

## ISLAMIC ECONOMIC DEVELOPMENT BASED ON LOCAL POTENTIAL: A STUDY OF FISHERIES SECTOR MANAGEMENT IN SAMBAS REGENCY

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### ABSTRACT

*This article examines Islamic economic development based on local potential through fisheries sector management in Sambas Regency, a coastal border area between Indonesia and Malaysia. Sambas has considerable fisheries potential, supported by a long coastline, three river basins, capture fisheries centers, and diverse fishery commodities. However, this potential has not yet produced optimal added value for coastal communities. This study employs a descriptive qualitative approach supported by Location Quotient, Dynamic Location Quotient, Shift Share, and SWOT analysis, using fisheries production and GRDP data from 2015 to 2019, government documents, observations, and interviews. The findings reveal that the fisheries sector is a leading and prospective base sector, indicated by an average LQ of 2.75 and DLQ of 1.17. The Shift Share analysis also shows positive sectoral growth, although competitive advantage remains limited in processing, logistics, and institutional capacity. From an Islamic economic perspective, these findings are interpreted through maqasid sharia, particularly the protection of life, wealth, and family welfare. Therefore, fisheries development in Sambas should be directed toward strengthening infrastructure, processing technology, human resources, fishermen institutions, and governance based on justice, transparency, and sustainability.*

**Keywords:** Coastal Welfare, Fisheries, Islamic Development Economics, Regional Development

### A. INTRODUCTION

Regional economic development in coastal areas requires a perspective that differs from development approaches that rely only on macroeconomic growth figures. Coastal regions hold potential for food production, employment, logistics, trade, and social identity. However, such potential does not automatically turn into welfare. Many coastal areas still face problems related to capital, technology, long marketing chains, and low product added value. In the context of Indonesia as an archipelagic country, the marine and fisheries sector should serve as one of the drivers of regional economies because it is directly connected to food supply, fishermen household income, and local trade activities (Dahuri & Nugroho, 2012).

Sambas Regency has a strategic position because it is located in the coastal border area between Indonesia and Malaysia, adjacent to Sarawak and the Natuna Sea. This region has a coastline of around 198 km, three river basins, and capture fisheries areas centered, among others, at PPN Pemangkat and PPI Selakau. These geographical conditions make fisheries more than an economic activity. Fisheries are also part of the social structure of coastal communities. In other words, the success of Sambas development cannot be separated from how the fisheries sector is managed, marketed, and supported by adequate institutions (Dinas Kelautan dan Perikanan Kabupaten Sambas, 2021).

Production and GRDP data show that the fisheries sector in Sambas Regency has real economic strength. Fisheries production in 2019 reached 21,741.26 tons, consisting of marine fisheries, inland public waters, and aquaculture. The GRDP value of the fisheries sector also increased from IDR 521.52 billion in 2015 to IDR 598.75 billion in 2019. These figures do not yet fully reflect maximum potential, since several field constraints remain, including limited port and road facilities, minimal processing technology, weak marketing capacity, and suboptimal export access for fisheries products from the border area (Badan Pusat Statistik Kabupaten Sambas, 2020; Zaputra, 2025).

From the perspective of Islamic development economics, local potential is not merely understood as a commodity that generates income. Local potential is a trust that must be managed based on the principles of tawhid, justice, public benefit, sustainability, and social responsibility. Islamic economics places welfare

as a goal that includes material needs, social security, wealth protection, quality of life, and generational sustainability. Therefore, fisheries development in Sambas should be directed toward increasing fishermen income while improving market structures, strengthening distribution ethics, and protecting the coastal environment (Beik & Arsyianti, 2017).

This study is important because the fisheries sector in Sambas Regency has been proven to hold a position as an economic base sector, yet it still needs a more focused management strategy. This article aims to analyze the potential of the fisheries sector as a basis for local economic development, explain its relevance to Islamic economic principles, and formulate management strategies that can promote the welfare of coastal border communities.

