

## VALUE ADDED ANALYSIS OF SALTED FISH PROCESSING IN REBO VILLAGE, SUNGAILIAT DISTRICT, BANGKA REGENCY

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### Abstract

The salted fish processing business is undertaken to enhance the shelf life of fisheries products in the post-harvest stage through processing and preservation methods, as well as to generate profit from the sale of salted fish products. These processing and preservation activities necessitate an analysis of the added value derived from transforming fresh fish into salted fish. This study aims to analyze the value added of processing fresh fish into salted fish in Rebo Village, Sungailiat District, Bangka Regency. The research method employed is a case study with a census technique covering all salted fish business operators. There are eight salted fish business operators who serve as respondents, categorized into two groups: large-scale enterprises and small-scale enterprises. Data analysis was conducted descriptively and quantitatively using the Hayami method to calculate the value added generated by processing activities. The results indicate that most fish species processed exhibit high value-added ratios (>40%), including lesi, tamban, ciu, and liban fish, while teri falls in the moderate category. A high value-added ratio of salted fish (>40%) indicates that for every Rp 100 of product value, it contains a minimum added value of Rp 40. The high value added demonstrates that salted fish processing significantly enhances the product's economic value through the difference between output and input values, while also contributing to labor income and entrepreneurial profit. However, the variation in value-added ratios across fish species suggests opportunities for efficiency improvements and innovation, particularly for commodities still in the moderate category. Overall, the salted fish processing business in Rebo Village has strong prospects for development as a local-resource-based agroindustry to improve community income.

**Keywords:** Production Process; Raw Material; Utilization; Value Added; Hayami Method.

### INTRODUCTION

Indonesia is an archipelagic nation with enormous fisheries resource potential, encompassing both capture fisheries and aquaculture. The majority of Indonesia's territory consists of waters, making the fisheries sector strategically important in supporting the national economy, ensuring food provision, and absorbing labor. This potential has driven the growth of various fisheries-based enterprises, including marine product processing to enhance product value added (Hasiani & Ash'ari, 2024).

Bangka Belitung Islands Province is one of the regions with considerable fisheries potential, as evidenced by consistently increasing fish production over the years, from 203.281 tons in 2014 to 228.520 tons in 2018. Fish production in this region not only serves domestic consumption needs but also provides raw materials for the fisheries processing industry. Bangka Regency, particularly Sungailiat District, is one area with high fish production that significantly contributes to the region's total fisheries output (Sari et al., 2020).

The processing of fresh fish into salted fish is carried out through a salting and drying process aimed at reducing the moisture content to inhibit the growth of spoilage-causing microorganisms. In addition to extending shelf life, this processing also adds value to the fish product. This is reflected in the price differential between fresh and salted fish, where salted fish prices tend to be higher, thereby offering profit opportunities for business operators (Supriadi et al., 2021). The high fish production in Rebo Village, Sungailiat District, creates substantial opportunities for the development of fish processing businesses. Rebo Village is recorded as having higher marine fish production compared to other areas, as shown in the table below that the highest sea fish production is in Rebo Village, at 12,275.9 tons. This potential is very

supportive for developing businesses in the fisheries sector, one of which is the salted fish business in Rebo village (Statistics Indonesia, 2018). Salted fish is a traditional processed product widely consumed by the population due to its relatively affordable price, accessibility, and longer shelf life compared to fresh fish (Sartika et al., 2022).

**Table 1. Number of Fishermen and Marine Fish Production in Sungailiat District 2017**

Sub-district/Village	Production 2017(Tons)	Fishermen 2017 (People)
Kenanga	-	24
Rebo	12.275,90	128
Parit Padang	359,90	92
Sri Menanti	-	12
Sungailiat	5.806,68	2.786
Kudai	8,60	36
Sinar Baru	706,80	184

(Source: Statistics Indonesia, 2018)

Current conditions indicate that the salted fish processing business in Rebo Village faces various challenges, including limited capital, fluctuations in raw material availability, and weather conditions affecting the drying process. The number of business operators has even declined from 12 to 8 units, indicating sustainability challenges. These conditions necessitate a further analysis that not only assesses business feasibility but also measures value added as a key indicator for improving the competitiveness and sustainability of the fisheries agroindustry (Sari et al., 2020).

Therefore, this study is a continuation of previous research, specifically focusing on value-added analysis of salted fish processing to complement earlier findings. This analysis is expected to provide a more comprehensive understanding of the economic benefits of processing activities, serving as a basis for policy-making and business development strategies for salted fish in Rebo Village, Sungailiat District, Bangka Regency.

