

INCOME ANALYSIS ON SEA TRANSPORTATION BUSINESS ROUTES LASIWA-AMOLENGO BEFORE THE OPERATION OF THE FERRY SHIP IN THE REGENCY OF NORTH BUTON

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ABSTRACT

One of the crossing routes that has helped build the regional economy in Southeast Sulawesi is the sea transportation route from Lasiwa Village, North Buton Regency to Amolengo Village to move goods and people between the regions. The development of this sea transportation business indirectly has a role in increasing income for the local community. This study was conducted with the aim of knowing and analyzing the income of the sea transportation business on the Lasiwa-Amolengo route before the operation of the ferry in North Buton district using primary data and secondary data. To find out and analyze the Sea Transportation Business on the Lasiwa-Amolengo route in North Buton Regency, a benefit cost analysis will be carried out from revenue and costs. The results obtained that the sea transportation business carried out by 6 (six) entrepreneurs in Wakorumba District is one of the sea transportation service businesses that supports the mobilization of goods and people. The results of the analysis show that the average sea transportation service business income reaches Rp. 8,105,452.00 per month. The level of income earned by business actors is influenced by the price (fare), the number of passengers and the number of goods. Thus, the amount of income earned is the result of operations in the sea transportation sector which in turn will increase the family income of these business actors. In addition, it can provide benefits for people who cross the route. For the North Buton government, they need to think about the fate of business actors who use small boats because with the ferry, their business will be threatened to stop because passengers are more dominant will prefer to use ferry services.

Keywords: Business, Income Analysis, North Buton, Transportation.

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INTRODUCTION

The development carried out by the government, especially in the transportation sector, is one of the important forces for the regional economy. Transportation is a very important sector of activity because it relates to the needs of everyone to move (Rompis, 2019). The important function of transportation in economic activity is service in the production of economic goods and other services in the creation of utility, increasing the use of material and non-material goods as a result of changes in form, place, time and ownership. If viewed from the aspect of public importance, the transportation system includes land, sea, and air transportation that carries out public service functions on a domestic and international scale.

The development of short and medium term transportation based on the criteria for developing a national transportation network includes: city functions in national spatial

planning, production and consumption patterns, geographical factors and the most economical modes in serving the flow of goods and passengers. For areas that are not economically developed, but require services transportation, transportation services function to shape regional economic development (Jinca, 2019). The development of transportation facilities has a very important influence in connecting one area to another, even from one island to another (Taufiqurrahman, 2021), especially in Southeast Sulawesi. Sea transportation is one of the transportation sub-sectors which is also an important part in supporting the activities of the archipelagic community. This is also one of the targets in improving the national economy in supporting inter-island trade as happened in Southeast Sulawesi. The development of transportation facilities and means of transportation has a very important influence in connecting one area to another and even from one island to another, especially in Southeast Sulawesi. Sea transportation is one of the transportation sub-sectors that is also an important part in supporting the activities of the archipelagic community (Puspitasari, 2021). This is also one of the targets in improving the national economy in supporting inter-island trade as happened in Southeast Sulawesi.

The archipelagic region in Southeast Sulawesi Province makes sea transportation one of the tools used to connect one island to another which continues to be developed. The fulfillment of transportation needs for the archipelagic areas in Southeast Sulawesi is met by people who have the ability to provide sea transportation in the form of boats and motorboats. The existence of sea transportation moves in line with the needs of the community. Some people use these facilities as tools for personal activities and others use these transportation facilities to earn income. The request as a result of the human need to travel from one location to another with the aim of: (a) attending activities, working, shopping, going to school, etc.; and (b) the need for transportation of goods to be used or consumed in other locations (Setiawan, 2021).

Inter-island transportation activities in Southeast Sulawesi have become a source of income for local communities. This can be seen from the routes determined by the local government for a number of motor boats that are considered suitable for use in sea transportation activities. The determination of routes carried out by the local government shows that there is a policy of developing sea transportation in the Southeast Sulawesi area. The route or travel route of each motorboat is determined to increase the economic activities of the local community. The route determined is a collaboration between stakeholders in the region. The stakeholders in question are local governments, parties who have transportation facilities and local communities who work together in developing the regional economy. One of the crossing routes that has helped build the regional economy in Southeast Sulawesi is the sea transportation route from Lasiwa Village, North Buton Regency to Amolengo Village to move goods and people between the regions. The development of this sea transportation business indirectly has a role in increasing income for the local community.

