Fishing cluster formation, innovation and competitiveness factor in companies Angostura, Sinaloa

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Abstract

Fishing cluster formation in the municipality of Angostura, Sinaloa, is an organizational tool that allows companies to be more innovative and competitive in the market. Exchanging their products and ways of working with network integration or work teams, which benefit micro, small and medium enterprises in the municipality creating further development in the region. Regarding the economic activity of the municipality of narrowness that is agriculture, livestock and fisheries, which also has an extensive coastline and bay of Santa Maria where the catch of seafood predominates, it was considered to producers and entrepreneurs fishing to form the cluster, what was obtained as result that if they are interested but need to give more publicity to this organizational form and requested support from the Polytechnic University of the Valley of Évora, to advise them and training, constitution and obtaining financial resources through government programs. That's how it came to the conclusion that if the fishing cluster formation is feasible and the company intends to Congeladora Junior Avila, S.A. de C.V. to be the tractor and integrator cluster, with the observation that will need to hire qualified for the development of activities generated staff.

Cluster, innovation, competitiveness and development

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Introduction

The formation of new methods of organization of companies brings with it a great need of change where it is required that companies recognize and accept the needs of competitive development that has, therefore it is proposed that cluster formation be part of these new Organizational forms in the fishing sector of the municipality of Angostura, Sinaloa; Allowing it to be a factor of innovation and business competitiveness that comes to support the fishing sector of the municipality.

The companies require growth opportunities as well as some administrative tools for their development, so recognizing that most of the companies in Mexico are micro, small and medium enterprises, that need some elements for their growth; It is here that the proposal of the formation of the clusters between companies is made as a tool of support for the development, forming teams of work to participate actively in the market, being the smaller companies the main ones contributing their production for the growth of our country.

The companies in the municipality of Angostura have as a birth feature that are rural companies, do not have enough elements for their development, but they are not for that reason put aside in their studies and economic contributions to municipalities, but those involved Actively in the development of the existing regions or territories, despite their poverty that is evidently observed in their income and also are companies that mostly do not participate in the international market despite the globalization of markets as indicated by Schejtman and Berdegué (2004: 9) "The ability to compete globally becomes an indispensable condition for the viability of rural economies, as the process of opening up the economies of the region has led to growth becoming increasingly dependent on their Competitive insertion in more open global markets.

This has generated three types of problems: (i) greater macroeconomic vulnerability of developing countries to external shocks, given their poor capacity to control them; (Ii) an asymmetry between the high mobility of capital and the very restricted labor force, especially the less qualified, with all the implications this has on the deterioration in the distribution of income and poverty; And (iii) a concentration of technical progress in developed countries, in circumstances where it has become a critical factor in the dynamics of exports. "

These problems are faced every day by companies that are in rural areas and by their nature do not have adequate growth as expected with globalization.

Addressing the issue of globalization has come to reshape trade strategies, seeking to integrate companies under a supply chain participation agreement, where they commit to providing the necessary elements for products to reach the customer with satisfaction; This has allowed companies to integrate into business groups or networks by necessity, being linked to each other to carry out commercial activities; Where companies are integrated under the same territory or geographic location and a joint activity, which Michael Porter (1990) points out in his work on the competitive advantage of the nations where he introduces the term cluster, which Schejtman and Berdegué (2004: 23) refers to this term: "Under the cluster label, Latin American literature includes a wide and heterogeneous range of concentrations of companies of certain items; In some cases, sets with very few local joints in the directions indicated above and reduced, therefore, to the simple presence of many companies of the same category, Latin America distinguishes three general types of cluster:

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- a. Survival cluster, defined as consisting of micro and small enterprises, producing low quality consumer goods for local markets in activities where entry barriers are very low. The units of this type of cluster usually exhibit many of the characteristics of the informal sector with levels of productivity and wages much lower than those of medium and large companies.
- b. A cluster of medium and large sized companies producing mass consumer goods for the domestic market that emerged during the import substitution period and which, as a result of the opening up, were in need of introducing Changes of diverse importance to continue in the market, and that by means of contracts or tertiarization of certain functions, generate a conglomerate that often gives identity to a territory.
- c. Clusters centered around transnational companies present in activities of greater technological complexity, which in many cases do not usually establish significant links with medium and small companies.