## RESEARCH METHODS

### Research Type and Design

The data used in this study consisted of primary and secondary data. Primary data were obtained directly through field observation, documentation, and interviews using questionnaires administered to salted fish business operators. Secondary data were collected through literature reviews from various sources such as books, journals, and previous theses, as well as data from relevant government agencies, including the Central Statistics Agency and the Fisheries Service.

### Location and Time of Research

This study was conducted in Rebo Village, Sungailiat District, Bangka Regency. The location was purposely selected on the grounds that Rebo Village is one of the salted fish processing areas in Sungailiat District. The study was conducted from September to December 2019.

### Data Analysis Technique

The data analysis technique in this study is the Hayami method (1987). Value-added calculation format refers to journals of agroindustry engineering and management, agricultural crop research journals, agribusiness and fisheries scientific journals (Agrikan UMMU-Ternate), and industrial engineering scientific journals. This format is typically used to analyze data by processing the collected data as obtained in the field according to the Hayami calculation format. The Hayami calculation format is as follows:

**Table 2. Value Added Analysis Format**

No	Variable	Notation
<b>Output, Input dan Price</b>		
1.	Production Output (Kg/Production Process)	A
2.	Raw Material (Kg/Production Process)	B
3.	Labor (Hok/Production Process)	C
4.	Conversion Factor (Kg Output/Kg Raw Material)	$D = A/B$
5.	Labor Coefficient (HOK/Kg Raw Material)	$E = C/B$
6.	Output Price (Rp/Kg)	F
7.	Average Labor Wage (Rp/ Production Process)	G
8.	Raw Material (Rp/Kg)	H
9.	Other Input Contribution (Rp/Kg Output)	I
10.	Output Value (Rp/Kg)	$J = D * F$
11.	Added Value (Rp/Kg)	$K = J - H - I$
	Added Value Ratio	$L\% = K/J * 100\%$
12.	Labor Income (Rp/Kg)	$M = E * G$
	Labor Share (%)	$N\% = M/K * 100\%$
13.	Profit (Rp/Kg)	$O = K - M$
	Profit Share (%)	$P\% = O/J * 100\%$
14.	Margin (Rp/Kg)	$Q = J - H$
	a. Labor Income (%)	$R\% = M/Q * 100\%$
	b. Other Input Contribution (%)	$S\% = I/L * 100\%$
	c. Profit (%)	$T\% = O/Q * 100\%$

(Source: Akmar et al., 2024)

**Table 3. The Input for Value Added Analysis**

Indicators	Lesi	Tamban	Teri	Ciu	Liban
<b>Large Scale</b>					
Production Output (Kg/Production Process)	185.0	6.42	111.50	4.34	81.58
Raw Material (Kg/Production Process)	560.5	19.44	337.70	13.14	247.20
Labor (HOK/Production Process)	5.43	0.18	3.27	0.12	2.39
Conversion Factor	0.33	0.33	0.33	0.33	0.33
Output Price (Rp/Kg)	22,000	18,000	38,000	16,000	21,000
Average Labor Wage (Rp/HOK)	85,000	85,000	85,000	85,000	85,000
Raw Material Price (Rp/Kg)	4,000	2,000	8,000	1,000	2,000
Other Input Contribution (Rp/Kg Output)	162.58	162.58	162.58	162.58	162.58
<b>Indicators</b>	<b>Lesi</b>	<b>Tamban</b>	<b>Teri</b>	<b>Ciu</b>	<b>Liban</b>
<b>Small Scale</b>					
Production Output (Kg/Production Process)	54.85	2.95	136.4	2.41	70.76
Raw Material (Kg/Production Process)	166.22	8.95	413.3	7.29	214.4
Labor (HOK/Production Process)	1.47	0.08	3.67	0.06	1.90
Conversion Factor	0.33	0.33	0.33	0.33	0.33
Output Price (Rp/Kg)	22,000	18,000	38,000	16,000	21,000
Average Labor Wage (Rp/HOK)	85,000	85,000	85,000	85,000	85,000
Raw Material Price (Rp/Kg)	4,000	2,000	8,000	1,000	2,000
Other Input Contribution (Rp/Kg Output)	191.53	191.53	191.53	191.53	191.53

(Source: Primary Data, 2019)

The calculation steps of the Hayami method are as follows:

1. Calculate the conversion factor by determining the ratio of production output (kg/production process) to raw material (kg/production process).

