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# Women's Contribution as Intermediary Traders to Family Income in Southeast Buku Village, Belang District, Southeast Minahasa Regency, North Sulawesi Province

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**Abstract**— Southeast Buku Village is located in Belang District, Southeast Minahasa Regency where some of the residents in this village make a living as a fresh fish intermediary trader. In general, those who carry out activities as intermediary traders are men or husbands because sometimes they have to work at night. However, there is one thing that is different in this Southeast Buku Village, namely that women who carry out activities as middlemen are women. Some of the housewives who live in this Southeast Buku Village are women with multiple professions, namely apart from working as housewives at home, they also work as traders of fresh fish to help their husbands increase family income. This profession has been carried out by some women in the Southeast Buku Village. This study aims to examine and determine the role of the wife as a housewife and as an intermediary trader as well as to analyze the income of women as intermediary traders in Southeast Buku Village, and to determine the contribution of women's income as intermediary traders to family income. The data obtained will be processed and analyzed descriptively qualitatively and descriptively quantitatively. Qualitative descriptive analysis is used to provide discussions of qualitative data related to existing theories. The results of the analysis show that the domestic role is the role that a wife should do such as cooking, washing, sweeping, etc. A woman middleman in Southeast Buku Village spends 5 hours a day. While the role of the public, namely work outside the home such as being an intermediary trader, spends 6 hours a day. The results of the analysis also found that the contribution of women's income to family income was 49.42%. This shows that women as intermediary traders contribute enough to the total family income in meeting family needs.

**Keywords**— *Contribution, Intermediary Merchant Income, Southeast Buku Village.*

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## I. INTRODUCTION

The family as the smallest social unit in society is an institution that is most responsible for ensuring the welfare of its family members, be it social welfare, economy, and survival. Thus, the needs in a household can get bigger and more complex, and various problems arise. It can be overcome jointly by all family members, and all family members can contribute according to their respective abilities (Sunarijati et al, 2000).

A mother or female member in the household, can make a significant contribution in ensuring her survival, especially economic contributions. However, in most of our society, women's participation in their economic contribution is sometimes underestimated and considered only as a side income. The image that men are the breadwinners in a household is so inherent in people's lives, as a result, women work only as extras. Meanwhile, we see how big the contribution of working women to the household economy is.

Women have the potential to contribute to household income, especially poor households. In poor households, female household members enter the labor market to increase household income which is felt to be insufficient. The results of research conducted by Mariun (2004), showed that out of 53.44 percent of working women, 72.79 percent were permanent workers, meaning that women had certainty in obtaining income. Yuniarti and Haryanto (2005) the income of women workers in the clothing industry has a significant contribution to increasing family income. The contribution of women can be said as a safety valve or a support for poor households to meet their basic daily needs. Family income consists of income earned by a working husband plus income earned by a working wife. A woman who contributes to the household both in the form of financial (income) and other contributions such as reproductively taking care of the household (Haryanto, 2008).

According to Putong (2002) income is all types of income, including income earned without providing any activities that are received by residents of a country.

Husband's income does not reflect household income. It is possible that household income also comes from non-work income, such as income from wealth and so on. The high and low family income is determined by the husband's income, but the wife's income is not necessarily influenced by the high and low income of the husband (Elfindri, 2003).

According to Harmaizar (2008), a business or it can also be called a company is a form of business that carries out activities permanently and continuously with the aim of obtaining profits, whether organized by individuals or business entities in the form of legal entities or not in the form of legal entities, which are established and domiciled in an area within a country.

According to Indriyo (2000), intermediaries are an important element in the distribution channel, because the presence of intermediaries in the distribution channel will help overcome the time gap between the production process and the use of the product by consumers.

