

Analysis of Production and Income of Tomato Farms Village-owned and Non Village-owned Tomato Farms Kulisusu District, North Buton Regency

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Abstract

This study aims to determine: (1) Production of BUMDes tomato farming and non-BUMDes tomato farming of Kulisusu District, North Buton Regency, (2) Income of BUMDes tomato farming and non-BUMDes of tomato farming of Kulisusu District, North Buton Regency and (3) Differences in BUMDes tomato farming income and non-BUMDes tomato farming in Kulisusu District, North Buton Regency. The location was determined purposively, this research was conducted in October 2022 – June 2023. The number of respondents was 35 people consisting of 20 BUMDes tomato farming respondents and 15 non-BUMDes tomato farming respondents. The analysis used to answer the first problem statement used descriptive analysis, to answer the second problem statement used income analysis and to answer the third problem statement used an analysis of the average difference test (compare means) independent sample t-test method. The results showed that the average BUMDes tomato farming yield was 2,830/Kg/ha and the Non-BUMDes tomato farming production yielded an average of 2,233/kg/ha. The average BUMDes tomato farming income is IDR 28,018,349/Ha while the non-BUMDes tomato farming average is IDR 24,477,344/Ha. The results of the average different test show that the difference in BUMDes tomato farming income and non-BUMDes tomato farming has a significant effect on income showing a sig value. (2-tailed) $0.03 < 0.05$.

Keywords: Production, income, analysis of the average difference test (compare means). BUMDes tomato farming and non-BUMDes tomato farming.



INTRODUCTION

Indonesia is a developing country in the world. Indonesia is also an agricultural country where most of the population works as farmers. Indonesia's land stretches from west to east, allowing Indonesians to utilize the land as agricultural land (Koisine, *et al.*, 2019). Vegetable production has a good opportunity in the market because the amount of consumption of the Indonesian population from year to year will continue to increase along with the high growth of the population from year to year. From an economic point of view, vegetables play an important role as a source of income for farmers, industry and labor absorption. In addition, vegetables are able to contribute to the value of exports nationally so that it also plays a role as a contributor to foreign exchange for Indonesia.

The agricultural sector has great potential in improving the economy of Southeast Sulawesi because it is able to reduce the unemployment rate and has the largest contribution in increasing the GRDP of Southeast Sulawesi. Therefore, the role of the agricultural sector must receive important attention in policy making by the local government so that agriculture can be more advanced in improving human resources and technology (Sudarmo, 2014). Southeast Sulawesi has good agricultural potential for horticultural crops to be developed, horticultural crops, especially vegetables, have a very important role for the community in meeting daily food needs. For the people of Southeast Sulawesi, vegetables are an intake to meet the needs of protein, vitamins, minerals and fiber that are useful for the health of the body so that they can support daily activities. According to BPS, the highest production of superior vegetable crops in Southeast Sulawesi (Kuintal) in 2019 were tomatoes (56,084), eggplant (55,342), long beans (46,609) and cayenne pepper (36,686).

North Buton Regency is one of the regencies in Southeast Sulawesi Province whose territory includes parts of northern Buton Island, as well as small islands around the area. This district has an area of 1,923.03 km² which is located in the northern part of Buton Island (BPS North Buton, 2020). Most of the people of North Buton Regency work in agriculture, both food crops and plantation crops. North Buton has the most productive plantation commodity, namely tomato plants. North Buton Regency tomato production in 2018 amounted to 245 quintals with a harvest area of 36 hectares while in 2019 there was an increase in tomato production of 350 quintals with a harvest area of 44 hectares (BPS Buton Utara, 2020). The highest production of tomato plants in North Buton district in 2019 which is widely cultivated by farming is West Kulisusu District, namely 99 (quintals) and followed by Kulisusu District, namely 88 (quintals), while the lowest production of tomato plants is North Wakorumba District 57 (Quintals).

