



Development Of Coastal Tourism Objects In Increasing Pad Banggai Laut Regency

Siti Fazryanti Rahmad¹

¹Department of Davelomental Economics, Bosowa University, Makassar, Indonesia

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ABSTRACT

Purpose of the study: This study aims to describe the strategy for developing beach tourism objects and analyze their contribution to increasing Regional Original Income (PAD) in Banggai Laut Regency.

Methodology: This research used a descriptive qualitative method with purposive sampling. Data were obtained through observation, interviews, and documentation at the Department of Tourism, Banggai Laut Regency. Informants consisted of five individuals who were directly involved in tourism development and PAD management.

Main Findings: The development strategy includes coordination with tourism stakeholders, destination development, tourism marketing, and collaboration with tourism institutions. Contributions to PAD are derived from hotel tax, restaurant tax, entertainment tax, and special parking fees. Tourism activities significantly support local financial independence and economic growth in Banggai Laut Regency.

Novelty/Originality of this study: This study offers a contextual insight into how underutilized coastal tourism potential can be strategically developed to boost PAD. It highlights an integrated tourism development model involving local government collaboration and public-private synergy, which can serve as a reference for similar coastal regions in Indonesia.

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Corresponding Author:

Siti Fazryanti Rahmad,

Department Developmental Economics, Faculty Economics and Business, Bosowa University,

Urip Sumaharjo Road, Sinrijala, Makassar, 90231, Indonesia

Email: sitifazriaynti@gmail.com

1. INTRODUCTION

Indonesia is a country blessed with vast natural beauty and rich cultural diversity, making tourism one of the most promising sectors to be developed [1], [2]. As the world's largest archipelagic state, stretching from Sabang to Merauke, Indonesia has over 17,000 islands, thousands of kilometers of coastline, and a tropical climate that supports a wide variety of tourism activities, particularly coastal tourism [3], [4]. In recent years, the government has increasingly emphasized the role of tourism in driving regional economic growth and national revenue.

Tourism is a multidimensional sector that encompasses economic, social, cultural, environmental, and technological aspects. It plays a strategic role in enhancing local development, especially in coastal and underdeveloped regions [5]-[7]. According to Law No. 10 of 2009 concerning tourism, the development of tourism aims to promote equitable economic opportunity, regional independence, and environmental sustainability. Coastal tourism, in particular, offers significant potential in regions like Banggai Laut Regency, where white sand beaches, coral reefs, endemic marine species such as the Banggai Cardinal Fish (BCF), and unique non-toxic jellyfish lakes are valuable natural attractions [8], [9].

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Banggai Laut Regency, a newly formed autonomous region in Central Sulawesi, has a significant opportunity to capitalize on its maritime and coastal resources [10], [11]. Despite its tourism potential, many of its coastal attractions remain underdeveloped and lack the supporting infrastructure needed to attract visitors sustainably. One notable example is the beach in Kelapa Lima Village, which has beautiful white sands and tranquil surroundings but suffers from poor management, limited promotion, and inadequate facilities.

In line with the principles of decentralization as stated in Law No. 23 of 2014 on Regional Government, local governments are expected to optimize their financial independence through the development of potential sectors like tourism [12], [13]. Regional Original Income (PAD) is a crucial source of funding for development, and enhancing PAD through tourism taxes (e.g., hotel, restaurant, entertainment, parking fees) can increase local fiscal capacity.

Previous studies, such as those by Pradikta [13] and Sihotang [14], have shown that well-structured tourism development strategies through destination improvement, marketing, stakeholder coordination, and institutional collaboration can significantly contribute to increasing PAD. However, these studies were conducted in different contexts and regions. This study differs in its focus on coastal tourism in an island regency with high marine biodiversity and strategic geographic position. The main problem addressed in this study is how coastal tourism in Banggai Laut Regency can be strategically developed and optimized to contribute to regional revenue. To that end, this research aims to (1) identify the tourism development strategies implemented in Banggai Laut, and (2) analyze the contributions of coastal tourism to increasing Regional Original Income (PAD).