Southeast Buku Village is one of the villages in Belang District, Southeast Minahasa Regency where most of the residents in this village make a living as a fresh fish intermediary trader. In general, those who carry out these activities as middlemen are men or are carried out by a husband because sometimes they have to move at night. These intermediary traders have to wait for the fishing boats to arrive at Belang port even though it is already night and then buy fish and sell them again in different places, namely in markets outside Belang District. However, there is one thing that is different in this

Southeast Buku Village, namely that women who carry out activities as middlemen are women. Some of the housewives who live in this Southeast Buku Village are women with multiple professions, namely apart from working as housewives at home, they also work as traders of fresh fish to help their husbands increase family income. This profession has been carried out for many years but so far the income of women intermediary traders against family income in general has not been studied. Likewise, the role of the wife as a housewife and as an intermediary is quite interesting to study. Therefore, this study was conducted to find out how much the income contribution of women intermediary traders to family income in Southeast Buku Village is also the wife's role as housewives and as intermediary traders.

## II. RESEARCH METHODS

### 1. Basic Research Method

The method that will be used in this research is the survey method. Survey is a research conducted by collecting data, investigating, and interpreting data in general as available in the field (Creswell, 2009).

### 2. Sampling Method

The sampling method used purposive sampling, which is a sampling technique based on certain considerations such as population characteristics or previously known characteristics (Notoatmodjo, 2010). Respondents in this study were women as housewives who worked as intermediary traders of fresh fish in the Southeast Buku Village who had experience as intermediary traders for more than 1 year as many as 10 respondents.

### 3 Data Collection Techniques

#### 3.1 Observation

Collecting data using direct observation method. Primary data were obtained from women who work as intermediary traders in the Southeast Buku Village, Belang District, by direct observation through observation, interviews and filling out questionnaires. Meanwhile, secondary data is obtained from agencies related to the research to be carried out.

The author uses a nonpartisan observation method that is observing looking for data from various facts that have to do with the problem.

#### 3.2. Interview

The interview method takes place orally where two or more people face to face listening directly to information or statements (Supardi, 2006). In addition to interviews, questionnaires were also filled in to obtain information

about the contribution of women's income as intermediary traders to family income.

**4 Data Analysis**

The data obtained will be processed and analyzed descriptively qualitatively and descriptively quantitatively. Qualitative descriptive analysis is used to provide discussions of qualitative data using the author's own sentences related to the existing theory. Qualitative descriptive analysis is data processing that is carried out through logical considerations with systematic writing discussions and this data is not in the form of numbers, while quantitative descriptive analysis is data in the form of numbers or data processing with addition, subtraction, division and percentage. The analyzed data is then interpreted as the result of the research.

Income is the difference between revenue and all costs incurred during business activities (Sukartawi, 1995). To calculate the amount of income, the following formula can be used:

$$TR = p \cdot Q$$

Note.: TR = *Total Revenue* (Total Revenue expressed in Rp)

p = *Price* (Price expressed in Rp)

Table 1. Regional Division and Population of Southeast Buku Village

Area	Population			Percentage (%)
	Man (Soul)	Female (Soul)	Quantity (Soul)	
Guard I	114	109	223	30,92
Guard II	133	121	254	35,22
Guard III	51	48	99	13,73
GuardIV	76	69	145	20,11
Total	374	347	721	100

Source: Southeast Buku Village Office, 2020.

The following table shows that more people by region are in Guard II with a total of 254 people (35.22%) compared to guard I, III, and IV.

**1.2 Profile of Women Brokers as Respondents**

The profile of women intermediary traders in the Southeast Buku Village, Belang District, Southeast Minahasa Regency can be described as follows:

**1.2.1 Age**

The age distribution of the respondents can be seen in the following table:

Table 2. Age Distribution of Respondents

No	Age	Total	Percentage (%)
1	32-49	7	70
2	50-62	3	30
	Total	10	100

Source: Primary Data, 2020

Table 2 shows that the age distribution of female intermediary traders is the largest age distribution of 32 - 49 years, amounting to 7 respondents with a percentage of 70%, while the lowest is the age distribution of 50 - 62 years of 3 respondents with a percentage of 30%. From these data it can be concluded that the respondents of female intermediary traders are of productive age.

$$Q = \text{Quantity (Amount of Production)}$$

To calculate the contribution of women's income to family income according to Farida (2011) the following formula is used:

$$\text{Contribution of Women} = \frac{\text{Women's Income}}{\text{Total Income}} \times 100$$

**III. RESULTS AND DISCUSSION**

**RESULTS ACHIEVED**

**1.1 General Condition of Southeast Buku Village**

Southeast Buku Village with an area of ± 52,650 m<sup>2</sup> (5.3 Ha) is divided into 4 guard areas. The positions of the guard areas I and II are located along the coast. The eastern part of the Southeast Buku Village overlooking the waters of the Maluku Sea. On the other hand, guard areas III and IV are located in the western part of the village.