Through the sea transportation facilities used, it is possible to increase the services carried out by transportation business actors to be able to increase the community's economic activities (Jusna, 2016). In line with this, the sea transportation business with the Lasiwa-Amolengo route is one of the sea transportation routes developed by the local government to support the mobilization of goods and people from Wakorumba District to Amolengo village which is also an inter-island trade route in the area. The transportation service business in Wakorumba District is a service business to mobilize goods and people with the aim of Amolengo. The mobilization of people on these transportation routes shows the orientation of the population in carrying out their activities. In line with the travel orientation of the population and the movement of goods, the sea transportation service entrepreneur seeks to develop the business as a source of employment income for some people who have professions in the field of work.

The opening of jobs in the sea transportation sector with the Lasiwa-Amolengo route shows the efforts of the community in Lasiwa Village to provide transportation services and support trade activities and mobilization of people between islands in North Buton Regency. The need for sea transportation services for the movement of goods and people makes sea transportation service entrepreneurs to continue to develop their business activities as a source of income and employment in North Buton Regency. The Lasiwa-Amolengo sea crossing route which has been built since 2000 and continues to be developed until now. This phenomenon shows that the transportation service business for the Lasiwa-Amolengo route is a business that can support the mobilization of people and goods.

The flow of goods and the number of passengers crossing the Lasiwa-Amolengo sea route is also faced with sea, weather and climatic conditions. Then the business actors on this crossing route are also faced with problems such as ships having to wait until the number of passengers meets the minimum fare they have set to be able to cross. Then the queuing system that they have agreed on sometimes makes them unable to cross every day because of the unstable number of passengers. This obstacle is used as a guideline to understand the signs that can affect the level of business income considering that the transportation equipment used on this route is still relatively traditional. In addition, the costs used in business activities are more likely to finance fuel as well as labor (ABK). Therefore, the authors are interested in conducting research related to Income Analysis on the Lasiwa-Amolengo Sea Transportation Business in North Buton Regency.

LITERATURE REVIEW

Transportation Concept

Transportation is a supporting factor and a stimulus for development as well as a service provider for economic development. The fact shows that there is a relationship between the level of economic activity and the overall demand for transportation, in other words, if economic activity increases, the demand for transportation also increases (Siswoyo, 2017).

Transportation is an activity that uses vehicles to physically transport goods or passengers from one place to another, playing a very important role in the economic, social and political development of a country. With transportation, goods and products can be distributed evenly throughout the region, thereby increasing regional income and opening up remote areas, as well as increasing regional and national income on a macro basis. The increasing interaction of transportation between economic and social activities in an area causes the need for effective transportation to assist movement in the area (Ilham, 2015). Therefore, transportation plays an important role, both land, sea and air transportation in the distribution of goods and the movement of people from one area to another.

Income

In economics, income is one of the benchmarks that determine the degree of prosperity of a country, besides that income can also be used to measure the degree of prosperity obtained by everyone due to the development of productive activities. In general, income can be interpreted as the result of the efforts of community members or people as measured by money. Niswonger (2002) explains that income is the addition of the owner's total capital generated from the sale of goods, providing services to customers or clients, property tenants, borrowers, and all business and professional activities aimed at earning income.

Sukirno's view (2004) is that in order to understand how national income is distributed among various groups and individuals in society, one must understand how the income of the factors of production are determined, namely labor wages, land rent, capital interest and worker income. This view implies that income is obtained by individuals or groups from the use of the factors of production they have. So, a person will be said to be prosperous if all their needs have been met. Conditions like this have been created when their income can cover all the costs of maintaining the goods and services needed.

METHODS

The research location on the analysis of sea transportation business on the Lasiwa-Amolengo route is in Wakorumba District, North Buton Regency. The population in this study were entrepreneurs of transportation on the Lasiwa-Amolengo route totaling 6 entrepreneurs who carried out activities of transporting goods and people. Determination of the sample is done using a total sampling technique or the use of the entire population as respondents. Thus the size of the research sample is 6 motorboat entrepreneurs.