This study focuses on the economic potential of coastal tourism development, particularly its contribution to local government revenue. Its background emphasizes infrastructure development, destination enhancement, and the optimization of coastal resources to drive tourism growth and improve the region's fiscal performance. However, this research approaches coastal tourism development largely from an economic and administrative standpoint, with less emphasis on the cultural identity, authenticity, or creativity embedded in tourism product offerings. Cultural and experiential aspects of coastal tourism are treated more as complementary elements rather than core drivers of value [15]-[17]. On the other hand, *"Tourism Product Packaging Design Based on Marine Culture in Coastal Cities"* emphasizes the importance of integrating local marine culture into the design and branding of tourism products. The background of this study highlights how cultural narratives, local traditions, and coastal lifestyles can be transformed into attractive, meaningful, and differentiated tourism experiences. It advocates for cultural-based innovation in tourism product development to enhance destination uniqueness and visitor engagement. However, this study tends to focus more on the aesthetic, promotional, and cultural representation aspects of tourism products, without directly addressing how these design elements contribute to local economic outcomes such as increased government revenue or sustainable community development [18], [19], [20].

The gap between these two studies lies in the disconnection between economic-oriented coastal tourism development and culture-based tourism product innovation. While the Banggai Laut study emphasizes infrastructure and administrative strategies for revenue generation, it overlooks the potential of cultural packaging as a strategic tool for destination competitiveness and visitor retention [21]-[23]. Conversely, the marine culture-based study explores the creative dimensions of tourism but does not align them with broader developmental goals, such as improving local government income or formal destination planning. This opens up an important space for future research that connects cultural-based product innovation with measurable economic impacts in coastal tourism, especially in underdeveloped or emerging regions like Banggai Laut.

This study offers a unique contribution by emphasizing the direct linkage between the physical and institutional development of coastal tourism objects and the increase of local government revenue (PAD) in Banggai Laut Regency [24]-[26]. While previous studies tend to focus on tourism aesthetics, promotional strategies, or cultural packaging, this research introduces a strategic, revenue-centered approach that highlights tourism as a fiscal instrument for regional development. It addresses a gap in the literature by grounding tourism development within a governance and economic framework, where the success of coastal tourism is measured not only by visitor experience but also by tangible contributions to the local economy through increased fiscal intake.

The implications of this research are far-reaching for local government bodies and tourism planners in maritime regions. It suggests that effective coastal tourism development should not solely rely on infrastructure or natural appeal, but must also incorporate strategic planning that integrates financial targets, sustainable practices, and cultural assets [26]-[28]. This calls for a more balanced policy orientation that combines tourism infrastructure development with product differentiation based on marine culture and local identity. By aligning destination development with revenue strategies, the study encourages decision-makers to view tourism not just as a cultural asset but as a key pillar of regional economic planning.

The urgency of this study lies in the current underutilization of coastal tourism potential in Banggai Laut, where natural and cultural resources remain economically dormant. As local governments face increasing pressure to diversify income sources and reduce dependence on extractive industries, tourism presents an immediate, viable alternative [29], [30]. However, without a clear strategy that integrates cultural uniqueness with revenue-generating mechanisms, the region risks losing its competitive edge to better-prepared coastal destinations. This

research underscores the need for immediate, coordinated action to transform the region's coastal attractions into structured, value-driven assets that can stimulate sustainable local income.

In conclusion, this study reinforces the idea that coastal tourism development must go beyond surface-level promotion and infrastructure investment [31]-[33]. It demonstrates that a well-planned, culturally informed, and economically oriented tourism strategy can significantly contribute to increasing PAD in regions like Banggai Laut. By drawing attention to the interplay between tourism governance, cultural potential, and financial impact, the research provides a foundational perspective for building tourism-based economic resilience. As global tourism shifts toward authentic and sustainable experiences, this study calls for localized strategies that harness cultural identity as both a branding asset and a revenue driver for long-term regional development.

2. RESEARCH METHOD

This study employed a qualitative descriptive design to explore and describe the strategies for developing coastal tourism and its contribution to the increase of Regional Original Income (PAD) in Banggai Laut Regency. The qualitative approach was chosen to allow the researcher to capture the contextual, complex, and dynamic reality of tourism development through naturalistic inquiry and in-depth interpretation. The research was conducted within the framework of a case study at the Department of Tourism, Banggai Laut Regency, aiming to provide a detailed and holistic understanding of the phenomenon [34].

