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"Small and Medium-sized
Enterprises Competitiveness"

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AGRIBUSINESS
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HUMAN WELFARE

*“Small and Medium-sized
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EDITOR TEAM

Siti Yusi Rusimah
Achmad Fachruddin
Rohandi Aziz
Dara Rosalia

ADDRESS

Agribusiness Department
Agriculture Faculty
Universitas Muhammadiyah Yogyakarta

Jl. Lingkar Selatan, Tamantirto, Kasihan, Bantul, Yogyakarta, 55183
Phone. 0274-387656 (ext. 201) Fax. 0274-387646
e-mail: adhw2016@umy.ac.id



Gubernur

Daerah Istimewa Yogyakarta

Sambutan
KONFERENSI INTERNASIONAL
“AGRIBUSINESS DEVELOPMENT FOR HUMAN WELFARE”
Yogyakarta, 14 Mei 2016

Assalamu'alaikum Wr. Wb.

Salam sejahtera untuk kita semua.

Yang Saya hormati :

- Rektor Universitas Muhammadiyah Yogyakarta;
- Para Narasumber;
- Hadirin dan Para Peserta yang berbahagia,

Puji dan syukur marilah kita panjatkan kehadirat Allah SWT karena hanya atas limpahan rahmat serta karunia-Nya, kita dapat hadir pada kesempatan acara **Konferensi Internasional “Agribusiness Development For Human Welfare”** ini dalam keadaan sehat wal’afiat.

Pada kesempatan kali ini, secara ringkas Saya akan menyampaikan mengenai industri kecil menengah nasional yang menjadi tema pada pembukaan Seminar Internasional “Agribusiness Development For Human Welfare” ini.

Hadirin dan Saudara-saudara sekalian yang Saya hormati,

Berdasarkan data BPS, pertumbuhan industri pengolahan nonmigas pada tahun 2015 secara kumulatif sebesar 5,04%; lebih tinggi dari pertumbuhan ekonomi (PDB) pada periode yang sama sebesar 4,79%. Pada periode Januari-Desember 2015, nilai ekspor produk industri pengolahan nonmigas mencapai USD 106,63 Milyar, dan nilai impor mencapai USD 108,95 milyar, sehingga neraca perdagangan industri pengolahan nonmigas pada periode yang sama sebesar USD 2,32 milyar (neraca defisit).

Usaha pemerintah untuk memperkecil defisit di atas, salah satunya dengan cara memberdayakan Industri Kecil dan Menengah (IKM) yang merupakan bagian penting dalam perkembangan industri nasional. Sampai saat ini, Industri Kecil dan Menengah

telah berkontribusi sebesar 34,82% terhadap pertumbuhan industri pengolahan nonmigas secara keseluruhan.

Angka ini dapat tercapai karena dukungan lebih kurang 3,6 juta unit usaha, yang merupakan 90 persen dari total unit usaha insutri nasional. Jumlah unit usaha tersebut telah mampu menyerap tenaga kerja sebesar 8,7 juta orang, yang tentunya berdampak pada meningkatnya ekonomi nasional serta mengurangi kemiskinan.

Industri Kecil dan Menengah (IKM) memiliki peran yang strategis dalam perekonomian nasional. Hal ini sejalan dengan Visi Pemerintah dalam Rencana Pembangunan Nasional Jangka Menengah (RPJMN) 2015-2019 yaitu *“Terwujudnya Indonesia yang berdaulat, mandiri, dan berkepribadian berlandaskan gotong royong”*.

Untuk lebih meningkatkan peran tersebut, Penumbuhan dan Pengembangan Industri Kecil dan Menengah diarahkan untuk memiliki tujuan jangka menengah guna mewujudkan industri kecil dan industri menengah yang berdaya saing, berperan signifikan dalam penguatan struktur industri nasional, pengentasan kemiskinan dan perluasan kesempatan kerja, serta menghasilkan barang dan/atau jasa Industri untuk keperluan ekspor.

Hadirin dan Saudara-saudara sekalian,

Awal tahun ini, kita telah memasuki era Masyarakat Ekonomi ASEAN (MEA). Dengan demikian, perekonomian nasional akan langsung bersaing dengan para pelaku pasar di kawasan ASEAN. Produk dan jasa termasuk investasi negara-negara anggota telas bebas memasuki pasar di kawasan ASEAN.

Dalam rangka menghadapi hal tersebut, Pemerintah mengambil langkah-langkah strategis berupa peningkatan daya saing industri dan mendorong investasi di sektor industri; di mana peningkatan daya saing industri itu sendiri dilakukan melalui penguatan struktur industri dengan melengkapi struktur industri yang masih kosong serta menyiapkan strategi ofensif dan defensif dalam akses pasar.

Pemerintah telah melakukan Penguatan Sektor IKM dengan strategi ofensif dan defensifnya melalui beberapa program pelaksanaan, diantaranya antara lain: Penumbuhan Wirausaha Baru; Pengembangan IKM melalui Pengembangan Produk IKM serta Peningkatan Kemampuan Sentra dan UPT; Pemberian Bantuan Mesin dan Peralatan Produksi; Perluasan Akses Pasar melalui Promosi dan Pameran; Fasilitasi Pendaftaran Hak Kekayaan Intelektual; Fasilitasi Sertifikasi Mutu Produk dan Kemasan; serta Fasilitasi Pembiayaan melalui Skema Kredit Usaha Rakyat (KUR).

