implies also the low income earned. Meanwhile dependency is high enough for fish farmers resulted in low capital formation coupled with the low quality of their lives.

3. Low Level of Education

According to the results of research that has been done, it turns out the majority (80.00%) research location educated fish farmers with low category is hnya graduated from elementary school and junior high. Lack of education will certainly affect the way of thinking and acting in farming activities. Besides the low level of education implies also the lack of understanding by farmers in managing the farm more efficient and effective. Therefore in order to increase farm production and farmers' income required for regular training and mentoring.

4. Consumer Lifestyle.

The study of 30 respondents fish farmers in the study found that the consumption patterns of consumptive fish farmers. Means all revenue generated at each harvest only be used to finance the needs that are consumptive such purchases for the needs of food, clothing, and home improvement. Supposedly each harvest, fish farmers have to set aside part of their income to capital formation even in relatively small amounts. If capital formation is done by setting aside part of their income despite the relatively small amount, then slowly but surely, the problem will be resolved capital needs.

5. Low entrepreneurial spirit.

Entrepreneurial farmers added in the research area is still considered low. It can be seen from several indicators of entrepreneurship, among others:

- a. Not having a plan for business development.
- b. Not spirited creative
- c. Can not read the business opportunity
- d. No business targets to be achieved
- e. Do not dare to take risks
- f. Trying just to meet basic needs.

**B. Problems Faced by the People ponds**

1. Low skill farmers pond.

Fish farmers skills in managing the business is still relatively low. Therefore the management of farm ponds in coastal areas of Southeast Sulawesi is still traditional. Fish farmers do not understand how to manage the pond well so that production can be increased. Similarly, the use of factors of production. Fish farmers still lack understanding about the optimum combination in the use of production factors to increase production optimally.

2. Limitations capital.

Capital problem is a problem faced by fish farmers in the research area. The limitations result in low ability of fish farmers to buy the factors of production are used to optimize the management of ponds. Results of the study found that the use of faktotr-factors of production, especially organic fertilizer is still less than the maximum because of limited capital. Meanwhile all respondents in the study area have not provided the feed to the farm ponds that they kerlola. Because of the production achieved is still low (less than optimal).

3. Low of knowledge farmers pond

One of the problems still faced by fish farmers in the study area aside from capital aspect is the low knowledge of fish farmers. Most of the fish farmers in the study area did not know the combination of the use of factors of production are maximum for increased production. The management of ponds, especially for crab ponds plots should be made separately from each other, so that when the molted crabs are not mutually prey on each other. Management of crabs in the area of research made in the plot so that when crabs shed their skin to prey on each other mutually. As a result, the production of which they accomplished relatih still low.

4. The low quality of seeds.

The quality of seeds used by farmers are still unfavorable as a result of production achieved relatively low. Breeding problems especially for crab cultivation until now has not existed. Seeds used by farmers comes from nature. That is the farmers themselves who find the seeds of nature whose quality is relatively low. Due to the low quality of seeds used, the production achieved is still less than optimal.

5. Lack of business assistance

Based on the research that has been done, all respondents gave the same information that there had been no concern of local governments to provide business assistance, especially with regard to business management guidance, including guidance in terms of financial records. Assistance in business management system becomes very important that pond fish farmers have partners and consulted if there are problems they face.

6. Limited access market.

During this time farmers only sell their products to middlemen that traders who come directly in the location of farmers and buy at the fish farmers. Thus the benefits fish farmers are relatively lower because due to the low sales price of production.

**Factors Affecting Production Most Dominant Pond People.**

To analyze the factors affecting the production of the most dominant traditional embankment in the area of research used model approach Cobb-Douglas production function. According to the results of analysis of Cobb-Douglas production function, subsequently made the following table:

Table 1. Results of Effect Independent Variable on Farm Production

Independent variable (X)	Farm production (Y)		
	coefficient	t	Sig
Seeds (X <sub>1</sub> )	0,160	4,158	0,000
Soil (X <sub>2</sub> )	0,160	2,718	0,010
Spacing (X <sub>3</sub> )	0,022	1,082	0,286
Ureafertilizer (X <sub>4</sub> )	0,314	3,020	0,004
TSP fertilizer (X <sub>5</sub> )	0,199	2,008	0,051
Feed (X <sub>6</sub> )	0,065	2,588	0,013
Pharmaceuticals (X <sub>7</sub> )	-0,041	-0,512	0,611
Labor (X <sub>8</sub> )	0,223	2,272	0,028
R <sup>2</sup>	0,983		
F	364,715		
Sig	0,000		
Constant	1,300		
N	30		

Source: Results of the primary data analysis (2014)

Table 1 shows that the magnitude of the coefficient of determination (R<sup>2</sup>) is 0.983, which means that the production factors have an influence of 98.3% to the production of traditional embankment. This means that 98.3% variation folk pond production (Y) can be explained by the independent variable (X) derived from a model that is the number of seeds , land , distance ponds, the use of fertilizer urea, fertilizer TSP, feed, pharmaceuticals, labor. The rest, namely 1.70%, influenced by other factors not included in the model (unexplained variation). This means that the model can be used to predict the production of traditional embankment.