2. Calculate the output value by multiplying the conversion factor by the output price (Rp/kg)
3. Calculate the value added by finding the difference between the output value (Rp/kg), raw material price (Rp/kg), and other input contributions (Rp/kg output). Added value is based on Hidayat & Suryani (2012); value added is the difference between the output value and the costs of materials and input management. This analysis uses the Hayami et al. (1987) method, categorized by business scale: large scale with initial capital exceeding Rp 100,000,000 and small scale with initial capital below Rp 100,000,000.

## RESULTS AND DISCUSSION

### Business Profile and Salted Fish Production Process

The salted fish processing business in Rebo Village has been operating since 2004, with eight active business units currently in operation. None of these units is officially registered with the Bangka Regency Industry and Trade Service, indicating that management remains traditional, and they are categorized as Small and Medium Enterprises (Usaha Kecil Menengah / UKM) as regulated under Law No. 20 of 2008 (Republic of Indonesia, 2008). The types of fish used as raw materials include Lesi (*Sardinella* sp.), Tamban (*Spratelloides gracilis*), Teri/Anchovy (Family Engraulidae), Ciu (*Saurida leptolepis*), and Liban (*Siganus* sp.). Fishing activities occur in two seasons: May–June and September–December, with production halted outside these periods. The average volume of fresh fish raw material processed per production cycle reaches approximately 1,000 kilograms.

The salted fish processing is conducted traditionally through several sequential stages, including washing, salting using a combined wet and dry method, boiling, sun-drying, packaging, and storage. The boiling stage aims to extend the product's shelf life by eliminating spoilage bacteria (Hadiwiyoto, 1993). In the salting process, salt is applied directly to the fish surface, which is then soaked in concentrated brine as a combination of both methods. A key competitive advantage of Rebo Village's salted fish products is the absence of harmful preservatives, including formalin. The raw materials used in the salted fish business in Rebo Village are not bycatch or leftover fish from fishermen's sorting, but rather fresh fish specifically intended for processing into salted fish.

### Production and Raw Material

In large-scale businesses, the most widely used raw material is lesi fish at 560.5 kg of fresh fish per production process, yielding 185 kg of salted fish. In contrast, ciu fish is the least used raw material (13.14 kg). In small-scale businesses, the dominant raw material shifts to teri at 413.3 kg, yielding 136.4 kg of salted fish, while ciu remains the least used (7.29 kg). The conversion factor for both scales is 0.33, meaning that every 1 kg of fresh fish yields 0.33 kg of salted fish.

### Labor Utilization

Labor utilization was measured using the unit of Man-Day (Hari Orang Kerja / HOK), where one HOK is equivalent to 12 working hours. The HOK value was calculated by taking into account the number of workers involved and the duration of work within a single production cycle of salted fish, using the following formula:

$$\text{HOK} = (\text{number of workers} \times \text{working hours}) / 12 \text{ hours}$$

In large-scale businesses, the average labor requirement reached 11.42 HOK per production cycle. This figure reflects the cumulative labor input across all stages of the processing chain, including washing, salting, boiling, drying, packaging, and storage. Among the various fish species processed, lesi fish recorded the highest labor demand at 5.43 HOK.

This was attributed to the larger volume of raw material processed compared to other fish species. The value of 5.43 HOK was derived from the involvement of 6 workers with an average working duration of 10.86 hours per production cycle, yielding the following calculation:

$$\text{HOK} = (6 \times 10.86) / 12 = 5.43 \text{ HOK}$$

In small-scale businesses, the average labor requirement was recorded at 7.20 HOK per production cycle. Teri was the fish species with the highest labor absorption at 3.67 HOK, as its processing demands greater precision, particularly during the washing, boiling, and drying stages. The value of 3.67 HOK was obtained from the involvement of 4 workers with an average working duration of 11 hours per production cycle, calculated as follows:  $\text{HOK} = (4 \times 11) / 12 = 3.67 \text{ HOK}$ .

The labor coefficient for both scales of enterprise was identical, at 0.009 HOK per kilogram of raw material. This indicates that every kilogram of fresh fish processed requires a labor input of 0.009 HOK. This coefficient was obtained by comparing the total HOK against the total amount of raw material used within a single production cycle. Meanwhile, the average labor wage across both enterprise scales was Rp 85,000 per HOK, representing the midpoint between the male worker wage of Rp 100,000/HOK and the female worker wage of Rp 70,000/HOK.