Saya berharap agar berbagai program-program pemerintah tersebut dapat didukung secara sinergis oleh seluruh komponen masyarakat. Untuk itu, Saya berpesan kepada Saudara-saudara sekalian agar semua program pemerintah dalam bidang

Industri, khususnya dalam program pemberdayaan Industri Kecil dan Menengah, didukung dengan sepenuh hati, agar dapat lebih bermanfaat bagi masyarakat dalam rangka pengembangan industri kecil menengah.

Hadirin dan Saudara-saudara sekalian yang Saya hormati,

Demikian beberapa hal yang dapat Saya sampaikan. Akhirnya dengan memohon ridho Allah Subhanahu Wata'ala, seraya mengucap "*Bismilahirrahmanirrahim*", **Konferensi Internasional "Agribusiness Development For Human Welfare"** dengan ini secara resmi Saya nyatakan dibuka. Semoga Allah SWT memberikan petunjuk, bimbingan, perlindungan dan kemudahan dalam setiap langkah dan upaya kita. Amien.

Sekian dan terima kasih.

Wassalamu'alaikum Wr. Wb.

Yogyakarta, 14 Mei 2016

GUBERNUR

DAERAH ISTIMEWA YOGYAKARTA



HAMENGKU BUWONO X

WORDS OF WELCOME

Assalamu'alaikum warahmatullahi wabarakatuh

Alhamdulillah, all praise be to Allah SWT, who has given us His blessings so that this International Seminar of Agribusiness Development for Human Welfare (ADHW) 2016 entitled "Small and Medium-sized Enterprises Competitiveness" can be conducted. This International Conference is held in cooperation among Agribusiness Study Program of Muhammadiyah University of Yogyakarta with Putra University of Malaysia (UPM), Kasetsart University (KU), Association of Indonesian Agricultural Economy (PERHEPI), and Agribusiness Association of Indonesia (AAI), Universitas Gadjah Mada (UGM) and Universitas Brawijaya (UB).

Countries of ASEAN members like Indonesia, Malaysia, and Thailand have more than 90% Small and Medium-sized Enterprises (SMEs). In general, SMEs play important role in economic developments such as in terms of employment, added value, improve foreign exchange, and economic growth. For Indonesia, the role of SMEs is limited to employment and added value, while the foreign exchange from SMEs is still low. According to the General Director of SMEs of Industrial Ministry, in 2013 the total SMEs being able to pass through export market is just under 5 percent. For that required many breakthrough and innovation so that the role of SMEs becomes real economic development, especially in Indonesia, and generally in ASEAN countries.

On behalf of Agribusiness Department of Universitas Muhammadiyah Yogyakarta, we would like to express our gratitude Putra University of Malaysia (UPM), Kasetsart University (KU), Association of Indonesian Agricultural Economy (PERHEPI), Agribusiness Association of Indonesia (AAI), Universitas Gadjah Mada (UGM) and Universitas Brawijaya (UB) for all supports, sponsors, and all committee members having worked so hard that this International Conference can be conducted.

Hopefully, these synergies coming from various parties can provide contribution for developing SMEs in Indonesia and other ASEAN countries as well.

Wassalamu'alaikum warahmatullahi wabarakatuh

Head of Agribusiness Department
Universitas Muhammadiyah Yogyakarta



Ir. Eni Istiyanti, MP.

PREFACE

Assalaamualaikum, Warahmatullaahi., Wabarakaatuh.
Dear Honorable Governor of Yogyakarta Special Province
Dear respectable Prof. Dr. Zainal Abidin Mohamed
Dear respectable Asist. Prof. Pornthipa Ongkunaruk
Dear respectable Rector of UMY Prof. Dr. Bambang Cipto, MA.
Dear all invited Guests, Speakers, and Participants of International seminar of ADHW 2016.

Alhamdulillah, all praise be to the Almighty God, so that we can be gathering here today at Muhammadiyah University of Yogyakarta in order to attend the Conference on Agribusiness Development for Human Welfare (ADHW) 2016.

Ladies and Gentlemen,

On behalf of the committee, I would like to say welcome to this International Conference on ADHW 2016 and thank you for attending our invitation.

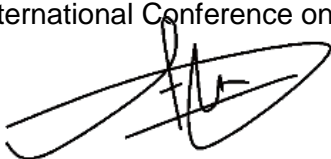
Especially, we are grateful to invited speakers, Prof. Zainal Abidin Mohamed and Asist. Prof. Pornthipa Ongkunaruk, for their willingness to share information and thoughts in this conference. As a bit report, that this conference has been attended by 85 speakers coming from five countries.

This conference entitled "Small and Medium-sized Enterprise Competitiveness". ASEAN Economic Community is the largest economic integration that is going to be implemented at the beginning of 2016 (December 31, 2015). Through this integration, SMEs will have opportunity to expand access to markets, technology, and capital. But at the same time SMEs are required to improve their competitiveness in order to survive in the market. We expect that this seminar is capable of producing thoughts building SMEs within ASEAN, especially Indonesia, to face the free trade.

This event can be done by support and efforts from all sides. Therefore, I would like to say thank you to all committee members having worked hard to conduct this event. We, as the organizer committee, do apologize when there is a shortage in conducting this event.

Wassalamualaikum, Warahmatullaahi., Wabarakaatuh.

Chairman
International Conference on ADHW 2016


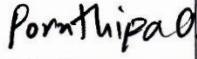


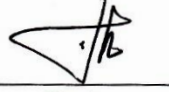

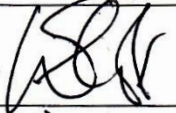
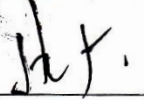





Dr. Aris Slamet Widodo, SP., MSc.

