

ANALYSIS OF THE INCOME OF COCOA FARMERS IN BAMBAPUN VILLAGE, DONDO DISTRICT, TOLITOLI REGENCY

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Abstract

This study aims to determine the income of cocoa farmers in Bambapun Village, Dondo District, Tolitoli Regency. This type of research is quantitative descriptive, with a survey conducted by questioning 20 cocoa farmers from various backgrounds, such as gender, age, education level, then the responses are processed and analyzed. The results of this study show that the average total cost incurred by cocoa farmers for each cocoa harvest period with a land area of 1 ha is Rp 1,8934,500. The average revenue obtained by cocoa farmers is Rp 4,992,750. And it is known that the average income of cocoa farmers is Rp 3,098,250 in one harvest period. This means that cocoa farmers still benefit from cocoa crop agricultural products.

Keywords: *Cacao; Income; community income; farmer; Cocoa Farmers;*

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INTRODUCTION

Economic development refers to the activities of a country to develop economic activities and the standard of living of its people. The process of economic development is the growth of pre-economic sectors accompanied by considerable new investment as a driver of increased income and productivity. Basically, the direction of agricultural development is to realize a resilient, advanced and efficient agriculture which is reflected in its ability to prosper farmers, this ability is achieved through improving the quality and quantity of production as well as the diversity of agricultural raw materials for the development of the agricultural industry and agribusiness that are able to take advantage of market opportunities both domestically and abroad, expand job opportunities and become a driver of economic growth (Djojohadikusumo, 1998:36). In this case, economic development can take advantage of sustainable finance programs, meaning that there is a special contribution from the state in advancing the economy in Indonesia (Yanto et all, 2022).

As one of the pillars of the country's economy, the agricultural sector is expected to increase income, especially for rural people who are still living below the poverty line, one of the sub-sectors is the plantation sub-sector. This sub-sector makes a significant contribution to the national economy and becomes increasingly important because of the role of petroleum as the main source of foreign exchange for the country, which is increasingly limited in the comparative advantage of the plantation sub-sector compared to other non-oil and gas sub-sectors, among others, due to the existence of land that has not been used optimally and the climate that is suitable so that it can be used properly and abundantly is the location. Cocoa plants are one of the leading plantation commodities, this is illustrated by the many requests for quality cocoa seeds from farmers or farmer groups, cocoa plants are perennial plants that belong to the cloufloris plant group, which are plants that flower and bear fruit on stems and branches, this plant can be roughly divided into two parts, namely vegetative which includes roots, stems and leaves, and generative parts that include flowers and fruits. Lukito (2010:298).

Cocoa production is an activity that is carried out to add value to an object or form a new object so that it is more useful in meeting needs. The activity of increasing the usability of an object without changing its shape is called service production, while the activity of increasing the usability of an object by changing its properties and form is called the production of goods. The purpose of this farming business is to obtain the highest income for the farmer family, the amount of this income can be used to assess the success of farmers in their management. The level of agricultural sector production is greatly influenced by factors that are beyond the ability of farmers to control it. In general, the production of agricultural products always changes from one season to another.

Sukirno (2006:6) the definition of production factors are objects provided by nature or created by humans that can be used to produce goods and services. Optimal agricultural production is production that brings in profitable products from an economic point of view, this means that the cost of input factors that affect production is much smaller when compared to the results obtained so that farmers can benefit from their farming business.

According to Ahyari (1998), the production level of the agricultural sector is greatly influenced by factors that are beyond the ability of farmers to control it. In general, the production of agricultural products always changes from one season to

another. Stating that production is defined as an activity that can generate additional benefits or create new uses.

The Tolitoli Regency area is one of the provinces in Central Sulawesi, especially in Bambapun Village, Dondo District, Tolitoli Regency, until now it is still carrying out the cultivation of farming crops, namely cocoa plants, in Bambapun Village, cocoa is one of the sources of income in meeting the living needs of cocoa farmers until now, so that farmers are trying to increase the cocoa production they have in order to increase the income of cocoa farmers to meet their needs family life in particular, and regional progress in general. Income is an index to measure the welfare of a person or society, thus the income of a society reflects the economic progress of a society.