The type of data used in this study is primary data namely data obtained directly from the community where the research is in the form of income, the number of tariffs, and the number of transportation (people and goods), while secondary data is data obtained from related institutions, both the government, the village head of Lasiwa and the private sector that can provide information more relevant about the object of this research. The methods used in collecting data in this study were observation, interviews, and questionnaires. To

find out and analyze the Sea Transportation Business on the Lasiwa-Amolengo route in North Buton Regency, a benefit cost analysis will be carried out from revenues and costs.

RESULTS

Table:

Table 1. Distribution of Respondents by Age

No	Age	Total (People)	Percent (%)
1	20-35	3	50
2	36-50	1	16,67
3	>51	2	33,33
	Total	6	100

Source: Processed data

Table 2. Distribution of Respondents by Number of Workers

No.	Respondent	Number of unit	Number of Workers (Person)	Percent (%)
1.	Irw	1	3	18,75
2.	Ahm	1	2	12,5
3.	Res	1	3	18,75
4.	Abd	1	3	18,75
5.	Bon	1	2	12,5
6.	Jam	1	3	18,75
	Total	6	16	100 %

Source: Processed data

Table 3. Average Number of Passengers Crossing Every Day

No	Respondent	Average Number of Passengers		
		Total passenger	Chartered	
		Passengers	Motorcycle	
1	Irw	24	4	1
2	Ahm	20	4	1
3	Res	22	5	1
4	Abd	24	4	1
5	Bon	22	5	1
6	Jam	24	5	1

Source: Processed data

Table 4. Total Capital Owned by Respondents

No.	Total Capital	Number of Respondents	Percent (%)
1	15.000.000-17.890.000	2	33,33
2	17.891.000-20.561.000	3	50
3	20.562.000-31.000.000	1	16,67
	Total	6	100%

Source: Processed data

Table 5. Total Revenue from Sea Transportation Business Actors in One Month

Days	Acceptance of sea transportation business actors for 1 month					
	Irw	Ahm	R	A	Bo	Ja
	1	2	3	4	5	6
1	1.020.000	850.000	450.000	950.000	450.000	-
2	-	780.000	1.050.000	450.000	-	840.000
3	1.220.000	-	-	-	870.000	-
4	750.000	870.000	1.030.000	-	450.000	980.000
5	-	760.000	780.000	810.000	-	450.000
6	1.010.000	-	-	450.000	820.000	1.200.000
7	-	740.000	920.000	1.010.000	-	450.000
8	850.000	450.000	450.000	-	1.200.000	-
9	450.000	950.000	780.000	-	450.000	770.000
10	-	-	-	850.000	980.000	-
11	720.000	640.000	830.000	-	-	970.000
12	-	-	-	1.000.000	880.000	450.000
13	1.130.000	810.000	1.080.000	-	450.000	950.000
14	-	660.000	740.000	1.010.000	-	-
15	870.000	-	-	750.000	800.000	1.260.000
16	450.000	-	720.000	-	700.000	830.000
17	1.010.000	780.000	-	990.000	-	-
18	-	810.000	900.000	-	860.000	920.000
19	850.000	-	-	1.010.000	830.000	450.000
20	-	770.000	920.000	940.000	-	-
21	880.000	450.000	1.040.000	-	860.000	-
22	-	-	-	980.000	-	840.000
23	890.000	830.000	800.000	-	840.000	830.000
24	450.000	-	450.000	880.000	450.000	-
25	-	970.000	-	-	-	1.000.000
26	880.000	450.000	-	980.000	-	450.000
27	-	600.000	980.000	450.000	920.000	-
28	970.000	-	450.000	-	-	1.070.000
29	450.000	840.000	-	850.000	1.110.000	-
30	-	-	1.050.000	870.000	810.000	450.000
Total	14.850.000	14.010.000	14.970.000	15.230.000	14.280.000	15.160.000
Average	825.000	737.400	831.700	840.000	793.300	798.000