The condition of the population in the Southeast Buku Village can be seen in the following table:

**1.2.2. Education**

The education level of female intermediary respondents in Southeast Buku Village, Belang District, can be seen in the following table:

Table 3. Respondents Education Level

No	Education	Total	Percentage (%)
1	primary school	3	30
2	Middle School	5	50
3	high school	2	20
Total		10	100

Source: Primary Data, 2020.

The education level of the most respondents based on table 4 is in junior high school education as many as 5 people with a percentage of 50%, then elementary education as many as 3 people with a percentage of 30% and high school education as many as 2 people with a percentage of 20%,

**1.3. Work Experience**

Work experience is one of the factors that affect the level of ability and skill of an intermediary trader in processing his business, namely trading fresh sea fish.

The work experience of the respondents, namely intermediary traders, can be seen in the following table:

Table 4. Respondents' Work Experience

No	Work Experience (Years)	Total (Soul)	Percentage (%)
1	1 – 10	4	40
2	11-20	3	30
3	21-30	3	30
Total		10	100

Source: Primary Data, 2020

Based on table 4 above, it can be seen that there are 4 respondents who have worked for 1 to 10 years or 40%

while those who have worked as intermediary traders for 21 to 30 years are 3 people or 30%.

**1.4 Business Activities of Women Brokers**

The female intermediary traders in the Southeast Buku Village work with varied business experiences. Some have been intermediary traders for decades, some have only been trying for a few months to become intermediary traders. They turned out to be from various tribes such as: Sangihe, Talaud, Makassar, Bugis, Gorontalo, Mongondow and others.

The activities usually carried out by middlemen, in this case are women in the Southeast Buku Village, are always looking for information about fish stocks at the Belang port. After receiving this information, these female intermediary traders went straight to the Belang port location using their usual transportation. The tools they usually carry are scales, baking sheets, baskets, and barrels. Most importantly, they brought cash to buy fresh fish for fishermen who had just arrived from the sea. In accordance with the results of field practice, the fish unloading process at the Belang port is carried out at night, precisely at 8 pm. The fish they usually buy are malanggis fish and skipjack tuna.

After weighing, the traders immediately pay in cash to the fishermen at a price according to a mutual agreement. However, there are also intermediary traders who work with fishermen by first selling the fish caught by the fishermen, if it is sold, the results will be divided equally between the fishermen and the female fish intermediary traders.

The activities carried out by these female intermediary traders are carried out after returning from the market at around 12 noon, they repack the remaining fish that have not been exhausted from the market and then store them in cool boxes to be resold the next day. In addition, there are also other middlemen whose fish have been sold out, they are waiting for the return of the fishermen who will unload the fish at the Belang port.

The marketing chain is as follows:

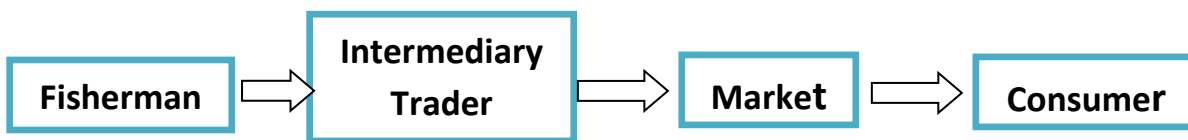


Fig.1: Marketing Chain

The picture above shows that the fish marketing chain in Belang District is, intermediary traders buy fish from

fishermen in Belang port, then sell it to the market and finally to consumers.

