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Training on Procurement of Legal Business Documents and Production of Processed Shrimp Chili Sauce for Fish Farmer Groups

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ABSTRACT

Background: Fish farmer groups play an important role in supporting aquaculture development; however, many groups still face challenges related to incomplete business legality and limited product diversification, which constrain institutional strengthening and business development. Strengthening institutional capacity through legal compliance and value-added product innovation is therefore essential to enhance group sustainability and competitiveness.

Purpose of the Study: This community service program aimed to strengthen the institutional capacity of a fish farmer group through the procurement of legal business documents, including the Marine and Fisheries Business Actor Card (KUSUKA), Business Identification Number (NIB), Environmental Management Statement Letter (SPPL), and revisions to the Articles of Association and Bylaws (AD/ART), as well as through training in the production of processed shrimp chili sauce products.

Methods: The program was implemented using a participatory approach involving 16 fish farmer group members. Activities consisted of counseling, training, mentoring, and evaluation. Evaluation was conducted to assess participants' knowledge, attitudes, and practical skills related to business legality and product diversification.

Results: The results showed positive outcomes in participants' capacity development. A total of 56% of participants demonstrated improved knowledge, 71% showed positive attitudes toward institutional strengthening and product diversification, and 63% demonstrated practical skills in legal document procurement and shrimp chili sauce production. These findings indicate that the program contributed to strengthening institutional capacity, improving business awareness, and supporting the development of value-added aquaculture products.

Keywords
Legality; Institutional Strengthening; Fish Farmer Group; Product Diversification; Shrimp Chili Sauce

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Introduction

Bone Regency, South Sulawesi, is one of the major production centers for fisheries commodities. One of the leading commodities in the fisheries sector is vannamei shrimp. Vannamei shrimp farming activities carried out by pond farmers in Bone Regency represent a strategic step for economic growth. Based on the 2024 report of the Public Information and Documentation Officer of South Sulawesi Province, vannamei shrimp production in Bone Regency reached 2,600 tons in that year. This figure indicates a relatively high level of production and is able to meet several fisheries supply chain needs at various market levels. The business potential of vannamei shrimp aquaculture can be observed from strong market demand, as consumer demand for vannamei shrimp is relatively high compared to the availability of raw and processed products. Likewise, export market demand for vannamei shrimp commodities remains high each year.

Mabbiring Village, Sibulue District, Bone Regency, is one of the areas where land is utilized for vannamei shrimp farming due to its proximity to coastal and marine areas. Aquaculture activities have been carried out for decades on a hereditary basis, accompanied by various challenges and strategies, one of which is strengthening the institutional capacity of fish farmer groups.

One of the fish farmer groups in Mabbiring Village that has pursued business development through institutional strengthening is the Ujungpatue fish farmer group. Members of the Ujungpatue group conduct vannamei shrimp farming activities by utilizing the group as a business entity; however, institutional strengthening through the completion of group legal documentation and product processing has not yet been optimally implemented.

Several group legal documents remain incomplete, including business licensing documents such as the Business Identification Number (NIB), Environmental Management Statement Letter (SPPL), Marine and Fisheries Business Actor Card (KUSUKA), as well as the Articles of Association and Bylaws (AD/ART) of the group. These legal documents are essential requirements that support business activities and development within an institutionalized group. Legally recognized fish farmer groups function as learning platforms, cooperation forums, providers of fisheries production facilities and infrastructure, fisheries production units, supporting service units, organizations for collective activities, and self-reliant and self-financing entities.

The benefits of business legality include improvements in group classification to an intermediate level, while institutional legality positively affects access to banking services and support from local and central governments to enhance production facilities and infrastructure, ultimately increasing group productivity (Harini et al., 2023). In applying for access to capital, administrative requirements and documentation completeness serve as key drivers of the capacity of fish farmer group members. The process of obtaining an NIB is also expected to raise awareness of entrepreneurs rights and obligations as law-abiding business actors. Business licensing serves as an instrument of legal protection for ownership and the implementation of business activities carried out by entrepreneurs (Irawan & Purba, 2024).