Source: Processed data

Table 6. Total Fixed Costs (TFC) of Respondents in One Month

No	Respondent	Depreciation Cost		Total Fixed Cost (TFC)
		Ship Body	Ship Engine	
1	Irw	74.500	130.200	204.700
2	Ahm	93.000	95.000	188.000
3	Res	83.000	188.000	271.000
4	Abd	57.000	87.500	144.500
5	Bon	102.000	94.000	196.000
6	Jam	36.000	73.000	109.000
	Total	445.500	667.700	1.113.200
	Average	74.250	111.283	185.533

Source: Processed data

Tabel 7. Total Variable Cost (TVC) of respondents in one month

No	Respondent	Variable Costs					Total Variable Cost
		Labor	Fuel	Port Retribution	Broker	Consumption	
1	Irw	4.800.000	1.377.000	90.000	180.000	360.000	6.807.000
2	Ahm	3.500.000	1.615.000	95.000	190.000	380.000	5.780.000
3	Res	4.800.000	1.453.500	95.000	190.000	380.000	6.918.500
4	Abd	4.650.000	1.377.000	90.000	180.000	360.000	6.657.000
5	Bon	3.100.000	1.453.500	95.000	190.000	380.000	5.218.500
6	Jam	4.650.000	1.615.000	95.000	190.000	380.000	6.930.000
	Total	25.500.000	8.891.000	560.000	1.120.000	2.240.000	38.311.000
	Average	4.250.000	1.481.833	93.333	186.667	373.333	6.385.167

Source: Processed data

Tabel 8. Net Income (NI) of Respondents in One Month

No	Respondent	Total Revenue (TR)	Total Cost (TC)	Net Income (NI)
1	Irw	14.850.000	7.011.700	7.838.300
2	Ahm	14.100.000	5.968.000	8.132.000
3	Res	14.970.000	7.189.500	7.780.500
4	Abd	15.230.000	6.801.500	8.428.500
5	Bon	14.280.000	5.414.500	8.865.500
6	Jam	15.160.000	7.039.000	8.121.000
	Total	88.590.000	39.424.200	49.165.800
	Average	14.765.000	6.570.700	8.194.300

Source: Processed data

Tabel 9. Analisis Revenue Cost Ratio (R/C) of Respondents in One Month

No	Respondent	Total Revenue (TR)	Total Cost (TC)	R/C Ratio
1	Irw	14.850.000	7.011.700	2,12
2	Ahm	14.100.000	5.968.000	2,36
3	Res	14.970.000	7.189.500	2,08
4	Abd	15.230.000	6.801.500	2,24
5	Bon	14.280.000	5.414.500	2,64
6	Jam	15.160.000	7.039.000	2,15

Source: Processed data

Figure



Figure 1 and 2. Passengers and Goods

(Source: Researcher Documentation)

DISCUSSION

The research conducted in Wakorumba District is a research using a descriptive approach. In this study the authors used as many as 6 respondents who have business activities on the sea transportation route from Lasiwa to Amolengo. The respondents studied were those who actually crossed this route and depended on their business on this crossing route. Taking the entire number of business actors as a population is in line with research conducted by Rompis (2019) entitled *Economic Aspects of Inter-Island Motorized Boat Transportation at the Tondano River Estuary, Manado City*. Research respondents who are entrepreneurs of sea transportation services on the Lasiwa-Amolengo route have characteristics based on age which are presented in table 1.

The data above shows that the research respondents who carry out trading business activities are those aged 20-35 years to more than 51 years. This classification is based on the distance interval which is divided into 3 age classes according to the age level of the respondent. The results in Table 3 illustrate that the entrepreneurs of sea transportation services on the Lasiwa-Amolengo sea transportation route are those who are mostly aged between 20-35 years. In addition, there are also those aged between 36 - 50 years and there are those who are more than 51 years old who carry out sea transportation service business activities. The connection with this research is to describe the need for sea transportation services that have an impact on the regional economy in Wakorumba District in order to improve their welfare.