Kulisusu sub-district has considerable potential in supporting the success of food in the





form of vegetables, one of which is Jampaka Village. Jampaka Village is one of the villages where most of the population are tomato farmers, and is supported by the potential of its cultivation land and farming as the main livelihood of the surrounding community. Interestingly, some tomato farmers in Jampaka village joined a village institution commonly called BUMDes which is intended to support tomato farmers who do not have enough capital to increase their agricultural yields.

BUMDes is an institution formed by the village government and the community manages the institution based on the needs and economy of the village. Jampaka Village is one of the villages that has a BUMDes formed since 2018, has 70% development in the management of production facilities services and provides capital in the form of farming products with the legal basis of Perdes No. 13 of 2016 under the name BUMDes Mogumpino. Most of the Jampaka village community joins BUMDes as farmers, one of which is in the business of apple tomato plants (*Lycopersicon esculentum*). In tomato farming, farmers carry out these activities properly, such as in terms of processing to post-harvest. Village-Owned Enterprises (BUMDes) Mogumpino has a trading business, namely Toko Tani, which is intended to meet the needs of BUMDes tomato farming in providing production input services (SAPRODI) and providing business capital in the form of products to BUMDes tomato farming actors. The types of trading businesses of BUMDes Mogumpino are Agricultural Needs such as Tomato Seeds, Eggplants, Cayenne Pepper, Kale, Long Beans, Spinach, pesticide medicines, agricultural tools such as machetes, hoes, shovels and others.

The business developed by BUMDes greatly facilitates BUMDes tomato farming in obtaining services from the types of economic businesses managed by BUMDes and facilitates community needs without going back and forth to the market looking for business needs. The issuance of Law Number 6 of 2014 and the issuance of PP Number 47 of 2015 requires an independent and autonomous village in managing its resources where BUMDes are expected to play a role in improving the rural economy (Anggaeni, 2016).

In connection with this, the authors are interested in conducting research in Kulisusu District, North Buton Regency with the title "Analysis of production and income of BUMDes Tomato Farms and Non BUMDes Tomato Farms in Kulisusu District, North Buton Regency".

METHOD

The population in this study were all tomato farmers in Jampaka Village, Kulisusu Subdistrict, North Buton Regency, totaling 116 consisting of 65 BUMDes tomato farms and 50 non BUMDes tomato farms. Then, the sample was taken using random sampling technique as



many as 35 people. The types and sources of data used in this research are primary data and secondary data. Primary data came from interviews and questionnaires. Data collection techniques were carried out by interview, observation, and documentation. The data were then analyzed using production analysis techniques, income analysis with the following stages:

1. Recipients can be calculated using the following formula:

$$TR = Q \cdot P$$

Description:

TR *Total Revenue*

Q *Product price*

P *Production quantity*

2. Total cost can be calculated using the following formula:

$$TC = FC + VC$$

Description:

TC *Total Cost*

FC *Fixed Cost*

VC *Variable Cost*

3. Tomato farm income is the difference between all costs, where farm income is the multiplication of production and selling price, while costs are all expenses used in a farm (Suratiyah, 2015) The equation is written as follows:

$$I = TR - TC$$

Description:

I *Income*

TR *Total Revenue*

TC *Total Cost*

4. Analysis of Income Differences, the method used is *independent sample t-test* (Sudjana, 2002). Mathematically, the formula for the average difference test is as follows:

$$t = \frac{\bar{x}_1 - \bar{x}_2}{\sqrt{\frac{(n_1 - 1) s_1^2 + (n_2 - 1) s_2^2}{n_1 + n_2 - 2} \left(\frac{1}{n_1} + \frac{1}{n_2} \right)}}$$

Description:

t = Significant value sought

$\bar{x}_1$ = Average income of tomato farming in BUMDes (Rp)

$\bar{x}_2$ = Average non BUMDes tomato farm income (IDR)

s_1^2 = Variants of income on tomato farms BUMDes.