Other input contributions include electricity costs, water costs, and equipment depreciation. In large-scale businesses, the other input contribution value is Rp 162,58 per kg of output, derived from an average electricity cost of Rp 6,666 per production process and depreciation costs of Rp 56,552 per production process. In small-scale businesses, the other input contribution is slightly higher at Rp 191,53 per kg of output, derived from electricity costs of Rp 6,666 and equipment depreciation of Rp 44,547 per production process. All salted fish operators do not purchase water, so the water cost is Rp 0. The difference in other input contribution values between the two scales is attributable to the use of drying racks in small-scale operations that are not used in large-scale operations, thereby adding to depreciation costs in small-scale businesses.

### Value Added

Value added is obtained from the difference between output value, raw material price, and other input contributions (electricity and equipment depreciation). Based on the analysis results, the output value at both large and small scales did not show any significant difference (**Table 4**). The highest output value was recorded by Teri, at Rp 12,547/kg for large-scale and Rp 12,541/kg for small-scale, while the lowest output value was recorded by ciu at Rp 5,280/kg. The high output value of Teri is closely related to the relatively higher selling price of processed salted fish compared to other fish species.

At the large scale, the highest added value was achieved by liban at Rp 4,768/kg, while the lowest added value was recorded by lesi at Rp 3,099/kg. A similar pattern was also observed at the small scale, where liban again yielded the highest added value at Rp 4,738/kg and lesi recorded the lowest at Rp 3,068/kg. The high added value of liban was driven by its relatively low raw material cost, while the selling price of its processed product remained high, and the processing time is shorter due to its smaller physical size, resulting in lower costs (La Kamisi, 2011).

The value-added ratio is used to measure the efficiency of the processing. Mubarok et al. (2015) stated the value-added ratio categories based on Hayami et al. (1987) are: low (<15%), moderate (15–40%), and high (>40%). The analysis results show that the value-added ratios of lesi, tamban, ciu, and liban salted fish on both business scales fall into the high category (>40%). Meanwhile, Teri salted fish falls into the moderate category, with ratios of 34.94% at large scale and 34.68% at small scale. The lower value-added ratio for Teri is due to its high output value (attributable to its high selling price), which becomes a large denominator in the ratio calculation, even though its absolute value added is actually the highest among all fish types.

**Table 4. Value Added of Fresh Fish Processing into Salted Fish in Rebo Village (2019)**

Indicators	Lesi	Tamban	Teri	Ciu	Liban
<b>Large Scale</b>					
R/C Ratio	1.28	1.62	1.30	1.97	1.89
Output Value (Rp/Kg)	7,261	5,940	12,547	5,280	6,930
Added Value (Rp/Kg)	3,099	3,777	4,384	4,117	4,768
Value Added Ratio (%)	42.67	63.59	34.94	77.98	68.79
Labor Income (Rp/Kg)	765	765	765	765	765
Labor Share (%)	24.69	20.25	17.45	18.58	16.04
Profit (Rp/Kg)	2,334	3,012	3,619	3,352	4,003
Profit Share (%)	32.14	50.71	28.84	63.48	57.76
Margin (Rp/Kg)	3,261	3,940	4,547	4,280	4,930
Labor Income Margin (%)	23.46	19.42	16.82	17.87	15.52
Other Input Contribution Margin (%)	4.98	4.12	3.58	3.80	3.30
Profit Margin (%)	71.56	76.46	79.60	78.33	81.18
<b>Small Scale</b>					
R/C Ratio	1,25	1,34	1,20	1,83	1,56
Output Value (Rp/Kg)	7,260	5,940	12,541	5,280	6,931
Added Value (Rp/Kg)	3,068	3,748	4,349	4,088	4,738
Value Added Ratio (%)	42.26	63.10	34.68	77.43	68.37
Labor Income (Rp/Kg)	765	765	765	765	765
Labor Share (%)	24.93	20.41	17.59	18.71	16.14
Profit (Rp/Kg)	2,303	2,983	3,584	3,323	3,973
Profit Share (%)	31.72	50.22	28.58	62.94	57.32
Margin (Rp/Kg)	3,260	3,940	4,541	4,280	4,931
Labor Income Margin (%)	23.47	19.42	16.85	17.87	15.51
Other Input Contribution Margin (%)	5.88	4.86	4.22	4.48	3.88
Profit Margin (%)	70.65	75.72	78.93	77.65	80.61

(Source: Primary Data, 2019)

### Value Added Distribution: Labor and Profit

Labor income is obtained by multiplying the labor coefficient by the average labor wage. The average labor income at a large scale is Rp 765/kg of raw material, while at a small scale it is Rp 765/kg of raw material. The highest labor share (percentage of labor income relative to value added) on both scales is found in lesi fish processing, at 24.69% (large scale) and 24.93% (small scale), indicating that lesi fish processing requires a more labor-intensive allocation compared to other fish types.