Based on the calculations, hints that all independent variables revealed that the number of seeds , land , the use offertilizer urea, fertilizer TSP, feed, pharmaceuticals, and labor simultaneously influence the pond production people. This is demonstrated by the results of the F test at 95% confidence level of 0.05 degrees of freedom where Fsig = 0.000 < 0.05 means that the independent variables simultaneously influence the pond production.

Based on the analysis result that is not bound by simultaneous variables affect the production. To determine the influence of independent variables (the number of seeds, land, the use of fertilizer urea, fertilizerTSP, feed, pharmaceuticals and labor on the production of chanos is calculated by t test.

Model estimators Cobb Douglas used to determine the effect of each independent variable to production (partial test) showed that the number of seeds , land use, the use of fertilizer urea, fertilizer TSP, feed and labor affect the production ponds with a confidence level of 95 %, unless the distance ponds, drugs do not affect the production of traditional embankment.

To clarify the discussion of the independent variables on the production of traditional embankment can be explained by using the t-test or a significant value. When studied further on the calculation of each variable is not bound, it is known that there are five independent variables are highly significant and positive impact on production chanos-chanos, is seed, land, the use of urea fertilizer, feed and labor. This is demonstrated by the results of the t test for each variable in the acceptance level. By looking at Table 1, then obtained the following production function model;

$$Y = 1,300 + X_{10,160} + X_{20,160} + X_{40,134} + X_{50,314} + X_{60,065} + X_{80,023}$$

Based on Cobb Douglas equation can be known independent variables affect farm production people as follows:

a. The number of seeds (X<sub>1</sub>)

Partially, seeds affect on farm production. This is shown by the results of the t test, where t count 4,158 > 2,014 t table or with a probability value = 0,000 < 0,05. There is a positive effect of stocking density seeds

against farm production . This gives an indication that the use of seeds is not optimal to increase production. Therefore, the addition of seed will increase farm production people in coastal areas of Southeast Sulawesi.

b. Land Area (X2)

Partially, land area affect on farm production . This is evidenced by the results of the t test, where t count  $2.718 > 2.014$  t table or with probability value  $0,010 < 0,05$ . This indicates that by increasing the land area, will further increase the people's production pond production. However, the addition of land require substantial investment costs. Therefore, to increase production does not need to increase the area of land, but the important thing is how to manage the existing land optimally to increase production.

c. Use of fertilizer Urea (X4)

Partially, the use of fertilizer urea affect on farm production . This is demonstrated by the results of the test t, where t count  $3,020 > 2.014$  or with a probability value of  $0.004 < 0.05$ . This shows that the use of urea is not optimal to increase production. Therefore the use of urea still needs to be improved to increase the production of farm people in coastal areas of Southeast Sulawesi.

d. Use of fertilizer TSP (X5)

Partially, the use of fertilizer urea affect on farm production. This is evidenced by the results of test of t, where t count  $2,008 > 2.014$  or probability value  $0.051 < 0.05$ . This shows that the use of TSP fertilizer to increase production is still not optimal. Therefore, the addition of TSP fertilizer is still possible to be done in order to achieve the production can be increased.

e. Feed (X6)

Partially, feed affect on farm production . This is demonstrated by the results of the test t, where t count  $2,588 > 2.014$  or probability value  $0.013 < 0.05$ . This indicates that the use of feed is still not optimal. This is consistent with the results of research in the field in which obtained the information that the lack of feed given caused by the inability of farmers to buy feed due to lack of capital, and even some of them are not given feed.

f. Labor (X8)

Partially, labor affect on farm production. This is evidence by the results of the test t, where t count  $2,272 > 2.014$  or probability value  $0.028 < 0.05$ . This means that the additional hours of work still needed to increase production.