## B. METHOD

This research uses a descriptive qualitative approach enriched with simple quantitative analysis. The qualitative approach is used to examine the socioeconomic condition of coastal communities, fisheries sector management patterns, institutional barriers, and the relevance of Islamic economic principles in local development. The quantitative approach is used to strengthen the analysis of the economic base sector through Location Quotient (LQ), Dynamic Location Quotient (DLQ), Shift Share, and the SWOT matrix. The object of this research is the fisheries sector in Sambas Regency, particularly coastal areas and fisheries centers related to capture fisheries, inland public waters, and aquaculture. The data include fisheries production data, sectoral GRDP at constant 2010 prices, local government documents, field observation, and interviews with informants who understand the fisheries sector. The quantitative data period used in this study is 2015 to 2019, allowing changes in the role of the fisheries sector to be observed over time.

LQ analysis is used to determine whether the fisheries sector is a base or non-base sector. A sector is categorized as a base sector when its LQ is greater than one, because its contribution to the regional economy is larger than that of the reference region (Glasson, 1990; Suyatno, 2000). DLQ is used to examine the future prospects of the sector. Shift Share is used to read changes in economic structure through the components of general growth, industrial mix, and competitive advantage (Sjafrizal, 2014). SWOT is used to formulate strategies by linking strengths, weaknesses, opportunities, and threats found in the field (Wardoyo, 2011).

## C. RESULTS AND DISCUSSION

### Local Potential of the Fisheries Sector in Sambas Regency

The fisheries potential of Sambas Regency can be seen from the combination of geographical position, production, commodity diversity, and the presence of fishermen activity centers. The Natuna Sea and the North Natuna Sea are the main areas for capture fisheries. Meanwhile, the Sambas River, Paloh River, Selakau River, and Sebangkau River support inland public water fisheries. On the aquaculture side, Sambas has productive brackish-water ponds and freshwater areas spread across several districts. The commodities are not limited to common consumption fish, but also include shrimp, milkfish, jellyfish, and lobster.

Production data from 2015 to 2019 show that marine fisheries were the largest contributor. In 2019, marine fisheries production reached 13,500.25 tons, aquaculture reached 8,105.28 tons, and inland public waters reached 153.73 tons. Total production in 2019 increased sharply compared with 2018. This increase indicates the resilience of the fisheries sector, although production fluctuations in previous years suggest that production governance, recording systems, fishing seasons, and supporting facilities need to be strengthened.

Table 1. Fisheries Production in Sambas Regency, 2015-2019

Fisheries Subsector	2015	2016	2017	2018	2019
Marine fisheries	41,028.00	45,013.38	6,326.04	5,890.75	13,500.25
Inland public waters	683.66	795.43	121.05	139.14	153.73
Aquaculture	6,331.48	5,838.88	6,980.45	7,903.23	8,105.28
Total	48,043.14	51,647.69	13,427.54	13,933.12	21,741.26

Source: BPS Kabupaten Sambas, processed.

More specifically, the research document records marine fish potential that includes tuna, mackerel, Spanish mackerel, red snapper, bigeye, tamban, scad, pomfret, and cuttlefish. The production centers are located in Pemangkat, Selakau, Paloh, Jawai, South Jawai, Tangaran, and Salatiga. For brackish-water aquaculture, productive pond area is recorded at around 1,310.5 hectares out of a total potential area of 2,800 hectares, with commodities such as tiger shrimp, vannamei shrimp, milkfish, tilapia, and snapper. These figures show that local potential does not rely only on fish capture, but also on aquaculture development, post-harvest activities, and processed products.

The problem is that production potential has not always been followed by local added value. Limited processing technology means that surplus catches are often processed only into simple products such as salted fish or dried anchovies. At the same time, marketing chains remain long, so the price received by fishermen can be lower than the actual value of the product. In the border area, the suboptimal availability of export-supporting facilities, including quarantine and logistics services close to production centers, creates a risk that Sambas fishery products lose quality before entering broader markets.