LIST OF REVIEWERS

1. Prof. Dr. Mad Nasir Shamsudin (Universiti Putra Malaysia)
2. Prof. Dr. Zaenal Abidin Mohamed (Universiti Putra Malaysia)
3. Dr. Ismail Abd. Latif (Universiti Putra Malaysia)
4. Dr. Juwaidah Sharifudin (Universiti Putra Malaysia)
5. Assist. Prof. Dr. Amin Mahir Abdullah (Universiti Putra Malaysia)
6. Assist. Prof. Dr. Nitty Hirawaty K. (Universiti Putra Malaysia)
7. Assist. Prof. Dr. Parthana Parthanadee (Kasetsart University)
8. Assist. Prof. Dr. Pornthipa Ongkunaruk (Kasetsart University)
9. Dr. Jumpol Vorasayan (Kasetsart University)
10. Prof. Dr. Ir. Masyhuri (Universitas Gadjah Mada)
11. Prof. Dr. Ir. Irham, M.Sc. (Universitas Gadjah Mada)
12. Dr. Jamhari, SP. MP. (Universitas Gadjah Mada)
13. Dr. Jangkung HM, SP.M.Ec. (Universitas Gadjah Mada)
14. Subejo, SP, M.Sc., Ph.D. (Universitas Gadjah Mada)
15. Dr. Ir. Rini Dwiastuti, M.S. (Universitas Brawijaya)
16. Ir. Edi Dwi Cahyono, M.Sc., Ph.D. (Universitas Brawijaya)
17. Wisynu Ari Gutama, S.P., M.MA. (Universitas Brawijaya)
18. Hery Toiba, S.P., M.P., Ph.D. (Universitas Brawijaya)
19. Yuniar Khasanah, M.Sc. (Lembaga Ilmu Pengetahuan Indonesia)
20. Lusty Istiqamah, M.Biotech (Lembaga Ilmu Pengetahuan Indonesia)
21. Ir. M. Kismuntono (Lembaga Ilmu Pengetahuan Indonesia)
22. Dr. Ir. Sriyadi, MP. (Universitas Muhammadiyah Yogyakarta)
23. Dr. Ir. Widodo, MP. (Universitas Muhammadiyah Yogyakarta)
24. Dr. Ir. Indardi, M.Sc. (Universitas Muhammadiyah Yogyakarta)
25. Dr. Ir. Triwara BS, MP. (Universitas Muhammadiyah Yogyakarta)
26. Dr. Aris Slamet Widodo, SP. MSc. (Universitas Muhammadiyah Yogyakarta)

ATTENDED REVIEWER

NO	NAME	INSTITUTION	SIGNATURE
1	Prof. Dr. Zaenal Abidin Mohamed	UPM	
2	Assistant. Prof. Dr. Pornthipa Ongkunaruk	Kasetsart University	
3	Prof. Dr. Ir. Irham, M.Sc	UGM	
4	Dr. Jangkung HM, SP. M.Ec	UGM	
5	Dr. Ir. Lestari Rahayu Waluyati, MP	UGM	
6	Ir.Edy Dwi Cahyono, M.Sc., PhD	UNIBRAW	
7	Wisnyu Ari Gutama, S.P, M.MA	UNIBRAW	
8	Hery Toiba, S.P.,M.P.,Ph.D	UNIBRAW	
9	Yuniar Khasanah, M.Sc	LIPI	
10	Lusty Istiqamah, M.Biotech	LIPI	
11	Ir. M. Kismuntono	LIPI	

EDITOR FOREWORD

The economic integrations by ASEAN certainly have given a major influence on Small and Medium-sized Enterprises (SMEs). Beside economic integration in the form of free trade area (FTA) that has been going on since the early 2000s, economic integration in the form of ASEAN Economic Community (AEC) has been ongoing since the beginning of 2016. Through this integration, SMEs have opportunity to expand access to markets, technology, and capital. But at the same time SMEs are required to improve their competitiveness in order to survive in the market.

In order to explore ideas, concept, and innovations related to the competitiveness of SMEs, International Conference on Agribusiness Development for Human Welfare (ADHW 2016) was held in Yogyakarta on May 14, 2016. The conference organized by Department of Agribusiness Universitas Muhammadiyah Yogyakarta, in collaboration with Department of Agribusiness and Information System Universiti Putra Malaysia, Department of Agro-Industrial Technology Kasetsart University, Department of Agriculture Socio-Economics Universitas Gadjah Mada, Department of Agriculture Socio-Economics of Universitas Brawijaya, Indonesian Society of Agriculture Economics, Agribusiness Association of Indonesia. Hopefully proceedings of ADHW 2016 provide stimulus for increasing competitiveness of SMEs in ASEAN, especially in Indonesia.

Furthermore, we are grateful to Allah, the Sustainer of all word, who always makes it easy for our affairs. We would like to acknowledge with thanks to all the institution and individual who joined with resources and efforts in organizing the conference that resulted in the papers which are published in this proceeding. Special thanks to all authors and discussants who contributed with their intellectual capital and responded to our call papers. Thanks and acknowledgment are also due to all reviewers of the conference who helped in evaluating submitted papers; and to the members of the Organization Committee, who ensured smooth execution of the event.