In addition to business legality, institutional strengthening is reinforced through product diversification. The processes of legalization and product diversification encourage institutional awareness in managing businesses in a professional and sustainable manner. Improvements in product quality through diversification, labeling, and packaging have also been implemented and are considered capable of enhancing product quality, thereby fully supporting tourism promotion efforts (Basri et al., 2023). Declines in production may be caused by limited knowledge, limited technological innovation tools, and limited marketing capacity (Maulidiah et al., 2024). The diversification of shrimp chili sauce products is expected to provide economic added value and increase community income as well as fisheries product consumption (Sulfiana et al., 2025;

Nursyirwani et al., 2019).

As a business entity, the Ujungpatue fish farmer group has not yet achieved optimal legal compliance and has not developed its business through product diversification. This condition is primarily due to limited knowledge, attitudes, and skills of group members regarding business legality and business development through product diversification. These circumstances necessitate efforts to improve members knowledge and skills in completing group legal documentation and diversifying processed products made from vannamei shrimp as the main aquaculture commodity.

In the procurement of group legal documents and diversification of processed products based on vannamei shrimp, the Community Partnership Empowerment team partnered with the Ujungpatue fish farmer group to facilitate the acquisition of documents such as the Business Identification Number (NIB), Environmental Management Statement Letter (SPPL), KUSUKA Card, and revisions to the group's AD/ART, as well as the innovation of processed shrimp chili sauce products as a form of business development. Previously, group members relied solely on selling raw vannamei shrimp without any processing to increase product value. Shrimp chili sauce represents a product innovation that creates diversity in the types of products produced collectively by the group.

The objective of the Community Partnership Empowerment program is to strengthen the institutional capacity of fish farmer groups through counseling, training, and mentoring related to the completion of group business legalities and training in the diversification of processed shrimp chili sauce products, which are expected to have a positive impact on group business development.

Method

An appropriate implementation method of the Community Partnership Empowerment program for institutional strengthening can reinforce the business identity of vannamei shrimp farmers toward the establishment of legally based collective enterprises, expand access to capital, and broaden marketing networks to increase income (Rahayu et al., 2025). The mentoring process was carried out in several stages, beginning with an initial assessment involving partners and stakeholders, namely the Sibulue Sub-district Government, Mabbiring Village Government, fisheries extension officers of Mabbiring Village, and the head of the Ujungpatue fish farmer group. This was followed by counseling, training, mentoring, and, in the final stage, an evaluation process.

Training and counseling activities can enrich knowledge and enhance the skills of group members (Asfar et al., 2023). A total of 16 members of the Ujungpatue fish farmer group were prioritized as participants in this community service activity. The following are the sequential steps involved in the Community Partnership Empowerment program.

The implementation of the Community Partnership Empowerment program was conducted through four main stages: (1) initial assessment, (2) counseling, (3) training, and (4) mentoring and evaluation. The stages were carried out using a participatory approach involving stakeholders and group members.



Figure 1. Implementation Stages of the Community Partnership Empowerment Program

Counseling

The counseling process was conducted to deliver new information to members of the Ujungpatue fish farmer group regarding the completeness of group legal documentation and business development through the production of processed shrimp chili sauce. The counseling activities aimed to increase members' knowledge and understanding, as these aspects influence the sustainability of business operations. Counseling activities are beneficial in enhancing capacity to access resources, overcome constraints, and strengthen cooperation and solidarity among group members (Hanan et al., 2023). The counseling method began with rapport-building activities and was followed by discussions on topics aligned with the needs of farmers related to their business activities (Martina & Praza, 2020). Counseling conducted using a participatory approach is expected to enhance the knowledge and understanding of Ujungpatue fish farmer group members

regarding the importance of completing legal documentation for group legality and improving skills in the production of processed shrimp chili sauce for business development.