Sea transportation service business activities that are carried out to earn income require knowledgeable and skilled workers. Trading experience makes every entrepreneur on this transportation route understand their own ability in the business to maintain their business. From the results of the interview itself, a business actor explained that the wages for crew members (ABK) were Rp. 100,000.00/day. It is different if the respondent crosses by charter. For chartered crew members will be given a salary of 50,000.00 each time. The wages for chartering themselves are smaller because the amount of cargo for chartered services is less compared to crossing by waiting in line.

Passengers and Goods

The Lasiwa-Amolengo route is one of the inter-island crossing routes carried out by the community and determined by the North Buton Regency Government as a service route that helps people to travel or move from Wakorumba District to Amolengo village and vice versa. Passengers who use sea transportation routes on the Lasiwa-Amolengo route in this study are people who have activities that cannot be separated from the use of sea transportation routes which are presented in figure 1 dan 2.

The goods in this study are operationalized as objects that are transported in transportation from Lasiwa port to Amolengo port. The goods referred to include agricultural products, livestock, and motorcycles. From the results of the research, the goods transported on this route are motorbikes and other luggage owned by passengers. for this crossing route

is always crowded by the transport of motorized vehicles. Meanwhile, other items are relatively smaller in size and weight. If there are business actors who get prospective passengers who carry goods that have a size or weight that even though they are subject to tariffs, then the passenger will prefer to charter the ship. This is considered safer because of the consideration of the size of the ship itself which has a smaller transport capacity. Or if the owner of the goods wants to cross with other passengers, he must discuss with the ship owner regarding the determination of the tariff for the transportation of his luggage.

Based on the table 3 above, it is explained that the average number of passengers crossing the Lasiwa Amolengo route is different but the amount is not too much different. From the table it can also be seen that the number of passengers is very influential in determining the amount of income that will be obtained by each respondent. The results of interviews with a respondent of sea transportation business actors on the Lasiwa-Amolengo route, information was obtained that passengers who use sea transportation services are not only people in the North Buton district, but people from outside North Buton district including people in the surrounding area of Buton Regency, North Buton Regency. Muna, South Buton Regency, and Baubau City. People outside North Buton district themselves feel that this route is very good to be used as an alternative if they want to travel to Kendari city by crossing to Amolengo village, especially for those who use vehicles such as motorbikes. In general, this crossing route is very effective for those who use motorbikes considering the travel time is faster than if they have to take other routes. The results of interviews with respondents also explained that it was not every day that they could make the crossing, this was caused by the erratic number of passengers every day so they had to wait in line to make the crossing as they had agreed. This crossing route is also always flooded with passengers during holidays or holidays.

Transportation Tariff

The level of transportation fares that will be determined depends on the nature of the demand for transportation services produced by the entrepreneur. Regarding the economic impact of trading activities on the Lasiwa-Amolengo sea transportation route, the owners of transportation services set tariffs for passengers and goods differently. The fare at this crossing is Rp. 30,000/person for each passenger, while for motorcycles, it is Rp. 50,000/unit. For passengers' own luggage, tariffs are very rarely imposed considering the relatively smaller size of the ship so that the ship's cargo is always filled with vehicles and people only. The results of interviews with motorboat owners, it was found that the pricing is flexible in the sense that the prices or tariffs for these transportation services are in accordance with the economic conditions of the community and are known by the local government.

Capital

Based on the data obtained in the field, it shows that the majority of respondents have a total capital of between Rp. 17,891,000 to Rp. 20,561,000. For more details about the amount

of capital owned by respondents can be seen in the table 4. Based on the table 4, it shows that most of the respondents have an amount of capital between Rp. 17,891,000 – Rp.20,561,000. This can be seen from 6 respondents as many as 3 people each have a capital amount of between Rp. 17,891,000 – Rp. 20,561,000. Furthermore, the respondent who has the least amount of capital is Rp. 15,000,000 – Rp. 17,890,000 as many as 1 person. Respondents who have the most amount of capital is Rp. 20,562,000 – Rp. 31,000,000 as many as 2 people.