Editor

TABLE OF CONTENTS

WELCOME FROM GOVERNOR OF YOGYAKARTA	i
WORDS OF WELCOME	iv
PREFACE	v
LIST OF REVIEWERS	vii
EDITOR FOREWORD	viii
TABLE OF CONTENTS	ix
RICE SELF-SUFFICIENCY IN INDONESIA: AN ANALYSIS ON BUDGET ALLOCATION AND THE ACHIEVEMENT	1
<i>Sri Nuryanti</i>	
MODELING OF COOPERATION TO IMPROVE RURAL ECONOMIC IN LANGKAT... ..	8
<i>Muhammad Buchari Sibuea</i>	
GRANARY GROUP PERFORMANCE IMPACT TO THE PRICE AND FOOD SELF- SUFFICIENCY ON THE FARM HOUSEHOLDS	20
<i>Sri Mardiyati, Jamhari, Jangkung Handoyo Mulyo Dwidjono Hadi Darwanto</i>	
ANALYSIS OF AGRIBUSINESS SYSTEM AND COMPETITIVENESS OF GROUPER FISH IN INDONESIA.....	28
<i>Grace Maharani Putri, Venty F. Nurunisa</i>	
ANALYSIS OF COMPETITIVENESS ASEAN RICE TRADE IN THE ERA OF ASEAN ECONOMIC COMMUNITY.....	36
<i>Mohammad Natsir, Sri Mardiyati</i>	
PARTICIPATORY EXTENSION AND FARMERS ATTITUDE CHANGE (CASE PASSION FRUIT FARMERS IN THE VILLAGE BATU BELERANG SINJAI DISTRICT)	42
<i>Muh. Arifin Fattah and Amruddin</i>	
THE RELATIONSHIP BETWEEN EMPOWERMENT OF FARMER GROUP ASSOCIATION (GAPOKTAN) AND MANGO FARM INCOME	47
<i>Achmad Faqih, Nurul Atikah Fauzi Siti Aisyah</i>	
EFFECTIVENESS OF TRAINING MODEL ON CRAFTSMEN CALLIGRAPHY GOAT LEATHER IN AN ATTEMPT TO STRENGTHEN THE COMPETITIVENESS IN SUKOHARJO, INDONESIA	57
<i>Shanti Emawati, Endang Siti Rahayu, Sutrisno Hadi Purnomo, Ayu Intan Sari</i>	
EFFORTS TO IMPROVE COMPETITIVENESS OF WOMEN FARMERS GROUP "MELATI" IN SENDANGSARI VILLAGE, PENGASIH DISTRICT, KULON PROGO REGENCY	62
<i>Siti Hamidah, Indah Widowati</i>	
INSTITUTIONAL CHANGE AND ITS EFFECT TO PERFORMANCE OF WATER USAGE ASSOCIATION IN IRRIGATION WATER MANAGERMENTS	68
<i>Mohammad Rondhi, Yasuhiro Mori, Takumi Kondo</i>	
FOOD PROCESSING INDUSTRY EMPOWERMENT EFFECTIVENESS IN BANGUNTAPAN SUB-DISTRICT, BANTUL, YOGYAKARTA SPECIAL REGION	76
<i>Sapto Husodo, Amie Sulastiyah, Galuh H.E. Akoso</i>	
URBAN DWELLER PERCEPTION TOWARDS URBAN AGRICULTURE.....	85
<i>Ida Naziera Ngahdiman, Rika Terano, Zainal Abidin Mohamed</i>	

EFFECTIVENESS OF WELFARE DEVELOPMENT SCHEME ON QUALITY OF LIFE TO RURAL POOR COMMUNITY IN MALAYSIA.....	93
<i>Mohd Nizam Abdul Aziz, Fazlin Ali, Zainal Abidin Mohamed and Hanina Halimatusaadiyah Hamsan</i>	
ASSOCIATION BETWEEN SOCIO-DEMOGRAPHIC CHARACTERISTICS WITH PINEAPPLE FARMER'S KNOWLEDGE, SKILLS AND PRACTICES IN MALAYSIA.	106
<i>Melissa Alina Yusoff, Norsida Man, Nollila Mohd Nawawi, Khadijat Jaji</i>	
MARKET STRUCTURE AND ANALYSIS OF SEA FISH MARKETING AT DISTRICT OF JEMBER.....	112
<i>Syamsul Hadi, Edy Sutiarto, dan Henik Prayuginingsih</i>	
MARKET STRUCTURE, EFFECTIVENESS, AND EFFICIENCY OF THE RUBBER RAW MATERIALS MARKETING IN MUSI RAWAS DISTRICT	121
<i>May Shiska Puspitasari</i>	
ANALYSIS OF BEEF SUPPLY CHAIN MANAGEMENT AT AGRIBUSINESS BASED SLAUGHTERHOUSE IN UPTD OF ANIMAL SLAUGHTERHOUSE OF PALU	129
<i>Muh Zulfadhli Prasetyo, Yulianti Kalaba, Lien Damayanti, dan Erny</i>	
ANALYSIS OF INFLUENCE OF MARKETING MIX AGAINST PURCHASE DECISION OF GROWING UP MILK ON THREE SOCIO-ECONOMIC CLASS IN MALANG	139
<i>Sunardi, Jabal Tarik Ibrahim, Anas Tain</i>	
TRANSACTION COST ANALYSIS ON CARDAMOM MARKETING IN PADASARI VILLAGE, CIMALAKA DISTRICT, SUMEDANG REGENCY	152
<i>Ermalinda Zebua, Juarini, and Nanik Dara Senjawati</i>	
RICE SEEDS MARKET STRUCTURE IN EAST JAVA	161
<i>Rini Dwiastuti, Riyanti Isaskar, Nur Baladina, Tri Wahyu Nugroho</i>	
NUTMEG'S (<i>MYRISTICA FRAGGAN HAITT</i>) ANALYZE MARKETING MARGIN AND EFFICIENCY OF TANJUNG SANI VILLAGE TANJUNG RAYA SUBDISTRICT AGAM DISTRICT	177
<i>Devi Analia, Faidil Tanjung, Syofyan Fairuzi dan Ramita Sari Pimura</i>	
THE EFFICIENCY OF SUPPLY CHAIN EMPING MELINJO IN BANTUL REGENCY YOGYAKARTA	183
<i>Eni Istiyanti, Diah Rina Kamardiani</i>	
VALUE CHAIN OF PINEAPPLE IN MALAYSIA.....	191
<i>Norsida Man, Nollila Mohd Nawawi, Khadijat Jaji, Melissa Alina Yusoff</i>	
DYNAMIC SYSTEM OF INDONESIAN HALAL MEAT INDUSTRY: SUSTAINABLE SUPPLY CHAIN MANAGEMENT PERSPECTIVE	206
<i>Akhmad Mahbubi, Pita Merdeka</i>	
ANALYSIS OF THE PROFITABILITY OF DAIRY FARMERS BASED ON THE SCALE OF LIVESTOCK OWNERSHIP IN DISTRICT SEMARANG	216
<i>Mukson, S.I.Santoso, H.I.Nisa, H. Setiyawan and M. Handayani</i>	
DEVELOPMENT STRATEGY OF LEADING COMMODITY THROUGH COMMUNITY-BASED ENTERPRISE IN INDONESIA-MALAYSIA BORDER AREA.....	223
<i>Jangkung Handoyo Mulyo, Irham, Hani Perwitasari, Fatkhayah Rohmah</i>	
BUSINESS DEVELOPMENT STRATEGY SOYBEAN SAUCE PRODUCTION IN CAP BAWANG SOY SAUCE COMPANY AT NGAWI REGENCY	230
<i>Feti Munika Sakti, Mohamad Harisudin, Raden Rara Aulia Qonita</i>	
FOREIGN LABOR RECRUITMENT IN OIL PALM PLANTATION IN MALAYSIA	241
<i>Marlia Musa, Amin Mahir Abdullah, Mohd Mansor Ismail</i>	