Training

Training activities were implemented to improve the skills of Ujungpatue fish farmer group members in the procurement of group legal documents and the processing of shrimp chili sauce. The training was conducted through discussions, educational sessions, and hands-on tutorials (Waromi et al., 2024). The training activities began with the provision of media, tools, and materials required for implementation. Communication technology media in the form of personal computers (PCs) and internet access were used for training on the preparation of NIB, SPPL, and KUSUKA Cards, as well as revisions to the group's AD/ART.

The activities were continued with training on the production of processed shrimp chili sauce by introducing tools and materials to group members, including a drying oven that functions as a preservation tool, chopping and grinding equipment for processing spices used in shrimp chili sauce, and automatic cooking and stirring equipment to improve work efficiency in the production process. The next step involved the implementation team explaining the procedures and stages of producing processed shrimp chili sauce from start to finish, followed by direct hands-on practice.

Following direct demonstrations conducted by the implementation team in front of the participants, the training continued by asking participants to independently practice the production of processed products in order to assess their skill levels. The results of this process showed that participants were able to produce shrimp chili sauce effectively using the available tools and materials.

After the production of the processed shrimp chili sauce was completed, the activity proceeded with the packaging process by introducing standard shrimp chili sauce packaging formats to participants to enhance the product's market value. Participants then carried out the packaging process directly until the shrimp chili sauce products were fully produced and packaged.

Mentoring and Evaluation

The mentoring process can enhance production and product quality, as well as support product marketing and sales (Harini et al., 2023). Mentoring was carried out using a participatory mentoring approach (Amrial & Rahayu, 2021). The implementation team acted as facilitators for all members of the Ujungpatue fish farmer group as activity partners by applying mentoring strategies aimed at fostering farmers' independence in thinking, analyzing problems, determining solutions, and making decisions. The mentoring stage was conducted participatively, where farmers who had acquired the necessary skills were expected to analyze their own conditions and take action to address the challenges they faced.

Evaluation was conducted through an assessment of outcomes by observing and measuring the levels of knowledge and skills of farmers related to counseling and training topics, including the preparation of NIB, SPPL, KUSUKA Cards, revisions to the group's AD/ART, and training on the production of processed shrimp chili sauce. After the program was completed, its sustainability can be observed from the aspects of more managerial and structured business development of the fish farmer group, supported by group legal compliance and diversified product identities, including raw aquaculture products and processed shrimp chili sauce products.

Result

The description of the impacts resulting from the implementation of the Community Partnership Empowerment program for the Ujungpatue fish farmer group in Mabbiring Village, Sibulue District, is as follows:

Counseling

The counseling activity was conducted to deliver program-related information to members of the partner group. The counseling process took the form of formal discussions in which the implementation team presented information on group legal aspects, including the Marine and Fisheries Business Actor Card (KUSUKA), Business Identification Number (NIB), Environmental Management Statement Letter (SPPL), and the Group's Articles of Association and Bylaws (AD/ART). By understanding these legal documents, it is expected that members of the Ujungpatue group in Mabbiring Village will develop appropriate attitudes and skills for the procurement of group documents, including the preparation of NIB and SPPL and the revision of the group's AD/ART.

In addition, information was introduced to group members regarding the production of processed shrimp chili sauce as a form of business development. This activity was part of a series of programs aimed at strengthening group institutions, increasing income, and expanding market access, thereby supporting business independence and food self-sufficiency based on marine and fisheries resources in line with the blue economy concept.

Members of the Ujungpatue group responded positively to the counseling activities conducted by the implementation team. Their participation was marked by strong engagement, seriousness, and high enthusiasm toward the team's explanations regarding the urgency of completing group legal documents and producing processed shrimp chili sauce products for business development. Group members received information on the importance of group legal documentation as a legal foundation for their business activities, as well as the need for product processing skills to increase product value and income.