It is important to recognize that in the municipality of Angostura it will be possible to form survival clusters by the types of companies that exist and the way of working of them. It is here the moment to speak of the purpose of the realization of the present work of investigation.

This will be achieved through the signing of agreements between companies for the formation of cluster, in the case of companies engaged in the fishing sector, such as cooperative fishing production companies, companies engaged in trade in equipment and raw materials for the extraction of Products of the sea, freezers of seafood products, as well as those companies that provide raw materials for the frozen products used by the company.

Where an evaluation of all companies will be carried out first to determine which one is the one that complies with The requirements of tractor company that forms the cluster, that will allow to be part of the economic development of the fishing sector in the municipality of Angostura, Sinaloa.

Micro, small and medium-sized enterprises (MSMEs) and their problems.

The companies studied are Micro, Small and Medium Enterprises (MIPyME's) located in the Region of the Valley of Évora specifically in the municipality of Angostura, State of Sinaloa; (2004: 121), such as: "The widespread absence of a formal and continuous strategic planning in the corporate management of the organizations, the changes In the variables of the general surrounding companies environment the (technological, political, environmental and socio-cultural) and the micro environment (suppliers, intermediaries and the market), lack of long-term planning, lack of innovation management.

They have not developed new product development or process improvement plans), lack of human resource management (no policies, mission, goals and strategies have been formulated); One of the most worrisome factors is the marketing management of entrepreneurs SMEs is their passive attitude, which is characterized by waiting for customers to place orders and absence of a proactive attitude of seeking new markets; Lack of knowledge of export management; Deficiencies in logistics and production management; There is no culture of the environment; Lack of communication systems: management and information Oversights in financial management and analysis of accounting information. "

Problems that represent low productivity of companies, although it is true many of them do not realize the problems they have because of lack of knowledge.

On the other hand, it is necessary to indicate that the MSMEs have faced several problems in their development and that has not allowed some to grow and to continue competing in the market; According to Torres and Jasso (2009: 55) they say that "In recent years there have been several investigations on the problems faced by SMEs in their appearance, growth and expansion. In particular, many of these studies refer to specific problems such as weaknesses in the credit system, weakness of the administrative organization and practices, difficulty in articulating with other companies and others.

It is also important to note that there are organization problems of other communication in companies, such as the relationship with the public administration, for the channeling of economic resources through programs: Companies do not know how to obtain credits or resources due to the lack of Communication of the public administration actors who are in charge of coordinating the programs of supports to the companies, reason why Ibarra and Montaño (1992: 67) say that "The public administration must be rethought, and with her the nature of functions of the State and the organizational forms that characterize society.

So far, the theory of organization has intervened; His battered relationship with the public administration is derived from the little attention he has given him as a social space, beyond the analysis of its bureaucratic structures and the excessive concern it has had for solving the problems of large corporations."

Within the problems of MSMEs is the informality of the members of the organization, for the development of their activities, because there are many companies that do not have an organizational chart and act within the company as informal but complement the formal system that They should have as indicated by Montaño (1998: 14). "Informality is considered as a little structured, indefinite and unconscious that complements the system of formal cooperation. Informal organization derived from formal action supports executive functions. Where communication, power, among others, is important, to transmit intangible aspects, opinions and suggestions that, if carried out through formal channels, would most likely result in the need to process them through official meetings that would lead to formal decision-making. "

If all the companies met the challenge of the formality of their processes and registries, there were no organizational problems and low credit level, allowing them a better development.

Historical Background of Clusters.