According to the results of t test of this it can be seen that the most dominant factor affecting seed production is a traditional embankment. This indicates that more seeds are spread higher levels of production are achieved. , While the drugs do not affect the production. This is because drugs are only used folk pond fish farmers to kill pests in preparation for stocking ponds nener seed. If the provision of drugs to excess, it will adversely affect the growth of production

### **C. Poverty Reduction Efforts**

Poverty reduction is an effort to reduce or solve the problem of poverty which is still holding people in coastal areas of Southeast Sulawesi. Poverty alleviation programs can not be done partially, but must be integrated with other programs, especially programs of community empowerment.

One of the causes of poverty experienced by the people in the coastal areas of Southeast Sulawesi is fecklessness them in managing their resources so that production and the income they earn, are not able to make them more prosperous and out of the poverty trap. Because it is one of the solutions that must be taken in the fight against poverty is memalui empowerment program. By doing empowerment program, people in coastal areas is expected that they can be self-sufficient in managing their resources and are able to meet their needs in a more feasible.

The results of field research data showed that people in coastal areas have sufficient resources to be able to development their potential so it can get out of the poverty trap. One of the resources that they have is the land resources (ponds), which until now has not been optimal management because of their helplessness. Because of the efforts to eradicate poverty must be carried out by way of empowerment of them in the sense of making them able to manage their resources optimally, so that they can increase the level of welfare. In addition to the empowerment aspect, other aspects are also important in the fight against poverty is through education and training, along with business assistance so that the fish farmers always understand the importance of knowledge and skills in increasing production, which subsequently can increase revenue. Increased entrepreneurial spirit through education and or training to be important so that fish farmers have knowledge related to entrepreneurship to make the efforts that they manage can be done in a professional manner that is not only to meet basic needs, but the business that they manage to be developed so that it becomes the business forward and successful future.

Community empowerment programs in coastal areas is a shared responsibility of all parties, especially the government, social organization (NGOs) and universities. The government should allocate funds through the budget and the regional level (APBD). NGOs and university can become experts and facilitators in the field.

#### D. Farmer Empowerment Model Pond People.

Based on identification of the various problems faced by fish farmers in coastal areas of Southeast Sulawesi, the empowerment model fish farmers can be done as follows;

##### 1. Training.

Training is the most important way to empower farmers ponds in coastal areas of Southeast Sulawesi. Technical training materials can include pond management, post-harvest handling, practical bookkeeping, business planning and entrepreneurship. Through skills training and knowledge of fish farmers can be improved so that they can manage the business well and professionally. Trainers can do aquaculture practitioners, academics, and related agencies.

##### 2. Business Assistance.

Post-training, fish farmers can not be directly released to them mempraktekkan knowledge they acquired through training. The fish farmers who have followed the training necessary assistance between 1 to 2 times the harvest. Mentoring can be done by the instructor trainer mainly from universities and government agencies.

##### 3. Aid access to capital.

One of the problems faced by fish farmers is the problem of capital. To overcome this problem, the government must play a role as a mediator between the institutions with the fish farmers perbankan coastal region so that difficulties can be overcome capital. If the capital of capital shortage problem can be resolved, then the farm pond management can be optimized through the use of factors of production optimally to obtain maximum results.

##### 4. Government assistance.

Government assistance in the form of subsidies, as well as direct assistance should be given to fish farmers in coastal areas of Southeast Sulawesi. Such assistance will be able to make an impact in the form of a decrease in production costs and increased revenue for fish farmers. Thus gradually fish farmers will be able to be independent and able to get out of the poverty trap.

### V. CONCLUSIONS AND SUGGESTIONS

#### A. Conclusion

Based on the results of research and discussion that has been stated above, a number of conclusions as follows.

1. The factors that cause poverty of poor people in coastal areas of Southeast Sulawesi is the helplessness of society, low levels of education, consumptive lifestyles, and lack of entrepreneurial spirit.
2. Problems faced by fish farmers are still people in increasing production and income of farmers farms is low skills, lack of capital, lack of knowledge farmers, poor quality seeds, lack business assistance, and limited market access.
3. The most dominant factor affecting production is a seed, means that more seeds, the higher level of production are achieved.
4. Efforts to reduce poverty in coastal areas of Southeast Sulawesi can be done through community empowerment programs, counseling and training,
5. The model of community empowerment can be done through training, business assistance, aid access to capital and government assistance.

#### B. Suggestions

Based on the results of the discussion and conclusions of this research, then put forward suggestions as follows.

1. Program empowerment for poverty alleviation needs attention from the government both at central and local levels.
2. The fish farmers must strive to change their lifestyle from consumptive patterns to the productive pattern.
3. Accumulation capital by setting aside a portion of income each harvest fish farmers need attention.

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