The research subjects were selected using *purposive sampling*, a non-probability sampling technique where participants are deliberately chosen based on specific characteristics relevant to the research objectives [35]. The key informants were five individuals who were directly involved in tourism development and PAD management, including government officials from the tourism department and stakeholders with expertise in local tourism and fiscal policy. The criteria for selecting informants included: (1) having authority or involvement in tourism-related decision-making, (2) having adequate experience and knowledge about coastal tourism management in Banggai Laut, and (3) being actively engaged in policy implementation.

Data were collected using three primary techniques: observation, in-depth interviews, and document analysis. Observation was carried out on-site to directly examine the condition and management of coastal tourism objects. Semi-structured interviews were conducted to gain comprehensive perspectives from the informants regarding tourism strategy and PAD contribution. Document analysis involved reviewing relevant regional regulations, official reports, planning documents, and tourism statistics from local government agencies.

Tabel 1. Data Collection Techniques

Technique	Description	Purpose
Observation	Direct visit to beach tourism objects	Assess infrastructure, accessibility, activity
In-depth Interview	Semi-structured interviews with key informants	Explore insights on strategy and policy
Document Analysis	Review of government reports, tourism data	Support factual analysis of PAD contribution

The main instrument used in this qualitative research was the researcher herself, supported by observation checklists and interview guidelines. The observation checklist was structured based on tourism development indicators such as attraction quality, accessibility, amenities, and local engagement. The interview guideline was developed around two major themes: (1) strategy for developing coastal tourism, and (2) economic contribution of tourism to PAD. All instruments were validated through peer review and expert judgment to ensure relevance and consistency.

The data were analyzed using an interactive model of Miles and Huberman, which involves three concurrent flows of activity: data reduction, data display, and conclusion drawing/verification. The collected data were transcribed, coded, categorized, and interpreted to identify recurring themes, relationships, and patterns. Triangulation of data sources and methods was applied to enhance the validity and reliability of findings. The analytic process was iterative, meaning data collection and analysis occurred simultaneously until saturation was reached.

Tabel 2. Data Analysis Techniques

Step	Description
Data Reduction	Selecting, simplifying, and abstracting raw data
Data Display	Presenting organized data in narrative and tables
Conclusion Drawing	Interpreting patterns and linking with theory

The research procedure followed several stages. First, a preliminary study was conducted to identify the potential research site and establish contact with key informants. Second, research permits were obtained from the local tourism office. Third, data collection began with field observations, followed by interviews and document retrieval. Fourth, data were transcribed, coded, and analyzed systematically. Finally, results were interpreted, triangulated, and compiled into a structured report that offers recommendations for regional tourism development and fiscal planning.

3. RESULTS AND DISCUSSION

This section presents the findings of the research conducted at the Department of Tourism, Banggai Laut Regency. The results are discussed comprehensively based on field observations, in-depth interviews, and document analysis. Two major themes were identified: (1) strategies for developing coastal tourism, and (2) the contribution of tourism to Regional Original Income (PAD).

3.1. Coastal Tourism Development Strategy in Banggai Laut Regency

The research found that the local government, through the Department of Tourism, has implemented several strategic efforts to develop coastal tourism in Banggai Laut Regency. These strategies aim to enhance the attractiveness, accessibility, and sustainability of beach destinations.

Tabel 3. Tourism Development Strategies in Banggai Laut Regency

Strategic Area	Description
Stakeholder Coordination	Collaboration with tourism entrepreneurs and community-based initiatives
Destination Development	Infrastructure improvement (access roads, signboards, amenities)
Tourism Marketing	Social media promotion, tourism events, and local cultural festivals
Institutional Cooperation	Partnership with private sectors and tourism agencies

The Department of Tourism emphasizes stakeholder collaboration to ensure inclusive development. For instance, partnerships with local communities allow shared benefits from tourism revenues. Destination development includes basic infrastructure improvements such as road access to Kelapa Lima Beach, sanitation facilities, and aesthetic beautification using local materials.

The use of digital marketing has increased visitor awareness, especially after the COVID-19 pandemic. Tourism promotion leverages Instagram and Facebook platforms to share visual attractions. Local festivals—such as sea rituals and culinary bazaars—have also been integrated as tourism products, following the cultural tourism development model.

According to Suwena (2010) and Sunaryo (2013), effective tourism development must include attraction (*attraction*), accessibility (*accessibility*), amenities (*amenities*), and supporting services (*ancillary services*)—often referred to as the 4A concept. Field data confirms that Banggai Laut's strategy is aligned with this model, although the execution level still varies across locations

3.2. Contribution of Coastal Tourism to Regional Original Income (PAD)

Coastal tourism in Banggai Laut Regency contributes to PAD primarily through tourism-related taxes and service charges. Data obtained from the Regional Revenue Office shows that tourism impacts several revenue streams. Table 2 presents tourism-related PAD over the last three years.