The emergence of the clusters occurs through the contributions and theories developed by Michael Porter where it indicated that the agglomeration of a territory or territorial space benefited the companies to be one near the other and to form the networks of companies for Its growth determining its theory of competitive advantage and the famous diamond of Porter, where determines its concept of cluster. But if you look a little further behind the findings of Michael Porter, you can identify some companies that were already forming their work teams to reduce their costs, especially transportation, without knowing that this union was a cluster or network of companies, Finding that it worked by the simple saying the union makes the force; This is why this type of training of business teams is analyzed.

This form of business integration arises from the need of small and medium-sized enterprises, of interrelating with others to achieve greater competitiveness in the market, by means of mutual support strengthening of their supply chain is for that reason García García, Cerbera Avellaneda & Cabrera García (2005: 3) point out that "The most dynamic and competitive SMEs arise in spaces where, among other factors, there is a high degree of cooperation between companies organizations in connected Allowing the realization of common actions by counteracting the problems arising from the small individual size of the participants and encouraging innovation. " These companies, being more dynamic in their activities and forming the work teams that are the cluster, will develop favorably thus fostering the innovation of their products and processes.

Companies require their integration into work teams, formalization of joint strategies of companies to seek greater growth and development, as well as the use and application of new alternatives, technologies and ways of working, so they are sought to participate in the (2013: 453) indicate a particular concept, "The work developed by the Economic Commission for Latin America and the Caribbean (ECLAC) in this field defines a cluster.

cluster or system (SPL) as a concentration of companies in the same region that operate in similar lines of business and whose relationships foster the development of multiple interdependencies between them, strengthening their competitiveness in a wide variety of areas such as: training, financial resources, development Technology, product design, marketing and distribution.

In addition, companies participate and contribute to the development of labor markets, institution building and specialized infrastructure and the increase of information flows, which creates the framework for innovation, labor mobility and linkage between suppliers, Producers and consumers. "This allows for a greater development of companies, creating clusters, fostering competitiveness, innovation and technological development.

It is important to recognize that there has been an evolution in the development of companies where they have introduced some important elements to incorporate into mass production models, which increases production of the company through the change of technology applied in the improvement and Development of the same, that is why García García, et. to the. (2005: 5) indicate that "mass production models and rigid technological structure, is giving way to models with horizontal organization, smaller units, based on highly innovative qualified human resources; Which are known as 'flexible specialization'. The countries and regions that have adopted this latest model have achieved high levels of growth as well as significant social achievements. "

Likewise, companies will have to change the way they work and organize by integrating into collaboration networks between companies to support themselves and be more competitive in the business world.

Changes in the international context coupled with globalization, where they can participate in international trade, open up a wide range of possibilities and impose a series of challenges on countries such as Mexico, which participate in international trade and are part of the needs of be competitive between companies forming in clusters.

A situation referred to by García García et. to the. (2005: 3) "that although it is entering somewhat late to the competitiveness race has a large and dynamic small and micro-enterprise sector that concentrates human resources motivated and in a very good position for similar and apply technology and organization Modern. To perceive and take advantage of these opportunities in the new international context.

Clusters and the relationship with companies

Companies can partner and form work teams such as clusters for the development and growth of the company because at the same time will enable them to be more competitive and develop in the area or region that they wish; For this purpose, it is necessary to recognize the usefulness of clusters, Capó-Vicedo, Expósito-Langa and Masiá-Buades (2007: 120), who say that small and medium-sized enterprises have some difficulties in acquiring resources. "In the particular case of SMEs, account must be taken of the difficulties inherent in their small size. such as access to the same sources of external financing as large enterprises, and even more important, access to The right sources of information to make the right decisions ". Difficulties that do not allow the development of the companies, but when reorganizing in the work as in the formation of cluster, will allow the companies to be more competitive in the market.