## 2. Contribution of the Fisheries Sector to the Regional Economy

The contribution of the fisheries sector to the GRDP of Sambas Regency was relatively stable, ranging from 4.4 to 4.7 percent during 2015 to 2019. The average contribution of 4.5 percent may appear modest compared with the total GRDP structure. However, in regional development, contribution figures cannot be separated from the sector social function. Fisheries absorb coastal labor, support protein consumption, and activate small-scale economic chains, such as fish traders, processors, boat owners, ice suppliers, transportation services, and food businesses.

Table 2. GRDP Contribution of the Fisheries Sector in Sambas Regency

Year	Fisheries GRDP (Billion IDR)	Sambas Regency GRDP (Billion IDR)	Contribution (%)
2015	521.52	11,226.27	4.6
2016	553.30	11,813.97	4.7
2017	568.02	12,411.93	4.6
2018	574.67	13,036.21	4.4
2019	598.75	13,673.21	4.4
Average	-	-	4.5

Source: Sectoral GRDP of Sambas Regency at constant 2010 prices, processed.

The increase in fisheries GRDP from IDR 521.52 billion to IDR 598.75 billion shows nominal sector growth. Although its contribution slightly declined from 4.7 percent in 2016 to 4.4 percent in 2019, this sector remains important because it directly affects groups vulnerable to changes in weather, fuel prices, seasonal fluctuations, and market pressure. Through downstream strengthening, the contribution can increase not only from catch volume, but also from processing, packaging, cold storage, digital marketing, and access to interregional and cross-border markets.

At this point, Islamic economic development emphasizes that growth must move together with the distribution of benefits. Production increases that only benefit large traders or actors outside the region

cannot be called just development. The base sector needs to be directed toward improving fishermen bargaining position, ensuring price certainty, expanding access to *riba*-free or *sharia*-compliant financing, and protecting fishermen families during lean seasons.

### 3. Position of the Base Sector Based on LQ, DLQ, and Shift Share

The LQ results show that the fisheries sector in Sambas Regency is an economic base sector. During 2015 to 2019, the LQ value of the fisheries sector was consistently above one, with an average value of 2.75. This means that fisheries have a stronger level of economic specialization than the reference region. Furthermore, the DLQ value of 1.17 indicates that this sector is prospective, meaning that it remains worthy of being prioritized in local development (Zaputra, 2025).

Table 3. LQ and DLQ Values of the Fisheries Sector in Sambas Regency

Sector	LQ 2015	LQ 2016	LQ 2017	LQ 2018	LQ 2019	Average LQ	DLQ
Fisheries	2.72	2.80	2.78	2.72	2.74	2.75	1.17

*Source: LQ and DLQ analysis results from the research data.*

The LQ findings need to be read together with Shift Share so that the sector position is not seen only from its base status. In the Shift Share table, the fisheries sector has a positive total change of 77.23 and a positive competitive advantage component of 2.648. This indicates that the fisheries sector still has driving power in regional GRDP change. However, the industrial mix component is negative, so its net shift is categorized as declining. This condition does not mean that the fisheries sector is unimportant. On the contrary, the sector is both basic and prospective, but it requires policy intervention so that it does not remain trapped as a raw material producer with low added value.

Table 4. Summary of Shift Share Analysis for the Fisheries Sector in Sambas Regency

Sector	National Share (Nij)	Proportional Shift (Mij)	Differential Shift (Cij)	Total Shift Share (Dij)	NS	Description
Fisheries	115.004	-40.422	2.648	77.23	-37.774	Base sector, declining NS

*Source: Shift Share and net shift analysis results, processed.*

From a regional development perspective, these results lead to one important message: Sambas cannot rely only on increasing fish production. The region needs to improve its value-added structure. A more appropriate strategy is to strengthen post-harvest handling, cold storage, packaging, quality certification, marketing institutions, and production data. Without these improvements, increases in catch volume can easily leak to other regions through intermediaries, while coastal communities receive only small margins.