Figure 2. Counseling activities on institutional strengthening and diversification of processed shrimp chili sauce products

Training

The training activities were carried out in two stages, as follows:

1. Training on Group Legal Procurement

This training covered procedures for registering and preparing KUSUKA Cards, creating NIB and SPPL documents, and revising the group's AD/ART. The training began with direct instruction to group members on the registration process for the KUSUKA Card as an identity card for fisheries business actors, which serves multiple functions, including access to capital and

eligibility for government assistance.

Subsequently, the implementation team trained Ujungpatue group members on the preparation of NIB and SPPL documents by first explaining the required documentation, followed by step-by-step procedures and simulation exercises conducted by group representatives. Finally, the legal procurement training included practical group deliberations to revise the AD/ART in accordance with and relevant to group business development aspects.

Through detailed explanations and guidance provided by the implementation team, group members were able to understand and directly practice the procedures for preparing group legal documents.



Figure 3. Training activities on the procurement of group legal documentation

2. Training on Processing and Packaging of Shrimp Chili Sauce Products

The training on processed shrimp chili sauce production was conducted by introducing tools and materials to group members, including drying ovens used as preservatives, chopping and grinding tools for spices, and automatic cooking and stirring equipment to improve efficiency in the production process. The implementation team then explained the procedures and stages of producing shrimp chili sauce from start to finish, followed by direct practical demonstrations.

After the demonstration by the implementation team, participants were asked to independently practice producing the processed product to assess their skill levels. The results showed that participants were able to produce shrimp chili sauce effectively using the available tools and materials.

Once the processing stage was completed, the activity continued with packaging training by introducing standard packaging formats to enhance product market value. Participants then carried out the packaging process directly until the shrimp chili sauce products were fully produced and packaged.



Figure 4. Activities for the production of processed shrimp chili sauce

Mentoring and Evaluation

Mentoring activities were conducted as a follow-up to the counseling and training stages. During mentoring, the implementation team revisited group members to engage in meaningful discussions regarding the progress of group legal document completion and the challenges faced in both legal procurement and shrimp chili sauce production. The team provided solutions by directly addressing the identified constraints.

The mentoring process revealed a high level of participant enthusiasm, and issues raised during discussions were effectively resolved. The final stage of the Community Partnership Program with the Ujungpatue group involved evaluation through direct assessment using data collected during the mentoring process. Evaluation aspects included knowledge, attitudes, and skills related to the preparation of KUSUKA Cards, NIB, SPPL, revisions to the AD/ART, as well as skills in processing and packaging shrimp chili sauce products.



Figure 5. Mentoring activities on the packaging of processed shrimp chili sauce products

The evaluation tool used was a questionnaire administered via Google Forms, consisting of questions answered honestly and openly by participants based on their experiences during the training activities. The evaluation results showed that 56% of participants understood the procedures for preparing group documents and processing shrimp chili sauce products, 71% demonstrated a positive attitude toward initiating the process of strengthening group institutions, and 63% possessed the skills to independently prepare group legal documents. The following table presents the results of the training activities.

Table 1. Evaluation Results of Participants' Knowledge, Attitudes, and Skills Before and After Training

Description	Before Training		After Training		Increasement Level
	Answer Yes	Answer No	Answer Yes	Answer No	%
Understanding of methods for procuring group legal documentation	7	9	16	0	56
Attitudes toward shrimp chili sauce processing technology	4	12	14	2	71
Skills in shrimp chili sauce processing technology	6	10	16	0	63
Average					**63**

The percentage values (56%, 71%, and 63%) represent the proportion of participants (n=16) who achieved the expected competencies after the intervention. The baseline data were obtained from pre-training responses, where only 7 participants demonstrated initial knowledge, 4 participants showed positive attitudes, and 6 participants possessed relevant skills.

In addition, the implementation process involved full participation of 16 participants with an attendance rate of 100% during counseling and training sessions. Each activity stage was conducted over a duration of 4–6 hours per session.