Likewise, Capó-Vicedo, et. to the. (2007: 120) point out that it is necessary for companies to cooperate and organize among themselves, in order to achieve greater competitiveness, which is why "for these companies, cooperation with others of the same size or higher constitutes an alternative Strategic, which allows them to take advantage of the competitive advantages of the companies with which they are associated, whether these agreements are horizontal or vertical.

If these agreements are made between a large number of companies, a network of relationships is woven that link to create compact networks. These interorganizational networks usually develop within a limited geographic scope, forming a cluster. "

The cluster formation is designed under an organizational structure of the companies and that these in turn support for the management and the innovation of their processes, allowing to be more competitive in the market, that is why de Arteche, Santucci and Welsh (2013: 135) indicate that "clusters are structures that favor the management of knowledge and innovation, and that the role of the state is fundamental for its sustainability through public policies towards associativity, and in this way promote systemic competitiveness and development Territorial, as priority objectives pursued by these associations.

Given the above, a concern arises as to how these cluster experiences can be evaluated from public policy and the agencies and programs that have supported several of these initiatives. "To be associated in a cluster, it is necessary to take into account the public policies that exist with respect to the subject, to know the opportunities of work that has and the search of economic supports for the companies.

Companies need different organizational form than the traditional one; That is to say, to the one that only organizes the jobs within the organization and proposes to form of work between the employees and the sale of the products; It requires an administrative tool that organizes the companies among themselves, which would become a great challenge in which an organization would be intertwined with other companies to obtain a greater development with the contributions of each one of them, reducing the costs Of production and fermenting the sales companies that exist in the same territory or region.

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This is why Vázquez Barquero (2005: 51) says that "There are different types of business networks, which can be understood as a system of relationships and contacts that link companies and actors to each other, whose content can refer to material goods, Information or technology. From the perspective of economic activity, these would be relationships between companies or entrepreneurs that allow the exchange of goods and services or information that incorporates knowledge.

In business networks. resources (material, human, infrastructures) and activities (manufacturing, commercial, technical services) are central. The structure of a business network depends on the nature and the system of relationships connections and that established between the companies and the activities. Technical and cultural factors condition the structure, but its formation and transformation depends on the interactions that occur between companies. Thus, the system of relations and connections between activities and companies gradually between is generated, so it can be said that networks are the product of the historical evolution of a territory or country ".

Therefore, it is necessary to change the traditional organizational forms and integrate the clusters as networks of companies that collaborate with each other to market their products, so it is important to know the meaning of cluster as an administrative tool that will allow grouping To companies to promote their development and competitiveness in the market;

That is why Boronat Ombuena and Boronat Badia (2011: 60), indicate the concept and characteristics of cluster applied to the companies, referring to who I consider for the first time in their models the term "Since Porter defined the cluster model in 1990 In its book Competitive Advantage of the Nations.

Initiatives in this sense have multiplied all over the world and, in addition, in a very significant way in recent years. Clusters are clusters of interconnected companies and related institutions (training centers, research units and centers and / or other public or private agents) belonging to a sector or market segment, which are geographically close and are linked through Common and complementary elements that come together to carry out joint projects and be more competitive. "

On the basis of the above, it is not necessary to leave aside the contributions of Michael Porter who considered this form of grouping in his appreciations of his model known as Porter's diamond, so that "The term" cluster "was coined by Porter (1990), In his study on the competitive advantage of nations, in which he considered that the grouping of companies and their corresponding specialization in certain productive activities contributed favorably on the four poles of the that explains the competitive diamond advantage.

However, the concept of business grouping had already been studied by Marshall who in 1920 proposed the term "industrial district" to refer to the grouping in a territory of small businesses with similar characteristics, which seek to improve their productivity as a consequence of Division of labor between them.

The main advantage of the clusters derives from its contribution to the improvement of the competitive advantage of the companies that compose it, which in turn would contribute to the improvement of the competitiveness of the region in which it is located ".