S_2^2 = Variant of income on non BUMDes tomato farms.

n_1 = Number of respondents on tomato farms BUMDes.

n_2 = Number of respondents in non BUMDes tomato farms.

With the following testing criteria:

- If $t_{\text{count}}(0.05) > t_{\text{Tabel}}$ (significant value), then H_0 is rejected, meaning that partially there is a difference in the income of BUMDes tomato farming respondents with the income of non BUMDes tomato farming respondents.
- If $t_{\text{hitung}}(0.05) < t_{\text{Tabel}}$ (significant value), then H_0 accepted means that partially there is no difference in the income of BUMDes tomato farming respondents with the income of non BUMDes tomato farming respondents.

The results of the analysis of differences between BUMDes tomato farms and non BUMDes tomato farms were also obtained using the *independent sample T test of SPSS 16.00 software*.

RESULTS AND DISCUSSION

Production Factor Analysis of BUMDes Tomato Farms and Non BUMDes tomato farms

1. Land Area

Hermanto (1991) suggests that there are three groups of farmers based on the area they cultivate, namely the narrow category < 0.5 ha, the medium category $0.5-2$ ha and the large category > 2 ha. For more details on the level of land use of tomato farming can be seen in Table 1.

Table 1 Total Land Area and Percentage of Tomato Farming in Jampaka Village, Kulisusu Sub-district, North Buton District

No.	Land area (Ha)	Number of respondents (people)			
		BUMDes	%	Non BUMDes	%
1	$<0,5$	-	-	-	-
2	$0,5 - 2$	20	100	15	100
3	>2	-	-	-	-
Total		20	100	15	100

Based on Table 1 shows that the number of respondents' tomato farms totaled 35. The number of BUMDes tomato farms on a land area of $0.5-2$ was 20 people with a percentage of 100% and non BUMDes tomato farms on a land area of $0.5-2$ was 15 with a percentage of 100%. This shows that the cultivated land area owned by respondent farmers is in the medium land

category. According to Phinaningrum (2001) that tomato growth is strongly influenced by seedling spacing, the wider the spacing, the better the fertility that brings nutrients so that tomato growth can increase.

2. Labor, Seeds, Fertilizers, and Pesticides

In this section, the researcher presents a number of variables about the total use of labor, seeds, fertilizers, and pesticides in the research area can be seen in the table:

Table 2 Total Labor, Seeds, Fertilizers, and Pesticides

Variables	Description	Total	
		BUMDes	Non BUMDes
Labor (HOK)	Highest	6,5	4,5
	Lowest	3	1,5
Average		1,5	2,8
Seed (pack/ha)	Highest	3	3
	Lowest	1	1
Average		1,9	1,6
Fertilizer (kg/ha)	Highest	300	300
	Lowest	100	100
Average		857	169
Pesticide (ml/ha)	Highest	500	500
	Lowest	250	250
Average		1,089	699
Total Production (kg/ha)	Highest	3.500	3.500
	Lowest	2.000	1.500
Average		2,830	2,233

Based on table 2 above, it can be described as follows;

- a. That the highest labor use of BUMDes tomato farms was 6.5 HOK and the lowest labor use was 3 HOK and an average of 4.45 HOK. While the highest labor of non BUMDes tomato farms was only 4.5 HOK and the lowest use of labor was 1.5 HOK and an average of 2.8 HOK. The labor used by BUMDes tomato farms amounted to 25 people while non BUMDes tomato farms used a workforce of 20 people. From the table it can be concluded that besides using family labor, BUMDes tomato farms also use a lot of external labor compared to non BUMDes tomato farms. The use of HOK by each