Discussion

The implementation of institutional strengthening activities for the Ujungpatue fish farmer group through the procurement and completion of group legal documentation can be recognized as a strategic step in business development through a fish farmer group–based institutional framework. Efforts to enhance partner empowerment in the process of completing group legal documentation include increasing capacity to access resources (Hanan et al., 2023), supporting greater partner self-reliance (Soeprapto et al., 2022), improving managerial capacity and technical skills (Mustanir et al., 2019) and strengthening financial independence (Nurdin, 2022; Agusliani & Zain, 2020).

Institutional strengthening measures were undertaken to address the group's fundamental needs, particularly business legality, followed by product diversification through the development of high-quality processed shrimp chili sauce as an economic innovation. This approach aims to enhance value chains (Maulidiah et al., 2024), increase income and welfare (Isnaeni, 2025; Zailan & Al Amanah, 2022), improve group productivity (Triswiyana et al., 2022) and increase production efficiency (Wulandari et al., 2025).

These activities contribute to strengthening value chains and improving distribution efficiency within the community by reducing potential losses caused by the perishability of fresh products, reinforcing logistics systems, and creating new opportunities for local business actors. The program also contributes to national and international development targets by supporting the achievement of Indonesia's national development agenda (*Asta Cita*), particularly through the

promotion of the blue economy.

Program sustainability is directed toward providing pathways to decent work and economic growth for communities, as outlined in Sustainable Development Goal (SDG) 8. The partnership program is expected to address community challenges related to the need for decent employment while sustainably improving local economic conditions.

The results indicate that the highest improvement occurred in participants' attitudes (71%), compared to knowledge (56%) and skills (63%). This suggests that participatory counseling and training approaches were effective in shaping positive perceptions and motivation among participants. However, the relatively lower increase in knowledge and skills may be influenced by the short duration of training and the limited prior experience of participants.

These findings are consistent with participatory empowerment theory, which emphasizes that attitude change often precedes behavioral and skill transformation. The combination of counseling, hands-on training, and mentoring contributed to gradual capacity building among group members.

Despite these positive outcomes, this study has several limitations. First, the number of participants was relatively small (n=16), which may limit generalizability. Second, the evaluation was conducted in the short term, without long-term monitoring of business sustainability and income improvement. Therefore, future programs should incorporate longitudinal evaluation and involve larger participant groups.

The model implemented in this study has potential for replication in other fish farmer groups with similar characteristics, particularly in coastal areas with high aquaculture potential.

Conclusion

The Community Partnership Empowerment program has enhanced capacity by strengthening the institutional framework of the Ujungpatue fish farmer group through the facilitation of complete group legal documentation as well as business legality, while simultaneously improving members' skills in implementing product diversification strategies for processed shrimp chili products. These efforts provide a strong foundation for the development of a more productive, independent, and sustainable enterprise.

The community partnership empowerment approach has been able to fully engage group members in strengthening the group's institutional capacity as part of a business entity within the community of Mabbiring Village, Sibulue District. The significant improvements in knowledge, attitudes, and skills resulting from the implementation of the community partnership empowerment activities constitute key outcomes and will serve as a solid basis for further development as the processed shrimp chili business continues to grow.

Furthermore, the community partnership empowerment activities have functioned as a platform for institutional strengthening and for expanding access to collaborative partnerships with stakeholder networks across government, the private sector, and banking institutions. In practical terms, these empowerment activities have raised awareness among various stakeholders to actively participate in the movement toward economic self-reliance and the sustainable improvement of community welfare. Going forward, efforts to increase the production of diversified products will continue to be developed in order to generate more varied product innovations and to strengthen the value chain and marketing distribution of processed products.

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Conflicts of Interest

The authors declare that there are no conflicts of interest and affirm the objectivity of the data and interpretation of the results, as well as the transparency, credibility, and validity of this study.

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