Economic theories that support clusters

The impact on economic development is a key factor to take into account when it comes to clustering. This is why in this section we describe the various economic theories and concepts that characterize clusters.

Following the author's assertions, we analyze the collective efficiency that participates in the benefits of cluster formation. This is why R. de Arteche, Santucci and Welsh (2013: 4), "collective efficiency is the competitive advantage derived from external economies and local joint actions. Collective efficiency is one of the main benefits and drivers of the transformation of embryonic characteristics of associativity to groupings between companies, which translates into productive terms, negotiation or other factors. "Achieving collective efficiency would form a cluster between companies, and these would become more competitive in the product market.

The author, Díaz Matalobos, Lorenzo and Solís (2005: 26), argues that SMEs make vital contributions to innovation as a source of new Ideas and technologies, as links in supply chains and as sources of knowledge, products and specialized services for large companies. The smaller size of SMEs can facilitate their adaptability and integration capacity in networks.

An argument for corporate responsibility is that as large enterprises increase in scale and productivity and reduce employment (as has been the case in Europe in recent years), SMEs become increasingly critical in the provision of employment, and Therefore, demand and social stability. "The size of companies allows greater opportunities to associate and participate with large companies to absorb the unemployment generated in large companies, seeking that with the association of work teams companies can generate more jobs.

In addition, it is important to identify the area or territory where the cluster is intended to be formed, since there is a theory of location and geography for the support of cluster formation, which mentions that cluster integration must be according to the geographic area where Agglomerate companies dedicated to a joint activity and a nearby territory to reduce transportation costs and that there also be considered the exploitation of the natural resources that has that region, according to Vera Garnica and Ganga Contreras (2007: 312) "The theory of Location, and economic geography attempt to explain why activities tend to be concentrated in some areas, and allude to, among other things, the relative weight of transport costs in the total cost of the product.

As a result, some activities tend to be concentrated near natural resources, while others are rather close to consumer markets and others are still indifferent to location. Another important aspect is the necessary minimum scale that has to reach the "core activity" to encourage an investment in activities chained forward or backward. Another is the benefits of repetitive interactions that increase mutual trust between factors, lead to greater fluidity in the transfer of information and knowledge, and ultimately reduce transaction costs and coordination.

Thus, the intense interaction in the same locality would generate external and scale economies for all the companies that would not be possible to internalize if each company were interacting at a distance. This theory states that if companies are in a common geographic space, companies can interrelate with each other to create an organizational structure that favors them in the marketing and development of products.

On the other hand, the industrial districts theory has been part of the creation of cluster, because this theory pointed out by Marshall in his work called "The principles of economy" (1890), in which he identifies industrial districts as Concentrations of specialized sectors in a specific locality, concentrations whose interaction generates advantages for the companies located there, in the form of externalities, which are external to each particular company, but endogenous to the region where all these companies are located.

In this way, groups of companies located in a geographical area benefit from the same advantages present in large companies. Marshall says that as the district grows, the form of work needed for production, as well as suppliers, will grow. Blacutt Mendoza (2013: 117) This theory allows companies to seek their internal development by forming work teams as suppliers or labor for fast growing companies, benefiting both parties for their collaboration.

The companies require the articulation between companies of different sizes for their growth and revitalization of their productive system, which allows a wide development, so Vázquez Barquero (2005: 57), makes a sign of the industrial districts starting from small and medium Enterprises "Since the mid-1970s, local and regional economies have been revitalized, whose productive systems are articulated around networks of small and medium-sized enterprises, and their functioning was interpreted in terms of the industrial district concept, It had theorized Marshall (1890 and 1919).

The similarities with the industrial districts marschallianos brought to surface and to recover this concept that adapted to the facts that the investigations of case revealed.

In this way, the notion of Marshall's industrial district is rescued as the concentration of a group of small companies, of similar nature, in a territory of common and defined settlement (the industrial city), that interact with each other forming a system of relations, Which promotes the generation of economies and the reduction of costs ". Being the companies organized in clusters with a common activity and a specific area may also form industrial districts that are the distribution center of the products and that are out of the city for the easy handling of the activity.