According to Sukirno (2006) income is the amount of income received by residents for their work performance during a certain period, whether daily, weekly, monthly or yearly. Business activities will ultimately obtain income in the form of monetary value received from the sale of products minus the costs that have been incurred. Mubyarto (1995), stated that income is revenue minus the costs incurred. A person's income basically depends on work in the field of services or production, as well as the time of working hours devoted, the level of hourly income received. According to Sukirno (2006), income is the amount of income received by residents for their work performance during a certain period, either daily, weekly, monthly or yearly.

Related to this, the quality of agriculture in Bambapun Village is still classified as standard where there is still a lack of effective land use and the use of materials that can support the increase in the income of cocoa farmers such as, the use of fertilizers that are still relatively small in cocoa plants, the quality of cocoa trees is not well maintained, pest control on cocoa trees is still not implemented and many cocoa plants are old so that they no longer produce properly In fact, cocoa itself is used as one of the sources of community income that can meet the economic needs of the cocoa farming community in Bambapun Village, Dondo District, Tolitoli Regency.

METHODOLOGY

The nature of this research is descriptive-quantitative, according to the title and direction of the chosen problem. Research that aims to produce systematic, factual, and reliable data on facts and characteristics of certain populations and regions is known as descriptive research (Sumardi, 2014). This research has been carried out in Bambapun Village, Dondo District, Tolitoli Regency. The time used in the study was three months from April 2024 to June 2024. This research is carried out by calculation using the formula of revenue and income to calculate it using the following method:

Revenue

$$TR = P \cdot Q$$

Information:

TR = Total Revenue

P = Price

Q = Quantity

Income

$$I = TR - TC$$

Information:

I = Income

TR = Total revenue

TC = Total cost

RESULTS AND DISCUSSION

Production Costs of Cocoa Plants

The production of cocoa plants during the cocoa harvest period is twice production or harvest with a land area of 1 ha. Production costs are costs incurred during the production period to obtain production factors used in cocoa farming. Production costs include fixed costs and variable costs.

Table 1. Average Fixed Costs and Variable Costs of Cocoa Farmers

No	Cost components	Average Cost (Rp)
Fixed Cost		
1	Parang	100.000
2	Sabit	50.000
3	Tangki	600.000
4	Arco	675.000
	Total biaya tetap	1.425.000
Variabel Cost		
1	Pupuk buah	140.000
2	Pestisida	199.500
3	Pupuk pohon	130.000
	Total biaya variabel	469.500
	Total Cost (Rp)	1.894.500

It can be seen from table 1 that the average production cost incurred by farmers from cocoa farming is fixed and variable costs. Fixed costs consisting of costs, Machete of 100,000, Sickle of 50,000, Tank of 600,000, Arco of 675,000. And variable costs consist of Fruit Fertilizer of 140,000, Pesticides of 199,500, tree fertilizer of 130,000. This cost is the cost incurred by farmers during the cocoa production period counted for one harvest

Cocoa Farmer Acceptance

Production is the sum of the total output produced by cocoa farming. In cocoa farming, production is the number of cocoa fruits produced during the harvest period which is calculated for four months and two harvests.

Table 2. Total Cocoa Farmer Receipts

No	Description	Sum (Rp/Kg)
1	Production (Kg)	47,55
2	price (Rp)	105.000
	Total Revenue (Rp)	4.992.750

Based on table 2, it is seen that the average amount of cocoa agricultural production in one harvest production is 47 Kg, and with a market selling price of Rp 105,000 per kilo so that it gets a revenue of 4,992,750.

Income of Cocoa Farmers

Income is the income obtained by cocoa farmers which is deducted from the amount of production costs. Revenue is the difference between receipts and production costs used during the production process. The average income of cocoa farmers is Rp 4,992,750 and the average of the variable costs of cocoa farmers is Rp 1,894,500 so that it is found that the income of farmers in one harvest period with a land area of 1 ha is Rp 3,098,250 from the difference between the total revenue and the total costs incurred in one harvest period.

CONCLUSION

The average total cost incurred by cocoa farmers for each cocoa fruit harvest period with a land area of 1 ha is Rp 1,894,500. The average revenue obtained by cocoa farmers is Rp 4,992,750. and it is known that the average income of cocoa farmers is Rp 3,098,250. In one period of harvest period. This means that cocoa farming communities still benefit from cocoa crop agricultural products.

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