- respondent who cultivates tomato farms is still relatively low and still allows for additional use of HOK. This is not in accordance with the use of HOK recommended by Agromedia in Purwanto, et al. (2015) which is 89 HOK/ha for one harvest season. The use of labor in tomato farming in the research location is mostly used during land cultivation and harvesting. Natural resources can be useful if human resources can process them seriously. The more seriously humans handle natural resources, the greater the human benefits that will be obtained by farmers.
- b. The highest seed use of BUMDes tomato farms was 3 packs/ha and the lowest was 1 pack/ha with an average seed use by tomato farmer respondents of 1.9 packs/ha. While the highest use of non BUMDes tomato farming seeds was 3 packs and the lowest was 1 pack/ha with an average seed use of 1.6 packs/ha. The seeds used by BUMDes tomato farms are quality seeds provided by BUMDes, and the land managed by BUMDes farmers is wider, this is directly proportional to the opinion of Sugiono (2002) which states that the wider the land used, the more the number of seeds used with a spacing of 100 cm by 40 cm. Meanwhile, non BUMDes tomato farms have smaller land areas, and the seeds used are not superior seeds. This is due to the limited capital owned by non-BUMDes farmers.
 - c. That the largest amount of fertilizer use of BUMDes tomato farms was 300 kg / ha and the lowest was 100 kg / ha, with an average of 857 kg / ha. While the highest use of non BUMDes tomato farming fertilizer was 300 kg and the lowest was 100kg / ha. Fertilizer use by BUMDes tomato farms and non BUMDes tomato farms is very different. BUMDes tomato farms use a lot of organic fertilizer amounting to 3,850 kilos, ponska fertilizer amounting to 590kg and Npk fertilizer amounting to 127kg. While the use of non BUMDes tomato farming fertilizers only uses organic compost of 2,500 in the tomato farming cultivation process. According to Balitbangta (in Atman, 2015) the recommendation for fertilizer needs through soil analysis results is 300/350 kg/ha. While the use of fertilizers in the research area is classified as quite good.
 - d. That the highest use of pesticides on BUMDes tomato farms was 500 ml/ha and the lowest was 250 ml/ha with an average of 1,089 ml/ha. while the use of non BUMDes tomato farm fertilizers was 500 ml/ha and the lowest was 250 ml/ha with an average of 699 ml/ha. The reason for the use of BUMDes tomato farming pesticides is more, because with the help of BUMDes farmers who are under BUMDes are free to take the products needed by BUMDes, they only need to record the notes from each person. Pesticides used by tomato farms in the cultivation process use desic pesticides 20





- people amounting to 7,150 ml, calcium 20 people amounting to 7,250 ml, and prapotan 20 people totaling 7,250 ml. While non BUMDes tomato farms use desic pesticides 15 people amounting to 5,000 ml, noxole 15 amounting to 5000 ml, round-up 3 people amounting to 4,250 ml and dinat 5 people amounting to 1000 ml. The reason for the use of non BUMDes tomato farming pesticides is small because each farmer does not have enough capital to buy the pesticides needed, limited by money. This means that the use of pesticides for BUMDes tomato farms and non BUMDes tomato farms varies depending on the level of pest attacks and plant diseases. In the use of pesticides must pay attention to the dose and size because pesticides are poisons that if used excessively will cause harm. Pesticides can quickly reduce the population of pests and diseases that attack plants so that the decline in production can be reduced. Based on the results of research conducted by Sridianto, (2016) stated that the use of pesticides varies by each respondent, depending on the area of land owned by farmers or depending on the number of tomatoes raised and also depending on the pests and diseases that attack tomato plants. The more extensive the tomato land and the more tomatoes raised and the more pests and diseases attacking tomato plants, the more pesticides are used.
- e. That the highest production of BUMDes tomato farms was 3,500 kg/ha and the lowest was 2,000kg/ha, with an average of 2,830kg/ha. While the highest non BUMDes tomato farm production was 3,500kg/ha and the lowest was 1,500kg/ha, with an average of 2,233kg/ha. The reason the production of BUMDes tomato farms is more is because the high and low production of tomatoes in the research area depends on how much land area is planted, as well as the combination of the use of several other *inputs* used by each tomato farmer respondent. The use of quality seeds, fertilizers, pesticides and labor that is different from non BUMDes tomato farming greatly affects the production obtained by farmers. Seeds used by BUMDes farmers are between 2-4 packs per ha and the average fertilizer use is 193 kg. while the use of seeds, fertilizers of non BUMDes farmers are between 1-3 packs per ha and an average fertilizer of 167 kg. The difference in the average value of production obtained above shows that BUMDes tomato farms have higher production compared to non BUMDes tomato farms. This is because BUMDes tomato farms have available and greater production factors such as the availability of more seeds, fertilizers and pesticides. Meanwhile, non BUMDes tomato farms have lower production, this is because the availability of production facilities is very minimal due to lack of capital for independent farmers.