Another no less important theory that relates to cluster formation is the theory of backward and forward linkages described by Hirschman, which points out that firms can be chained backwards with their suppliers or forward with the transformation Of their products to customers, as indicated by Ramos (1999: 35). "The theory of backward and forward linkages of Hirschman (1957 and 1977) tries to show how and when the production of a sector is sufficient to satisfy The minimum threshold or minimum scale needed to make the investment attractive in another sector that it (backward chains) or processes supplies (forward). By the way all activity is linked with others.

These linkages acquire significance when one investment attracts or makes another profitable in the same region. In fact, when the realization of an investment makes the realization of a second investment profitable, the decision making in a coordinated way ensures the profitability of each one of the investments.

Linkages depend on both demand factors (the demand derived from inputs and factors) and their relationship with technological and productive factors (the optimum size of the plant).

Likewise, the development of forward linkages depends significantly on the technological similarity between extractive and processing activity. "It is for this reason the importance of this theory that allows to analyze backwards the factors that intervene in the development of the company and forward that allows to analyze the technology that is involved in the production process to achieve the sale of the products with other companies Related.

Methodology

The character and scope of this research is qualitative, as it interacts directly with the owners or administrators of the Micro, Small and Medium Enterprises of the municipality of Angostura, carrying out a focus group, interviews with the public administration of the Municipality, as well as a comprehensive diagnostic survey of a qualitative nature; That allows to describe to the companies of the municipality.

A typology of unilateral character is made, because it is done in a determined period of time that covers the time in which the data or real facts of micro, small and medium enterprises are taken, period of March of 2013 to October of the year 2015. Qualitative research according to Mendoza Palacios (2006: 1) says that: "qualitative methodology, as its name indicates, has as its objective the description of the qualities of a phenomenon. Look for a concept that can cover a part of reality. It is not a matter of testing or measuring to what degree a certain quality is found in a given event, but to discover as many qualities as possible.

In qualitative research one must speak of indepth understanding rather than accuracy: it is a question of obtaining as deep an understanding as possible. " It is for this reason that the qualitative method is used for this research, because one of the techniques that is the focal group, the depth interview and surveys is applied.

The materials used in the methodology to carry out the research are a focus group with entrepreneurs and agricultural producers, as well as the integral diagnosis survey applied to 18 companies of the agricultural sector that did not participate in the focus group, to know their opinions and the current situation of the company with regard to organization, financing, leadership, budgets, costs, and human resources, among other elements necessary to determine the viability of the company's competitiveness to be a driving force in the formation of the cluster.

Finally, the interview was used as a material that was applied under a structured question guide made to representatives of the public administration of the municipality of Angostura, in which an opinion was sought on the feasibility of forming a fishing cluster in the municipality.

Results

Within the development of the focus group and the integral diagnosis survey, internal and external organizational problems are detected in the cooperative sector; As it is the case within the internal problematic presents the organic decomposition of the cooperatives, where the lack of democratic participation has made that the directors last of 8 to 10 years in their position and they consider owners of the cooperative.

On the other hand, the producer is threatened if he tries to participate in the organic and democratic life of the cooperative, where he is told that he will be retired as a partner.

The most serious organizational problem is the lack of participation in the decisions of the cooperative by the members, by pressure from the managers and the loss of compliance with the regulations in the election of authorities.

Another internal problem of the cooperative sector is the lack of leadership and the co-optation by the political parties of their leaders who end up responding to the interests of the political parties rather than the interest of the cooperatives.

The external problem is reflected in the lack of government support, which even when the producers receive resources to repopulate with larva, this is lost because the larva goes to the mouth of the bay and is captured by the fishing boats of high seas of other States Of the Republic, and they take the product without investing.