MICRO ENTREPRENEURS' INTENTION TO BECOME MEMBER OF MICROCREDIT SCHEME WITH EDUCATIONAL TRAINING AND MOTIVATIONAL PROGRAM.....	250
<i>Rika Terano, Zainalabidin Mohamed and Fatin Najihah Mohd Tammili</i>	
FARMING INCOME ANALYSIS OF DRY LAND IN THE GUNUNGKIDUL DISTRICT	257
<i>Aris Slamet Widodo, Retno Wulandari</i>	
ANALYSIS OF FACTOR THAT INFLUENCE THE DEMAND FOR ORGANIC VEGETABLES IN MEDAN	264
<i>Sasmita Siregar, Hadriman Khair, Yudha Andriansyah Putra</i>	
RICE CONSUMER BEHAVIOR IN THE MUSI RAWAS DISTRICT	272
<i>Zaini Amin</i>	
ANALYSIS OF CONSUMER PERCEPTIONS AGAINST LOCAL AND IMPORT FRUITS IN MEDAN.....	280
<i>Hadriman Khair</i>	
CONSUMERS'INTENTION TO PURCHASE GENETICALLY- MODIFIED SOYBEAN PRODUCTS IN MALAYSIA.....	288
<i>Welson Chin Vui Son, Kelly Wong Kai Seng, and Juwaidah Sharifuddin</i>	
CONSUMER PREFERENCE TOWARDS ORGANIC VEGETABLES AT SUPER INDO SULTAN AGUNG YOGYAKARTA.....	299
<i>Nisa Murty Andari, Widodo, Sriyadi</i>	
STRENGTHENING THE ECONOMIC OF FOREST FRINGES COMMUNITY THROUGH MODEL FOR ENHANCING LOCAL CATTLE COMPETITIVENESS	306
<i>Teguh Hari Santosa, Toni Herlambang, Nurul Qomariah, dan Oktarina</i>	
FACTORS AFFECTING THE PRODUCTION AND BENEFIT ON THE PLANTING SYSTEM OF JAJAR LEGOWO AND TEGEL IN THE DISTRICT MUSI RAWAS	317
<i>Nila Suryati</i>	
PLANTING DISTANCE AND DOSE OF ORGANIC MANURE ON THE SOIL CHEMICAL PROPERTIES AND YIELD OF LOWLAND RICE	324
<i>Abdul Azis and Damasus Riyanto</i>	
TECHNOLOGY ADOPTION OF HIGH QUALITY GREENBEANS SEED BY FARMERS' HOUSEHOLD IN CENTRAL JAVA.....	334
<i>Wiludjeng Roessali, Wahyu Dyah Prastiwi, Tutik Dalmyatun</i>	
PRODUCTION EFFICIENCY OF IRRIGATION LOWLAND ORGANIC PADDY FARMING SYSTEM AT BAROKAH FARMER'S GROUP IN SEMARANG REGION.	340
<i>Titik Ekowati, Edy Prasetyo, and Bambang Trisetoyo Eddy</i>	
THE FARMER'S KNOWLEDGE AND ATTITUDES FOR ENVIRONMENTAL FRIENDLY OF SHALLOT CULTIVATION IN BALI	346
<i>Nyoman Ngurah Arya, I Ketut Mahaputra, Suharyanto, Jemmy Rinaldi</i>	
THE ANALYSIS OF A VERTICALLY INTEGRATED ORGANIC RICE COMPANY: A CASE STUDY IN THAILAND	354
<i>Yaniga Prasertwattanukul and Pornthipa Ongkunaruk</i>	
EFFECTIVENESS AND GROUP COMMUNICATION NETWORK.....	361
<i>Indardi</i>	
THE INSTITUTIONAL ROLE IN DISSEMINATING SITE-SPECIFIC AGRICULTURAL INNOVATION IN ACEH	368
<i>Abdul Azis, Basri AB and Sugeng Widodo</i>	