Within the framework of Islamic economics, such leakage of economic benefits needs to be corrected through the principles of justice and public benefit. The state and local government have a role in ensuring that market access, price information, production facilities, and financing are not controlled only by stronger actors. Small-scale fishermen need institutions that can balance their bargaining position, such as *sharia* fishermen cooperatives, coastal village-owned enterprises, joint processing units, or transparent trade partnerships.

### 4. Fisheries Management from the Perspective of Islamic Economics

Islamic development economics does not separate economic activity from moral values. Production, distribution, and consumption activities are directed toward achieving *falah*, namely welfare that includes both worldly and spiritual dimensions. In the fisheries context, *falah* can be understood as a condition in which fishermen earn decent income, coastal families have access to education and health, marine resources remain sustainable, and market transactions are conducted fairly. Development does not stop at output. It also examines who enjoys the benefits and how those benefits are obtained (Huda et al., 2015; Beik & Arsyianti, 2017).

The management of the fisheries sector in Sambas can be linked to maqasid sharia. First, hifz al-nafs, or the protection of life, is reflected in the role of fish as a source of protein and livelihood. When the fisheries sector is managed properly, communities obtain nutritious food and income that supports life. Second, hifz al-mal, or the protection of wealth, relates to increasing the economic value of catches, price certainty, access to capital, and the reduction of practices that harm fishermen. Third, hifz al-nasl, or the protection of family continuity, relates to the ability of coastal families to finance education, health, and the lives of the next generation.

In addition to maqasid, there are governance principles that must be maintained, namely resource sustainability, cultural preservation, economic principles, accountability, and transparency. Resource sustainability means that fishing activities must not damage marine ecosystems. Cultural preservation means that fishermen local knowledge must be respected. Economic principles mean that fisheries must provide decent income. Accountability and transparency mean that assistance programs, production data, facilities, and market access must be open so that they are not enjoyed only by certain groups.

This direction is consistent with the principles of tawhid, khalifah, and tazkiyah in Islamic economic development. Tawhid places economic activity as part of obedience to Allah. Khalifah positions humans as responsible managers of resources. Tazkiyah emphasizes the purification of economic behavior through justice, balance, and commitment to public benefit. Based on these principles, fisheries policy should not only pursue production, but also improve the distribution of benefits and protect the sea as a public trust (Huda et al., 2015; Qardhawi, 1997).

### 5. SWOT-Based Fisheries Sector Management Strategy

The SWOT identification shows that the fisheries sector in Sambas has strengths in the form of large capture potential, available human resources, increasing market demand, product diversity, and the presence of fishermen groups. Its weaknesses include the dominance of traditional fishermen, limited handling and processing capacity, seasonal production, and long marketing channels. The main opportunities arise from market access, physical infrastructure, government assistance programs, derivative business opportunities, and financial institutions. Threats that need to be anticipated include marine pollution, policies that are not yet integrated, limited investment, high fuel prices, illegal fishing, and weak fisheries sector data.

Table 5. Summary of SWOT Factors in the Sambas Fisheries Sector

Factor	Main Findings
Strengths	Large capture potential; available fishermen human resources; increasing market demand; diverse production types; existing fishermen groups.
Weaknesses	Fishermen remain largely traditional; low processing capacity; seasonal production; long marketing channels.
Opportunities	Available market access; supporting physical infrastructure; government assistance programs; derivative business opportunities; financial institutions.
Threats	Marine pollution; policies are not yet integrated; limited investment; high fuel prices; illegal fishing; inadequate sectoral data.

*Source: SWOT matrix from interviews and research data processing.*

Based on the matrix, management strategies can be formulated in four directions. The S-O strategy is directed toward improving infrastructure, such as road access to ports, cold storage, better fish auction facilities, packaging facilities, and logistics support. The W-O strategy is directed toward technological improvement, especially post-harvest technology, fish processing, storage, packaging, and digital marketing. The S-T strategy is directed toward human resource and institutional development so that fishermen can face fuel price pressure, market competition, and environmental change. The W-T strategy is directed toward extension services, training, and more regular information on production and prices.