Total Revenue

In every sea transportation business, the total revenue earned by business actors must be known about the amount of income, this aims to find out whether the business being carried out is profitable or even detrimental to the business actor. The revenue referred to in this study is the total amount of income earned by entrepreneurs for 1 month doing sea transportation business with the Lasiwa-Amolengo route starting from July 1 to 30, 2015. For more details, the size of the acceptance of sea transportation business actors in present in the following table 5. Based on the table 5, it can be explained that the total income of each respondent has a different amount. The biggest revenue obtained by respondents is Rp. 15,230,000/month while the lowest amount of income obtained by respondents is Rp.14,010,000/month. The difference in the amount of income is caused by several factors, including the number of working days of the respondent and also the number of passengers crossing this route. In addition, charter also has an important role in the respondent's source of income because it will be an alternative source of income when the number of passengers does not match the expectations of business respondents and is also encouraged by the needs of prospective passengers to cross.

Total Fixed Cost (TFC)

Total fixed costs (TFC) in this study include depreciation of equipment such as, depreciation of the ship's body and machinery. To find out the amount of total fixed costs (TFC) used in the sea transportation business on the Lasiwa-Amolengo route, it can be seen in the following table 6. Based on the table 6, it can be seen that the fixed costs (TFC) are the total costs incurred by sea transportation business actors on the Lasiwa-Amolengo route for one month. This cost includes the depreciation cost of the equipment used by the respondent. The highest total fixed cost (TFC) is Rp. 271,000/month with the lowest total fixed cost of Rp. 109,000/month, with an average amount of Rp. 185,533/month. The difference in the amount of this expenditure is caused by several things, namely the age of the ship itself which requires respondents to incur more maintenance costs. Then machines that cannot function properly such as suddenly breaking down when carrying passengers are sometimes experienced by sea transportation business actors. This is admittedly very disturbing for the respondents. The damage to this machine is also caused by the age of the machine itself and the lack of good maintenance on the machine. Then other costs that are deemed necessary to be fulfilled for the smooth running of the business.

Total Variable Cost (TVC)

Total variable cost is the total cost incurred by the respondent which can change according to the respondent's need for the respondent's sea transportation business. These changes can be caused by unstable fuel prices, crew salary needs, and other operational costs that must be adjusted by respondents. To find out the total variable cost (TVC) used by respondents in sea transportation business, it can be seen in the following table 7. Based on the table 7, it is explained that variable costs are the total costs incurred by respondents of sea transportation business actors which can change according to the needs of respondents of sea transportation business actors. These costs include labor costs, fuel, port retributions, brokers, and consumption. The highest TVC is Rp. 6,918,500/month with the lowest total variable cost (TVC) of Rp.5,218,500/month. While the amount of total variable costs on average issued by respondents is Rp. 6.385.167/month. The basic difference in the total amount of costs incurred by these respondents is caused by the instability of fuel prices, the amount of labor used and other operational costs. And for the fulfillment of their own fuel, respondents buy it from the diluents in the Lasiwa village. Respondents felt that purchasing fuel for this diluent was more effective than if they had to buy it themselves, which also required additional costs to achieve it. They prefer solutions that are fast and easy for respondents to reach.

Net Income (NI)

Net income is the result of the overall output generated after deducting the costs used during economic activities. So, the total amount of expenses incurred will be a deduction for the total income of the respondent for one month. for more details regarding the amount of net income issued by respondents can be seen in the following table 8. Based on the table 8, it can be seen that the total net income of each respondent in the sea transportation business is different, it can be seen that the highest net income is Rp 8,865,500/month while the lowest is Rp 7,780,500/month. For the average income of the entrepreneur himself is Rp. 8,194,300/month. The difference between the high and the low amount of income is caused by the cargo capacity of the ships used by the respondents, the large and small number of crossings, and the calculation of operational costs that the respondents incur in doing their business.

Analysis Revenue Cost Ratio (R/C)

Large income does not always indicate high efficiency. Therefore, revenue analysis is always followed by efficiency measurement. One measure of efficiency is Analysis of Revenue Cost (R/C) ratio which is the ratio (ratio) between profit (revenue) and cost (cost). If the R/C ratio analysis turns out to be greater than 1, it means that the sea transportation business activity on the Lasiwa-Amolengo route is profitable, if the R/C ratio is equal to 1, it means it is not profitable and does not suffer a loss, and if the R/C ratio is less than 1, it means the transportation activity suffers a loss. The higher the value of the R/C ratio of a business, the greater the profits obtained. For more details, the analysis of the respondents'

profits can be seen in the following table 9. Based on the table 9, it shows that the Lasiwa-Amolengo route sea transportation business is generally feasible to be developed. This is because the Revenue Cost Ratio is above 1 ($R/C > 1$). The highest R/C was 2.64 and the lowest R/C was 2.08. Based on the explanation in the table above, it shows that the ratio or ratio of R/C achieved by the respondents is quite varied. This is due to the difference in the income of sea transportation entrepreneurs and the difference in costs incurred in the crossing business on this route.