INCREASE RICE PRODUCTIVITY THROUGH MODELS OF CROPPING SYSTEMS AND THE USE OF HYBRID VARIETIES	379
<i>Suharno, Rika Nalinda</i>	
THE FARMER'S PERCEPTION TO THE USING OF TECHNOLOGY AFTER PADDY'S HARVEST IN SOUTH SULAWESI	386
<i>Irmayani, Hariyono, Nur Rahmah Safarina Hamzah</i>	
VALUATION IRRIGATION OF RICE FARMING AT UPSTREAM AND DOWNSTREAM AREAS IN SPECIAL REGION OF YOGYAKARTA	392
<i>Habibullah, Triyono, Aris Slamet Widodo</i>	
RICE FARMER'S PERCEPTION AND ITS EFFECT TOWARD INTENTION TO ADOPT ORGANIC FARMING	399
<i>Ashari, Juwaidah Sharifuddin, Zainal Abidin Mohammed, Rika Terano</i>	
FACTORS INFLUENCING THE ATTITUDES OF VEGETABLE FARMERS TOWARD THE USE OF INFORMATION AND COMMUNICATION TECHNOLOGY (ICT) IN PENINSULAR MALAYSIA.....	411
<i>Nor Haslina Nor Rizan, Amin Mahir Abdullah, Norsida Man, and Nolila Mohd Nawi</i>	

FARMING INCOME ANALYSIS OF DRY LAND IN THE GUNUNGKIDUL DISTRICT

(A Case Study in Prone Area Food)

Aris Slamet Widodo^{1*}, Retno Wulandari¹

Jl. Lingkar Selatan, Kasihan, Bantul Regency, Yogyakarta

*corresponding author: aris.sw@umy.ac.id

ABSTRACT

This research study was aimed at analyzing the farmers' income of local commodity in the village of Purwosari, Gunungkidul district. The study was *purposively* conducted in Giritirto village, Purwosari, Gunungkidul. This study used a basic method of analysis description focusing on cost analysis and farming income. The research findings show that farming frequently done by farmers in Giritirto village on rainy season is paddy and corn. While on dry season, they cultivate corn and peanut. The average income of farmers on the rainy at ricefield is higher than that at *tegal* land (non irrigated dry field). Corn is a major commodity in the dry season and cultivated in wet land and *tegal* (up land). The highest income of corn is achieved at *tegal* land on the dry season. Peanut only planted in the dry season on dry land and is able to provide a high enough income for farmers. The analysis findings concluded that paddy commodity of ricefield has the highest income on the rainy season, while corn commodity is appropriately cultivated on the dry season at *tegal* land. Peanut has a quite high contribution at *tegal* land on the dry season.

Keywords: Income, Farming, Dry Land

INTRODUCTION

Food needs has been a distinctive challenge for Indonesian people which is an archipelago country. The width of Indonesia geographically causes distinction of land condition as well as compatibility against kinds of crops. The different culture of farming and staple food among regions also influences people's choice in selecting commodity of farmers. However, transition of choosing staple food from local one to nationally rice has made problems in terms of food fulfillment (Nurhemi, dkk., 2014).

The availability and sufficiency of field become an important factor in providing support sufficiency production in order that national food security in 15 years (RPJM/mid-term government plans) and within the next 40 years (RPJP/long-term government plans). The need of food is a function of population, income levels, and its socioeconomic. If population grows about 1,28% per year, it will need the addition of food production at least 1,3% per year to achieve the level of food

security (Agricultural Research and Development Agency, 2010).

The increase in food production depends greatly on improvement result of ricefield productivity. The increased productivity cannot take place continuously, due to the fact that productive land (ricefield) gets shrink as a result of function shift, so that alternative new land is needed to develop that commodity using dry land which is still vast (Mahaputra and Adijaya, 2004).

Dry land is defined as a stretch of land never flooded most of the time in a year or in all time. Indonesian land with 188,2 million ha, 25,09 million ha belong to potential land to cultivate dry land-crops (Djaenudin, D; Marwan, Subagyo and A. Hidayat. 2003). Dry land in Gunungkidul district has not been maximally well-managed, thus planting patterns are in food crops annuals, such as corn, cultivated on the rainy season.

The district of Gunungkidul is the southernmost of Yogyakarta Special Province with 1.485,36 km² or 46, 63% of its total area. This area has topography of limestone hills extending from the west

until the east. The topography itself influences kinds of land uses in Gunungkidul district. The condition of being not so fertile and being burdened by problems of water availability makes it the poor area with annual income Rp 3,229,356. This happens because 70% of Gunungkidul residents is landless farmers with various lacks of nature, technology, and capital as well.

Based on data from BPS (Statistics Center Agency) of Gunungkidul District (2014) that most of farming land in it is the dry one (95%), while the rest is ricefield 5%. According to the natural condition, Gunungkidul District has some potential plants being well-produced such as cassava, corn, soybean, and dry land-paddy.

Being an extreme nature as well as categorized as marginal land cause some areas in Gunungkidul District categorized as prone to food in 2013; they are Purwosari, Paliyan and Girisubo sub-districts.

Various efforts done by government in terms of food security program to anticipate food insecurity, one of which is by increasing income of local crops farming. The integrated concept of local resources between plants and livestock (cows, goats, and fowls) is a basic capital in terms of food insecurity management as well as farmers' income increase. The purpose of this writing was thus to analyze farming income of local commodity in Purwosari village, the district of Gunungkidul.