Cost-Revenue Analysis of BUMDes Tomato Farms and Non BUMDes tomato farms

1. Cost, Revenue, and Income

The following data on production costs, revenue, and income are presented in the following table.

Table 3 Cost, Revenue, and Income

Variables	Description	Unit	BUMDes	non BUMDes
Cost	Fixed Cost	Unit/Ha	4.579.015	1.165.189
	Variable Cost	Kg/Ha	81.854.000	35.341.333
Reception	Production	Kg/Ha	56.600	33.500
	Price		7.000	7.000
	Reception		646.800,000	403.666.667
Average			32.340,000	26.911.111
Revenue	Reception	Kg/Ha	646.800,000	403.666.667
	Total Cost		53.307.637	36.506.511
	Revenue		560.366.985	367.160.155
Average			28.018.349	24.477.344

Table 3 above shows that;

- a. The average fixed costs of tomato farming incurred for the purchase of equipment consisting of (hoes, machetes, baskets, hand sprayers, spray cans and mulch) amounted to IDR 4,579,015. While non BUMDes tomato farmers prefer to buy agricultural equipment by using their own capital according to the needs of adequate money amounting to Rp1,165,189. This is because the fixed costs of each tomato farming respondent have different values due to differences in the types of tools and the amount used, BUMDes tomato farms choose the tools needed and needed without worrying about the costs incurred with the BUMDes farm shop can provide tools such as: a). hoes are used in the process of tillage, but are also used in making soil lines before planting tomato plants. Each BUMDes and non BUMDes tomato farming respondent has a different number of hoes purchased according to the needs of the land area owned, b). machete is used as a cutting tool or slashing tool (especially thickets) when using in and out of the forest. Most of the BUMDes tomato farming respondents bought this equipment for tomato farming needs, with different amounts according to the



- needs required otherwise non BUMDes tomato farms also bought this equipment for tomato farming needs, c). baskets used to store tomato fruit harvests, d). hand sprayers used to spray liquids such as liquid fertilizers, herbicides (materials used to kill weeds), pesticides, or other chemicals in fields or plantations, e). spray cans / hoses are used to water the plants to make it easier for each tomato farming respondent to have a different amount of research, f). spray cans are used to spray water on tomato plants, g). mulch is used to inhibit weed growth, protect soil from erosion, maintain good soil structure and maintain soil moisture. Variable costs are costs incurred by BUMDes and non BUMDes tomato farming respondents per hectare. According to Tuwo (2011), variable costs are costs that consist of a number of costs that are calculated within a certain period of time. This means that these costs depend on how much production is produced in a certain period of time. Variable costs used include the cost of seeds, fertilizers, pesticides, medicines and labor costs. Table 4.13 shows that the variable costs incurred by BUMDes tomato farms amounted to Rp81,854,000. These costs include the cost of seeds, fertilizers, pesticides and other costs. With BUMDes assistance in the form of products, farmers more often pay attention to their tomato plants While the variable costs incurred by non BUMDes farms amounted to Rp35,341,333.
- b. That the total revenue of BUMDes tomato farms from the sale of tomatoes amounted to Rp646,800,000 with an average revenue of Rp32,340,000 while non BUMDes farm receipts amounted to Rp403,666,667. with an average revenue of Rp26,911,111 / ha. The income obtained by farmers is inseparable from the role of BUMDes which has provided production facilities for farmers so that the resulting production is maximized. This can be seen from the table above which shows a significant difference between tomato farms under BUMDes and non BUMDes, namely IDR 403,666,667 or an average of IDR 26,911,111. The difference in the average value of revenue obtained above shows that BUMDes tomato farms have higher production with the same selling price compared to non BUMDes tomato farms. This is because BUMDes tomato farms have greater available production factors such as availability of fertilizers, pesticides, and land area. In contrast, non BUMDes tomato farms have lower production due to the lack of availability of production facilities needed by farmers.
- c. That the income received on BUMDes tomato farms in Jampaka Village is Rp560,366,985 with an average of Rp28,018,349, while the total income received on non BUMDes tomato farms per hectare is Rp367,160,155, with an average of