Profit is the difference between value added and labor income. The highest profit at large scale is found in liban salted fish at Rp 4,003/kg, while the lowest is in lesi salted fish at Rp 2,334/kg. At a small scale, the highest profit is also from liban (Rp 3,973/kg) and the lowest from lesi (Rp 2,303/kg). The highest profit share (profit as a percentage of output value) is from ciu salted fish at 63.48% (large scale) and 62.94% (small scale), while the lowest is from teri/anchovy at 28.84% (large scale) and 28.58% (small scale).

### Margin and Its Distribution

Margin is the difference between the output value and the raw material price. The highest margin on both scales is from liban salted fish, at Rp 4,930/kg (large scale) and Rp 4,931/kg (small scale), while the lowest is from lesi salted fish at Rp 3,261/kg (large scale) and Rp 3,260/kg (small scale). Margin distribution consists of: (1) labor income margin, (2) other input contribution margin, and (3) profit margin. Profit margin dominates the margin distribution for all fish types, with the highest from liban at 81.18% (large scale) and 80.61% (small scale), and

the lowest from lesi at 71.56% (large scale) and 70.65% (small scale). The highest other input contribution margin is from Lesi at 4.98% (large scale) and 5.88% (small scale), reflecting higher operational costs per kilogram of raw material in Lesi processing.

Differences between large- and small-scale processing are related to labor utilization and the contribution of other inputs. Labor utilization in small-scale businesses was relatively similar to that in large-scale businesses. The contribution of other inputs in small-scale processing was slightly higher because large-scale processors did not use drying racks, thereby reducing costs associated with other input components. The output value of fresh fish processing into salted fish was nearly identical between the two scales; however, the added value in small-scale processing was slightly lower than that in large-scale processing. The R/C ratio analysis of large-scale enterprises revealed that all processed fish species obtained values greater than 1. The highest R/C ratio was recorded by ciu at 1.97, followed by liban at 1.89, tamban at 1.62, teri at 1.30, and lesi at 1.28. At the small-scale enterprises, the highest R/C ratio was also recorded by ciu at 1.83, followed by liban at 1.56, tamban at 1.34, lesi at 1.25, and teri at 1.20. The fact that all R/C ratio values exceeded 1 at both enterprise scales indicates that every unit of cost incurred generated greater revenue, thereby confirming that the processing of fresh fish into salted fish in Rebo Village is profitable and viable for continued operation and development. This is consistent with Reswita (2014) study on the feasibility of salted fish processing in Sumber Jaya, Kampung Melayu, Bengkulu City, which also demonstrated R/C ratios greater than 1, particularly for liban and ciu fish types.

## CONCLUSIONS AND SUGGESTIONS

The salted fish processing business in Rebo Village, Sungailiat District, Bangka Regency, demonstrates that most fish species processed fall into the high-value-added category, while teri remains in the moderate category. This indicates that the processing of fresh fish into salted fish is capable of significantly enhancing the economic value of the product through the difference in value between raw materials and processed products. The high value added reflects that the processing activities have been operating with sufficient efficiency and are capable of generating reasonable profits for business operators. Additionally, the value added generated also makes a positive contribution to the improvement of labor income and entrepreneurial profits, making this business important in supporting the local economy. However, the variation in value-added levels across fish species indicates remaining opportunities for efficiency improvement and innovation, particularly for commodities whose value added has not yet reached its optimal level. Thus, the salted fish processing business in Rebo Village has strong prospects for continued development as a sustainable fisheries agroindustry.

Salted fish processing business operators in Rebo Village are advised to gradually increase production scale while maintaining efficiency in the use of production factors, particularly raw materials, labor, and operational costs. The adoption of more effective processing technologies, such as more hygienic drying systems independent of weather conditions, should be pursued to improve product quality while reducing production costs. On the other hand, the government and relevant stakeholders are expected to provide support through easier access to capital, processing technology training, and sustainable business management assistance. Strengthening business institutions and market access, including the utilization of digital media, is also an important step to improve product competitiveness. Future research is recommended to examine marketing aspects, supply chains, and product innovation in greater depth so that the value added, which is already considered high, can be continuously improved and capable of driving the sustainability and development of the salted fish processing business in the future.

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