METHOD

Basic method used in this research study was analysis descriptive method focusing on problems solution existing at present and current. Data collected were firstly arranged, explained, and then

analyzed in order to make description, images or picture which is systemic, factual, and accurate considering factors, characteristics, as well as relations among the research phenomena (Surakhmad, 1994).

The sampling area taken was purposively determined (*purposive sampling*) which is Giritirto village, Purwosari sub-district, Gunungkidul district regarding that the village belonged to prone to food in the district, however, it has potential for developing food crops, namely corn and *gogo* paddy. This study employed cost analysis, income, and profit from various commodities of farming.

RESULT AND DISCUSSION

Farmers in Giritirto village, Purwosari sub-district, Gunungkidul district many cultivating some commodity. Most of whom, on the rainy season, cultivate paddy and corn. Besides, those on the dry season cultivate commodities of corn, cassava, tobacco, and peanut. Average possession of ricefield is around 2.706 m² and *tegal* land with 4.643 m².

1. Paddy

One of the main commodities cultivated in Giritirto village, Purwosari sub-district, Gunungkidul district is paddy. It is the food crop producing rice as staple food source for most Indonesian people. It is one of food containing carbohydrates being able to make our body more powerful. Farming of paddy commodity in Giritirto village, Purwosari sub-district, Gunungkidul district has an average area of ricefield around 2.659 m² and *tegal* land around 3.793 m². Analysis of paddy commodity farming on ricefield and *tegal* land on the rainy season can be seen at table 1.

Table 1. Income of Paddy Farming at Ricefield and *Tegal* Land (0.1 Ha)

Variables	Ricefield	<i>Tegal</i>
A. Income (Rp)	1.883.400	936.000
Production (Kg)	369.3	183.5
Cost (Rp/kg)	5.100	5.100
B. Explicit Cost	-	-
Seed (Rp/Kg)	36.000	64.500
Manure (Rp/Kg)	119.600	43.200
Urea (Rp/Kg)	64.600	39.900
Fertilizer TSP (Rp/Kg)	37.500	39.100
Fertilizer ZA (Rp/Kg)	9.800	6.400
Fertilizer Ponska Rp/Kg)	20.400	20.000
Pesticide (Rp/Kg)	23.000	5.250
External Labor (Rp)	89.500	94.000
Other Costs (Rp)	40.000	800
Total Cost (Rp)	440.400	313.150
C. Income (Rp)	1.443.000	622.850

Source: Primary data processed

Varieties of rice gogo is much cultivated by farmers in Giritirto village. Based on the results of paddy farming analysis with 1000 m² of ricefield and *tegal* land illustrate that productivity of paddy commodity at ricefields cultivated by farmers being higher than that on *tegal* land namely 0,25 kg/m². It was because the rainfall succeeding rice gogo cultivation. Rice gogo needs water along the growth relying only on the rainfall. Water for the need of rice gogo is hard to manage the source is from rainfall which is erratic dependent by weather. Paddy on *tegal* land needs less water, so that the result achieved is also less.

Paddy crops at ricefields cultivated by the farmers obtain revenue of Rp 1.883.400,- at *tegal* land, while at *tegal* land of Rp 936.000,-. While paddy was being cultivated at ricefield, the costs of using seed, fertilizer, and pesticide higher than that at *tegal* land, that is, Rp 310.900,-. The use of saprodi at ricefields with average width 1000 m² for seeds as many as 4 kg. The farmers buy rice gogo seeds ranging from Rp 8.600,- / kg to Rp 9.000,- / kg. Planting way used by cropping grooves, namely land made grooves with distance 20-25 cm. While at *tegal* land, the need of seed is so many, that is 7,5 kg. This is because of the different way of cultivating at ricefields by means of spreading.

There are five kinds of production fertilizers, namely manure as 104 kg, urea

as 34 kg, fertilizer TSP as 15 kg, fertilizer ZA as 7 kg, and fertilizer ponska as 8,5 kg. The fertilizers used in cultivating rice gogo by combining organic and inorganic fertilizers. The dosage of fertilizer use should be adapted to the soil fertility level. The condition of *tegal* land is not so fertile and thus the use of fertilizer is little as well.

While the pesticide use is 1 bottle. Its usage in terms of paddy cultivation is unavoidable, due to the high land humidity as well as the abundant water availability on the rainy season. Such a situation is thus able to cause pest diseases such as conch and leafhoppers.

Employing labors outside the family is more at *tegal* land. This is owing to the intensive land management. Although ricefield costs more, the result is still equal with the achieved income. The achieved income of farmers' at ricefield is Rp 1.443.000,- while that at *tegal* land with Rp 622.850,-.

2. Corn

Corn is one of essential food crops instead of paddy. Corn commodity, instead of being the food source containing carbohydrates, the seed and the leaves can be used as animal feed as well. Corn is one of alternative food crops in Giritirto village cultivated on the rainy season at *tegal* land as well as on the dry season at ricefield and also at *tegal* land.

Analysis of farming corn commodity can be seen at table 2.