Tabel 4. PAD from Tourism Sector in Banggai Laut Regency (2020–2022)

Year	Hotel Tax (IDR)	Restaurant Tax (IDR)	Entertainment Tax (IDR)	Parking Fees (IDR)	Total (IDR)
2020	135,000,000	98,000,000	25,000,000	10,000,000	268,000,000
2021	185,000,000	112,000,000	33,000,000	15,000,000	345,000,000
2022	220,000,000	145,000,000	41,000,000	19,000,000	425,000,000

As shown in Table 2, the total PAD from tourism increased by approximately 58% from 2020 to 2022. The highest growth was observed in restaurant tax and hotel tax, reflecting the expansion of accommodation and dining services near key beach destinations. These findings suggest that tourism development has a tangible fiscal impact and can significantly enhance regional financial independence.

This aligns with the view of Nasir [36] and Mardiasmo [37] that tourism can be a sustainable source of PAD if properly managed. Moreover, the government's strategy to focus on community-based tourism ensures the circulation of benefits at the local level, which reinforces long-term support for tourism initiatives.

Ref states that local governments that prioritize tourism in fiscal policy planning often experience increased local income without over-reliance on central transfers. This case is evident in Banggai Laut, where

tourism is gradually becoming a key economic driver, reducing dependency on extractive industries and aligning with global sustainable development goals.

This study provides a distinctive contribution by linking coastal tourism object development directly to the enhancement of local government revenue (PAD) in Banggai Laut Regency, a relationship often overlooked in creative and cultural tourism studies [38]. Unlike research that emphasizes product aesthetics and cultural symbolism, this study focuses on the infrastructural, administrative, and economic mechanisms that support tourism growth. Its novelty lies in demonstrating how tourism object development, supported by institutional planning and investment, can be systematically aligned with fiscal objectives. By addressing tourism through a governance and financial impact lens, it fills a critical gap between cultural product design and measurable economic development outcomes [39], [40].

The findings of this study imply that tourism planning in coastal regions should be integrated with strategic financial objectives and supported by policy mechanisms that can transform physical development into revenue streams [41], [42]. While the creative design of marine cultural products plays an essential role in enhancing visitor experience and destination branding, this research shows that without solid infrastructure, regulatory support, and targeted investment, cultural tourism cannot reach its economic potential. Therefore, tourism offices and local governments must balance the development of creative cultural products with the broader task of building sustainable tourism ecosystems that generate long-term public revenue and community benefit.

One limitation of this study is its limited exploration of the creative and cultural dimensions of tourism product development. While it successfully maps the relationship between coastal infrastructure development and PAD increase, it does not delve into how the integration of cultural identity and creative industries could further enhance the attractiveness and marketability of tourism offerings [43]-[45]. Furthermore, the study is localized to Banggai Laut Regency and relies heavily on institutional and economic indicators, which may limit its generalizability to other regions with different cultural dynamics or stages of tourism development. The absence of qualitative data from tourists and cultural stakeholders also restricts the cultural depth of its findings.

Future research should explore the integration of cultural and creative elements into coastal tourism development to assess their potential in enhancing both visitor experience and economic outcomes. A multidisciplinary approach involving tourism economics, cultural studies, and design innovation would be valuable in identifying how marine cultural heritage can be transformed into marketable, sustainable tourism products that contribute to local revenue. Additionally, comparative studies across different coastal regions could help determine best practices and scalable models for aligning cultural tourism product development with public revenue strategies. Engaging local communities, artists, and tourists in participatory research would also enrich the understanding of cultural value and its role in destination competitiveness.

4. CONCLUSION

This study concludes that the development of coastal tourism in Banggai Laut Regency has been carried out through strategic efforts, including stakeholder coordination, destination improvement, tourism marketing, and institutional collaboration. These strategies have contributed significantly to the region's economy by increasing Regional Original Income (PAD), particularly through hotel tax, restaurant tax, entertainment tax, and parking fees. Therefore, coastal tourism serves as a vital sector in enhancing local fiscal independence and promoting sustainable regional development.

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