The lack of organization for the acquisition and delivery of government support is a latent problem among cooperatives in the municipality of Angostura, because there is no equity in the delivery of fishing equipment, since the fisherman does not have training and advice for Compile the dossier and prepare the projects.

Another of the variables found is government support and is one of the most important items for producers and entrepreneurs in the fisheries sector, because if there is no support, it is not possible to reduce the production costs of catching seafood, But nevertheless they state that if they have support.

Government support is essential for the development of the fisheries sector, however, for there to be a real impact, there is a need for training and technical assistance to achieve projects and technology transfer and transparency in the allocation of resources.

In addition there is a participation and collaboration between companies and fishermen, when they have in the door projects to lower government support, especially when it comes to the purchase of boats. The relationship between fishermen and entrepreneurs in the fishing sector is good and has had an excellent experience, supporting them with documentation to lower government support

regard With to participation collaboration between companies in the fisheries sector, they must, if there is a good relationship, especially when they come together to solicit government support, they support each other to fill the documentation required to lower the Resource and buy the expected boat, only that there are problems at the time of delivery of the support is not always given to who made the whole process, but another that has the necessary friendships to obtain the resource. relationship can be used for the organization of producers of entrepreneurs, strengthening the possibility of the cluster in the sector.

Regarding the participation of business networks in the fishing sector, it is said that these networks do not exist in the formal that allow a greater collaboration between the companies and support each other. For the formation of networks was detected the lack of organization for work, a problem that afflicts all companies within, are not well organized, so they lack information and communication in the workplace

The participation in business networks does not exist formally in the fishing sector of the municipality of Angostura, because the entrepreneurs and producers are not well organized for the work and this causes problems of organization and communication, nevertheless there is a good relation and tie between companies that contribute the Idea of networking entrepreneurs.

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The most common problems presented by the fishing sector for cluster formation is the management of companies in both business dynamics and finance, because not all companies keep a daily record of their income and expenses, presenting financial problems; There are also problems of disorganization between fishermen and entrepreneurs that hinder the continuous work of the company.

In order for a cluster to function, it must have qualified personnel and an available infrastructure to support the attention of the entrepreneurs involved, so it is important that it is located in the geographical place where the companies installed, although are entrepreneurs They state that they must be and infrastructure personnel outside companies of the sector, that is to say, independents are completely required to work to generate trust among the entrepreneurs of the region.

A cluster is formed with a group of companies, which have a common purpose in their sector or production, so it is sought that the companies are interested in their training, in the municipality of Angostura, Sinaloa, where the entrepreneurs stated that "the Companies present at the meeting, such as Vega S. A de CV vessels, freezers, seafood merchants, fishermen, cooperative fishing production companies, etc.

They are companies that would form the cluster, as long as they are aware of the situation and it is a network, and as discussed at the beginning that is not directed by companies in the region, but are independent people for work Administrative and accounting, in addition to not politicizing the staff in charge of the cluster".

Conclusions

With the field information already collects the results obtained it has been concluded that a cluster comes to change the way of work and organization of the companies, but would benefit all those participants in reducing costs of production and marketing of Products Sea.

But in order for the cluster to be achieved first, it is necessary to detect the existing problems and find solutions, which is why the most serious organizational problem is the lack of participation in the decisions of the cooperative by the members, by pressure from the managers And the loss of compliance with the regulations in the election of authorities.

In addition, the lack of leadership shown by producers affects the internal policy of the organization blocking the participation of producers.

There is another problem facing fishermen Rivereños and has to do with government support to repopulate the bay with shrimp larvae, are not used by the fishermen of the Reformation, because the larva goes to the mouths of the bay and the Which take advantage of the shrimp boats that come to catch the crustacean, being that fishermen cannot fish on the high seas by precise provisions of government through the fisheries secretariat, which is responsible for sealing the products in times of scarcity and growth.