Table 6. Alternative Fisheries Sector Management Strategies

Strategy	Policy Direction	Program Examples
S-O	Infrastructure improvement	Improvement of port access, cold storage, auction facilities, and border logistics.
W-O	Technology improvement	Training in fish processing, packaging, quality standards, and digital-based marketing.
S-T	Human resource and institutional development	Strengthening fishermen groups, sharia cooperatives, and transparent market partnerships.
W-T	Extension, training, and information	Price data centers, seasonal information, sea-safety education, and prevention of destructive fishing practices.

*Source: Processed from the research SWOT matrix.*

These strategies will be stronger if they are arranged within the framework of Islamic economic development. First, financing for fishermen can be directed toward sharia contracts that match their needs, such as murabahah for production equipment, mudharabah or musyarakah for processing businesses, and qardhul hasan for small-scale urgent needs. Second, zakat, infaq, sadaqah, and productive waqf can begin to be connected with coastal empowerment, for example through safety equipment assistance, business training, or the development of public facilities that support fishermen activities. Third, the local government needs to ensure that assistance programs do not stop at the distribution of equipment, but are accompanied by business mentoring and impact measurement on income.

The most urgent policy is to shorten the distance between production and high-value markets. Sambas is located in a border area, so it should be able to turn its geographic position into an economic advantage. Quarantine facilities, quality standards, logistics routes, and export information access need to be prepared closer to production centers. Without these facilities, the border area will remain an initial producer, while larger profits move to other areas with more complete trade infrastructure.

Fisheries development must also avoid an excessive exploitation perspective. The threats of illegal fishing, pollution, and destructive fishing gear can reduce resource sustainability. In Islamic economics, the prohibition of environmental damage is in line with the principles of amanah and maslahah. Therefore, every increase in production needs to be accompanied by fishing gear supervision, conservation education, and fair rule enforcement. Fishermen do not only need prohibitions. They also need reasonable economic alternatives so that they are not pushed toward destructive practices when fishing costs rise.

#### D. CONCLUSION

This study concludes that fisheries management in Sambas Regency has strategic potential to become a foundation for Islamic economic development based on local resources. The findings show that the fisheries sector is not only statistically important as a base and prospective sector, as indicated by the LQ, DLQ, GRDP, and Shift Share results, but also socially significant as a source of livelihood for coastal border communities. The main contribution of this study lies in linking regional economic analysis with the Islamic economic framework, particularly maqasid sharia, to demonstrate that fisheries development should not be measured solely by production growth, but also by its ability to protect life, wealth, family welfare, justice, and sustainability.

The results indicate that Sambas Regency possesses strong fisheries potential, but this potential has not yet been fully transformed into optimal added value for coastal communities. Therefore, fisheries development must move beyond production-oriented policies toward value-added strengthening, fair market access, institutional empowerment, and sustainable resource

governance. In this context, Islamic economic development provides an ethical and practical framework for ensuring that fisheries management supports equitable benefit distribution, transparency, fishermen's bargaining power, and the long-term welfare of coastal households.

Based on these findings, several policy recommendations can be proposed. Local government should strengthen fisheries infrastructure, cold chain systems, processing facilities, market access, and data-based policy planning. Fishermen institutions should be empowered through cooperatives, joint business groups, and stronger collective bargaining mechanisms. Islamic economic actors, including sharia financial institutions, zakat and waqf institutions, and halal business networks, should be involved in providing inclusive financing, business assistance, and value-chain development. In addition, universities and extension agencies should support coastal community empowerment through training, technology transfer, entrepreneurship education, and sustainable fisheries awareness. Through these integrated efforts, the fisheries sector in Sambas Regency can become not merely a regional economic base sector, but a genuine instrument of Islamic economic development and welfare improvement for coastal border communities.

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