Rp24,477,344. The difference in income is influenced by the amount of tomato crop yields. Alasan pedapatan tomato farming BUMDes and non BUMDes tomato farming because each respondent membupuai production factors, and different costs, the more costs sacrificed for plant food, it will pay off the opinion obtained. This is in line with the opinion of Subjarno (2008) that cost is one of the factors that affect farming opinions.

2. Analyze the difference in income

The results of hypothesis testing with an *independent sample t-test* using the SPSS 23 wondows program to determine the average difference in income of BUMDes tomato farms and non BUMDes tomato farms as an indicator of *overreaction*, resulting in a *significant* value (2-tailed) in the *t-test* column. More details can be seen in the following table:

Table 4 Group Statistics

	Respondents	N	Mean	Std. Deviation	Std. Error Mean
Revenue	BUMDes	20	28018349,20	3346060,124	748201,7894
	non BUMDes	15	24477343,60	2317026,513	598253,6733

Table 5 Independent Samples Test

		Levene's Test for Equality of Variances				
		F	Sig.	t	Df	Sig. (2 tailed)
Revenue	Equal variances assumed	.216	.169	3,510	33	.003
	Equal variances not assumed			3,696	32,842	.006

Table 6 t-test for Equality of Means

Mean Difference	Std. Error Difference	95% Confidence Interval of the Difference	
		Lower	Upper
3541005,600	1008851,658	1488481,468	5593529,732
3541005,600	95973,5775	1591638,197	5490377,003

Based on the output above, it is known that the Sig. Levene's Test for Equality of Variances is $0.169 > 0.05$, it means that the data variance between BUMDes tomato farms and non BUMDes tomato farms is homogeneous or the same. So that the interpretation of the independent samples



test output table is guided by the value in the "equal variances assumed" table.

Based on the output table in the "equal variances assumed" section, it is known that the sig. (2-tailed) of $0.03 < 0.05$, it can be concluded that there is a significant difference between the results of BUMDes tomato farming and non BUMDes tomato farming. Furthermore, from the output table, it is known that the value of "mean difference" is 3541005.600. This value shows the difference between the average results of BUMDes tomato farming and the average results of non BUMDes tomato farming or $28018.349 - 24477343.60 = 3541005.600$ and the difference is 1488481.468 to 5593529.732 (95% Confidence Interval of the Difference).

CONCLUSION

Based on the results of the analysis and discussion regarding the Analysis of Production and Income of BUMDes Tomato Farms and non BUMDes tomato farms in Kulisusu District, North Buton Regency, it can be concluded that the amount of production of BUMDes tomato farms averaged 2,830/Kg/ha and the production of Non BUMDes farms averaged 2,233/kg/ha. The amount of BUMDes tomato farming income obtained an average yield of Rp28,018,349 / ha and Non BUMDes tomato farming income of Rp24,477,344 / ha.

The results of the mean difference test show that the difference in income of BUMDes tomato farms and non BUMDes tomato farms has a significant effect on income or sig value. (2-tailed) $0.03 < 0.05$

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