Sea transportation facilities in North Buton Regency also play an important role. The importance of sea transportation facilities in North Buton Regency, because this area is an archipelagic area that requires sea transportation facilities as a means of transportation from one area to another. The Lasiwa-Amolengo route is one of the routes in North Buton Regency which has a function to transport passengers from Lasiwa to Amolengo. In addition to the people in North Buton, this route is also of great interest to people outside North Buton, including those in Buton Regency, Muna Regency, South Buton Regency, and Bau-bau City. Generally, this route is crowded by passengers using motorbikes who will go to the city of Kendari and its surroundings by using the Lasiwa-Amolengo route.

The amount of income obtained by respondents in a period of one month is very diverse. however, the nominal difference is not too much different. This is caused by many factors, including the unstable number of passengers who make the crossing every day, the quality of the engine and body of the ship which sometimes requires business actors not to do the crossing, entrepreneurs who have to do the crossing by charter which results in a smaller amount of their income. when compared to following the queue of ships, then the factor is often changing sea conditions which are sometimes shady and sometimes also choppy which causes these transportation entrepreneurs to reduce the number of passengers or to the point that they do not cross.

In table 8 it is explained about the amount of net income received by respondents in one month it is explained that the business income received by entrepreneurs is quite large, this can be seen by the average number of respondents' incomes of Rp. 8,194,300/month. However, the unstable economy in the sense that the current high price of basic needs makes the fulfillment of income earned by respondents only focused on meeting basic needs. This results in income or the value obtained from the results of operations that sometimes cannot meet their daily needs so that respondents keep trying to improve their business activities.

Based on the Analysis of Revenue Cost (R/C) ratio which is the ratio between revenue and cost shown in Appendix 11, it can be seen that every additional one rupiah of costs incurred by respondents of sea transportation business actors can generate revenue of 2.25, this shows that the respondents of sea transportation business actors experience an advantage where any additional costs incurred by respondents of sea transportation business actors can generate revenues of 2.25.

In addition, with the new route that will be made by the local government near the

location of the Lasiwa-Amolengo crossing using a ferry, namely the Wakorumba Bajo-Amolengo route, business actors who cross the Lasiwa-Amolengo route will have a big impact. The real impact is that passengers will prefer to cross using a ferry. This is because prospective passengers feel more comfortable and safe if they cross by using a ferry. This is added again because for the number of ferry rentals it will definitely be cheaper if they do the crossing using a ferry.

Business actors must think of strategic steps to overcome the impact if the ferry is already operating. This is considered very important because if the ferry has been operating on the Wakorumba Bajo-Amolengo route, then business actors must be prepared with all possibilities, including if they have to look for other businesses.

CONCLUSION

Sea transportation business with the Lasiwa-Amolengo route with the number of respondents as many as 6 (six) entrepreneurs in Wakorumba District is one of the transportation services that can support the continuity of the mobilization of people and goods. Considering that this route is also one of the people's preferred routes for crossing because it is considered more effective. The results of the analysis show that the average sea transportation service business income reaches Rp. 8,194,300.00/month. Based on the results obtained from the ratio analysis or the efficiency of the use of the costs incurred, respondents of sea transportation service business operators with the Lasiwa-Amolengo route experienced an advantage where every additional one rupiah of costs incurred by respondents of sea transportation business actors could generate revenues of 2.25. The level of income earned by business actors is influenced by the price (fare) of transportation, the number of passengers and the number of goods loaded.

For the North Buton government, they need to think about the fate of business actors who use small boats because with the ferry, their business will be threatened to stop because passengers are more dominant will prefer to use ferry services.

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