Table 2. Farming Corn Income on *Tegal* Field (0.1Ha)

Variables	Rainy Season		Dry Season
	<i>Tegal</i>	Ricefield	<i>Tegal</i>
A. Income (Rp)	318.200	622.750	1.297.400
Producion (Kg)	86	144	546
Cost (Rp/kg)	3.700	2.650	2.600
B. Explicit Cost			
Seed (Rp/Kg)	2.600	15.300	9.000
Manure (Rp/Kg)	25.000	812.000	755.000
Urea (Rp/Kg)	11.400	55.100	30.000
Fertilizer TSP (Rp/Kg)		24.700	37.950
Fertilizer ZA (Rp/Kg)	1.600	24.500	-
Fertilizer Ponska (Rp/Kg)	10.800	44.400	-
Pesticide (Rp/Kg)	2.625	28.000	-
External Labor (Rp)			
	7.000	132.500	13.000
Other Costs (Rp)	9.000	56.000	2.300
Total Cost (Rp)	32.025	276.200	24.300
C. Income (Rp)	286.175	346.550	1.273.100

Source: Primary Data Processed

In 2014, the selling price of corns was ranging from Rp 2.600,-. The price was considered quite low compared to the other corn centers. This was due to the high cost resulting from the long supply chain. In 2015, the selling price of corns raised, ranging from Rp 3.000,-/kg to Rp 3.700,-/kg. This was as corn production decreased in some places, however, the demand of corns as animal feeding got higher. According to the analysis result of corns cultivation in Giritirto village, the highest productivity on the dry season at *tegal* land achieving 546 kg/0.1 Ha. Meanwhile, the lowest one is on the rainy season which is 86 kg/0.1 Ha. It shows that the corn is appropriately cultivated on the dry season.

The highest cost of corns cultivation, in general, is on ricefield on the dry season. The cost of seeds provision and manure achieves 15.300 dan Rp 812.000,-. The use of chemical fertilizer and labors outside the family achieves Rp 176.700 and Rp 132.500. It was because land condition that requires cultivation care and land management. The total cost of cultivating corn-ricefield on the dry season is Rp 276.200, while the ricefield farming cost on the dry season is only Rp

24.300, and that at *tegal* land on the rainy season is only Rp 32.025.

Although ricefield costs more, the result is not equal with the achieved income. The achieved income of farmers' at ricefield is Rp 346.550,- while that at *tegal* land with Rp 286.175,-.

The highest income of corn cultivation is achieved by farmers at *tegal* farming on the dry season with Rp 1.273.100,-. Such a high income is influenced by high productivity achieving 546 kg/0.1 Ha and the low production cost being only Rp 24.300,-.

3. Peanuts

Another commodity cultivated by farmers in Giritirto village, Purwosari sub-district, Gunungkidul district is peanut. It is one of commodity having potential to be developed. This can be seen from the aspect of food processing raw made peanuts, such as nut-egg, garlic butter, and the like.

Analysis of peanuts commodity farming on *tegal* land on the dry can be seen at table 3.

Based on the analysis findings of peanuts cultivation in Giritirto village with 1000 m² width of *tegal* land have

productivity with 134 kg/ 0.1 Ha. Peanuts cultivation done by the farmers gives income as much as Rp 1.514.200,-.

In 2014, the selling price of peanuts was range from Rp 7.000,-/kg to Rp 9.000,-/kg. While in 2015, the selling price of corns raised ranging from Rp 10.000,-/kg to Rp 12.000,-/kg. It took place since the peanuts production decreased in some places and yet the demand of peanuts was high.

The highest cost of cultivating peanuts is on providing the seeds, manure, and fertilizer ZA each of which with Rp 34.800, Rp 71.811, and Rp 34.298,-. In the process of cultivating peanuts, it needs not assistance labors outside the family resulting cost efficiency. The high selling price with Rp. 11.300 and the good productivity (134 kg) as well as the low farming cost resulting the high income of peanuts cultivation achieving Rp 1.157.200,-.

Table 3. Income of peanut farming at ricefield and *tegal* (0.1 Ha)

Variables	<i>Tegal</i>
A. Income (Rp/Kg)	1.514.200
Production (Kg)	134
Price (Rp)	11.300
B. Explicit Cost	-
Seed (Rp/Kg)	340.800
Manure (Rp/Kg)	71.811
Urea (Rp/Kg)	4.287
Fertilizer TSP (Rp/Kg)	5.359
Fertilizer ZA (Rp/Kg)	34.298
Fertilizer Ponska (Rp/Kg)	7.500
Other Costs (Rp)	8.900
Total Cost (Rp)	357.200
C. Income (Rp)	1.157.000

Source: Primary data processed (2015)

CONCLUSION

Farming frequently done by farmers in Giritirto village on rainy season is paddy and corn, while that on the dry season average farmers cultivate corn and peanut. The average income of paddy-farmer on the rainy season at ricefield is Rp 1.443.000,- while that at *tegal* land is Rp 622.850,-. Average income of corn-farmers at *tegal* land on the rainy season is Rp 286.175,-, while that at the ricefield on the dry season is Rp 346.550,-. The highest income is achieved at *tegal* land

on the dry season with Rp 1.273.100,-. Average income of peanut-farmers at *tegal* land is Rp 1.157.000,-.

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DISCUSSION FROM PARALLEL SESSION

PAPER TITTLE	Farming Income Analysis of Food Crops in The Sub-district of Purwosari The District of Gunungkidul
AUTHOR	Aris Slamet Widodo, Retno Wulandari
DISCUSSION	
QUESTION	<ul style="list-style-type: none"> - Who the target in the research? National / International, make the like more general not so locally issue. - Peanut is corn?
ANSWER	<ul style="list-style-type: none"> - Actually international, but it's so national
SUGGESTION	<ul style="list-style-type: none"> - Need to write GAP clearly - Revise the tittle more shortly - Make implication - Don't put all sentences in the PPT, point enough - It's very good but please, give a written again the formula of the writing. - There's no the GAP on the research problem based in preliminary research - Implication of the regional/ people