Likewise, the lack of organization for the acquisition and delivery of Government support is a latent problem among cooperatives in the municipality of Angostura, because there is no equity in the delivery of fishing equipment.

Another problem is the disorganization and lack of criteria for the management of cooperative societies that has become a latent problem among companies because managers seek to be leaders to go to a political position, regardless of the damage that can Make the cooperative, only seeks their welfare.

One of the latent problems that are occurring in the fishing sector is the high costs of production, because it is not comparable with the prices of the products that have been maintained 10 years ago, with the prices of the inputs for the Extraction of the sea product that have risen 50%, this is because there are high costs and production costs and the utility is minimal or zero.

On the other hand, government support is essential for the development of the fishing sector, however, for there to be a real impact, training and technical assistance for the achievement of projects and transfer of technology and transparency in the allocation of resources is required.

The support provided by the Government to the fishing sector is through cooperative fishing production societies and their legal representatives, where they are sought to be evenly distributed, although fishermen complain that only a few benefit from the support, because the managers of the cooperatives are not well organized and do not carry a list of beneficiaries.

Likewise, government support received by fishermen should be sought to regulate and transparent the form and means of delivery of the support so that the producer is not affected by the managers in turn of the cooperative to which Belongs.

With regard to participation collaboration between companies in the fisheries sector, they must, if there is a good relationship, especially when they come together to solicit government support, they support each other to fill the documentation required to lower the Resource and buy the expected boat, only that there are problems at the time of delivery of the support is not always given to who made the whole process, but another that has the necessary friendships to obtain the resource. relationship can be used for the organization of networks of producers entrepreneurs, strengthening the possibility of the cluster in the sector.

The participation in business networks does not exist formally in the fishing sector of the municipality of Angostura, because the entrepreneurs and producers are not well organized for the work and this causes problems of organization and communication, nevertheless there is a good relation and tie between companies that contribute to The idea of networking entrepreneurs.

The most common problems that the fishing sector presents for the formation of cluster, is the administration and the finances; there are also problems of disorganization between the fishermen and the entrepreneurs that hinder the continuous work of the company.

A very important aspect that the entrepreneurs of the fishing sector pointed out is that in order for the cluster to have organization and control, a person of absolute confidence should be sought and qualified for the position, so this person should not seek political posts that end with the internal life of the cluster.

The supports are of great importance, more when a new organization is going to be formed, in this case the Polytechnic University of the Evora Valley, agrees to support the formation of cluster of the fishing sector of the municipality of Angostura, Sinaloa; With training and advice so that they can lower their own resources through productive projects, this is because the university does not have its own income, are state and federal income and everything is labeled for spending.

The problems seen from the point of view of the area of public administration are very clear, the destruction of the marine ecosystem by the aquaculture farms, who destroy the larva that is sown in the bay, this causes that the production of shrimp or crab is greatly reduced and therefore fishermen reduce their profits.

The problem that fosters the aquaculture farms that exist in the municipality of Angostura, is that they kill the larva of all types of products by means of the pumps of extraction of water, this is because they do not have sieve to avoid that the larvae pass, killing them For daily quantities, because the larva takes refuge in the marshes, and it is here where the farms have their pumps, so while the riverine fisherman sows the larva, the farmers destroy it with their pumps, representing a serious problem of production for the Fisherman. Although feasible solutions are being sought such as the installation of a larva laboratory within the municipality, supported by the State and Municipal government. This would allow a greater production of marine species for fishing.

The support that exists for coastal fishermen are very important, because they also receive training for the management of products and the culture of the art of fishing,

This is for the beneficiaries of the PROPESCA program, but there are also other support from the government As well as for the purchase of ecological engines, boats and equipment for the art of fishing, where the government contributes 70 to 80% of support.

Networking is necessary for employers and fishermen to organize themselves in work, which is already in a formalized form, but involuntary because of the need to organize, considering the public sector if it is feasible to form networks in the municipality of Angostura, Sinaloa.

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