Marketing areas include Belang Market, Langowan, Kawangkoan, and Ratahan Market. The transportation used to get to the marketing location is pick up and bentor.

### 1.5. Domestic and Public Role

Women's domestic roles are all activities carried out by fishermen's wives in the maintenance of fishermen's households which consist of work such as cooking, washing clothes, ironing, cleaning their homes, shopping and caring for children that are not measurable with the value of money. The public role of women is the activity of fishermen's wives who generate income outside their homes. Fishermen's wives are required to play a role in earning income to meet family needs. So that they don't just stay at home to wait for the income their husbands get from fishing, but they are also involved in earning a living.

Each household has their own goals from what they do according to their needs. In meeting household needs, the role of women as wives is very important in order to fully regulate household activities, daily household expenses based on the level of consumption needs of the number of family members.

In accordance with the nature of women as housewives are responsible for household affairs, but the involvement of women in economic activities is a common phenomenon that has been going on for a long time. Facts show that when men are not there women are managing various activities. The detailed time division of women's activities in the household with domestic and public roles can be seen in the following table.

Table 5. List of Domestic Roles and Public Roles

Activity	Hours of activity	Allocation
Prepare breakfast	04.00 – 05.00	1 hours
Selling fish at the market	06.00 – 11.00	5 hours
Prepare lunch and soak clothes	11:00 – 12:00	1 hours
Looking for fish for sale tomorrow	14:00 – 15:00	1 hours
Washing clothes and drying clothes	15.00 – 16.00	1 hours
Break	1630 – 17.30	1 hours
Cleaning the house and yard	17.30 – 18.00	1 hours
Prepare dinner	18.00 – 19.00	1 hours
Break	20.00 – 04.00	

Source: Primary Data, 2020

Table 5 above shows that the domestic role of a female trader is a role that must be carried out by a woman as the nature of a wife in the family such as cooking, washing, cleaning the house, spending 5 hours a day. While the public role, namely the role of a woman outside the home such as trading as an intermediary trader of fresh sea fish, spends 6 hours a day. This shows that the public role of an intermediary trader as well as a wife in the family in the Southeast Buku Village is quite large for the welfare of the family.

A wife has to spend 6 hours a day to carry out the function of a public role by leaving the family to help her husband to increase family income by trading as an intermediary trader. After that, a wife also when returning home is still doing her main task or function as a woman's nature by doing the usual work of a woman such as washing and cooking. This division of time has been carried out for years by looking at their work experience as intermediary traders.

### 1.6. Income of Intermediary Women Traders

Women intermediary traders in Buku Tenggara Village work 24 days a month and their monthly income is as shown in the following table:

Table 6. Respondents' Income

Respondent	Income/ Day (Rp)	Income/Month (Rp)
1	150.000	3.600.000
2	225.000	5.400.000
3	200.000	4.800.000
4	175.000	4.200.000
5	200.000	4.800.000
6	200.000	4.800.000
7	250.000	5.000.000
8	150.000	3.600.000
9	275.000	6.650.000
10	260.000	6.240.000
Average	198.500	4.669.000

Source: Primary Data, 2020

The table above shows that the average income of the respondents per day is Rp. 198,500, while the average income per month is Rp. 4,669,000. This figure has not been deducted by the costs incurred, namely operational costs. Operational costs can be seen in the following table:

Table 7. Operational Costs per month

Respondents	Type of Vehicle	Rental Vehicle (Rp )		Labor		Market Fee	Total
		Day	Month	Day	Month	Month	
1	Bentor	20.000	480.000	10.000	240.000	120.000	840.000
2	Bentor	20.000	480.000	10.000	240.000	120.000	840.000
3	Pick up	100.000	2.400.000	50.000	1.200.000	120.000	3.720.000
4	Pick up	100.000	2.400.000	50.000	1.200.000	120.000	3.720.000
5	Pick up	100.000	2.400.000	50.000	1.200.000	120.000	3.720.000
6	Bentor	20.000	480.000	10.000	240.000	120.000	840.000
7	Bentor	100.000	480.000	10.000	240.000	120.000	840.000
8	Bentor	1000.000	480.000	10.000	240.000	120.000	840.000
9	Bentor	100.000	480.000	10.000	240.000	120.000	840.000
10	Pick up	100.000	2.400.000	50.000	1.200.000	120.000	3.720.000
The average operating cost						Rp. 1.192.000	

Source: Primary Data, 2020

Table 7 shows that the average operating costs incurred by female intermediary entrepreneurs per month amount to Rp. 1,192,000. So the net income of female intermediary traders per month is obtained from the average total income per month, which is Rp. 4,669,000 minus the average monthly operating costs of Rp. 1,192,000, the result is Rp. 3,477,000. This number represents the average income of women as intermediary traders. This amount is sufficient to meet the needs of their families. To find out the contribution of women's income to total family income, it is necessary to calculate the income of other family members such as husband and children's income.

### 1.7. Income of Family Members and Contribution of Women

Family income is the total income that comes from the income of working family members such as the income of husbands and children. Women's income in the household is often referred to as additional income and is used to meet family needs. For clarity, family income and the contribution of female intermediary traders can be seen in Table 8.

Table 8. Family Income and Contribution of Women per Month

Respondents	Family income (Rp)			Total	Contribution of Women
	Husband	Wife	Children	(Rp)	(%)
1	3.100.000	2.760.000		5.860.000	47.09
2	3.900.000	4.560.000		8.460.000	53.90
3	3.050.000	1.080.000		4.130.000	26.15
4	3.900.000	480.000	1.600.000	5.980.000	8.02
5	2.500.000	1.080.000	1.600.000	5.180.000	20.84
6	2.000.000	3.960.000		5.960.000	66.44
7	1.600.000	4.160.000		5.760.000	72.22
8	2.400.000	2.760.000		5.160.000	53.48
9	2.400.000	5.810.000		8.210.000	70.76
10	1.800.000	2.520.000		4.320.000	58.33
<b>Average</b>	<b>2.665.000</b>	<b>2.917.000</b>	<b>1.600.000</b>	<b>5.902.000</b>	<b>49.42</b>

Source: Primary Data, 2020

The table above shows that the average total income of a family consisting of husband, wife and children's income is Rp. 5,902,000 per month, the husband's occupation consists of middlemen as well, fishermen and motorcycle taxi drivers, while there are 2 respondents who have children who work to help the family economy, namely working as part-time fishermen.

Table 8 can also explain that it turns out that the average income of a wife who works as an intermediary is

### 1.8 Contribution of Women

$$\text{Contribution}(\%) = \frac{\text{Women's income}}{\text{Total Family Income}} \times 100$$

$$\begin{aligned} \text{Contribution of women's income}(\%) &= \frac{2.912.000}{5.902.000} \times 100 \\ &= 49,42\% \end{aligned}$$

Based on the results of calculations using the above formula, it is found that the contribution of women's income as intermediary traders is 49.42% as shown in table 8. This income comes from work carried out by housewives with a profession as an intermediary trader. The contribution given by housewives to their families is very large and certainly helps the family economy.

## IV. CONCLUSION

Based on the results of the study, the following conclusions can be drawn:

1. The domestic role of a woman trader is a role that must be carried out by a woman as the nature of a wife in the family such as cooking, washing, cleaning the house, spending 5 hours a day. While the public role is the role of a woman outside the home such as trading as an intermediary trader of fresh sea fish, spending 6 hours a day. This shows that the public role of an intermediary trader and also as a wife in the family is quite large.
2. The contribution of women's income as intermediary traders to family income is 49.42 %. The contribution given by housewives to their families is very large and certainly helps the family economy.

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Rp.2,917,000 per month, which is greater than the income of her husband who only earns Rp.2,665,000. The contribution of wife's income to family income in total amounted to 49.42%. This is due to the outpouring of time or working hours from the wife is greater or more than the husband. The wife works 24 days a month while the husband only works 12-14 days a month.

To calculate the contribution of women to family income according to Farida (2011), the following formula is used:

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